



## HEINEKEN MALAYSIA BERHAD

Company No. 196401000020 (5350-X)  
(Incorporated in Malaysia)]

### CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE FOURTH QUARTER AND YEAR ENDED 31 DECEMBER 2024

The Board of Directors of Heineken Malaysia Berhad (“the Company”) wishes to announce the unaudited results of the Group for the fourth quarter and year ended 31 December 2024.

#### CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	INDIVIDUAL PERIOD 3 MONTHS ENDED			CUMULATIVE PERIOD 12 MONTHS ENDED		
	31/12/2024	31/12/2023	% Change +/(–)	31/12/2024	31/12/2023	% Change +/(–)
	RM'000	RM'000		RM'000	RM'000	
1. Revenue	823,135	728,623	13%	2,796,791	2,637,741	6%
2. Operating expenses	(644,375)	(592,985)		(2,201,060)	(2,119,430)	
3. Operating profit	<b>178,760</b>	<b>135,638</b>	32%	<b>595, 731</b>	<b>518,311</b>	15%
4. Interest expense	(4,557)	(3,604)		(11,428)	(7,431)	
5. Profit before tax	174,203	132,034	32%	584,303	510,880	14%
6. Taxation	(33,349)	(32,962)		(117,554)	(124,080)	
7. Net profit for the period	<u>140,854</u>	<u>99,072</u>	42%	<u>466,749</u>	<u>386,800</u>	21%
8. Profit attributable to owners of the Company	<u>140,854</u>	<u>99,072</u>		<u>466,749</u>	<u>386,800</u>	
9. Total comprehensive income attributable to owners of the Company	<u>140,854</u>	<u>99,072</u>		<u>466,749</u>	<u>386,800</u>	
10. Earnings per share:						
(a) Basic (based on 302,098,000 stock units) (sen)	46.63	32.80		154.50	128.04	
(b) Fully diluted	N/A	N/A		N/A	N/A	

The Condensed Consolidated Statement of Comprehensive Income should be read in conjunction with the Group’s Annual Audited Financial Statements for year ended 31 December 2023.

**CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

	UNAUDITED AS AT 31 December 2024 RM'000	AUDITED AS AT 31 December 2023 RM'000
<b>Non-current assets</b>		
Property, plant and equipment	582,071	576,464
Intangible assets	18,360	20,357
Right-of-use asset	20,041	18,848
Deferred tax assets	463	1,742
Other receivables	1,095	2,663
	<u>622,030</u>	<u>620,074</u>
<b>Current assets</b>		
Inventories	151,782	120,564
Trade and other receivables	451,006	433,561
Current tax assets	22,071	29,912
Cash and cash equivalents	31,200	43,318
	<u>656,059</u>	<u>627,355</u>
<b>Current liabilities</b>		
Trade and other payables	631,696	610,263
Dividend payable	-	-
Current tax liabilities	2,583	-
Lease liabilities	4,476	3,906
Borrowings	80,000	135,000
	<u>718,755</u>	<u>749,169</u>
<b>Net current liabilities</b>	<u>(62,696)</u>	<u>(121,814)</u>
	<u>559,334</u>	<u>498,260</u>
<b>Financed by:</b>		
<b>Capital and reserves</b>		
Share capital	151,049	151,049
Reserves	388,290	307,623
<b>Shareholders' funds</b>	<u>539,339</u>	<u>458,672</u>
<b>Non-current liabilities</b>		
Deferred tax liabilities	14,146	34,567
Lease liabilities	5,849	5,021
	<u>19,995</u>	<u>39,588</u>
	<u>559,334</u>	<u>498,260</u>
Net Assets per share attributable to owners of the Company (RM)	<u>1.79</u>	<u>1.52</u>

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the Group's Annual Audited Financial Statements for the year ended 31 December 2023.

**CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31 DECEMBER 2024**

	YEAR ENDED 31 DECEMBER 2024 RM'000	YEAR ENDED 31 DECEMBER 2023 RM'000
<b>Cash flows from operating activities</b>		
Profit before tax	584,303	510,880
Adjustments for:		
Amortisation of intangible assets	6,077	5,689
Depreciation of property, plant and equipment	85,258	69,323
Loss on disposal of property, plant and equipment	133	563
Loss on disposal of right-of-use asset	(7)	-
Amortisation of prepaid contractual promotion expenses	5,197	6,959
Interest expense	12,608	8,585
Interest income	(1,180)	(1,154)
Unrealised foreign exchange differences	180	19
<b>Operating profit before changes in working capital</b>	<b>692,569</b>	<b>600,864</b>
<b>Movements in working capital</b>		
Inventories	(31,218)	73,890
Receivables, deposits and prepayment	(21,072)	155,302
Payables and accruals	21,852	(82,447)
<b>Cash generated from operations</b>	<b>662,131</b>	<b>747,609</b>
Tax paid	(126,271)	(151,182)
Interest paid	(12,608)	(8,585)
<b>Net cash from operating activities</b>	<b>523,252</b>	<b>587,842</b>
<b>Cash flows from investing activities</b>		
Acquisition of property, plant and equipment	(87,495)	(137,322)
Acquisition of intangible assets	(2,756)	(5,516)
Interest received	1,180	1,154
Proceeds from disposal of property, plant and equipment	162	260
<b>Net cash used in investing activities</b>	<b>(88,909)</b>	<b>(141,424)</b>
<b>Cash flows from financing activity</b>		
Lease commitment paid	(4,776)	(3,759)
Repayment of borrowings	(55,000)	(35,000)
Dividend paid	(386,685)	(416,895)
<b>Net cash used in financing activity</b>	<b>(446,461)</b>	<b>(455,654)</b>
<b>Net change in cash and cash equivalents</b>	<b>(12,118)</b>	<b>(9,236)</b>
<b>Cash and cash equivalents at beginning of year</b>	<b>43,318</b>	<b>52,554</b>
<b>Cash and cash equivalents at end of period</b>	<b>31,200</b>	<b>43,318</b>

The Condensed Consolidated Statement of Comprehensive Income should be read in conjunction with the Group's Annual Audited Financial Statements for the year ended 31 December 2023.

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2024

	Attributable to equity holders of the Company			
	<i>Non-Distributable</i> Share Capital RM'000	<i>Capital</i> Reserve RM'000	<i>Distributable</i> Retained Earnings RM'000	Total RM'000
<b>Year ended</b>				
<b><u>31 December 2024</u></b>				
Balance at 1 January 2024	151,049	961	306,662	458,672
Total comprehensive income for the period	-	-	466,749	466,749
Effects of share-based payments		602	-	602
Dividends paid/ payable	-	-	(386,685)	(386,685)
<b>Balance at 31 December 2024</b>	<b>151,049</b>	<b>1,563</b>	<b>386,727</b>	<b>539,338</b>
<b>Year ended</b>				
<b><u>31 December 2023</u></b>				
Balance at 1 January 2023	151,049	647	336,757	488,453
Total comprehensive income for the period	-	-	386,800	386,800
Effects of share-based payments		314	-	314
Dividends paid / payable	-	-	(416,895)	(416,895)
<b>Balance at 31 December 2023</b>	<b>151,049</b>	<b>961</b>	<b>306,662</b>	<b>458,672</b>

The Condensed Consolidated Statement of Comprehensive Income should be read in conjunction with the Group's Annual Audited Financial Statements for the year ended 31 December 2023.

## Notes

### 1. Basis of Preparation

The interim financial report has been prepared in accordance with the requirements of Financial Reporting Standards (“FRS”) 134 “Interim Financial Reporting” issued by the Malaysian Accounting Standards Board (“MASB”) and paragraph 9.22 of the Listing Requirements of Bursa Malaysia Securities Berhad and should be read in conjunction with the Annual Audited Financial Statements of the Company and its subsidiaries (“the Group”) as at and for the year ended 31 December 2023.

