



**1H2024  
CONFERENCE CALL  
PRESENTATION**

**21 AUGUST 2024**

# Forward-Looking Statements



This presentation may contain certain forward-looking statements concerning our future performance and should be considered as good faith estimates made by the Company. These forward-looking statements reflect management expectations and are based upon currently available data. Actual results are subject to future events and uncertainties, which could materially impact the Company's actual performance.

# Important Disclaimer Regarding TAS29



As stipulated by the decree of the Capital Markets Board, the financial statements for the 1H2024 have been presented in accordance with TAS29 (Turkish Accounting Standard 29: Financial Reporting in Hyperinflationary Economies), and retrospective adjustments have been made for prior periods in alignment with the same standard.

In this presentation, certain financial items and metrics may be presented without inflation adjustment in order to ensure comparability with previous quarters and to facilitate analysis of our performance relative to our 2024 guidance. It is important to note that the financials presented without the impact of TAS 29 are unaudited.

Unless explicitly stated otherwise, all financial information disclosed in this presentation are presented in accordance with TAS 29.

# GENERAL OVERVIEW & OPERATING ENVIRONMENT

**ONUR ALTÜRK**  
**CEO & Beer Group President**





# Another Quarter of Strong Volume Momentum...

- 1 **High-single digit volume growth in beer** with low-single digit gains in AEFES
- 2 **Effective revenue management driving solid gross profitability margin expansion**
- 3 **Flat EBITDA (BNRI) margin** year-on-year despite increased OPEX
- 4 **Robust Free Cash Flow generation** with **Beer Group** achieving a **net cash position**
- 5 **Consolidated Net Debt to EBITDA (BNRI) of 0.8x** as of June 30, 2024
- 6 **FY2024 guidance revised**



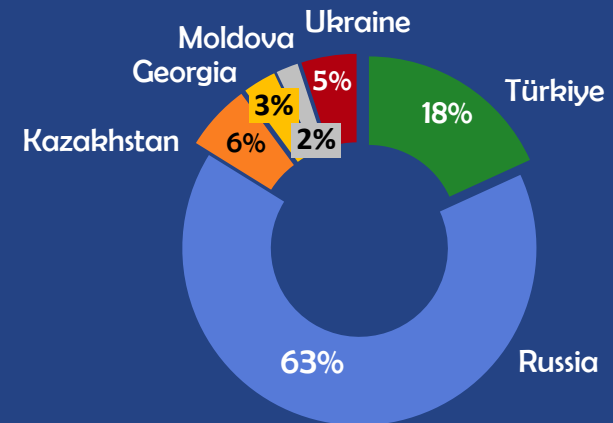


# Sustained Growth in Beer Group Volumes...



- **Consolidated beer volume up by 7.1% in 2Q2024**
  - Solid performance in **Russia, Turkiye and Moldova**
- **Turkiye beer volume up 2.8%**
- **International beer volume up 8.2%**
  - **Russian** volume grew by low-teens
  - **CIS countries'** volume down by mid-single digits on average

**2Q Volume Breakdown By Country\***



\*Breakdown on combined basis

# Russia



- **Continued growth trend in Russian beer industry**
  - **Mid to high single-digit growth\* YTD driven by:**
    - ✓ Shifts from other alcoholic beverages to beer
    - ✓ New product innovations
    - ✓ Increased market investments
- **Outperformed the industry in 2Q2024 with low-teens growth;**
  - Strong performance in premium and core segments
  - Gains in the non-alcoholic beer segment
- **Market share gains** in both value and volume terms
  - SMIB, Stella Artois, Essa, and Hoegaarden performed well during this period





- **CIS volume down by mid-single digits on average in 2Q2024**
  - **Moldova** achieved mid-teens growth
  - Softer performance observed
    - ✓ In Kazakhstan, impacted by weak industry dynamics and floods in the country
    - ✓ In Georgia, due to production bottlenecks

## Türkiye

- **Robust volume performance** in 2Q2024
- 2.8% growth in volume supported by;
  - Increased sales in HORECA channel
  - Favourable tourism season

Despite;

