



# BREWERY TRANSFORMATION

Mr. Stefano Clini,  
Managing Director of Carlsberg Malaysia

#CarlsbergMalaysia #BreweryTransformation #BrewingForABetterTodayAndTomorrow #ZeroWaste



LABOREMUS PRO PATRIA

# OUR ROOTS





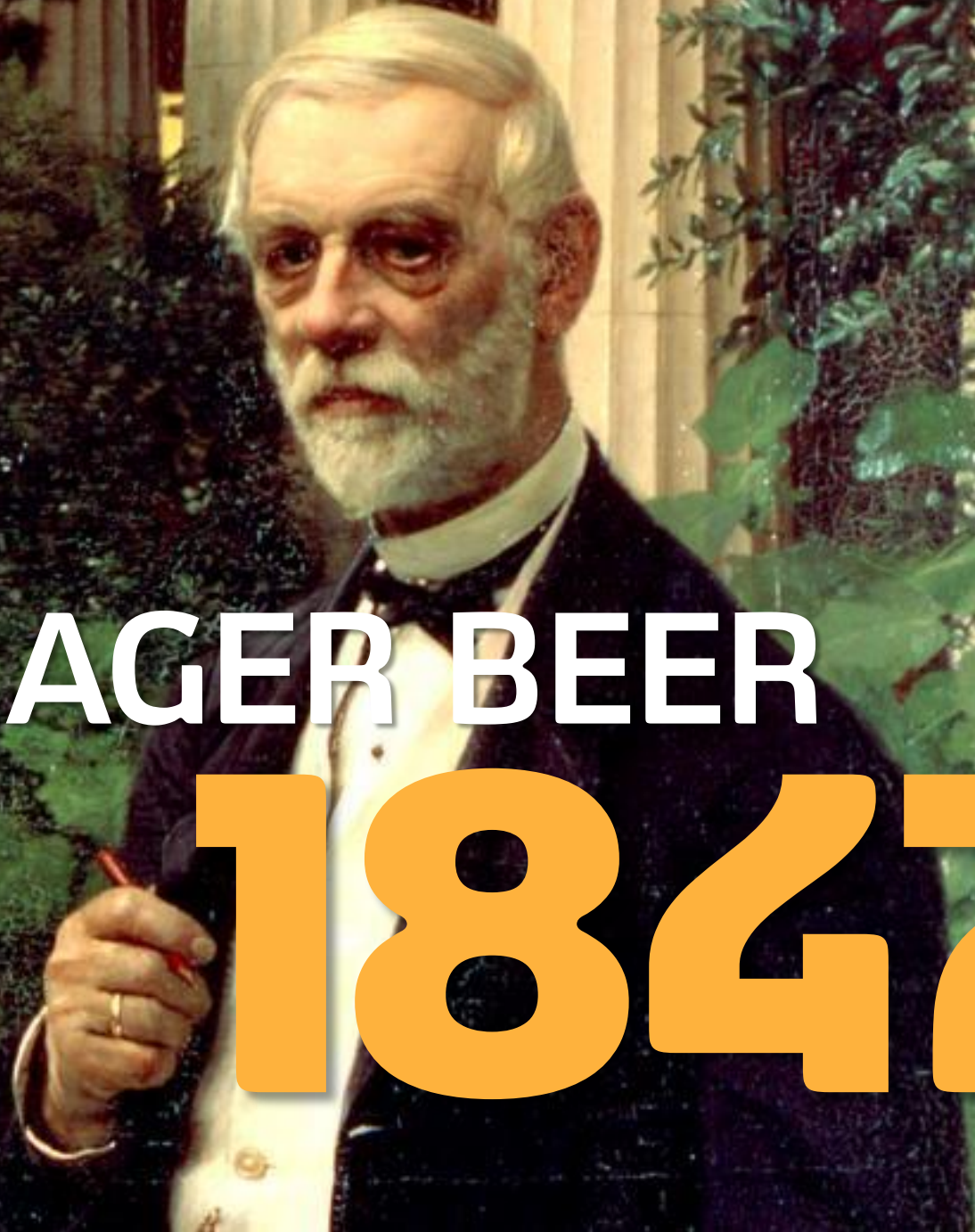


**JC JACOBSEN**

**THE FATHER**

**OF QUALITY LAGER BEER**

**1847**





**AFTER 177 YEARS**  
**YOU GET THE HANG OF BREWING QUALITY BEER**







# OUR PURPOSE

Some have to dig deep to find their purpose,  
for us it has always been there.

