

17th November 1998

BERLI JUCKER'S THIRD QTR PROFIT UP 70% TO THB127 MILLION

First Pacific Company Limited's flagship in Thailand, Berli Jucker Public Company Limited, announced today that consolidated net income for the third quarter increased 70 per cent to THB127 million, while total revenue declined 7.4 per cent to THB2,616 million, reflecting continued sluggish demand in the Thai economy.

Net profit before extraordinary items in the year's first nine months was virtually unchanged at THB311 million from THB310 million, while profit after extraordinaries was off 30 per cent to THB218 million, reflecting a previously reported charge in the second quarter related to the closing of the Company's glass factory project in Vietnam. Total revenue for the first nine months rose 3.1 per cent to THB8,275 million.

Berli Jucker's President David Nicol said: "I am pleased to report that Berli Jucker continues to trade profitably, despite the very difficult operating conditions faced by all companies in Thailand. With slightly weaker sales for the quarter than in 1997, our focus has been on the maintenance of margins, and keeping exceptionally tight controls on overhead expenses, and inventory and receivables levels."

The Consumer Products division reported a 5 per cent increase in sales for the third quarter, fuelled by the continued strength of the snack-food business, along with good confectionery and wine sales. Sales of paper products, however, suffered from a nationwide decrease in the consumption of tissue paper.

The Packaging Products division recorded a 14 per cent decline in sales due primarily to the slowdown in the energy drinks sector, which has been impeded by the declining size of the nation's construction and transport workforce which is the main market for such products. Sales momentum slowed for food containers, and demand for beer bottles temporarily dropped due to programs by customers to cut down inventory levels. However, beer bottle output is expected to be healthy for the remainder of the year. Berli Prospack, which produces rigid plastic containers, experienced slow sales, particularly for automotive-oil packaging.

The Technical Products Group recorded a 14 per cent fall in sales. Demand for photographic film and equipment remained weak in the retail and medical sectors. Similarly, sales slowed for medical products related to lower demand and spending in the hospital sector. Thai Klinipro, Berli Jucker's joint venture producing disposable medical gowns, announced the expansion of its production facilities during the quarter and faces good prospects amid strong potential export sales and the addition of disposable medical drapes to its product line.

The Engineering Group suffered a 51 per cent sales decline, primarily reflecting the slowdown and subsequent suspension of activities at Thai Scandic Steel, the company's engineering subsidiary which produces galvanized steel towers for the electricity and telecommunications

industries. While activities remain suspended there pending Ministry of Industry permission to use steel that has already been imported and paid for to meet existing contracts, prospects are good for a positive resolution in the near future.

In conclusion, Mr Nicol said: "Following Berli Jucker's THB4 billion capital raising at the end of June, we have reduced our interest and currency hedging costs by cutting our medium-term U.S. dollar debt levels and now have a very healthy balance sheet. In addition, we have set aside approximately THB1.3 billion for future investment. Due mainly to significantly increased sales of glass containers I am confident we will finish 1998 on a positive note."

Summary of Financial Position and Results of Operations

BERLI JUCKER PUBLIC CO. LTD. AND SUBSIDIARIES
SUMMARY OF FINANCIAL POSITION AND RESULTS OF OPERATIONS

(UNAUDITED)

(AMOUNTS IN THOUSANDS OF BAHT)

BALANCE SHEET AS AT SEPTEMBER 30

	1998	1997
Current Assets	6,222,146	5,384,218
Total Assets	14,411,408	12,123,842
Current Liabilities	3,142,419	4,619,104
Shareholder's Equity	7,341,931	3,604,763

STATEMENTS OF INCOME

	Three Months Ended September 30		Nine Months Ended September 30	
	1998	1997	1998	1997
Revenue on Sales	2,456,224	2,791,849	7,903,330	7,892,444
Share of profits less losses of associated Co.	116	3,565	58,671	2,034
Total Revenues	2,615,900	2,824,312	8,274,667	8,025,315
Cost of Sales	1,894,219	2,022,044	6,014,656	5,575,054
Other Expenses	527,905	504,473	1,603,237	1,633,207
Net income before foreign exchange loss	133,197	183,829	407,241	458,811
Foreign exchange loss (gain)	5,810	108,771	96,538	148,414
Net income before extraordinary items	127,387	75,058	310,703	310,397
Extraordinary items				
Provision loss on suspense of business segment	0		(92,583)	
Net income after extraordinary items	127,387	75,058	218,120	310,397
Earnings per Share before extraordinary items (Baht)	0.80	1.30	3.40	5.37
Earnings per Share after extraordinary items (Baht)	0.80	1.30	2.39	5.37
Number of equity shares (Share 000)	158,812.5	57,750	158,812.5	57,750