- Cycling a very high base
- High inflationary environment



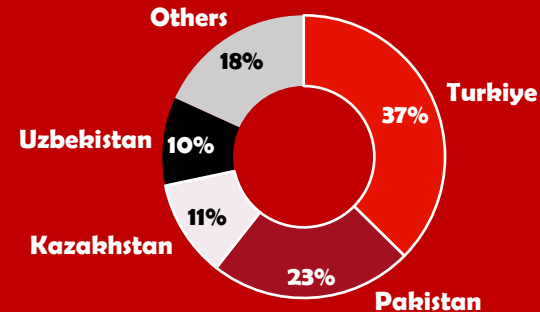


# Soft Drinks



- **Consolidated volume up by 0.7% in 2Q2024;**
- **Türkiye volume up 1.8%**
  - Effective trade promotions and active consumer marketing
  - UEFA Euro Cup activations
- **International volume up 0.1%**
  - **Iraq & Azerbaijan** delivered strong results with 15.1% and 11.5% growth, respectively
  - **Pakistan** down by 5.1%
  - **Kazakhstan** down 10.2%

**2Q Volume Breakdown  
By Country\***



\*Breakdown on combined basis

# Strong Top & Bottom line in 1H2024...



## Anadolu Efes

## Beer Group

**NET  
REVENUE**

**2Q**

**TL60.5mn**  
**(-5.1%)**

**1H**

**TL107.7mn**  
**(-0.8%)**

**2Q**

**TL23.6mn**  
**(-2.8%)**

**1H**

**TL41.1mn**  
**(+1.6%)**

- Effective pricing
- Focus on quality mix
- Strict discount management
- Negative impact from the implementation of TAS 29

**EBITDA  
BNRI %**

**20.8%**  
**(-9 bps)**

**17.2%**  
**(-101 bps)**

**18.5%**  
**(-384 bps)**

**13.5%**  
**(-418 bps)**

- Tight control of operating expenses
- Türkiye operations' contribution both in beer & soft drink business

**NET  
INCOME**

**TL3,955 mn**  
**(-TL2,007mn)**

**TL7,360 mn**  
**(-TL1,881mn)**

**TL2,368 mn**  
**(TL-1,734 mn)**

**TL4,153 mn**  
**(-TL1,510 mn)**

- Higher interest expense
- Increased FX Losses
- Positive TAS29 Effect – Tax income

**FREE CASH  
FLOW**

**TL8,981 mn**  
**(-TL1 mn)**

**-TL499 mn**  
**(-TL3,104 mn)**

**TL7,383 mn**  
**(+178 mn)**

**TL3,023mn**  
**(-TL3,055 mn)**

- Strict working capital management
- Consolidated Net Debt to EBITDA (BNRI) → 0.8x

\* Constant currency rate

# FINANCIAL OVERVIEW

**GÖKÇE YANAŞMAYAN**  
Chief Financial Officer



# Financials



## Anadolu Efes

mTL	2Q2024	Change	1H2024	Change
<b>Sales Revenue</b>	60,508	-5.1%	107,731	-0.8%
<b>Gross Profit</b>	24,774	1.7%	41,685	5.2%
<b>EBITDA (BNRI)</b>	12,582	-5.5%	18,557	-6.4%
<b>Net Income/(Loss)*</b>	3,955	-33.7%	7,360	-20.4%
<b>Free Cash Flow</b>	8,981	0.0%	-499	n.m
<b>Gross Profit Margin %</b>	40.9%	271 bps	38.7%	221 bps
<b>EBITDA BNRI Margin %</b>	20.8%	-9 bps	17.2%	-101 bps
<b>Net Income Margin*</b>	6.5%	-282 bps	6.8%	-167 bps

