GUINNESS BREWING WORLDWIDE LIMITED (Registered Number 510607)

DIRECTORS' REPORT AND FINANCIAL STATEMENTS

31 DECEMBER 1992

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DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 1992

The Directors submit their Report and the audited financial statements of the Company for the year ended 31 December 1992.

RESULTS AND TRANSFER FROM RESERVES

Profit before taxation amounted to £2.2 million (1991 - £13.3 million). After deducting taxation the profit for the financial year amounted to £0.5 million (1991 - £10.0 million) which after dividends of £9.0 million (1991 - £10.6 million) resulted in a transfer from reserves of £8.5 million (1991 - £0.6 million).

DIVIDENDS

The Company paid an interim dividend of £9.0 million (1991 - £10.6 million) during 1992. The Directors do not recommend the payment of a final dividend (1991 - £Nii).

REVIEW OF THE BUSINESS AND PRINCIPAL ACTIVITIES

Throughout the year the Company continued to brew and market Guinness Stout and Kaliber in Great Britain, as well as being responsible for the supply of raw materials, plant and spares to overseas brewerles and for the marketing of Guinness Stout and Harp Lager in overseas markets. A more extensive review of the business operations during the year is contained in the Annual Report and Accounts of Guinness PLC, the ultimate parent undertaking.

FUTURE DEVELOPMENTS

The Company will continue to seek ways of improving its performance in both its home and overseas markets.

FIXED ASSETS

Details of movements in tangible fixed assets are given in note 8 on pages 12 to 14.

RESEARCH AND DEVELOPMENT

Expenditure on research and development activities amounted to £2.9 million (1991 - £2.5 million).

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 1992 (CONTINUED)

EMPLOYMENT POLICIES

(1) Communication and consultation with employees

The Company is committed to the continuing development of effective employee communication, consultation and involvement. The Company consults employees and their representative bodies on decisions which are likely to affect them and encourages the involvement of employees in the financial performance of the Company through a profit sharing scheme and SAYE stock option schemes in Guinness PLC.

Communication is achieved through the availability to employees of the Guinness PLC Annual Report, interim statements, company newspapers, circulation of Brewery Council minutes and departmental consultative committees and brieflings.

(2) Disabled persons

The policy of the Company is to give full and fair consideration to applications for employment made by disabled persons. If an employee becomes disabled whilst employed by the Company, every effort is made to find suitable employment, with re-training as necessary. Disabled people share equally in the opportunities available for training, career development and promotion.

BOARD OF DIRECTORS

The names of the Directors of the Company during the year are shown below:

BF Baldock (Chairman and Managing Director)

JDS Davies JF Hearnden MJ Hughes PW Lipscomb

BJ O'Neill (appointed 30 March 1992) AF Peeters (appointed 30 March 1992)

BA Slowey

JS Smale

WJH Spears (appointed 8 December 1992)

CA Storm

AJ Walser (resigned 7 April 1992) PE Yea (appointed 1 May 1992)

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 1992 (CONTINUED)

DIRECTORS' INTERESTS

No Director had any interest in shares or debentures of the Company, of any subsidiary undertaking or of any subsidiary of the parent undertaking with the exception of non-beneficial interests as nominee and the interests in the ordinary shares of the ultimate holding company, Guinness PLC, as set out below. Mr BF Baldock is a director of Guinness PLC and his interests in the shares of Guinness PLC are set out in that company's Annual Report.

