



14/11/2014

GUINNESS ANCHOR BERHAD (GAB) REPORTS IMPROVED FIRST QUARTER REVENUE OF RM393.2 MILLION, PROFIT AFTER TAX OF RM54.6 MILLION

Q1 FY15 KEY FINANCIAL INFORMATION

1. Quarter **ended 30 September 2014** in comparison with quarter **ended 30 September 2013**
 - Revenue increased by 20.7% to RM393.2 million
 - Profit before tax increased 10.0% or RM6.6 million to RM72.8 million
 - Profit after tax increased 10.0% or RM5.0 million to RM54.6 million
 - Earnings per share increased 10.0% or 1.64 sen to 18.07 sen

2. Quarter **ended 30 September 2014** in comparison with preceding quarter **ended 30 June 2014**
 - Revenue declined by 4.8% or RM19.7 million to RM393.2 million
 - Profit before tax increased 13.6% or RM8.7 million to RM72.8 million
 - Profit after tax increased 16.3% or RM7.7 million to RM54.6 million
 - Earnings per share increased 16.3% or 2.53 sen to 18.07 sen

Q1 FY15 PERFORMANCE REVIEW

- Revenue growth was mainly driven by higher sales, pricing and improved brand mix
- The Group also saw the benefit of Government's measures against contraband beers and the slight improvement of consumer sentiments
- Profit from operations was lower than revenue growth mainly due to higher excise duty and sales tax payments. As mentioned in the previous announcement, the increase in excise duty and sales tax payments is due to a new valuation method for excise duty put in place by the Royal Malaysian Customs which took effect from 1 November 2013
- Profit from operations was also lower than revenue growth because of the increase of commercial investments compared to same quarter last year
- Revenue for the quarter under review was lower than preceding quarter due to higher sales in preceding quarter reflecting seasonal demand
- For profit from operations, there was a 13.0% growth when compared to the previous quarter due to cost efficiencies as well as lower commercial spend
- Whilst an improvement in consumer sentiment is expected, the market environment may remain challenging due to the rising cost of living and uncertainties around the impact of the Goods and Services Tax to be implemented in April 2015
- The Group will continue to focus on growing momentum through commercial initiatives, innovation and driving investment efficiencies

HANS ESSAADI: MANAGING DIRECTOR'S STATEMENT

"I am delighted that GAB has delivered a strong set of results with double-digit top-line and bottom-line growth after a tough fiscal year. This strong growth was attributed to our core portfolio of renowned brands as well as the successful introduction of our innovation brands and line-extensions.

The Government's increased measures against contraband beers have also helped us in delivering a strong business performance for Q1 FY F15.

We remain cautiously optimistic that the Group will continue on positive trajectory in FY15 by focusing on improving our growth opportunities, accelerating innovation and optimising investment efficiencies."

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About Guinness Anchor Berhad (GAB)

GAB with its portfolio of iconic international brands, is the leading brewer in Malaysia. GAB brews, markets and distributes:

- World-acclaimed iconic Asian beer TIGER BEER, and its doubly refreshing variant TIGER RADLER;
- The World's No. 1 stout GUINNESS;
- The World's No. 1 international premium beer HEINEKEN;
- The all-time local favourite ANCHOR SMOOTH and its strong beer variant ANCHOR STRONG;
- The premium Irish ale KILKENNY;
- The Real Shandy ANGLIA;

GAB also produces the wholesome, premium quality non-alcoholic MALTA. GAB's brand portfolio also includes the World's No. 1 cider STRONGBOW, the No. 1 German wheat beer PAULANER, Japan's No. 1 100% malt beer KIRIN ICHIBAN, the World's No. 1 Ready-To-Drink alcoholic beverage SMIRNOFF ICE and the award-winning double fermented Belgian craft beer AFFLIGEM.

Listed on the Main Market of Bursa Malaysia, GAB's principal shareholder is GAPL Pte Ltd based in Singapore. GAPL Pte Ltd is a joint venture company whose ultimate owners are Diageo PLC, a company incorporated in England and Wales, and Heineken Asia Pacific Pte. Ltd., a company incorporated in Singapore, which in turn is also a subsidiary of Heineken NV. Guinness Anchor Marketing Sdn Bhd is a 100% owned subsidiary of GAB.

For further enquiries, please contact:

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