### 2. Significant Accounting Policies

The accounting policies applied by the Group in these condensed consolidated financial statements are the same as those applied by the Group in its consolidated financial statements as at and for the year ended 31 December 2023 save for the adoption of the following new Malaysian Financial Reporting Standards (“MFRS”) and Interpretations, and amendments to certain MFRSs and Interpretations:

	<b>Effective Date</b>
Amendments to MFRS 16 Lease Liability in a Sale and Leaseback, MFRS 101 Classification of Liabilities as Current or Non-current, MFRS 101 Non-Current Liabilities with Covenants, MFRS 7 and MFRS 107 Supplier Finance Arrangement	1 January 2024

The adoption of the above amendments is not expected to have any material effect on the financial statements of the Group.

### 3. Audit Report on Preceding Annual Financial Statements

The Group’s Annual Audited Financial Statements for the year ended 31 December 2023 were not qualified.

### 4. Seasonal or Cyclical Factors

The business operations of the Group are generally affected by festive seasons.

### 5. Exceptional Items Affecting the Assets, Liabilities, Equity, Net Income or Cash Flows

There were no exceptional items for the current financial quarter under review.

### 6. Changes in Estimates

There were no changes in estimates that have had any material effect on current financial quarter under review.

### 7. Debt and Equity Securities

There was no issuance, repayment of debt and equity securities for the current financial quarter under review, except for those as disclosed under Note 21.

## 8. Dividends Paid

The following dividend was paid during the current and previous year ended:

	<b>Year ended 31 December</b>	
	<b>2024</b>	<b>2023</b>
	<b>RM'000</b>	<b>RM'000</b>
<u>Final Dividend paid</u>		
For year ended 31 December 2023		
88 sen per stock unit tax exempt paid on 25 July 2024	265,846	-
For year ended 31 December 2022		
98 sen per stock unit tax exempt paid on 20 July 2023	-	296,056
<u>Interim Dividend paid</u>		
For year ended 31 December 2024		
40 sen per stock unit tax exempt paid on 30 October 2024	120,839	-
For year ended 31 December 2023		
40 sen per stock unit tax exempt paid on 10 November 2023	-	120,839
	386,685	416,895
	386,685	416,895

## 9. Segmental Reporting

No segmental analysis is prepared as the Group's business is primarily engaged in malt liquor brewing including production, packaging, marketing and distribution of its products principally in Malaysia. The Management Team of the Company reviews the financial information as a whole for decision making.

## 10. Property, Plant and Equipment Valuation

There were no changes in the valuation of property, plant and equipment for the current financial quarter under review.

## 11. Events Subsequent to the End of the Period

Between the end of the financial quarter under review and the date of this announcement, there has not been any item, transaction or event of a material and unusual nature which, in the opinion of the Directors is likely to affect substantially the results of the operations of the Group for the quarter ended 31 December 2024.

## 12. Changes in the Composition of the Group

There was no change to the composition of the Group during the financial period under review including business combination, acquisition or disposal of subsidiaries and long-term investments.

## 13. Changes in Contingent Liabilities or Contingent Assets

Other than the material litigation disclosed under Note 24 of this report, there are no other contingent liabilities for the quarter under review.

#### 14. Capital Commitments

Capital commitments not provided for in the financial statements as at 31 December 2024 are as follows:

	<u>RM'000</u>
Property, plant and equipment Authorised and contracted for	10,208

#### 15. Significant Related Party Transactions

As at the end of the quarter under review, the Group has entered into/or completed the following significant Related Party Transactions:

	<u>Heineken N.V. and its related corporations RM'000</u>
Sales of beverage products	3,613
Purchase of beverage products, manufacturing and marketing materials	27,478
Royalties paid/payable	58,893
Fees paid/payable for professional services relating to technical, marketing and other advisory support	38,143

All Related Party Transactions had been entered into in the ordinary course of business on normal commercial terms and are within the scope of the general mandate approved by the shareholders of the Company on 16 May 2024.

