FRASER AND NEAVE, LIMITED
Company Registration No. 189800001R
(Incorporated in the Republic of Singapore)

438 Alexandra Road
#20-00 Alexandra Point
Singapore 119958

Tel : (65) 6318 9393
Fax: (65) 6271 0811
www.fraserandneave.com

F&N Secures 22-Year Licensing Agreements with Nestlé

23 January 2015 (Singapore) - Fraser and Neave, Limited ("**F&N**" or the "**Group**"), through its listed subsidiary Fraser & Neave Holdings Bhd in Malaysia, has signed several agreements with Société Des Produits Nestlé S.A. and Nestec S.A (collectively, "**Nestlé**") to manufacture and distribute *Carnation, Bear Brand, Bear Brand Gold, Ideal Milk* and *Milkmaid* in ASEAN, including Singapore, Thailand, Malaysia and Brunei.

The licenses are for a period of 11 years 7 months, with a right to extend for a term of 10 years until 31 January 2037. These agreements extend the term of the Group's existing licenses granted by Nestlé on 1 February, 2007 when the Group acquired Nestlé's canned liquid milk, UHT and chilled dairy and juice business in Thailand, and the *Tea Pot* brand. The agreements shall take effect 1 July, 2015.

The new arrangements include the right to the manufacture, promote, sell and distribute *Carnation* in Thailand, Laos and Cambodia; and *Carnation* evaporated creamer, *Ideal* evaporated milk, *Milkmaid* sweetened condensed milk and sweetened beverage creamer for Malaysia, Brunei and Singapore. The Group will continue to manufacture and distribute *Bear Brand* sterilised milk and *Bear Brand Gold* for Thailand and Laos.

F&N Chief Executive Officer, Non-Alcoholic Beverages, Dato Ng Jui Sia, welcoming the continuing collaboration, said "We are very pleased to have signed these agreements with Nestlé. Nestlé's *Carnation* and *Bear* brands already enjoy a strong consumer following in ASEAN. Coupled with our unrivalled on- and off-trade distribution network, we are able to realise their massive potential in this region."

To cater to the growing market demand, the Group continued to invest in Malaysia and Thailand. In 2015, the Group plans to invest THB300 million (S$12 million) on a new filling and packaging line at our manufacturing plant in Rojana, Thailand, to undertake manufacture of *Carnation* evaporated milk. This puts total investment, since 2007, in Malaysia and Thailand, at close to RM1 billion (S$372 million). Today, F&N is a leading manufacturer of canned milk in Asia (with production facilities in Thailand and Malaysia). The Group is the undisputed market leader in the condensed milk segment in Malaysia with market share of over 66%. Similarly in Thailand, the Group leads the condensed milk and sterilised milk segments.

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For clarification and further enquiries, please contact:

Mr Hui Choon Kit
Chief Financial Officer
DID: 6318 9272
Email: huick@fngroup.com.sg

Ms Jennifer Yu
Head, Investor Relations
DID: 6318 9231
Email: jenniferyu@fngroup.com.sg

About Fraser and Neave, Limited

Established in 1883, Fraser and Neave, Limited ("F&N") is a leading Asia Pacific Consumer Group with expertise and prominent standing in the Food & Beverage and Publishing & Printing industries.

Leveraging its strengths in marketing and distribution; research and development; brands and financial management; as well as years of acquisition experience, F&N provides key resources and sets strategic directions for its subsidiary companies across both industries.

Listed on the Singapore stock exchange, F&N ranks as one of the most established and successful companies in the region with an impressive array of renowned brands that enjoy strong market leadership. F&N is present in 12 countries spanning Asia Pacific, Europe and the USA, and employs over 8,500 people worldwide.

For more information on F&N, please visit www.fraserandneave.com.