			At	1 January 1992 or	
	<u>At :</u>	31 December 1992	date of appointment if I		
	Ordinary	Options over	Ordinary	Options over	
	shares	ordinary shares	shares	ordinary shares	
Ordinary shares (25p units)					
JDS Davies	7,236	176,019	6,674	150,881	
JF Hearnden	7,217	79,969	5,718	61,378	
MJ Hughes	4,977	96,704	3,478	72,752	
PW Lipscomb	17,147	152,826	17,544	204,256	
BJ O'Neilf	7,604	63,358	6,374	52,112	
AF Peeters	1,815	74,573	450	62,090	
BA Slowey	88,438	75,519	132,680	75,519	
JS Smale	7,021	109,478	5,522	91,156	
WJH Spears	1,743	18,768	1,743	18,768	
CA Storm	19,979	165,714	18,480	145,560	
PE Yea	1,025	89,049	•	89,049	

During the year, the following movements in ptions over the ordinary shares of Guinness PLC took place:

L. God.	Options granted	during 1992	Options exercised during	
	Number	Price	Number	Price
JDS Davies	25,138	£5.335	Nil	Nil
JF Hearnden	18,591	£5.335	Nil	Nil
MJ Hughes	19,681	£5.335	Nil	Nil
PW Lipscomb	4,271*	£4.390	51,080	£1.625
•	37,498	£5.335	18,810	£1.595
	•		19,028	£1.840
BJ O'Neill	11,246	£5.335	Nil	Nil
AF Peeters	12,483	£5.335	Nil	Nil
BA Slowey	Nil	Nil	Nii	Nil
JS Smale	18,322	£5.335	Nil	Nil
CA Storm	20,154	£5.335	Nil	Nil
WJH Spears	4,686	£5.335	Nil	Nit
,	1,708*	£4,390	Nil	Nil
PE Yea	35,145	£5,335	Nil	Nil

^{*} These options were granted under the terms of the Savings Related Share Option Scheme.

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 1992 (CONTINUED)

DIRECTORS' INTERESTS (CONTINUED)

The options outstanding at 31 December 1992 have been granted under Group employee share participation schemes (including the Executive Share Option Scheme and the Savings Related Share Option Scheme) and are exercisable at varying dates between 1993 and 2002 at varying prices between £1,365 and £5,335.

Directors of subsidiaries of Guinness PLC are deemed to be interested as employees in shares held by an employee share trust, details of which are disclosed in the accounts of Guinness PLC.

The ultimate parent company purchases liability insurance covering the directors and officers of Guinness PLC and its subsidiaries.

AUDITORS

The auditors, Price Waterhouse, have expressed their willingness to continue in office and a resolution for their re-appointment, also authorising the Directors to lix their remuneration, will be proposed at the Annual General Meeting.

By Order of the Board

B Beanland Secretary

07 October 1993

Price Waterhouse



AUDITORS' REPORT TO THE MEMBERS OF GUINNESS BREWING WORLDWIDE LIMITED

We have audited the financial statements on pages 6 to 18 in accordance with Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of the Company's affairs at 31 December 1992 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

PRICE WATERHOUSE

Chartered Accountants and

Registered Auditor

27 October

1993

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 1992

	Notes	<u>1992</u> £'m	<u>1991</u> £'m
TURNOVER	2	419.6	375.9
NET OPERATING CHARGES	3	(418.0)	(365.8)
OPERATING PROFIT		1.6	10.1
Income from shares in group undertakings		0.9	3.5
Interest payable on loans repayable within five years		(0.3)	(0.6)
Interest receivable		:	0.3
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		2.2	13.3
Taxation on profit on ordinary activities	4	(1.7)	_(3.3)
PROFIT FOR THE FINANCIAL YEAR		0.5	10,0
Dividends paid and proposed	7	<u>(9.0)</u>	(10.6)
AMOUNT TRANSFERRED FROM RESERVES	18	(8.5)	(0.6)

Movements on reserves are shown in note 18 to the financial statements.

The notes on pages 8 to 18 form part of these financial statements.