#### 16. Review of Performance

##### Quarter ended 31 December 2024 versus quarter ended 31 December 2023

	<b>3 months ended 31 December 2024 RM'000</b>	<b>3 months ended 31 December 2023 RM'000</b>	<b>% Change +/(–)</b>
Revenue	823,135	728,623	13%
Profit before tax	174,203	132,034	32%

Group revenue grew 13% as compared to the same quarter in 2023. This growth was primarily driven by higher sales during the year-end festive season where Chinese New Year (“CNY”) 2025 is nearer to year-end than CNY 2024, complemented by steady sales growth and effective revenue management initiatives implemented during the quarter.

Group profit before tax (“PBT”) also registered a notable increase of 32%, reflecting the positive revenue trend mentioned above, further supported by effective cost and value management.

##### Twelve months ended 31 December 2024 versus the same period in 2023

	<b>12 months ended 31 December 2024 RM'000</b>	<b>12 months ended 31 December 2023 RM'000</b>	<b>% Change +/(–)</b>
Revenue	2,796,791	2,637,741	6%
Profit before tax	584,303	510,880	14%

## 16. Review of Performance (Continued)

Comparing year-on-year, Group revenue increased by 6%. The increase was driven by effective commercial execution along with a longer festive selling period in 2024, coupled with effective revenue management throughout the year, and a strong ending of the year supported by higher sales ahead of an early CNY in 2025.

Group PBT recorded a 14% year-on-year increase, benefited from the revenue increase and effective cost management.

### Quarter ended 31 December 2024 versus quarter ended 30 September 2024

	3 months ended 31 December 2024 RM'000	3 months ended 30 September 2024 RM'000	% Change + / (-)
Revenue	823,135	618,994	33%
Profit before tax	174,203	128,825	35%

Group revenue expanded by 33% compared to the preceding quarter, mainly attributed to higher sales driven by festive seasons and early CNY sell-in during the quarter.

In tandem with the revenue growth, Group PBT grew 35%.

## 17. Prospects

The Group delivered a positive overall performance, driven by strong sales at the end of 2024, supported by an early CNY in 2025.

Recent macroeconomic developments are encouraging and indicate signs of stability, fostering the Group's optimism for further improvement in consumer confidence. However, the Group remains cautious in its outlook, recognizing the economic volatility and a challenging consumer environment.

As we embark on 2025, the Group aims to sustain its growth momentum by sharpening commercial execution whilst remaining agile and responsive in an increasingly dynamic business environment. The Group will continue to focus on delivering the EverGreen strategy to future-proof its business. Additionally, the Group remains committed to driving efficiency through cost optimization across the organisation.

The Group appreciates the Government's decision not to increase excise duties on beer in its Budget 2025, as higher rates will drive greater demand for illicit alcohol. The Group commends the authorities for their enforcement efforts against illicit beer and will continue to collaborate with the Government on the Multi-Agency Task Force to combat illicit trade.

## 18. Variance from Profit Forecast

No profit forecast was issued during the financial quarter under review.



## 19. Taxation

Taxation in respect of the current financial quarter and year ended 31 December 2024 comprises the following:

	3 months ended 31 December 2024 RM'000	12 months ended 31 December 2024 RM'000
Taxation		
Malaysian – Current	38,037	136,461
Malaysian – Prior	(163)	(163)
Deferred taxation		
Malaysian – Current	(4,601)	(18,820)
Malaysian – Prior	76	76
	33,349	117,554

The Group's effective tax rate for the quarter and year ended 31 December 2024 was 19% and 20% respectively, due to recognition of deferred tax income relating to reinvestment allowance.

## 20. Status of Corporate Proposals

There were no corporate proposals which have not been completed at the date of this report.

## 21. Group Borrowings and Debt Securities

Total group borrowing as at 31 December 2024 are as follow:

	As at 31 December 2024 RM'000	As at 31 December 2023 RM'000
<u>Current – Unsecured</u>		
Trade Financing	–	90,000
Revolving credit	80,000	45,000
	80,000	135,000

The tenure for the above borrowings is between 4 to 8 weeks.

