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12 MONTHS ENDED 2025

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.

TUESDAY **29** JULY. 2025

2.00PM (WAT)

Agenda

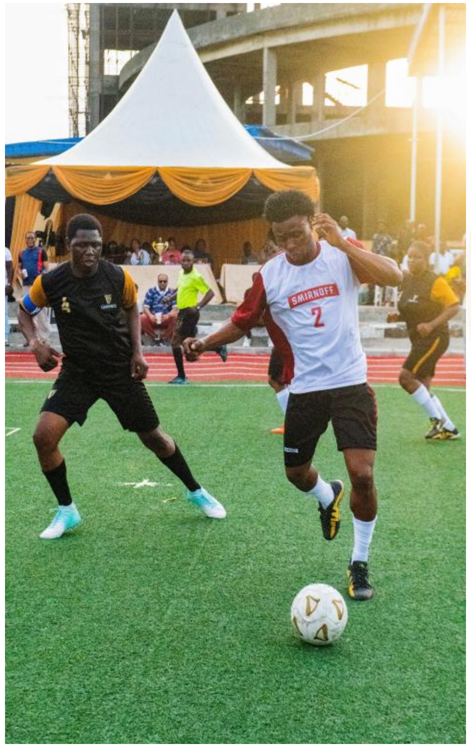
01	**Performance Update** Girish Sharma
02	**Financial Performance** Mayank Kabra
03	**Talent, Key Activations & Engagements** Leadership Team
04	**Way Forward** Girish Sharma
05	**Q&A** Rotimi Odusola