We pursue perfection every day.

We strive to brew better beers.  
Beers that stand at the heart of moments  
that bring people together.

We don't settle for immediate gain,  
when we can create a better tomorrow  
for all of us.

BREWING FOR A BETTER TODAY  
& **TOMORROW**







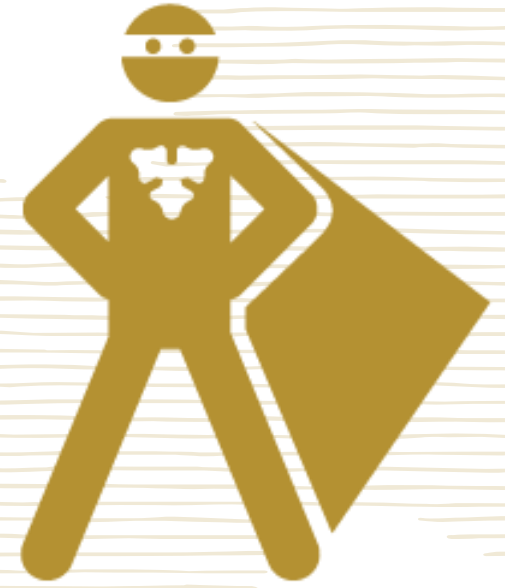
**WE STRIVE  
TO BREW  
BETTER BEERS**



# Carlsberg Group in numbers

## 12.5 BILLION\*

LITRES BREWED IN 2023



PASSIONATE PEOPLE

## 30,000+

## 140 BRANDS

## 150

MARKETS REACHED  
BY OUR PRODUCTS





# We have strong positions in our three regions

## Western Europe

-  Denmark
-  Finland
-  France
-  Germany
-  Norway
-  Poland
-  Sweden
-  Switzerland
-  United Kingdom

## Central & Eastern Europe and India

-  Azerbaijan
-  Belarus
-  Bulgaria
-  Canada
-  Croatia
-  Estonia
-  Greece
-  India
-  Italy
-  Kazakhstan
-  Latvia
-  Lithuania
-  Nepal
-  Serbia
-  Ukraine

## Asia

-  Cambodia
-  China
-  Hong Kong SAR
-  Laos
-  Malaysia
-  Myanmar
-  Singapore
-  Vietnam

We have breweries in **30+ markets** and our products are licensed or exported to **100+ countries** including: Turkey, Australia, Ireland, the Middle East, North America, South Korea and Belgium



# Established Brewer

with operations in Malaysia and Singapore, and stakes in a brewery in Sri Lanka.

We also have a regional presence via exports to Hong Kong, Taiwan, Laos, Cambodia, and Thailand.



**MALAYSIA**

**100% Ownership**  
Carlsberg Marketing  
Sdn Bhd



**SINGAPORE**

**100% Ownership**  
Carlsberg Singapore  
Pte Ltd



**SRI LANKA**

**25% Ownership**  
Lion Brewery  
(Ceylon) PLC

**51% Ownership**  
MayBev Pte Ltd





# Achieved Record-Breaking Net Profit in FY23

REVENUE  
**RM2.3B**

YTD 2024: RM1.8B (+6.5%)

NET PROFIT  
**RM327.3M**

YTD 2024: RM258.3M (+3.6%)



Ownership  
**100% CARLSBERG MARKETING SDN. BHD.**

Revenue  
2023  
**RM1.6 billion**



2022  
RM1.7 billion

Profit from Operations  
2023  
**RM311.7 million**



2022  
RM335.2 million



Ownership  
**100% CARLSBERG SINGAPORE PTE. LTD.**

Revenue  
2023  
**RM650.9 million**



2022  
RM679.9 million

Profit from Operations  
2023  
**RM87.1 million**



2022  
RM89.9 million



Ownership  
**25% LION BREWERY (CEYLON) PLC**

Share of Profits  
2023  
**RM23.5 million**



2022  
RM21.5 million

**\*** Net profit refers to the Group's profit attributable to Owners of the Company.  
**\*\*** Profit from operations refers to the results from operating activities.