BALANCE SHEET AT 31 DECEMBER 1992

	Notes	£,w	1992 £'m	£'m	<u>1991</u> £'m
FIXED ASSETS • Tangible assets Investments	8 9		146.8 <u>0.1</u>		153.1 0.3
			146.9		153.4
CURRENT ASSETS Stocks Debtors Cash at bank and in hand	11 12	20.8 94.3 <u>8.9</u> 124.0		18.2 103.0 9.7 130.9	
CREDITORS (amounts falling due within one year)	13	(114.0)		(91.0)	
HET CURRENT ASSETS			10.0		39.9
TOTAL ASSETS LESS CURRENT LIABILITIES			156.9		193.3
CREDITORS (amounts falling due after more than one year)	14		(123.1)		(124.9)
			33.8		68.4
CAPITAL AND RESERVES Called up share capital Revaluation reserve Profit and loss account	17 18 18		6.1 36.9 (9.2)		6.1 61.8 <u>0.5</u>
			33.8		68.4

APPROVED BY THE BOARD

ON 27/10

1993

DIRECTOR

The notes on pages 8 to 18 form part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992

1 ACCOUNTING POLICIES

(1) Basis of accounting

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of land and buildings, and in accordance with applicable accounting standards.

Consolidated financial statements have not been prepared as the Company is a wholly-owned subsidiary of another company incorporated in Great Britain, nor has a statement of cash flows been provided because the Guinness PLC consolidated accounts include such a statement.

(2) Depreciation

Tangible assets (other than land) are depreciated in equal annual instalments at rates calculated to write off their cost or valuation over the term of their estimated useful lives. Details of depreciation rates are given in note 8.

(3) Leased assets

Assets acquired under finance leases, comprising vehicles, casks and computer equipment, are capitalised. The annual costs in respect of other equipment leases are charged to the profit and loss account and disclosed under the headings of 'hire of plant and machinery' and 'other operating lease charges'.

(4) Stocks

Valuation of stocks is at the lower of cost and net realisable value. Cost includes raw materials, excise duty and the appropriate proportion of labour costs, production and other overheads.

(5) Research and development expenditure

All research and development expenditure is written off to the profit and loss account as incurred.

(6) Investments

Investments are stated at cost less amounts written off.

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

i ACCOUNTING POLICIES (CONTINUED)

(7) Foreign currency

Assets and liabilities denominated in foreign currencies are translated into sterling using contract rates of exchange or exchange rates prevailing at the balance sheet date, as appropriate. Exchange differences arising from foreign currency transactions in the normal course of trading are dealt with in the profit and loss account.

(8) Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes. Deferred taxation, on differences between the treatment of certain items for accounting and taxation purposes, is accounted for to the extent that a liability or an asset is expected to crystallise within the foreseeable future.

(9) Pensions

The Company is a member of a group pension scheme which is operated by its ultimate holding company, Guinness PLC. Contributions to the scheme are assessed by a qualified actuary based on the cost of providing pensions across all participating companies. Costs are not determined for each individual company and accordingly contributions are charged to the profit and loss account when they become payable.

TURNOVER

Turnover represents the net amounts receivable including duties where applicable but excluding value added tax.

The Company carries out principally one class of business, that of brewing and marketing Guinness stout and other brands of beer and lager. Turnover and profit predominantly arise within the United Kingdom. Further segmental information is provided in the accounts of the parent company, Guinness PLC.

The turnover includes £77.6 million (1991 - £61.0 million) of sales to fellow subsidiaries.