75

YEARS OF

GREATNESS

Guinness @ 75: Staff Engagements

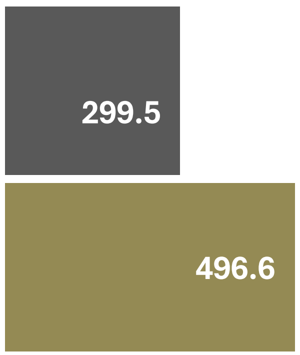


Guinness @ 75: Celebrations

Performance Update

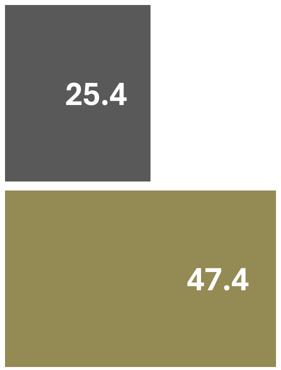
Sustained Growth across Key Metrics

Net Sales



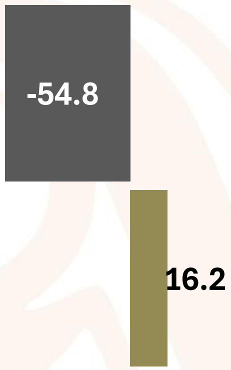
+66%

Operating Profit



+87%

Net Profit



+130%

12 months ended Jun'24 **12 months ended Jun'25**

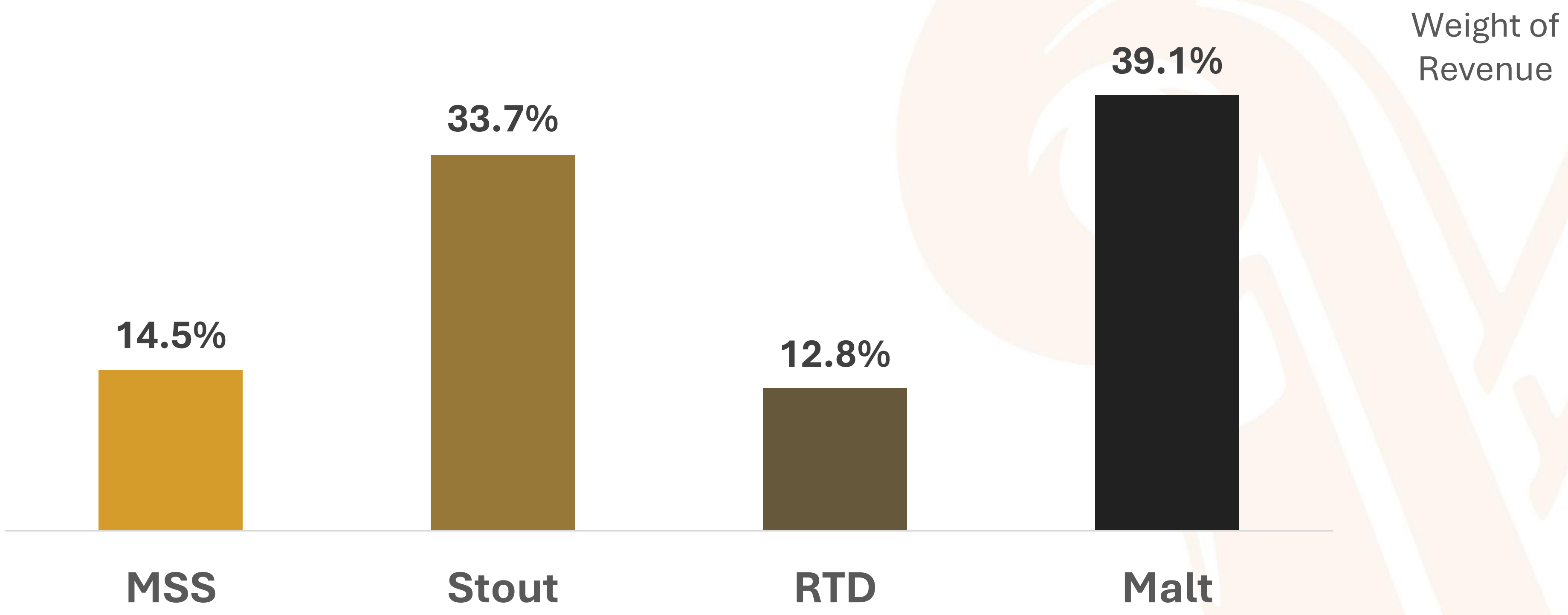
Amounts in Naira Billions

- Volume growth +4%
- Realisation & Mix +62%

- Margins have improved from 8.5% to 9.5%
- Cost reduction initiatives like annual sourcing of Sorghum, manufacturing cost optimisation, raw material cost rationalisation etc.

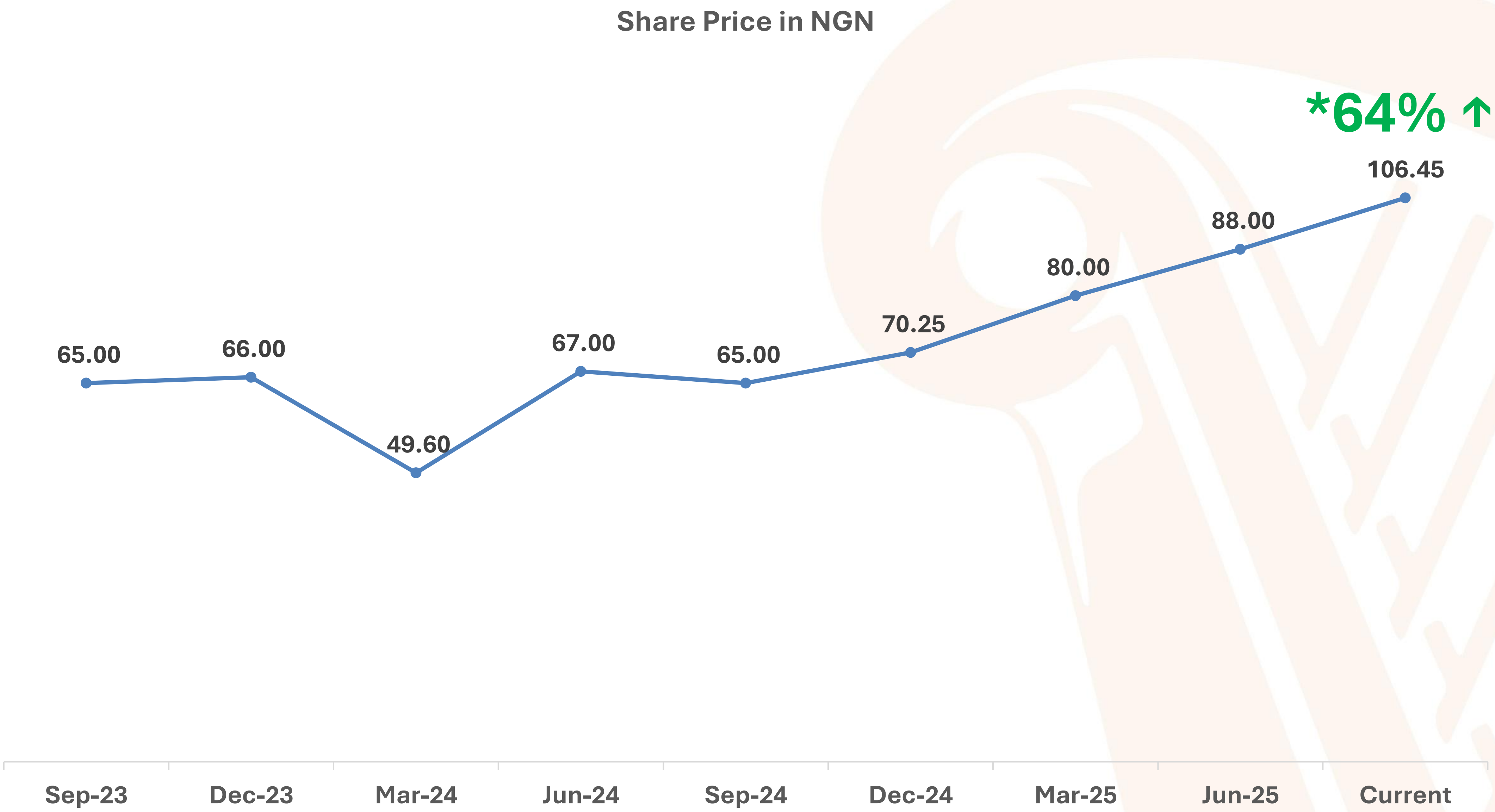
- Improved liquidity management
- Streamlined fx obligation management
- Reduced cost of borrowing

