

# BRITISH AMERICAN TOBACCO (M) BHD

**Profile :** British American Tobacco Malaysia arose from the merger of the tobacco businesses of Rothmans of Pall Mall (Malaysia) Berhad and Malaysian Tobacco Company Berhad on 3 November 1999. The merger brought together two established companies, pooling talent, experience and an unrivalled portfolio of highly successful international brands to create the largest tobacco company in the country.

Today, BAT Malaysia is the clear market leader of the Malaysian cigarette industry, with approximately 63% share of the market and currently rank amongst the top 15 companies on Bursa Malaysia Securities Berhad in terms of market capitalisation.

British American Tobacco Malaysia manufactures and markets high quality tobacco products designed to meet diverse consumer preferences. Its portfolio includes well-established international names such as Dunhill, Kent, Pall Mall, Peter Stuyvesant, Benson & Hedges and Perilly's.

They have a combined history of over 90 years in Malaysia, going back to 1912 when their first office was set up in Kuala Lumpur. This wealth of expertise, coupled with leading edge technology and efficient systems and processes employed in all aspects of their business activities, position them well to meet the challenges of the future.

Currently it employs about 1,044 people who are involved in the full spectrum of the tobacco industry, from leaf buying and processing to manufacturing, marketing and distribution. Their comprehensive distribution network spans the length and breadth of the country, ensuring that their brands are available everywhere in Malaysia.

**Stock Code** : 4162  
**Stock Name** : BAT

## CORPORATE INFORMATION

### Contact Information

**Address** : Virginia Park, Jalan Universiti,  
46200 Petaling Jaya,  
Selangor Darul Ehsan, Malaysia.

**Phone** : 603 - 7956 6899  
**Fax** : 603 - 7955 8416  
**Website** : www.batmalaysia.com  
**Fiscal Year End** : December  
**Core Business** : Tobacco  
**Revenue Growth** : 1.4%  
**Employees** : 1,044

### Key People

**Chairman** : Tan Sri Abu Talib Bin Othman  
**Managing Director** : Bart Alkemade (till 30/04/07)  
Jack Bowles (effective 01/05/07)  
**Company Secretary** : Christine Leei Oi Kuan (Ceased 31/12/06)  
Ng Pei Ling (appointed on 01/01/07)

### Major Shareholders (as at 28/02/07)

1. British American Tobacco Holdings (M) B.V.	50.00%
2. Employees Provident Fund Board	5.19%

## MARKET CAPITALISATION & RANKING

(as at 30-06-06)

**Market Capitalisation** : RM 12.3 Billion  
**Main Board** : 15  
**Consumer Products Sector Ranking** : 1

## 52 WEEK HIGH & LOW SHARE PRICE

(from 22-02-06 to 21-02-07)

HIGH	LOW	CLOSING
RM 48.75	RM38.00	RM48.25

## KEY FINANCIAL DATA: 2004 - 2006

RM MILLION	2004	2005	2006
Revenue	3,263.7	3,564.2	3,612.5
Profit Before Tax	1,082.8	833.0	1,001.9
Net Profit	782.1	592.8	719.7
Shareholders' Funds	641.8	618.0	551.8
Total Assets	1,747.5	1,719.0	1,620.2
Basic Earnings Per Share (Sen)	273.9	207.6	252.0
Gross Dividend Per Share (Sen)	345.0	340.0	350.0
Net Dividend Per Share (Sen)	248.4	250.1	254.0