# OUR BRANDS





# From Humble Beginnings...

- ▼ Size of land: 20 acres
- ▼ From just one brand – Carlsberg Danish Pilsner







# Brewing since 1972

CARLSBERG BREWERY MALAYSIA BERHAD

Incorporated in December 1969, Carlsberg Brewery Malaysia Berhad began brewing Carlsberg Green Label beer locally in 1972.



# First Danish manufacturing company listed on Bursa Malaysia

- 2024**  
Installation of new canning line & upgraded the filtration plant completed
- 2022**  
Installation of new bottling line completed
- 2009**  
Carlsberg Malaysia acquired Carlsberg Singapore Pte Ltd
- 1972**  
First locally brewed Carlsberg Green Label sold in Malaysia
- 1971**  
Construction of brewery in Shah Alam, Selangor completed
- 1969**  
Incorporation of Carlsberg Brewery Malaysia Berhad
- 1903**  
1<sup>st</sup> brew imported to Malaysia

- First brewery outside of Copenhagen, Denmark
- Contributed RM1.2 billion in excise duties and taxes to the Malaysia and Singapore economy
- Public company listed on the Main Market of Bursa Malaysia
- 3.6/5 FTSE4Good Bursa Malaysia score
- AA rating under MSCI ESG Ratings



1 brewery

550+ employees





**Accelerating**  
**Brewery Transformation**  
**RM343MIL** in CapEx spent  
from 2022 to 2024





***State-of-the-art Bottling Line***  
**RM108 million** spent in 2022

Bottling line







Bottling line

**+33%** in Production Capacity  
From 2 Mid-speed Lines to **1 High-speed Line**



Bottling line

# Reducing Environmental Footprint

 **-14%**  in water usage



~ 4.5 Olympic-sized swimming pool

 **-21%**  in energy usage



~ Saves 8,623 trees to offset carbon footprint in a year!