Broad-based Growth Across Portfolio



	MSS	Stout	RTD	Malt
Revenue Growth Vs YA	41.4%	75.4%	106.7%	69.6%

Improved Shareholder Returns



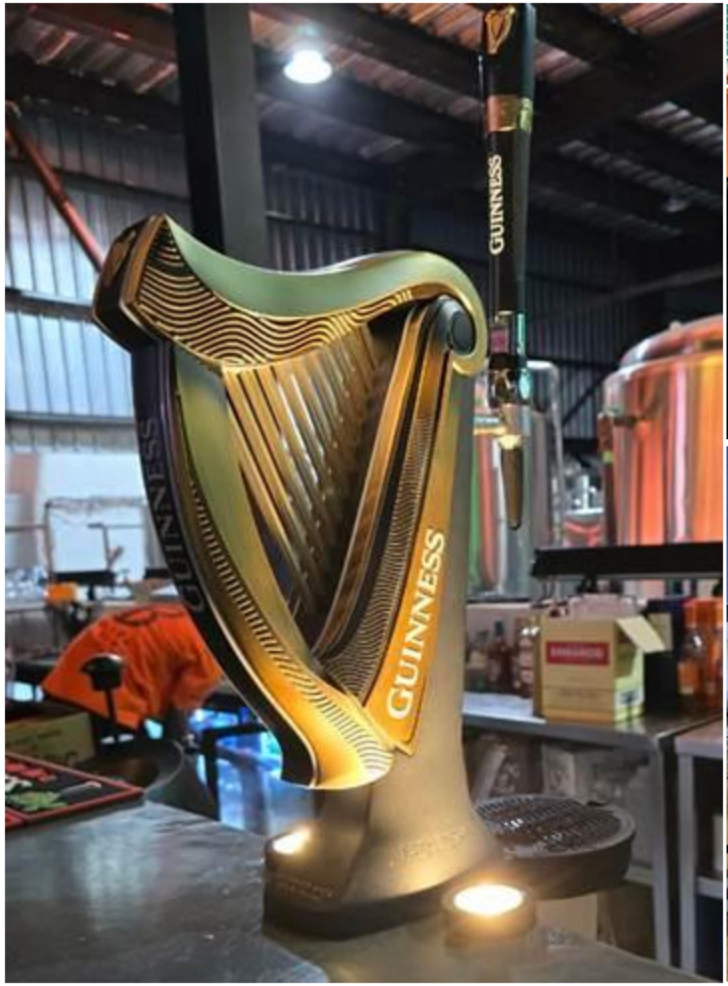
*Growth based on share price as at 28th Jul ‘25 opening, compared to 30th Sep ’24 closing price

Progress vs Key Priorities

1. Talent remains key focus area with continuous hiring, internal promotions and in-house trainings
2. Dialled-up consumer engagements and visibility: Ojude Oba Festival, Trophy Tour, Smirnoff Lagos Fest & Ramadan activation
3. Gained momentum in expanding distribution footprint
4. Continued gains in manufacturing efficiency & capacity utilisation
5. Reduced cost of borrowing, improved liquidity management and streamlined fx obligations
6. Driving operational efficiency through digitalization initiatives

