



MULTI BINTANG

PRESS RELEASE IN ENGLISH

For Immediate Release

PT Multi Bintang Indonesia Tbk Reports

Financial Results FY2015 (January 2015 – December 2015)

- Revenue for the FY2015 period declined by 10% versus the same period last year to Rp 2,696 billion mainly impacted by unfavorable economic conditions and ministerial regulation restricting the sales of beer in minimarkets.
- Net Profit, *before* the impact of one time charge of exceptional item, for the same period declined by 17% versus same period last year to Rp 670 billion.
- Key expansion investment plan of circa Rp 635 billion remains on hold, pending certainty of law.
- Multi Bintang launches a series of new product innovations as it expands into non-alcoholic beverages category.

24 March 2015, Jakarta - PT Multi Bintang Indonesia Tbk (Multi Bintang) announced today its financial results for the financial year ended 31 December 2015.

FY2015 (January 2015 – December 2015) revenue and net profit decline was mainly impacted by unfavorable economic conditions and ministerial regulation restricting the sales of beer in minimarkets. This severely impacted the availability of beer for many consumers of legal drinking age. We continue to be in dialogue with the Government to provide more effective solutions to address concerns of underage consumption.

Lower FY2015 beer volumes were partly compensated by improved revenue management, higher sales volumes of our non-alcoholic beverage products and cost efficiencies.

Multi Bintang remains to put on hold its brewery expansion investment plan of circa IDR 635 billion, pending certainty of law.

PT Multi Bintang Indonesia Tbk.

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The FY 2015 net profit was also impacted by the following one time charge of exceptional item. Multi Bintang received penalties for administrative errors (for period November 2010 – May 2014) from Directorate General of Customs and Excise with final amount of Rp 221 billion. These administrative errors do not relate to short payment of excise taxes, of which Multi Bintang has always paid in full and on time. Multi Bintang has submitted an Appeal Letter, of which the result is still pending. Management is confident that the Company's position is strong and it is probable that the Company will recover the amount.

Underpinned by these factors, Operating Profit (*after* the impact of one time charge of exceptional item) declined by 37% to Rp 720 billion. Likewise, total FY2015 Net Profit (*after* the impact of one time charge of exceptional item) declined by 37% from Rp 795 billion to Rp 497 billion.



Forward Looking: 85 Years of Brewing Enjoyment

beverages category.

In 2016, Multi Bintang will celebrate its 85th anniversary with a series of new product innovations in the non-alcoholic

In December 2015, Multi Bintang launched a new variant of Bintang Radler, Grapefruit 2 % (in addition to Bintang Radler Lemon 2%, which was launched in 2014). We also launched Bintang Radler Lemon 0.0%, a non-alcoholic Bintang Radler in February 2016.

Multi Bintang has also recently launched Fayrouz, a carbonated malt beverage that comes with two fruit flavours, Pineapple and Pear. In addition, the company plans to launch new flavour extensions for the Greensands brand in Q2 2016.

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About PT Multi Bintang Indonesia Tbk.

First established as Nederlandsch-Indische Bierbrouwerijen in Medan, the company was operating a brewery in Surabaya in 1931 before it built a second brewery in Tangerang in 1972. Then in 1997, another brewery was built in Sampang Agung as a substitute of the first brewery in Surabaya. In line with its growth and development, the company was renamed PT Multi Bintang Indonesia Tbk (Multi Bintang) when it went public in 1981 as one of the very first company listed on the stock exchange. Over time, the company grew in strength to become a reputable and responsible Beverage Company in Indonesia with a portfolio of leading beer and non-alcoholic beer/beverage brands, and a proud history of 85 years in Indonesia.

Multi Bintang is synonymous with Bintang beer, the iconic beer brand of Indonesia. Offering a portfolio of beer brands and non-alcoholic beer/beverage brands, Multi Bintang also produces and markets Heineken (World's premium beer brand), low alcohol Bintang Radler, and non-alcoholic beverages Bintang Radler 0.0%, Bintang Zero 0.0%, Green Sands and Fayrouz in Indonesia. Multi Bintang through its subsidiary, PT Multi Bintang Indonesia Niaga, has established an extensive sales and marketing footprint across all major Indonesian cities, spanning from Medan in North Sumatra to Jayapura in Papua.

PT Multi Bintang Indonesia Tbk was ranked #15 in the Top 100 Indonesia Best Public Companies 2014 by SWA Magazine. PT Multi Bintang Indonesia Tbk, was awarded as Indonesian Employer of Choice 2013 by SWA Magazine and HayGroup. For three consecutive years from 2013, 2014 and 2015, the iconic Bintang brand was awarded as Top 50 Most Valuable Indonesian Brand by Brand Finance.

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