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A
NEW ERA
BEGINS
GUINNESS
NIGERIA

HALF YEAR F25

INVESTORS CONFERENCE CALL

GUINNESS NIGERIA

WITH

Girish Sharma,
Managing Director/
Chief Executive Officer

Mayank Kabra,
Finance & Strategy Director

Rotimi Odusola,
Corporate Relations Director

and other members of the Guinness Nigeria Executive team.

FRIDAY 24 JAN. 2025

1.00PM (WAT)

Agenda

01 **F25 Half Year Review**
Girish Sharma

02 **F25 Half Year Financial Performance Review**
Mayank Kabra

03 **Way Forward**
Girish Sharma

04 **Q&A**
Rotimi Odusola

F25

Half Year Review

Girish Sharma

Managing Director/Chief Executive Officer

Strong recovery in H1 '25

NSV (in NGN bn)

259.6

▲ 82% vs YA

NPAT (in NGN bn)

-0.3

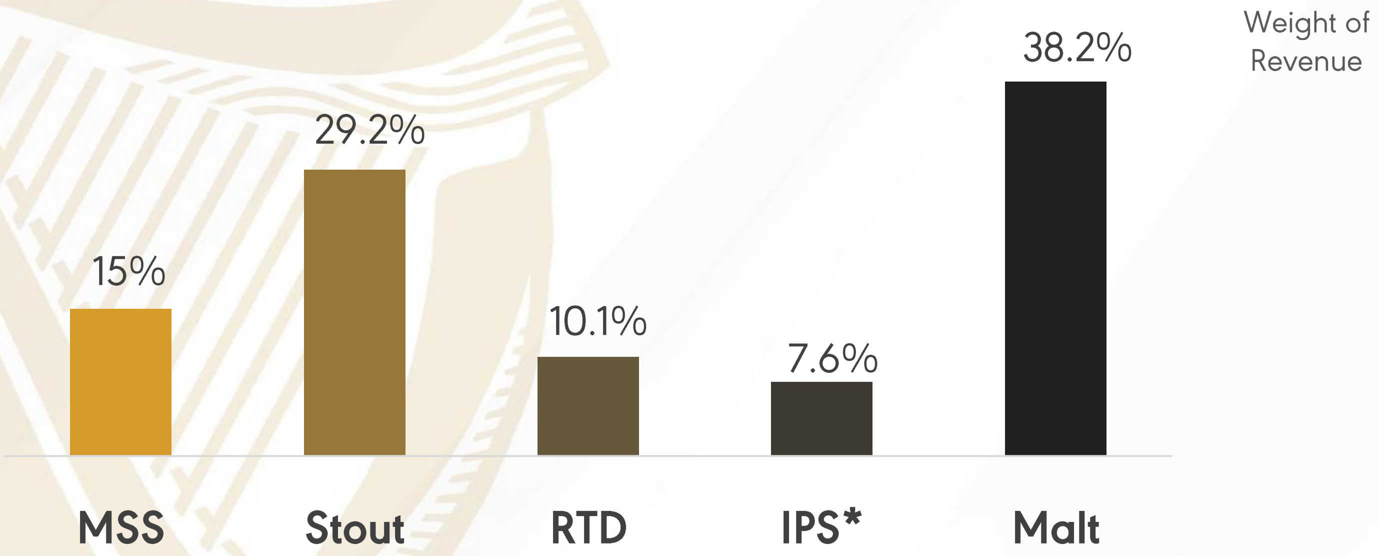
▲ 94.2% vs YA

EPS (in kobo)