Strengthened Value Proposition with New Launches

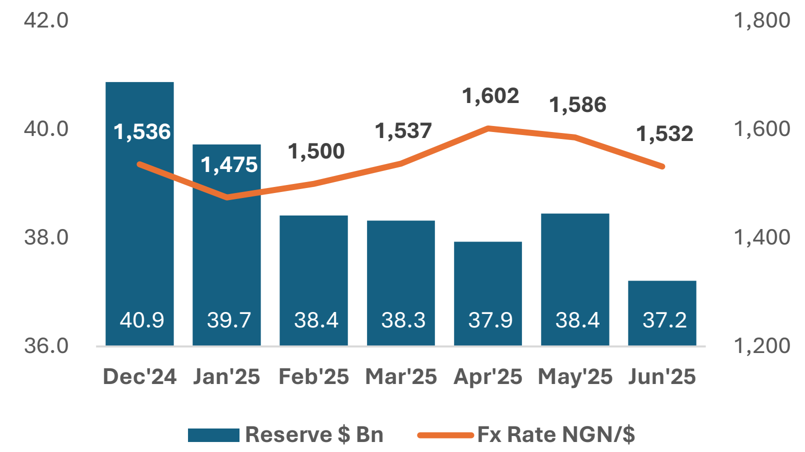
Pilot Launch of FES Draught



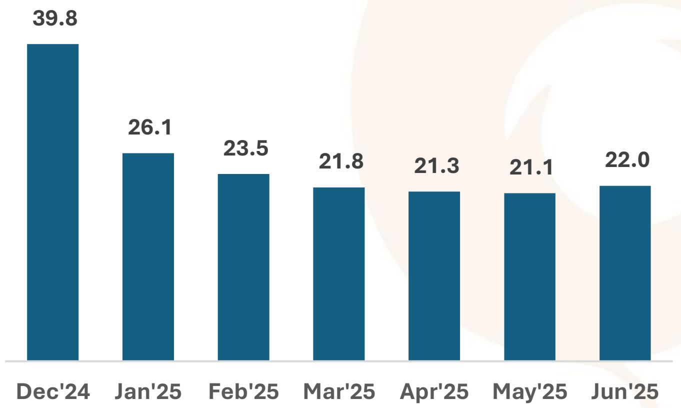

Financial Performance

Stable macro indices

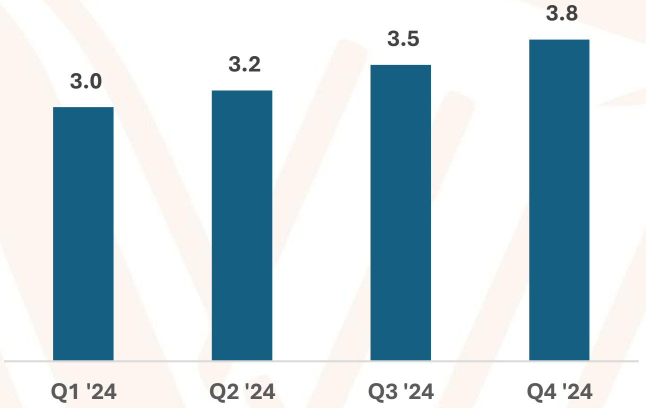
Stable fx rate backed by healthy reserves



Food Inflation



GDP



- *CBNs fx management policies have helped improve the overall liquidity and promoted rate stability*
- *Food inflation relaxing significantly in the last 6 months*
- *MPR maintained at 27.5%.*

Change of Financial Year

- Board has approved change of financial year-end from June to December
- Current financial period will run from Jul ‘24 to Dec ‘25 (ie 18mths)
- New financial year will commence from Jan ‘26 to Dec ‘26
- Necessary notices have been filed with respective regulators

Performance for the period ended June'25

Amounts in Naira B	12 mths ended Jun'24	12 mths ended Jun'25	
Revenue	299.5	496.6	+66%
Operating Profit	25.4	47.4	+87%
Net Profit / (Loss)	-54.8	16.2	+130%
EPS (rounded off, in kobo)	-2,815	740	+126%

Income Statement 12 months Ending

Amounts in Naira Billions	12 mths ended June'24	12 mths ended June'25
Net Sales	299.49	496.61
Cost of sales	-208.03	-348.22
Gross Profit	**91.46**	**148.39**
Other Income	3.16	0.22
Expenses	-69.23	-101.20
Profit / (Loss) from Operating Activities	**25.41**	**47.41**
Finance Income/(Expenses)	-99.09	-19.48
Profit/(Loss) before Tax	**-73.68**	**27.93**
Tax Income/(Expense)	18.91	-11.73
Profit/(Loss) after Tax	**-54.77**	**16.20**

