

CARLSBERG MALAYSIA
ON TRACK TO DELIVER RECORD PERFORMANCE

REGIONAL STRATEGY CONTINUES TO PAY OFF TO SUPPORT
36% GROWTH IN REVENUE AND 57% GROWTH IN PROFIT IN THIRD QUARTER 2010

SHAH ALAM, November 11th, 2010 – Carlsberg Malaysia announced a 3rd quarter 2010 group profit after tax of RM34.1 million for the 3 months ended 30th September 2010, an **improvement of 57.5 per cent** over the corresponding quarter in the previous year.

Revenue of RM329.5 million for the same quarter was 36.1 per cent higher than the quarter in the previous year. The growth in revenue was mainly due to higher sales of the Carlsberg brand post World Cup season in both Malaysia and Singapore.

Earnings per share for the quarter grew to 11.15 sen versus 7.12 sen a year ago.

On a 9 months to 30th September 2010 basis, the **Group's profit after tax of RM103.4 million rose by 83.3 per cent** with **revenue rising to RM1,042.1 million or up by 39.9 per cent**. Earnings per share for the 9 months was 33.61 sen per share compared to 18.33 sen per share a year ago.

“We are very pleased with our Group performance for the quarter and the year to date which is on track to deliver a record 2010 result for Carlsberg Malaysia. The Group had benefitted from the successful 2010 Chinese New Year festive campaign, the World Cup campaign and the performance of the Carlsberg brand where significant increases in sales were recorded in both Malaysia and Singapore. **Our synergies arising from the acquisition of Carlsberg Singapore are being delivered.** We continued to outperform in the super premium portfolio in Malaysia where Hoegaarden is now the No. 1 imported



beer brand in Malaysia and other brands such as Erdinger and Asahi beers are showing promising potentials. Our associate company, Lion Brewery Ceylon PLC have also outperformed and have contributed to the Group's earnings. We continue to maintain our market share in the domestic beer industry with a focus on driving profitability. Our flagship **Carlsberg brand still remains the undisputed No 1 beer brand in Malaysia**" commented Mr Soren Ravn, Managing Director.

He further commented "We expect the domestic beer market to grow moderately in 2010 with the excise duty being maintained and as the Malaysian economic climate improves. With continued good performance of our subsidiaries in Malaysia and Singapore, we expect to maintain our current improvement in revenue and earnings for the rest of the year."

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马来西亚 **CARLSBERG** 集团提交亮眼业绩

有效区域战略缔造第三季营业额增长 36%和净利成长报 57%

沙亚南，2010 年 11 月 11 日，马来西亚 Carlsberg 集团宣布 2010 年第三季财务报告，截至 2010 年 9 月 30 日的 3 个月净利为马币 3 千 410 万，比去年同季增长 57.5%。

这一季的营业额达马币 3 亿 2950 万，较去年同期涨 36.1%。营业额增长主要是 Carlsberg 在世界杯赛季中在马来西亚和新加坡市场所达到的高销售量。

本季每股净利为 11.15 仙，较去年同期 7.12 仙

截至 2010 年 9 月 30 日，集团过去 9 个月的营业额成长 39.9%至马币 10 亿 4210 万。净利成长 83.3%，报马币 1 亿 340 万。每股净利则达 33.61 仙，优于去年同期 18.33 仙。

“我们对这一季集团和迄今的表现及财政感到非常满意并预计马来西亚 Carlsberg 集团将提交一个亮眼的 2010 年财政报告。集团已经从成功举办的 2010 年农历新年、世界杯等活



动中受益。Carlsberg 销量在马来西亚和新加坡获得大幅度增长。我们从收购新加坡 Carlsberg 取得良好的协同效应，达致目标。我们将继续在马来西亚特级啤酒中取得优秀的销售成绩特别是 Hoegaarden 如今已成为马来西亚第一进口啤酒和其他牌子例如 Erdinger 和朝日啤酒 (Asahi) 也是其中有潜能的啤酒品牌。我们的联营公司，Lion Brewery Ceylon PLC 也交出很好的成绩并为集团盈利带来贡献。我们将继续集中在维持我们的本地啤酒市场份额以获得更好的盈利。我们的主要品牌 Carlsberg 仍然是无可争议的马来西亚第一啤酒品牌，”董事经理王守仁表示。

王守仁续说到：“在政府宣布啤酒税将维持不变和马来西亚经济逐渐复苏的情况下，我们预计本地啤酒市场在 2010 年将获得适度增长。特别是随着马来西亚和新加坡子公司所交出的亮眼表现，我们预计会维持目前营业额和盈利的正面成长至下一季。

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