-14

▲ -239 in H1 '24

Broad-based Growth Across Portfolio



	MSS	Stout	RTD	IPS*	Malt
Revenue Growth Vs YA	46%	73%	102%	107%	99%

*discontinued effective Oct '24

Salient Performance Highlights

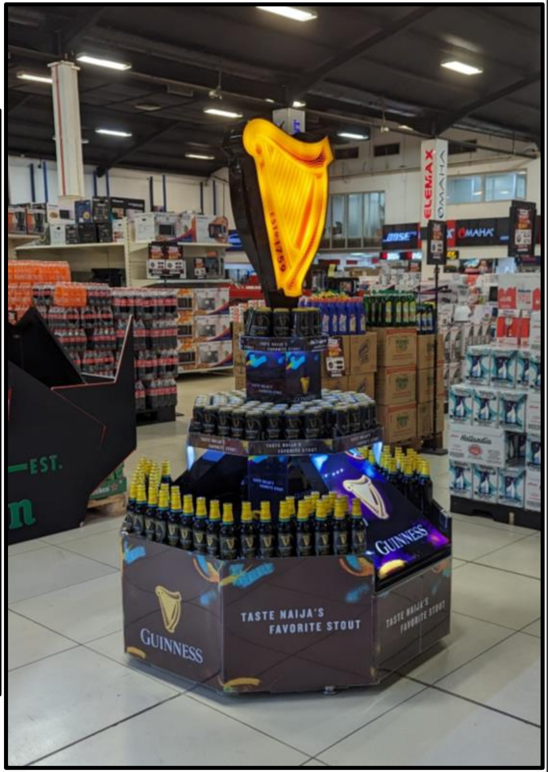
1. GNPLC returns to profitable growth with improved margins
2. Promoted existing talent to Leadership roles
3. Expanding Distribution Footprint
4. Early unlocks in Supply Chain efficiencies

Our Brands, Visibility and Activations

Building Brand Awareness with Iconic Media

Delivered Head Turning Experiences & Offerings

Winning at Point of Purchase



Our ESG and Sustainability Footprints

Guinness Nigeria In Society- Undergraduate Scholarship Award

25 Additional Scholarships Awarded: Supporting undergraduates with ₦200,000 annually in public universities.

Gender Equity: 50% of recipients are female , promoting diversity in STEM nd education

Inclusivity: 8 beneficiaries from the Nigerian Society for the Blind recognized.

Sustained Commitment: 90+ students supported since 2019 with ₦43 million disbursed.

Positive Drinking Campaign

Ember Months Motorcade & Roadshow: Partnered with FRSC to engage drivers and commuters at 4 major Lagos parks (Berger, Ojota, Ikeja, Ogba), raising awareness about road safety.

Driver Education: Conducted training sessions for company and third-party drivers, focusing on the dangers of drinking and driving and ensuring compliance with road safety laws.

Responsible Drinking Advocacy: Staff across 5 divisions engaged directly with consumers at high-traffic bars, promoting responsible drinking and encouraging pledges to drink responsibly.

Awards and Recognition

2024 LASEPA Lagos Industrial Pollution Abatement Awards

Guinness Nigeria was recognized in two categories namely: Overall winner and 1st Place Winner, Food and Beverage Sector

2024 Social Media Awards

Gordon's : Brand Recogniton Awards
Don Royale : Brand Recognition Awards

Our Stakeholder Engagements

Fostering Meaningful Engagements with Employees and Other Stakeholders

MD GNPLC at the launch of the Don't Drink and Drive Camapign in collaboration with the Beer Sectoral Group (BSG)

Guinness Nigeria PLC's courtesy visit to the Government House, Lagos at the unveiling of the Lagos Shopping Festival

2024 Employee Year-End Celebrations

Standard Bank courtesy visit to the Guinness Nigeria Head Office

Our People

INVESTING IN OUR MOST CRITICAL ASSET – OUR PEOPLE

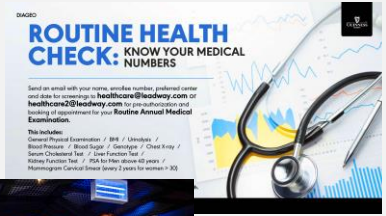
Talent Management

We recently participated in the Lagos Business School Career Fair. The event provided the opportunity to promote our employer brand, grow our talent pipeline, and engage with strong talent about the various opportunities we have to offer.

Wellness & employee engagement

Employee wellness and engagement continues to remain a top priority for us at Guinness Nigeria. Employees were encouraged to take advantage of the free comprehensive annual medical check provided as part of the medical benefit.