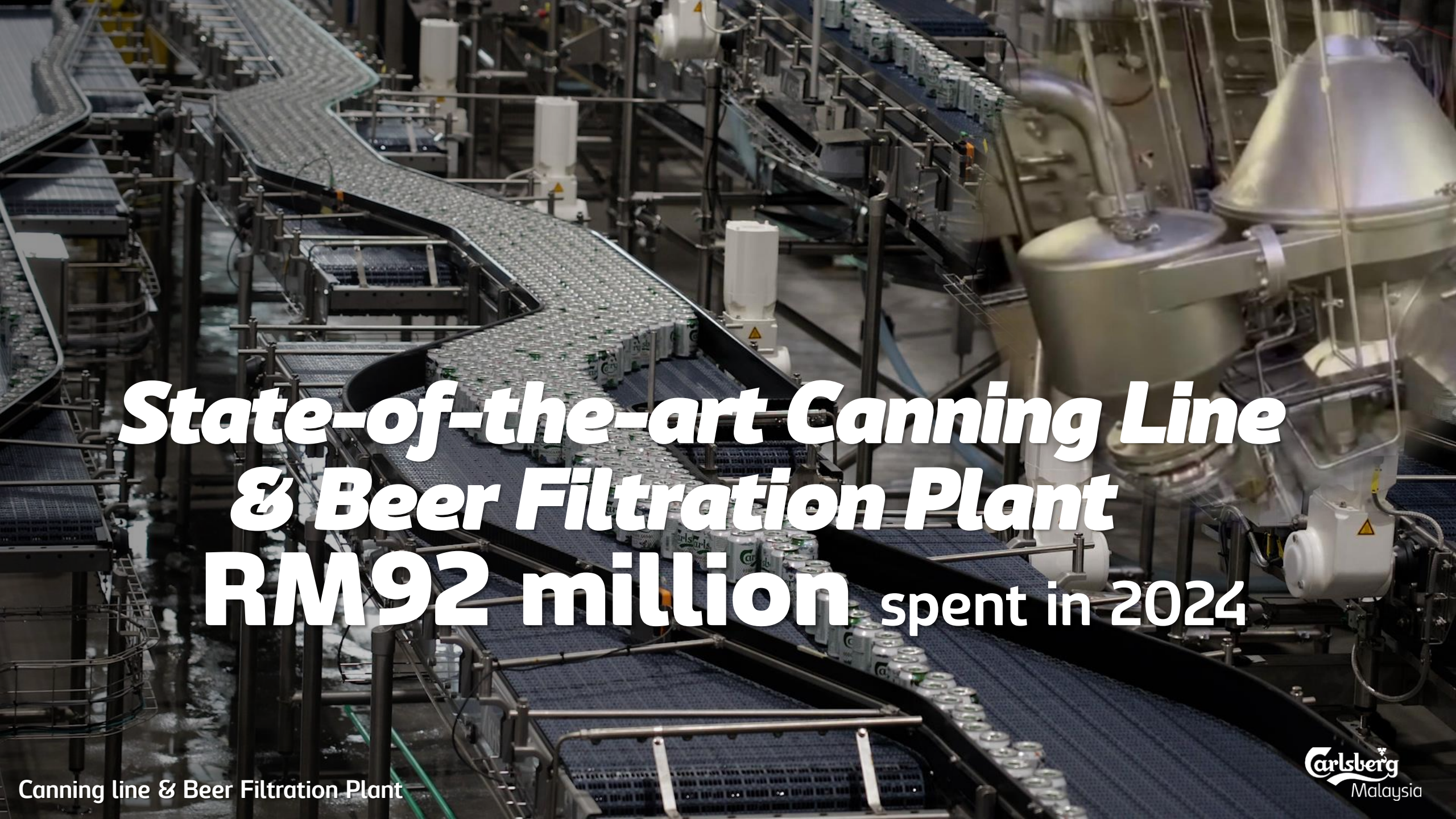
Bottling line

# Brewed for Quality

New Empty Bottle Inspection (EBI) system for detecting inconsistencies including:

- ✔ Colour inconsistency,
- ✔ Foreign particles,
- ✔ Chipped necks, and
- ✔ Rust marks.





***State-of-the-art Canning Line  
& Beer Filtration Plant***  
**RM92 million** spent in 2024





Canning line

**+33%** in Production Capacity




Canning line

# Reducing Environmental Footprint

 **-47%** in water usage



≈ 3 Olympic-sized swimming pool

 **-42%** in energy usage



≈ Saves 12,288 trees to offset carbon footprint in a year



Canning line

# Brewed for Quality

- ✔ New Empty Can Inspection (ECI) system for detecting defects & sediments in cans
- ✔ Laser coding for tamper-proof marking





Bottling & canning lines

# Operator-Friendly Enhancements

- ✓ Latest safety mechanisms
- ✓ Spot cooling units at 15°C
- ✓ Reduced manual work







Beer Filtration Plant

**+33%** in Production Capacity



Beer Filtration Plant

# Reducing Environmental Footprint



**-18%**

in water usage



**-100%**

in energy usage



**Zero Waste with cutting-edge filtration technology**

to eliminate the usage of kieselguhr by end-2024



≈ 7 Olympic-sized swimming pool



≈ Saves 2,139 trees to offset carbon footprint in a year



# ACCELERATING DECARBONISATION TO ZERO CO<sub>2</sub>E

## By 2030:

- › **ZERO** carbon emissions at our breweries
- › **30%** reduction in value chain carbon emissions
- › **All** renewable electricity must come from new assets

