



## **GUINNESS ANCHOR BERHAD (GAB) Q3 NET PROFIT UP 18.7% TO RM61.1 MILLION**

PETALING JAYA, 14 May 2013 – Guinness Anchor Berhad (GAB) announced that its net profit for the third quarter (Q3) ended 31 March 2013 increased 18.7% to RM61.1 million from RM51.5 million in the previous year's corresponding quarter.

Revenue for Q3 rose 21.3% to RM442.5 million from RM364.7 million last year, while profit before tax is up 18.6% to RM81.5 million.

For the 9 months ended 31 March 2013 in financial year 2013 (FY13), its net profit is up 6.7% at RM184.1 million compared to RM172.6 million in the previous year's corresponding period. As for revenue for the 9 months under review, it was flat versus last year, dropping a marginal 1% to RM1.26 billion.

Earnings per share for the 9 months under review grew to 60.96 sen from 57.12 sen last year, while net assets per share attributable to shareholders stood at RM1.32 as at 31 March 2013.

GAB Managing Director Hans Essaadi said, "We were able to grow profit on the back of flat revenue largely due to favourable product and channel mix and efficient cost management."

"In line with our expectations, our performance was also supported by a strong third quarter due to the Chinese New Year. Our Chinese New Year promotional activities received great response resulting in us achieving increased sales in all channels, especially in the off-trade to retailers," he elaborated.

Hans added, "Our performance demonstrates that our portfolio of brands led by Tiger, Guinness and Heineken continue to be consumers' brands of choice. Our brands were recognised by consumers at the 2013 Putra Brand Awards last month, as Heineken and Guinness each scored Gold whilst Tiger won Silver."

Apart from the Chinese New Year, the Company also saw great consumer response for its annual Guinness St. Patrick's Day Celebration campaign which took place in March 2013. In its 7<sup>th</sup> year, the campaign saw over 28,000 partygoers nationwide taking part in celebrations throughout the month.

In terms of full-year performance, Hans expressed confidence that GAB will end the year on a satisfactory note. "We have had a solid third quarter. I expect we will be able to maintain this momentum and deliver a 12<sup>th</sup> consecutive year of growth."

Hans adds that moving forward innovation will be a key pillar in GAB's strategy to create new and exciting experiences for consumers. Apart from that, Hans is also working on strengthening relationships and trust amongst all its key stakeholders.

Hans took over as Managing Director of GAB on 1 March 2013. Having been with the Heineken Group for over 20 years, this is Hans's first role in Asia.

## **Outlook**

GAB is on track to deliver its 12<sup>th</sup> consecutive year of growth for FY13. However, profit growth is expected to be mitigated by modest growth in the beer market, an increasingly competitive environment, rising cost of raw materials and the availability of contraband products.

GAB remains committed to maintaining its competitiveness and leading position in the industry through continued investments in its people, brands and processes.

**- End -**

## **About Guinness Anchor Berhad (GAB)**

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

- Asia's fastest growing beer TIGER;
- 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 UK's bestselling cider STRONGBOW and the no.1 German wheat beer PAULANER.

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 Asia Pacific Breweries 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:**

**Tiffany Chew**  
Corporate Communications Manager  
[tiffany.chew@gab.com.my](mailto:tiffany.chew@gab.com.my)  
+603-7861 4547

**Hishamuddin Omar**  
Corporate Communications Executive  
[hishamuddin.omar@gab.com.my](mailto:hishamuddin.omar@gab.com.my)  
+603-7861 4468

**###**