In keeping with our tradition, employees were treated to a one-of-a-kind end-of year party which provided opportunity to together, unwind, connect, and reflect on the successes, opportunities and milestones achieved in 2024. Employee were also given food hampers and drinks to celebrate the festivities with their families



Inclusion and Diversity

We have also continued to showcase Guinness Nigeria as the employer of choice for female talent while driving inclusion within the business. Our female hires represented about 40%of new joiners in the period.

F25

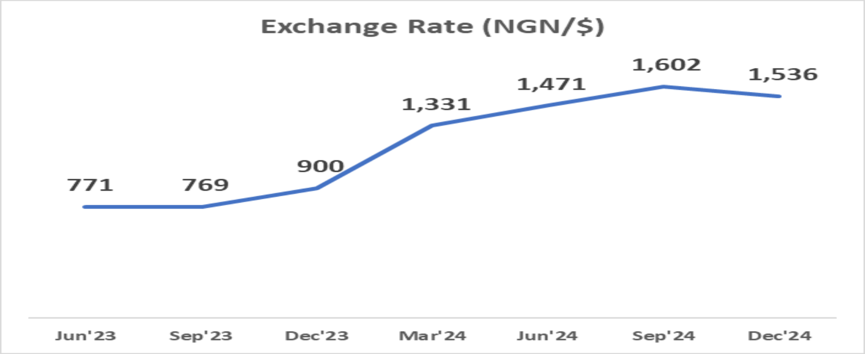
Half-Year Financial Performance Review

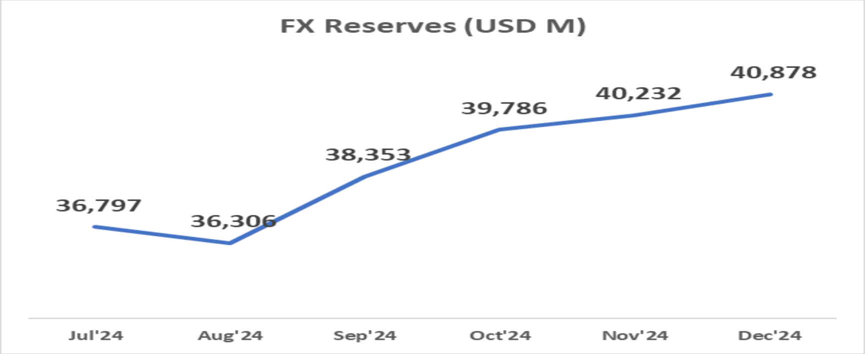
Mayank Kabra
Finance and Strategy Direct

Comprehensive Income Statement H1 '25

Amounts in Naira Billions	H1 '25	H1 '24
Net Sales	259.60	142.60
Cost of sales	-200.60	-96.66
Gross Profit	**59.01**	**45.94**
Other Income	0.16	2.51
Expenses	-47.91	-32.06
Profit / (Loss) from Operating Activities	**11.26**	**16.40**
Finance Income/(Expenses)	-7.15	-20.83
Profit/(Loss) before Tax	**4.11**	**-4.43**
Tax	-4.41	-0.80
Profit/(Loss) after Tax	**-0.30**	**-5.23**

Macro headwinds may continue despite recent Naira stability





- GDP grew 3.5% (Sep '24), whereas inflation continues to be high (34.8% in Dec '24). Food inflation is even higher at 39.8%
- CBNs FX reserves continue to improve, $40.9Bn in Dec '24 (vs $36.8Bn in Jul '24)
- Borrowing rates continue to remain high with MPR at 27.5%
- Relative stability in Naira with exchange rate improving from N1,602/$ in Sept '24 to N1,536/$ in Dec '24

Consumer environment remains challenging with high inflation, continuing security concerns & high transportation costs

F25

Way Forward

Girish Sharma

Managing Director/Chief Executive Officer

Way Forward

1. Continue investing in our people & create growth opportunities
2. Pursue volume growth, improve reach & distribution
3. Drive efficiencies to counter inflation & improve margins
4. Innovation continues to be our key area of focus
5. Focus on Digitalisation

Q & A

Rotimi Odusola
Corporate Relations Director

Thank You!