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

3 NET OPERATING CHARGES

ner openating ununge		
	1992	<u> 1991</u>
	£m	£m
Change in stocks of finished goods and work in progress	(0.6)	(1.4)
Raw materials and consumables	143.4	124,9
Excise Duties	109.2	105.1
Staff costs (note 5) including		
Directors' ernoluments (note 6)	51.1	42.2
Depreciation	14.6	12.1
·		
Other operating charges	<u>100 3</u>	82.9
	418.0	365.8
	77010	
	Birthian 184	2
	1992	1991
Other operating charges include the following:	€,000	£,000
G.		
Hire of plant and machinery	420	536
Other operating lease charges	86	84
Auditors' remuneration - audit work	87	80
- non audit work	1,047	N/A
TIOT GOOD TON		
TAXATION ON PROFIT ON ORDINARY ACTIVITIES		
	1992	<u>1991</u>
	£,w	£;m
United Kingdom corporation tax for		
current year at 33% (1991 - 33.25%)	5.4	4.6
Under provision in respect of prior years		(1.1)
Tax credit on dividends received	-	
Tax cledit off divide los received		<u>0.3</u>
	5.4	3.8
	•	-,•
Deferred tax (note 16)	(3.7)	<u>(0.5)</u>
•		
	1.7	3.3
	-	-

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

•	•	
STAFF COSTS AND EMPLOYEES	<u>1992</u> £'m	<u>1991</u> £'m
Staff costs		
Wages and salaries Social security costs	47.6 <u>3.5</u>	39.1 <u>3.1</u>
	51.1	42.2
	-	
	Number	Number
Average number of employees	1,791	1,723
DIRECTORS' EMOLUMENTS	<u>199</u> 2 £'000	<u>1991</u> £'000
Salaries and pension scheme contributions	1,615	1,091
Emoluments (excluding pension scheme contributions) of:		
Chairman and highest paid director	<u>346</u>	335
Other directors:	Number	Number
£205,001 - £210,000 £160,001 - £165,000 £150,001 - £145,000 £130,001 - £135,000 £125,001 - £130,000 £110,001 - £115,000 £95,001 - £100,000 £95,001 - £100,000 £55,001 - £60,000 £45,001 - £50,000 £10,001 - £15,000	1 1 1 1 2 1 1 -	1 1 1 1 1 2
	Staff costs	1992 2°m

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

7	DIVIDENDS				
				<u>1992</u> £'m	<u>1991</u> £'m
				EIII	T, III
	Interim dividend pald			<u>9.0</u>	<u>10.6</u>
8	TANGIBLE ASSETS				
		Ytd	Din-1	Casks	
		Land and	Plant and	and road <u>vehicles</u>	Total
		m'3	<u>machinery</u> £'m	£;w	£'m
(1)	Cost or valuation	2(1)	2111	2111	2111
	At 1 January 1992	70.8	96.3	49.0	216.6
	Additions	2,2	27.6	8.4	38.2
	Transfers from group companies	0.9	-	0.2	1.1
	Transfers to group companies	-	•	(0.2)	(0.2)
	Disposals	(0.9)	(7.9)	(6.7)	(15.5)
	Revaluation during year	(<u>30.1</u>)			<u>(30.1</u>)
	At 31 December 1992	42.9	116.5	50.7	210.1
	Accumulated depreciation			Anna de la companya d	
	At 1 January 1992	3,3	45.0	15.2	63.5
	Provision for the year	0.2	9.8	4.1	14.1
	Depreciation on transfers				
	from group companies	•	•	0.1	0.1
	Depreciation on revaluation				
	surplus	0,5	•	-	0.5
	Disposals	-	(7.1)	(3.8)	(10.9)
	Revaluation during year	<u>(4.0)</u>			(4.0)
	At 31 December 1992	•	47.7	15.6	63.3
	Net book amount	quittell			
	At 31 December 1992	42.9	68.8	<u>35.1</u>	146.8
	At 31 December 1991	67.5	<u>51.8</u>	<u>33.8</u>	153.1

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

8 TANGIBLE ASSETS (CONTINUED)

(2) Land	and buildings -	- the net	book amount	includes	the following:
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		<u>1992</u> £'m	<u>1991</u> £'m
	Freehold	41.3	67.5
	Long leasehold (over 50 years unexpired)	<u>1.6</u>	
		42.9	67.5
		*********	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
(3)	Land and buildings - the amount shown at cost or valuation includes the following:		
		1992	<u>1991</u>
		£'m	£'m
	At cost	5,5	3.7
	At valuation		
	- 1983 or prior	0.3	0.3
	- 1989	-	66.8
	- 1992	<u>37,1</u>	_=
		42.9	70.8

The Company's land and buildings were revalued as at 26 October 1992 on the basis of an open market value for existing use by Wetherall Green and Smith, Chartered Surveyors.

