



HEINEKEN MALAYSIA BERHAD

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

CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE THIRD QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2025

The Board of Directors of Heineken Malaysia Berhad ("the Company") wishes to announce the unaudited results of the Group for the third quarter and nine months ended 30 September 2025.

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	INDIVIDUAL PERIOD 3 MONTHS ENDED		% Change + / (-)	CUMULATIVE PERIOD 9 MONTHS ENDED		% Change + / (-)
	30/09/2025	30/09/2024		30/09/2025	30/09/2024	
	RM'000	RM'000		RM'000	RM'000	
1. Revenue	656,046	618,994	6%	1,959,399	1,973,656	-1%
2. Operating expenses	(504,845)	(488,929)		(1,533,380)	(1,556,685)	
3. Operating profit	151,201	130,065	16%	426,019	416,971	2%
4. Interest expense	(2,424)	(1,240)		(6,896)	(6,871)	
5. Profit before tax	148,777	128,825	16%	419,123	410,100	2%
6. Taxation	(35,829)	(16,540)		(101,025)	(84,204)	
7. Net profit for the period	<u>112,948</u>	<u>112,285</u>	1%	<u>318,098</u>	<u>325,896</u>	-2%
8. Profit attributable to owners of the Company	<u>112,948</u>	<u>112,285</u>		<u>318,098</u>	<u>325,896</u>	
9. Total comprehensive income attributable to owners of the Company	<u>112,948</u>	<u>112,285</u>		<u>318,098</u>	<u>325,896</u>	
10. Earnings per share:						
(a) Basic (based on 302,098,000 stock units) (sen)	37.39	37.17		105.30	107.88	
(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 2024.

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	UNAUDITED AS AT 30 SEPTEMBER 2025 RM'000	AUDITED AS AT 31 DECEMBER 2024 RM'000
Non-current assets		
Property, plant and equipment	564,224	582,071
Intangible assets	19,891	18,360
Right-of-use asset	22,749	20,041
Deferred tax assets	30	1,441
Other receivables	212	1,095
	<u>607,106</u>	<u>623,008</u>
Current assets		
Inventories	142,590	152,098
Trade and other receivables	359,960	450,525
Current tax assets	22,007	22,071
Cash and cash equivalents	34,767	32,486
	<u>559,324</u>	<u>657,180</u>
Current liabilities		
Trade and other payables	578,964	632,817
Current tax liabilities	2,351	2,583
Lease Liabilities	4,843	4,476
Borrowings	170,000	80,000
	<u>756,158</u>	<u>719,876</u>
Net current assets/(liabilities)	<u>(196,834)</u>	<u>(62,696)</u>
	<u>410,272</u>	<u>560,312</u>
Financed by:		
Capital and reserves		
Share capital	151,049	151,049
Reserves	238,505	388,289
Shareholders' funds	<u>389,554</u>	<u>539,338</u>
Non-current liabilities		
Deferred tax liabilities	15,127	15,124
Lease liabilities	5,591	5,850
	<u>20,718</u>	<u>20,974</u>
	<u>410,272</u>	<u>560,312</u>
Net Assets per share attributable to owners of the Company (RM)	<u>1.29</u>	<u>1.79</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 2024.

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW

	9 MONTHS ENDED 30 SEPTEMBER 2025	9 MONTHS ENDED 30 SEPTEMBER 2024
	RM'000	RM'000
Cash flows from operating activities		
Profit before tax	419,123	410,100
Adjustments for:		
Amortisation of intangible assets	4,582	4,611
Depreciation of property, plant and equipment	68,141	61,575
(Gain)/Loss on disposal of property, plant and equipment	2,272	(1)
(Gain)/Loss on disposal of right-of-use asset	(12)	-
Amortisation of prepaid contractual promotion expenses	4,089	3,507
Interest expense	7,674	7,795
Interest income	(778)	(924)
Unrealised foreign exchange differences	265	42
Operating profit before changes in working capital	505,356	486,705
Movements in working capital		
Inventories	9,508	(2,059)
Receivables, deposits and prepayment	87,359	68,122
Payables and accruals	(174,545)	(141,951)
Cash generated from operations	427,678	410,817
Tax paid	(99,779)	(103,616)
Interest paid	(7,674)	(7,795)
Net cash from operating activities	320,225	299,406
Cash flows from investing activities		
Acquisition of property, plant and equipment	(49,297)	(56,109)
Acquisition of intangible assets	(7,674)	(1,134)
Interest received	778	924
Proceeds from disposal of property, plant and equipment	98	128
Net cash used in investing activities	(56,095)	(56,191)
Cash flows from financing activity		
Dividend paid	(347,413)	(265,846)
Lease commitment paid	(4,436)	(3,371)
Increase / (Repayment) of borrowings	90,000	(10,000)
Net cash used in financing activity	(261,849)	(279,217)
Net change in cash and cash equivalents	2,281	(36,002)
Cash and cash equivalents at beginning of year	32,486	43,318
Cash and cash equivalents at end of period	34,767	7,316

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 2024.

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	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
9 months ended 30 September 2025				
Balance at 1 January 2025	151,049	1,562	386,727	539,338
Total comprehensive income for the period	–	–	318,098	318,098
Effects of share-based payments	–	370	–	370
Dividends paid/ payable	–	–	(468,252)	(468,252)
Balance at 30 September 2025	151,049	1,932	236,573	389,554
9 months ended 30 September 2024				
Balance at 1 January 2024	151,049	961	306,662	458,672
Total comprehensive income for the period	–	–	325,896	325,896
Effects of share-based payments	–	602	–	602
Dividends paid/ payable	–	–	(386,685)	(386,685)
Balance at 30 September 2024	151,049	1,563	245,873	398,485

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 2024.

