



Dutch Lady Milk Industries Berhad (5063-V)

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DUTCH LADY MALAYSIA POSTS RM165.8 MILLION PRE-TAX PROFIT, REVENUE UP 9% IN 2012 FINANCIAL RESULTS

Petaling Jaya, May 29, 2013 - Dutch Lady Milk Industries Berhad (Dutch Lady Malaysia) posted strong financial results for its financial year ended 2012, with profit-before-tax at RM165.801 million, an increase of 17.12 per cent compared to the previous year's of RM141.553 million.

Revenue earned for 2012 stood at RM882.17 million, a 9 per cent rise from the previous year's earning of RM810.647 million.

This was revealed by the Managing Director of Dutch Lady Malaysia Mr Rahul Colaco at a press conference following the company's 50th Annual General Meeting (AGM) today.

Rahul Colaco explained the revenue was driven by strong domestic consumer demand for Dutch Lady's various brands, together with innovative marketing-cum-sales programmes despite a highly competitive environment.

"Consumer demand for our Growing-Up Milk Powder and new product introductions like the Dutch Lady Chocolate Drink and Dutch Lady ActivGold have been extremely positive, which have contributed to strong sales throughout the year," he said.

The Company's profit before tax increased by 17 per cent compared to the last financial year. This was mainly attributed to the higher growth in the liquid milk and powdered milk categories coupled with the exit of the low margin sweetened condensed milk category.

He explained the exit of the sweetened condensed milk business in 2011 had minimal impact to the overall growth of the Company's Revenue and, "all the more, it enabled the Company to focus on stronger growth in key product categories such as liquid milk and powder".

To cater for future growth opportunities and commercial demand, the Company made a decision to increase the capacity of its liquid milk production by installing a new manufacturing line. The total amount involved in the installation of the new machinery was approximately RM18 million.

First quarter results for 2013 were also announced, with revenue earned at RM206.3 million, a decrease of 3.6 per cent compared to RM214 million for the corresponding quarter of 2012. Profit before tax was RM39.2 million, a 5.6 per cent increase compared to last year's figure of RM37.1 million.

Marking the Company's 50th anniversary in Malaysia this year, Rahul Colaco said the Company is cautiously optimistic of its 2013 outlook, given the current strengths of the

Dutch Lady brand and its strong market position as the leading dairy corporation in the country.

“Product reformulations and innovative marketing campaigns will continue to keep both the corporation and the brand very much ahead of competition,” concluded Mr Colaco.

The company also made a payment of RM166.4 million for interim dividends comprising both the standard and interim dividend payments during the year, as compared to the RM46.4 million dividend payment made in 2011.

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About Dutch Lady Milk Industries Berhad

Incorporated in 1963, Dutch Lady Milk Industries Berhad (Dutch Lady Malaysia) is the leading dairy company in Malaysia. It was the first milk company to be listed on Bursa Malaysia in 1968. Today, Dutch Lady Malaysia manufactures and sells a wide range of quality dairy products for the home and export market, with all products enjoying a strong following in brands like Dutch Lady and Friso. 2013 marks a significant milestone for Dutch Lady Malaysia with half a decade of excellence to boast. In commemorating its 50th anniversary, the celebration will be led by the company’s pledge, through its Inspire Tomorrow Fund, to inspire and aid Malaysian children to pursue their dreams in fields they aspire to through education, sports or creative arts.

Its holding company is Royal FrieslandCampina NV, a Dutch multinational corporation and one of the largest dairy co-operative companies in the world with an annual turnover of more than nine billion Euros. Employing 19,000 people worldwide in about 100 different locations in 26 countries, Royal FrieslandCampina has more than 130 years of dairy heritage, and is proud to have more than 30 established brands in its stable.

More information can be found on www.dutchlady.com.my.

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