## By 2040:

- › **Net ZERO** value chain

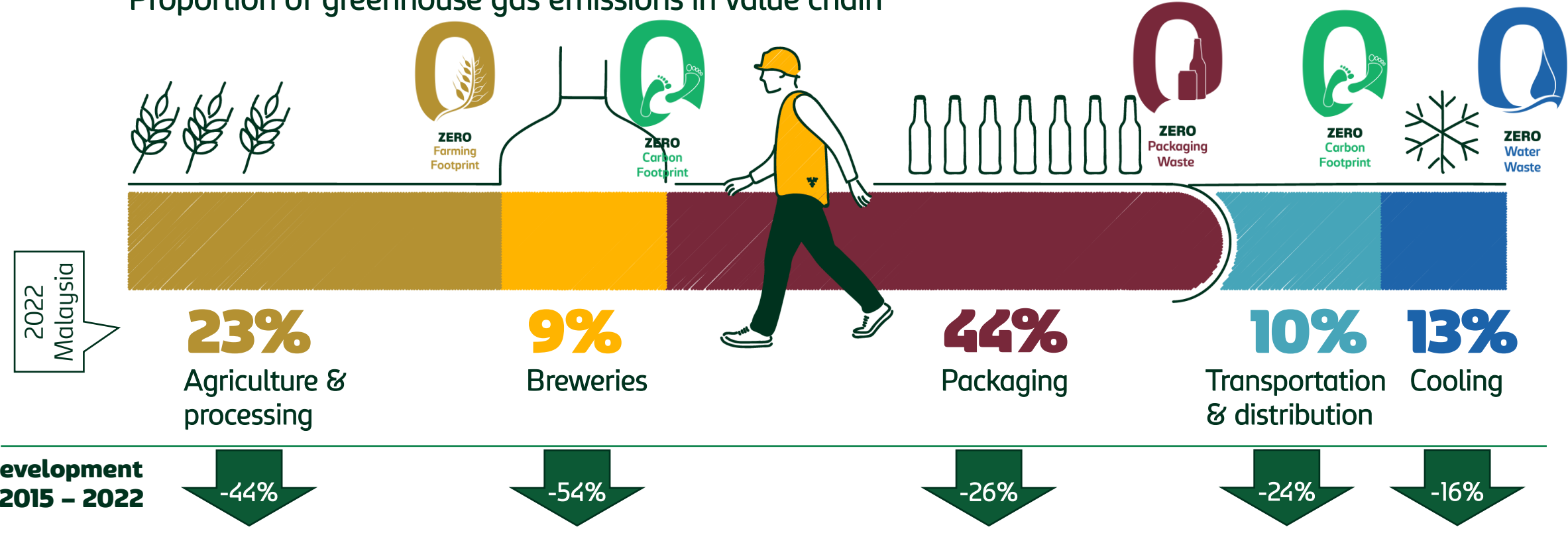


GREENHOUSE  
GAS PROTOCOL



# Malaysia results of value chain carbon footprint 2022 vs. 2015: -33% reduction in carbon intensity [kg CO<sub>2</sub>e/hl]