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 2024.

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 2024 save for the adoption of the following amendments to the Malaysian Financial Reporting Standards ("MFRS"):

	Effective Date
Amendments to MFRS 121: Lack of Exchangeability	1 January 2025

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 2024 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 financial quarter under review.

	9 months ended 30 September	
	2025	2024
	RM'000	RM'000
<u>Final Dividend paid</u>		
For year ended 31 December 2024		
115 sen per stock unit tax exempt paid on 23 July 2025	347,413	–
For year ended 31 December 2023		
88 sen per stock unit tax exempt paid on 25 July 2024	–	265,846
	<u>347,413</u>	<u>265,846</u>

On 15 August 2025, the Company declared a single tier Interim Dividend of 40 sen per stock unit, amounting to RM120,839,200 in respect of the financial year ending 31 December 2025. The said dividend was paid on 30 October 2025.

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 30 September 2025.

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 30 September 2025 are as follows:

	RM'000
Property, plant and equipment	
Authorised and contracted for	<u>16,406</u>

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:

	Heineken N.V. and its related corporations RM'000
Sales of beverage products	210
Fees received/receivable for professional services	73
Purchase of beverage products, manufacturing and marketing materials	19,723
Royalties paid/payable	42,079
Fees paid/payable for professional services relating to technical, marketing and other advisory support	44,899

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 7 May 2025.

16. Review of Performance

Quarter ended 30 September 2025 (Q3 2025) versus quarter ended 30 September 2024 (Q3 2024)

	3 months ended 30 September 2025 RM'000	3 months ended 30 September 2024 RM'000	% Change + / (-)
Revenue	656,046	618,994	6%
Profit before tax	148,777	128,825	16%

The Group reported revenue of RM656.0 million for Q3 2025, representing a 6% increase compared to the same quarter in 2024, driven by effective revenue management and enhanced distribution efforts.

This revenue growth, coupled with disciplined cost management, contributed to a 16% increase in profit before tax.

Nine months ended 30 September 2025 versus the same period in 2024

	9 months ended 30 September 2025 RM'000	9 months ended 30 September 2024 RM'000	% Change + / (-)
Revenue	1,959,399	1,973,656	-1%
Profit before tax	419,123	410,100	2%

Revenue remained steady with a marginal decrease of 1% compared to the same period in 2024, while profit before tax increased by 2%.

This reflects the Group's operational resilience and disciplined cost management, contributing to a steady recovery in year-to-date performance.

Quarter ended 30 September 2025 versus quarter ended 30 June 2025

	3 months ended 30 September 2025 RM'000	3 months ended 30 June 2025 RM'000	% Change + / (-)
Revenue	656,046	539,725	22%
Profit before tax	148,777	109,413	36%

Revenue increased by 22% driven by effective revenue management and enhanced distribution efforts.

Profit before tax increased by 36% due to higher revenue mentioned above and effective cost management.

17. Prospects

The Group remains focused on strengthening its core business, improving operational efficiency, and executing strategic commercial initiatives to sustain performance amid a challenging operating environment. Macroeconomic headwinds, cost pressures, and the excise duty increase for alcohol products (effective 1 November 2025) are expected to weigh on consumer sentiment and operating costs. Nevertheless, the Group continues to adapt its strategies with agility to navigate evolving market conditions. These efforts are underpinned by ongoing investments in digital infrastructure, data-driven decision-making, and agile working practices, which enhance the Group's competitiveness and resilience.

The Q3 2025 performance reflects the strength of the Group's business fundamentals amid these challenges. The Group remains committed to executing its EverGreen strategy to deliver a sustainable performance for the year.

18. Variance from Profit Forecast

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

19. Taxation

Taxation in respect of the quarter and period under review comprises the following:

	3 months ended 30 September 2025 RM'000	9 months ended 30 September 2025 RM'000
Taxation		
Malaysian – Current	35,706	100,589
Deferred taxation		
Malaysian – Current	123	436
	<u>35,829</u>	<u>101,025</u>

The Group's effective tax rate for the quarter and period under review was broadly in line with the statutory tax rate.

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 30 September 2025 are as follows:

	As at 30 September 2025 RM'000
<u>Current – Unsecured</u>	
Trade Financing	–
Revolving credit	170,000
	<u>170,000</u>

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	1,041	1,040	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.

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

	3 months ended 30 September 2025 RM'000	9 months ended 30 September 2025 RM'000
Depreciation and amortization	23,136	72,723
Provision for and write off of inventories	464	1,581
(Gain)/Loss on derivatives	(14)	1

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 period ended 30 September 2025.

24. Material Litigation

There is no material development relating to the material litigation as reported under Note 26 of the Group's Annual Audited Financial Statements for the financial year 2024 dated 11 March 2025. Trial for the case commenced on 19 November 2024, with hearings held in March, August and September 2025. The next hearing is scheduled for November 2025.

25. Dividend

The Board of Directors does not recommend any dividend in respect of the quarter ended 30 September 2025.

26. Earnings Per Share

(a) Basic Earnings Per Share

Basic earnings per share for the period ended 30 September 2025 is calculated by dividing the net profit attributable to the shareholders by the weighted average number of ordinary stock units outstanding as at 30 September 2025 of 302,098,000.

(b) Diluted Earnings Per Share

Not Applicable.

For and on Behalf of the Board
Martijn Rene van Keulen
Managing Director

6 November 2025