Revenue

Strong revenue growth, driven by volume growth (4%) and improved realisations (62%)

Margins

Operating margin improvement has been an outcome of manufacturing cost efficiencies and overheads control

Net Profit

Net finance expense significantly lower vs YA primarily due to relatively stable FX and reduced cost of borrowing

Talent, Activations & Engagements

Learning & Development

GUINNESS NIGERIA
. ACADEMY .
EMPOWERING TALENT, DRIVING EXCELLENCE

Courtesy visit to the Enugu State government house to present the EPL Trophy

Courtesy visit to the Lagos State government house to present the EPL Trophy

Guinness Matchday Trophy Tour – over 3,000 attendees with 2,400 sampled


ORIJIN™
ALC.6.0% VOL
60cl ℮
SPIRIT MIXED DRINK
WITH AFRICAN HERB
& FRUIT EXTRACTS
ORIJIN
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Ọmọ alárẹ̀!
PROUD EXCLUSIVE PARTNER
OF THE OJÚDE ỌBA
DRINK RESPONSIBLY.
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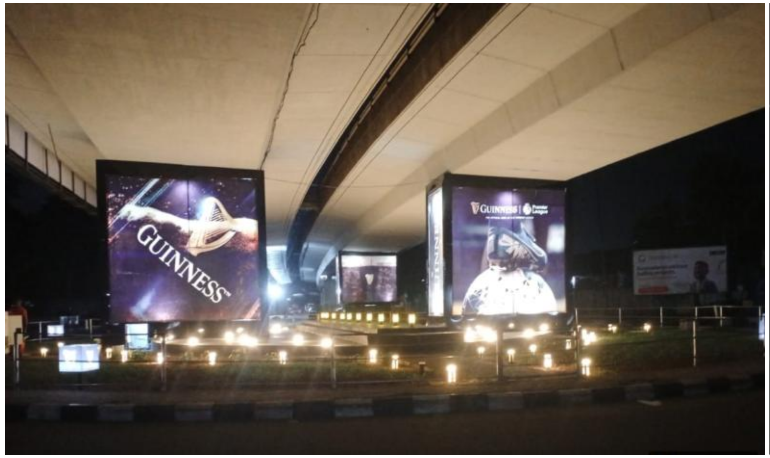
18+

Ojude Oba Festival – over 9,500 consumers sampled

Ramadan Activation

Smirnoff & Gordons Fest

Building Brand Awareness with Iconic Media



Winning at Point of Purchase

Employee Volunteering: Small Gestures, Meaningful Impact

- Ogba Supply team visited **Bethesda School and Home for the Blind**, supporting over **150 visually impaired residents.**
- Donated food, toiletries, and essentials t enhance daily living.
- Demonstrated our commitment to inclusion and community impact.

Business with Purpose – Community Stewardship

Sponsoring 150 cataract surgeries and donating much needed medical equipment to Guinness Eye Centres in Lagos and Onitsha

Awards and Recognitions

ADVAN Awards Marketing Excellence

- CSR Campaign of the Year – ***3rd place for PlanW***
- *Smirnoff Ice* – ***2nd Place for Consumer Promotion of the Year***

Institute for Industrial Technology (IIT) Award

- Training Partner Award- ***in recognition of our contribution to:***
- *supporting* ***38 students***
- *covering* ***50% of their tuition and training fees***
- *10 months in-company training*

Strategic Stakeholder Engagement

Courtesy visit to the National Office for Technology Acquisition and Promotion, Abuja, Nigeria.

Courtesy visit to the to the headquarters of the Federal Ministry of Finance, Abuja.

Courtesy visit to the to the headquarters of the Federal Ministry of Industry, Trade and Investment, Abuja.

Courtesy visit of the Customs Area Comptroller, Lagos Industrial Area Command, Festac Town, Lagos. to the Guinness Nigeria Head Office

Courtesy visit to the National Sugar Council, Abuja.

The St. Patrick's Day Celebration with the Ambassador of Ireland to Nigeria

Way Forward

Way Forward

1. Deliberate interventions in upskilling to drive growth
2. Execute bold brand campaigns & activities to expand presence and reinforce relevance
3. Improved throughput from current distribution channels
4. Continue momentum in Supply Chain efficiency improvements
5. Innovation: new products, experiences & pack formats
6. Drive cost efficiency, margin discipline and reduce cost of borrowing

Q & A