(4) Land and buildings included at valuation would have been included on an historical cost basis at:

	<u>1992</u> £'m	<u>1991</u> £'m
Cost Accumulated depreciation	11.0 (5.0)	8.8 (<u>4.8</u>)
	6.0	4.0

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

8 TANGIBLE ASSETS (CONTINUED)

(5) Included in the cost of tangible fixed assets are the following amounts in respect of assets under construction

	<u>1992</u> £'m	<u>1991</u> 2'm
Land and buildings	1,9	-
Plant and machinery	29.1	23.5
Casks and road vehicles		<u>1.0</u>
•	31.0	24.5

(6) The following table shows the principal rates of depreciation:

Buildings:

Freehold and long leasehold

2.5%, 2.66%, 3.03%, 5%

Short leasehold

over term of lease

Plant and machinery:

Brewing and racking plant

5%, 6.67%, 10%, 12.5%, 20%, 33%

Containers

5%

Casks and road vehicles:

Distribution vehicles 12.5%
Motor cars 25% - 50%
Casks 6.67%

9	INVESTMENTS	<u>1992</u> £'m	<u>1991</u> £'m
	Shares in subsidiary undertakings Other investments at cost	0.1	0.1 <u>0.2</u>
		0.1	0.3

- (1) All the shares are either unclassified or classified as ordinary.
- (2) In the opinion of the Directors, the aggregate value of the Company's investments in its subsidiaries is not less than the aggregate amount at which they are stated in the balance sheet.

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

10 SUBSIDIARY COMPANIES

The Company has the following subsidiary undertakings registered in England and Wales:

	Brewing	% holdings	Country of operation	_	Activity
	ES Beaven (Maltings) Limited	100	England		Maltster
	Guinness Hop Farms Limited	100	England	Hop	grower
	On 1 January 1993 the assets o 29 January 1993 the land and b valuation.				
11	STOCKS				
				<u>1992</u>	<u> 1991</u>
				£,w	£,w
	Raw materials and consumables	1		3.3	5.0
	Finished goods and goods for re	esale		<u>17.5</u>	<u>13.2</u>
				20.8	18.2
				Political	
	The replacement cost of stocks	io not materially dille	erent from their book yell	10	
	The replacement cost of stocks	is not materially unit	STELL HOLLE CHIEF COOK VEIO	G.	
12	DEBTORS			1992	1991
				£,m	£'m
				- * * *	
	Trade debtors			53.8	43,3
	Amounts owed by fellow subsidi	ary undertakings		29.6	50.8
	Other debtors			4.4	6.0
	Prepayments and accrued incom	10		1.4	1.5
	Deferred tax (note 16)			_5.1	_1.4
		¢		94.3	103.0
				Rivings.	-

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

13	CREDITORS	iamousie falline	ı due within one year)
14	Alifbitatio	THUMBUR THUMB	T MAG MINNIN OND LOUIT

10	Aurent atte francatio tribital and Attention four!		
		<u>1992</u>	<u> 1991</u>
		£'m	£'m
	Bank overdraft	-	4.4
	Trade creditors	19.2	15.4
	Amounts owed to fellow subsidiary undertakings	23.2	15.9
	Corporation tax	7.0	5.6
	Social security and other taxes	8,5	11.5
	Other creditors	8.3	1.8
	Accruals and deferred income	<u>47.8</u>	<u>36.4</u>
		114.0	91.0
		Parkette	-
14	CREDITORS (amounts falling due after more than one year)		
£ ~\ \	Ottefation famounts inning and and main man than one tour!	<u>1992</u>	1991
		£'m	£'m
	Amounts owed to parent undertaking	123.1	124.9

