

GUINNESS ANCHOR BERHAD (GAB) POST STRONG FIRST QUARTER FY11 RESULTS

***Profit grows 44.9 percent to RM38.7 million from a year ago;
Revenue grows 21.8 percent to RM366 million in same period***

PETALING JAYA, November 3, 2010: Guinness Anchor Berhad (GAB), the leading brewer in Malaysia, has posted a first quarter net profit of RM38.7 million for the three months of FY11 ended September 30th 2010, which is 44.9 percent higher compared to the previous year.

First quarter revenue for FY11 was 21.8 percent higher than a year ago at RM366.6 million while earnings per share for the period were 12.81 sen versus 8.84 from a year ago.

This healthy first quarter performance further extends GAB's lead in the malt liquor market (MLM).

Managing Director Charles Ireland said, "GAB is well positioned to continue to perform well with its winning portfolio of brands led by Tiger, Guinness, Heineken, Anchor and Kilkenney".

Charles further commented that GAB's well balanced portfolio offers a wide range of quality beer products to consumers across all segments. This coupled with an extensive trade and distributor network and an aggressive marketing strategy has allowed the company to gain strong market penetration and grow brand equity.

PRESS RELEASE



“Our strong first quarter results have been driven by our ability to capitalise on key events like the World Cup, where Tiger took the lead, hosting 700 themed viewing parties nationwide, and Arthur’s Day, Guinness’s global celebration which we successfully orchestrated for a second successive year.

“Aside from that, our preferred partner status with a large number of key retailers is driving many mutual benefits. We also continue to see very exciting levels of growth across our range of draught brands while Tiger remains our overall outstanding performer”.

On market outlook, Charles is cautiously optimistic. “The Prime Minister’s projection of 6% GDP growth for 2011 augurs well for the business community and as an established Malaysian business, we remain hopeful on Malaysia’s prospects for the year ahead. The government’s recent decision to maintain excise duty at the current level will also provide some level of stability to the MLM business for the coming year. However, we continue to operate in an extremely challenging environment and in the long run, we would like to see the government align the current excise tax structure with global best practices.

“Moving forward, GAB will continue to build on its long term strategy of investing in people, brands and optimising performance as it has proven to deliver positive results on all fronts. This is evident from our nine years of consecutive growth.

We are Malaysia’s largest brewer across all important measures including market capitalisation, revenue, sales volume, PBIT and equally important, dividend payout. Everyone at GAB is working hard to maintain and extend this position to deliver a 10th successive year of growth”, he concluded.

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健力士英格有限公司 **GUINNESS ANCHOR BERHAD (GAB)** 在 11 财政年第一季度缔造佳绩

*盈利比一年前增长 **44.9%** 而达到 **RM3 千 8 百 70 万**；
同时期的营业额成长率为 **21.8%** 而达到 **RM3 亿 6 千 6 百万***

八打灵再也 3 日讯：健力士英格有限公司 Guinness Anchor Berhad (GAB)，即马来西亚首屈一指的啤酒公司，在截至 2010 年 9 月 30 日之 11 财政年的三个月时期取得 RM3 千 8 百 70 万的第一季度净利，比前一年增长 44.9%。

其 11 财政年的第一季度营业额比一年前高 21.8% 而达到 RM3 亿 6 千 6 百 60 万，同时期的每股收益为 12.81 仙，相较于一年前的 8.84 仙。

健康的第一季度表现进一步巩固了 GAB 在麦芽啤酒市场(MLM)的领导地位。

该公司董事经理查尔斯爱尔兰(Charles Ireland)指出，"GAB 已准备就绪继续争取卓越表现，即通过其由 Tiger, Guinness, Heineken, Anchor 和 Kilkeny 领导的致胜品牌组合。"

查尔斯续称，GAB 的均衡组合为各阶层消费人呈献系列广泛的优质啤酒产品。这项优势加上广泛的商家和分销商网络，以及进取的市场策略，使到本公司取得强劲的市场渗透率和品牌份额成长。

"我们强劲的第一季度业绩可归功于善于把握关键的项目如世界杯，在 Tiger 马首是瞻之下，我们在全国各地举办了 700 场主题式观赏派对，我们也一连两年成功欢庆了 Arthur's Day，即 Guinness 的全球庆祝活动。"

PRESS RELEASE



"除此之外，我们授予众多关键零售商的首要伙伴地位也带来了许多相互利益。我们的各种生啤品牌也继续取得令人振奋的成长率，整体上，Tiger 依然是表现卓越的品牌。"

提及市场展望时，查尔斯的立场是谨慎但乐观。"首相所预测的 2011 年度国内生产总值成长率为 6%，这对于商业界有利，作为马来西亚商界的业务稳健公司，我们对马来西亚在来年的展望感到乐观。政府在最近决定维持国产税于现有水平，为来年的麦芽啤酒市场带来某些程度的稳定作用。然而，我们继续面对极为艰辛的运作状况，在长远上，我们希望政府检讨现有的国产税结构，使它符合全球最佳施政方式。"

"展望未来，GAB 将继续落实其长期策略，即投资于员工，品牌和优化表现，而我们也所有范围取得正面的成绩。这一点，由本公司连续九年取得成长可见一斑。"

他总结道，"不论从哪一个角度来评估，我们都是马来西亚最具规模的酿酒厂，这包括市值，营业额，销售量，扣除利息和税务前盈利和同样重要的派息率。GAB 同仁将致力维持和强化我们的地位，以实现连续 10 年的成长。"

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