## 22. Financial Instruments

The outstanding derivatives at the end of the reporting period are as follows:

	Notional value RM'000	Fair Value RM'000	Loss arising from fair value changes RM'000
Forward foreign exchange contracts			
– Less than one year	448	447	1

The above forward foreign exchange contracts were entered into by the Group to minimise its exposure to foreign currency risks as a result of transactions denominated in currencies other than its functional currency, arising from the normal business activities, in accordance with the Group's foreign currency hedging policy.

**22. Financial Instruments (Continued)**

Transactions in foreign currencies are translated to the respective functional currencies of the Group entities at exchange rates at the dates of the transactions. Foreign currency differences arising from retranslation are recognised in comprehensive income, except for differences arising from the retranslation of a financial instrument designated as a hedge of currency risk, which is recognised in other comprehensive income.

There is minimal credit and market risk as the forward contracts are executed with the Group's relationship financial institutions, namely Citibank Berhad, BNP Paribas Malaysia Berhad, United Overseas Bank (Malaysia) Bhd and HSBC Bank Malaysia Berhad. The Group is of the view that the possibility of non-performance by these financial institutions is remote on the basis of their financial strength.

**23. Notes to the Statement of Comprehensive Income**

	<b>3 months ended 31 December 2024 RM'000</b>	<b>12 months ended 31 December 2024 RM'000</b>
Depreciation and amortization	25,149	91,335
Provision for and write off of inventories	334	822
Loss on derivatives	1	4

Other than the items highlighted above which have been included in the Consolidated Statement of Comprehensive Income, there were no impairment of assets nor profits/losses on any other items and sale of quoted securities, investments and properties included in the results for the quarter ended 31 December 2024.

**24. Material Litigation**

There is no material development relating to the material litigation (as reported in the Group's Annual Audited Financial Statements for the financial year 2023 dated 27 February 2024), which was heard on 19 November 2024. The next trial dates for the Suits have been fixed for 6 March 2025, 13 March 2025 and 19 - 20 August 2025.

**25. Dividend**

The Board has proposed a single tier final dividend of 115 sen per stock unit for the year ended 31 December 2024 (31 December 2023: 88 sen per stock unit, single tier). Total dividend for the year ended 31 December 2024 is 155 sen per stock unit comprising:

- (i) a single tier interim dividend of 40 sen per stock unit which was paid on 30 October 2024; and
- (ii) a proposed single tier final dividend of 115 sen per stock unit.

Subject to approval of the shareholders at the forthcoming Annual General Meeting, the date of which will be announced later, the said dividend will be paid on 23 July 2025. The entitlement date for the dividend payment is 25 June 2025.

A Depositor shall qualify for entitlement only in respect of:

- (a) Shares deposited into the Depositor's securities account before 12.30 p.m. on 23 June 2025 (in respect of shares which are exempted from mandatory deposit);
- (b) Shares transferred into the Depositor's securities account before 4.30 p.m. on 25 June 2025 in respect of ordinary transfers; and
- (c) Shares bought on a cum entitlement basis according to the Rules of Bursa Malaysia Securities Berhad.

**HEINEKEN MALAYSIA BERHAD**

Company No. 196401000020 (5350-X)

**25. Dividend (Continued)**

Pursuant to FRS 110, the proposed single tier final dividend totaling RM347,412,700 has not been accounted for in the financial statements as at 31 December 2024.

**26. Earnings Per Share**

**(a) Basic Earnings Per Share,**

Basic earnings per share for the period ended 31 December 2024 is calculated by dividing the net profit attributable to the shareholders by the weighted average number of ordinary stock units outstanding as at 31 December 2024 of 302,098,000.

**(b) Diluted Earnings Per Share**

Not Applicable.

For and on Behalf of the Board

**Martijn Rene van Keulen**

Managing Director

12 February 2025