15 LEASING COMMITMENTS

Operating leases

Payments on non-cancellable operating leases due within one year of 31 December 1992 are as follows:

	Land and buildings	Other £'m
For which commitment expiring:	£'m	£III
Within one year	-	0.4
Between 1 - 2 years	•	•
Between 2 - 5 years	•	•
Alter 5 years	<u>0.1</u>	
	0.1	0.4

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

16 DEFERRED TAXATION

	DEI ZIMIED INDUSTROM				
			1992		1991
			Full		Full
			potential		potential
		<u>Amount</u>	liability	<u>Amount</u>	liability
		£'m	m'3	£'m	£'m
	Conital allowaness on wheat	LIII	2111	ZIII	LIII
	Capital allowances on plant,				
	machinery and industrial				
	buildings	-	11.0	-	9.3
	Provisions allowable for				
	tax in future years	(<u>5.1</u>)	<u>(5.1)</u>	<u>(1.4</u>)	<u>(1.4)</u>
		(5.1)	5,9	(1.4)	7.9
		(3.1)		()	
	Tax on chargeable gains on				
	revaluation surpluses		0.6		0.0
	revaluation surpluses		8.6		<u>8.8</u>
		4- 41		44.49	
		(5.1)	14.5	(1.4)	16.7
		-		***************************************	
	The deferred tax asset is included in debtors i	n note 12.			
17	CALLED UP SHARE CAPITAL			<u>19</u>	992 1991
				!	E,w E,w
	Authorised:				
	7,500,000 ordinary shares of £1 each				<u>7.5 </u>
	· · · · · · · · · · · · · · · · · · ·				
	Allotted and fully paid:				
	- ,				64 64
	6,100,000 ordinary shares of £1 each				<u>6.1</u> <u>6.1</u>
18	RESERVES		Revalu		Profit and
			<u>re</u>		loss account
				£,w	£,w
	At 1 January 1992			61.8	0.5
	Retained loss for the year			-	(8.5)
	Transfers between reserves				
	- depreciation on revaluation surplus			(0.5)	0.5
	- revaluation during year			(26.1)	
	- other			1.7	<u>(1.7</u>)
	At 24 December 1002			36.9	(0.0)
	At 31 December 1992			30.9	(9.2)
			1		

NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 1992 (CONTINUED)

19 FUTURE CAPITAL EXPENDITURE

	<u>1992</u>	<u>1991</u>
	£'m	£'m
Contracted but not provided		
for in the financial statements	22.7	24.8
Authorised but not contracted for	<u>40.9</u>	<u>1.6</u>
	63.6	26.4

20 PENSION FUND ARRANGEMENTS AND CONTRIBUTIONS

The Company is a member of a group pension scheme which is operated by its ultimate holding company Guinness PLC. The scheme is of the defined benefit type, is administered by trustees and is managed independently of the finances of Guinness PLC and its subsidiaries.

A valuation of the scheme was performed during 1992 by the actuary and particulars of the valuation are contained in the accounts of Guinness PLC.

In accordance with the advice of the actuary, there was no charge to the profit and loss for pensions in 1992 (1991 - £Nii) and no contributions were payable. In view of the reduction in the rate of Advanced Corporation Tax announced in March 1993, Guinness PLC is carrying out an interim review of the funding position of the pension fund. The advice of the actuary is that the scheme members, including the Company, should recommence contributions to the scheme no later than the end of the 1993 financial year.

21 HOLDING COMPANIES

The Company is a wholly owned direct subsidiary of Guinness PLC, a company registered in England and Wales. Guinness PLC is the parent undertaking of the smallest and largest group for which group accounts incorporating those of the Company are prepared. Copies of the consolidated accounts of Guinness PLC, can be obtained from:

Guinness PLC 39 Portman Square London W1H 9HB