

MACLAY INNS RAISES A TOAST TO YEAR END RESULTS

... like for like sales up 1% and operating profits up 26% amidst challenging pub sector...

Leading pub operator Maclay Inns has today, Friday 1st April 2011, announced strong trading results for year ending 2nd October 2010 despite tough trading conditions in the pub sector.

Maclay has reported a one percent increase in like for like sales with sales at £10.7m against the same period last year, while operating profits increased by 26 percent to £930,000.

Maclay Inns has attributed the success to effective management of margins and expenses and commitment to providing customers with a quality yet affordable food and drink offering.

In autumn 2010, Maclay Inns added the popular bar Uisge Beatha in Glasgow's west end to the estate it manages on behalf of Thistle Pubco III plc. It went on to lead the plan to reposition the business through an investment of £500,000 to relaunch it as DRAM! The move has been a major success in attracting new business to the venue while the introduction of a new food menu and entertainment programme has also enhanced its popularity. Maclay is now planning further expansion in 2011.

Managing Director of Maclay Inns, Steve Mallon, said: "2010 was a difficult year for the trade in Scotland. The recession has had a major impact on business however we have continued to make progress despite this. Underlying pressure on raw material and labour costs added further challenges to profits, however the whole team at Maclay Inns rose to the challenge and delivered sales growth and cost reductions.

"The outlook for 2011 remains tough but we are confident that we can continue to lead the business through these challenging times and we anticipate a good year ahead of us. Investment in the estate is also scheduled in the year ahead with acquisitions planned which will enhance earnings in future years. "

Maclay operates 26 managed bars and inns across Scotland including the Lansdowne Bar & Kitchen in the west end of Glasgow, The Tullie Inn, Balloch, The Rule, St Andrews, the iconic Three Judges at Partick Cross Glasgow and the Clockwork Beer Co in Glasgow's south side.

For more information on Maclay Inns please visit www.maclay.com

Steve Mallon is available for interview – to arrange please contact Toni Morrison at DADA on 0141 222 2266/07515 066357 or e-mail toni.morrison@dada.co.uk

Issued by DADA on behalf of Maclay Inns

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