Proportion of greenhouse gas emissions in value chain

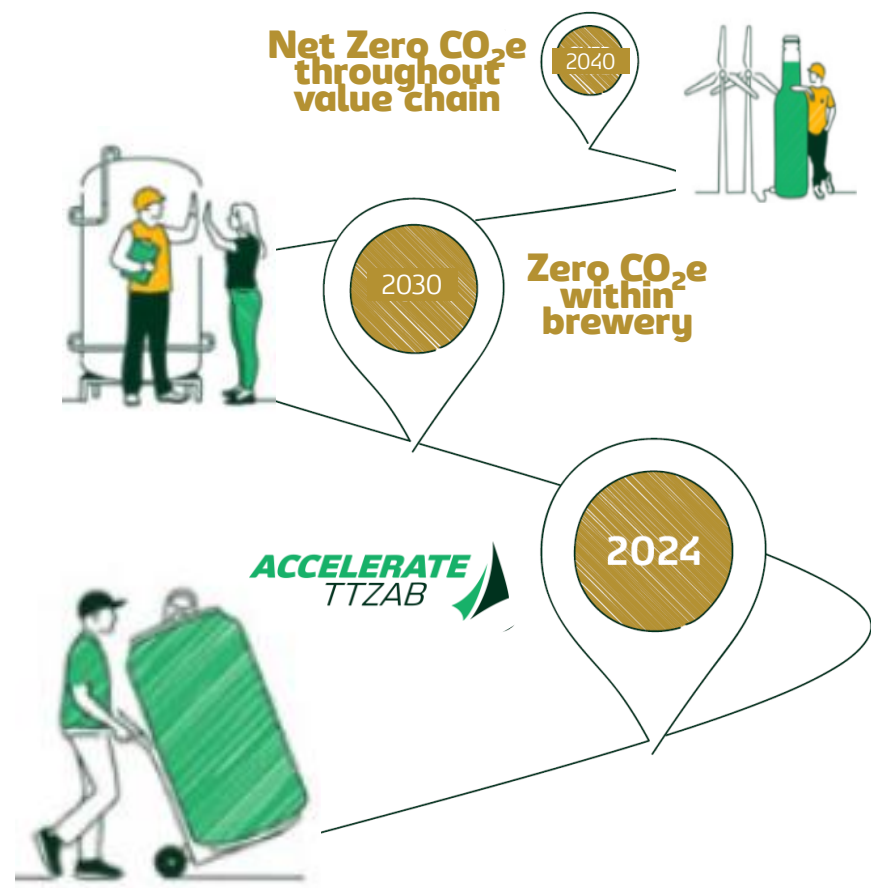


**Relative reduction 2015-2022: -33%**

Total emissions from CB Malaysia's own produced volume in 2022: 110 k t CO<sub>2</sub>e equivalent to 42,000 cars



# OUR GREEN TRANSITION JOURNEY BETWEEN 2030 TO 2040



# CREATING A BETTER TOMORROW FOR ALL OF US







# 18 Electric forklifts

to replace all LPG units, reducing CO<sub>2</sub> emissions by **194,000 kg/year**



≈ Saves 6,014 trees to offset carbon footprint in a year

### OUR COMMITMENTS

**2030** ZERO carbon emissions of our brewery by 2030

100% renewable electricity to power our brewery

Net ZERO carbon emissions across our entire value chain by 2040

### OUR INITIATIVES

Decarbonising our brewery by:

- Ensuring that any additional renewable electricity we consume comes from on-site renewable electricity generation or is procured through Power Purchase Agreements

Decarbonising our value chain by ensuring:

- Our agricultural raw materials are cultivated using regenerative agricultural practices, which improve the ability of soils to capture and store carbon naturally
- Our packaging systems are fully circular and their production is decarbonised
- Our cooling equipment is increasingly efficient and powered by renewable electricity

**ZERO Carbon Footprint**

**100% use**

### ACHIEVEMENT HIGHLIGHTS

**ZERO Carbon Emissions**

As a result, 73% reduction in carbon emissions since 2015

100% renewable electricity at our brewery from the purchase of REC

Our Head Office uses environment-friendly refrigerant R410A

Our new coolers/drought equipment use natural refrigerants (no hydrofluorocarbon (HFC), thus no ozone-depleting potential)

**100% Low-climate Impact Cooling**

**ZERO Use of Coal**

at our brewery, as we use natural gas & biogas from our Wastewater Treatment Plant

**ZERO Waste to Landfill**

Target Zero Waste to Landfill by 2022

100% wastewater sludge & 30% of spent yeast are recycled

70% of biogaslight & waste yeast is being reused as feed for black soldier flies. The remaining 30% will be recycled as compost

**ZERO Carbon Footprint**

of renewable electricity with the purchase of an I-REC

### WHAT'S NEXT?

Upgrading of a production plant that is fit-for-purpose in delivering higher production efficiency, greater innovation flexibility and lower climate footprint with savings in:

- WATER 30%
- HEAT 30%
- ELECTRICITY 30%

Improving biogas (renewable energy) recovery from Wastewater Treatment Plant

Exploring renewable energy, e.g. hydropower and solar

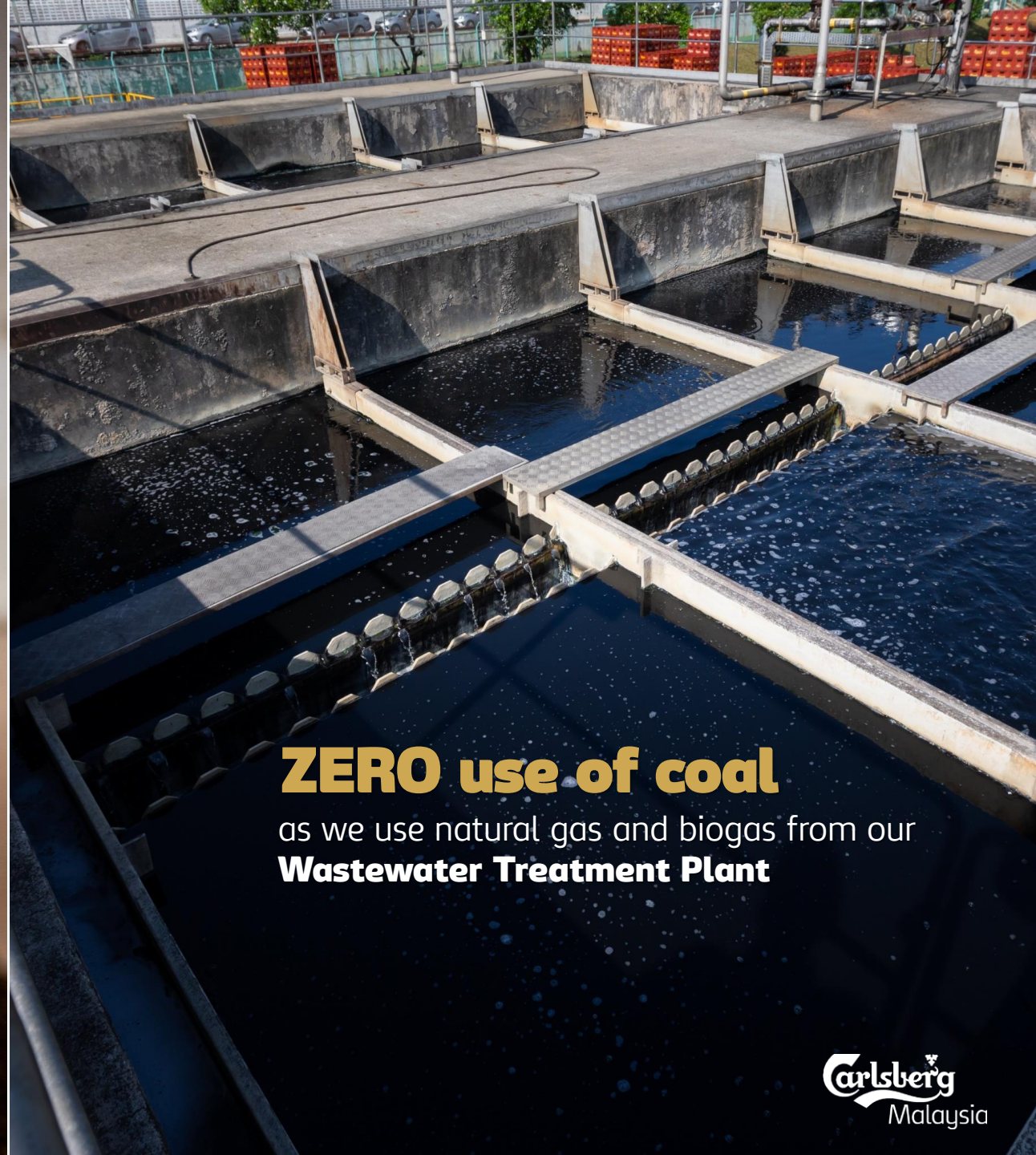
**ZERO Carbon Footprint**





**ZERO waste to landfill**

since **November 2022**



**ZERO use of coal**

as we use natural gas and biogas from our  
**Wastewater Treatment Plant**





Implemented **Reverse Osmosis technology** in our Water Treatment Plant, enabling the recycling of

**13% of water loss**



**Achieved 6% reduction**



of **total water usage**, equivalent to 11 Olympic-sized swimming pools in 2023



THANK

YOU

