



May 13, 2015

## **GUINNESS ANCHOR BERHAD (GAB) PROFITS CONTINUE TO ENJOY GROWTH DESPITE CHALLENGING ENVIRONMENT**

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### **Q3 FY15 KEY FINANCIAL INFORMATION**

1. Quarter **ended 31 March 2015** in comparison with quarter **ended 31 March 2014**
  - Revenue increased by 17.4% to RM437.33 million
  - Profit before tax increased 11% to RM52.61 million
  - Net profit increased 11% to RM39.46 million
  - Earnings per share increased from 11.77 sen to 13.06 sen
2. Cumulative 9-month period **ended 31 March 2015** in comparison with preceding year's cumulative 9-month period **ended 31 March 2014**
  - Revenue increased by 12.8% to RM1,351.26 million
  - Profit before tax increased 12.5% to RM226.89 million
  - Net profit for the period increased 12.5% to RM170.17 million
  - Earnings per share increased from 50.07 sen to 56.33 sen

### **Q3 FY15 PERFORMANCE REVIEW**

#### Quarter ended 31 March 2015 in comparison with quarter ended 31 March 2014:

- Revenue growth was mainly driven by better performance in sales during the Chinese New Year period and effective deployment of sales strategy.
- The double digit growth is also attributed to new products gaining foothold in the market. In FY14, there were several new product launches including Kirin Ichiban, Smirnoff Ice and 3 new Strongbow variants.
- The operating profit rise of 10.2% was driven by the increase in revenue and cost efficiencies, partly offset by adverse pack mix.

#### Performance of 9 months ended 31 March 2015 versus the same period in 2014:

- Revenue growth of 12.8% was driven by volume growth, pricing and favourable brand mix.
- The Royal Malaysian Customs stepping up enforcement measures against contraband beers have also aided growth.
- Operating profit increased by 11.7% due to higher revenue and cost efficiencies, partly offset by higher excise duty and sales tax payment.

### **HANS ESSAADI: MANAGING DIRECTOR'S STATEMENT**

"GAB is pleased to be able to achieve healthy double digit profit growth despite the challenging environment. Our improved performance during this Chinese New Year period really attests to the growing appeal of our brands and the effectiveness of our sales strategy. Apart from that, it is also rewarding to see our new brands such as Kirin Ichiban, Smirnoff Ice and new Strongbow variants



gaining loyalty from consumers in Malaysia. Our growth is also made possible due to measures taken by Royal Malaysian Customs and various other enforcement agencies against contraband beers.

We expect the domestic beer business environment to remain challenging following the implementation of the Goods and Services Tax (GST) as consumers are likely to be cautious in their spending. However, GAB has taken all measures to address these challenges and we are confident in delivering strong performance for the financial year.”

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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.

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