



(Company No. 5350X)  
(Incorporated in Malaysia)

## Press Release

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### **Guinness Anchor Berhad Records Continued Growth in Market Share, Revenue and Profits**

***Records a 16 percent hike in interim Profit before Tax to RM109.6 million***

**PETALING JAYA, 27 February 2009:** Guinness Anchor Berhad (GAB), Malaysia's biggest brewer has once again outperformed competition to deliver value for its shareholders.

GAB posted a higher revenue of RM328.5 million and pre-tax profit of RM46.3 million for the quarter ended 31 December 2008.

Revenue grew by 13 per cent from RM290.3 million while pre-tax profit grew by 28 per cent from RM36.3 million in the corresponding quarter of previous year. This brings GAB's first half profit before tax for FY09 to RM109.6 million. Earnings per share for the second quarter meanwhile, grew to 11.5 sen versus 8.9 sen a year ago.

In light of this performance, GAB has declared an interim dividend of 10 sen per 50 sen stock unit tax exempt for the financial year ending 30 June 2009.

GAB's share in the competitive malt liquor market (MLM) has increased to over 60 percent as of end of the second quarter of FY09 from 56 percent recorded 6 months ago. Correspondingly, GAB now has 72 percent of the MLM industry profit pool.

GAB's latest earnings figures underline its position as Malaysia's clear leader of the MLM, which is expected to experience low growth this year in light of the uncertain economic outlook.

Managing Director of GAB, Charles Ireland said while earlier pre-Chinese New Year sales improved earnings in the second quarter from a year ago, it was not the only reason for the company's sterling results.

"Despite operating in a highly regulated and competitive business environment with no overall market growth for the past decade, our performance for the first half of FY09 is testament to the power of our long term strategy to grow the business by investing in our people, brands and performance. Brand building investments throughout the years have enabled our four main brands Tiger, Guinness, Heineken and Anchor to all post double-digit growth in the last 6 months. Further, investment in training and development programmes totaling over RM2 million in the last 3 years to improve the skills and competency of employees has been a key driver in creating a culture of excellence that has also helped deliver this healthy performance," said Charles Ireland.

A review of past results indicates the solidity of GAB. Both revenue and profit before tax have grown every year for the last 7 financial years. This demonstrates the company's ability to deliver value for shareholders in a highly competitive business landscape.

"As for the business outlook for FY09, we plan to continue to develop and raise the skills of our people and to invest in building our brands in order to help ensure we retain our competitive position during these difficult times," said Charles Ireland.

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