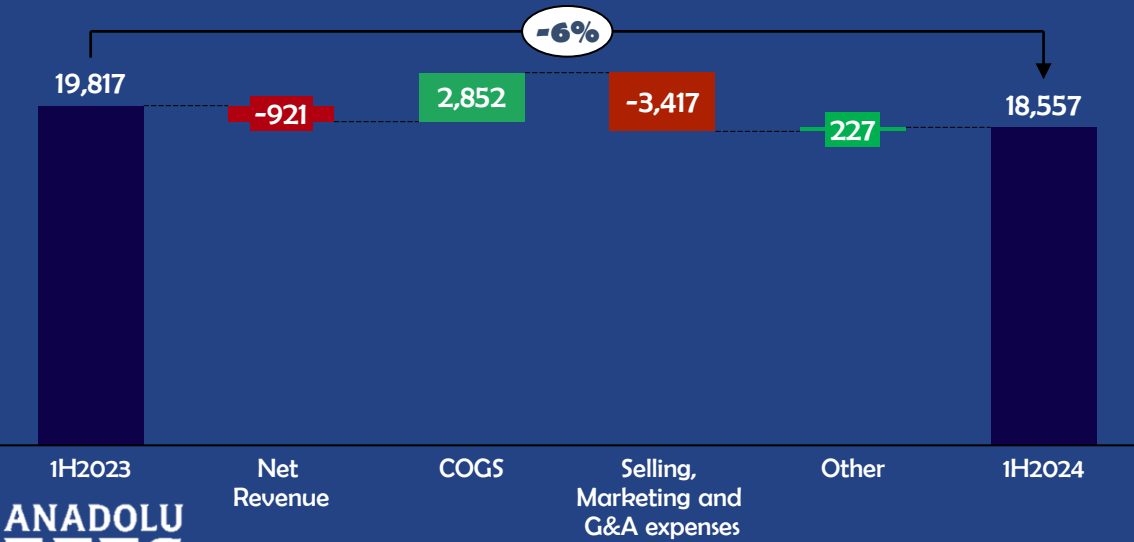
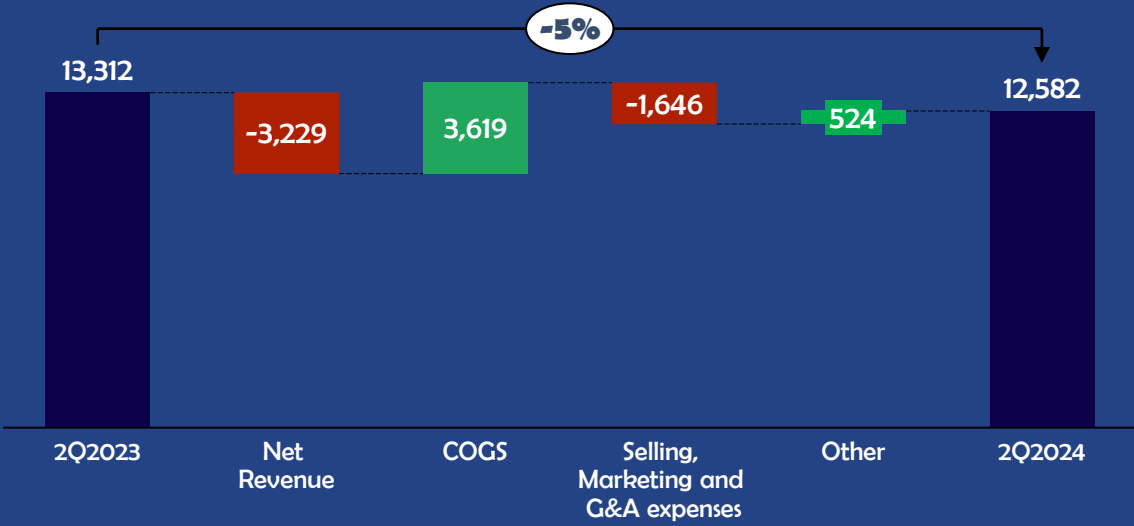
## Beer Group

mTL	2Q2024	Change	1H2024	Change
<b>Sales Revenue</b>	23,564	-2.8%	41,130	1.6%
<b>Gross Profit</b>	10,629	-3.6%	18,054	1.6%
<b>EBITDA (BNRI)</b>	4,356	-19.5%	5,543	-22.4%
<b>Net Income/(Loss)*</b>	2,368	-42.3%	4,153	-26.7%
<b>Free Cash Flow</b>	7,383	2.5%	3,023	-50.3%
<b>Gross Profit Margin %</b>	45.1%	-39 bps	43.9%	-1 bps
<b>EBITDA BNRI Margin %</b>	18.5%	-384 bps	13.5%	-418 bps
<b>Net Income Margin*</b>	10.0%	-688 bps	10.1%	-389 bps

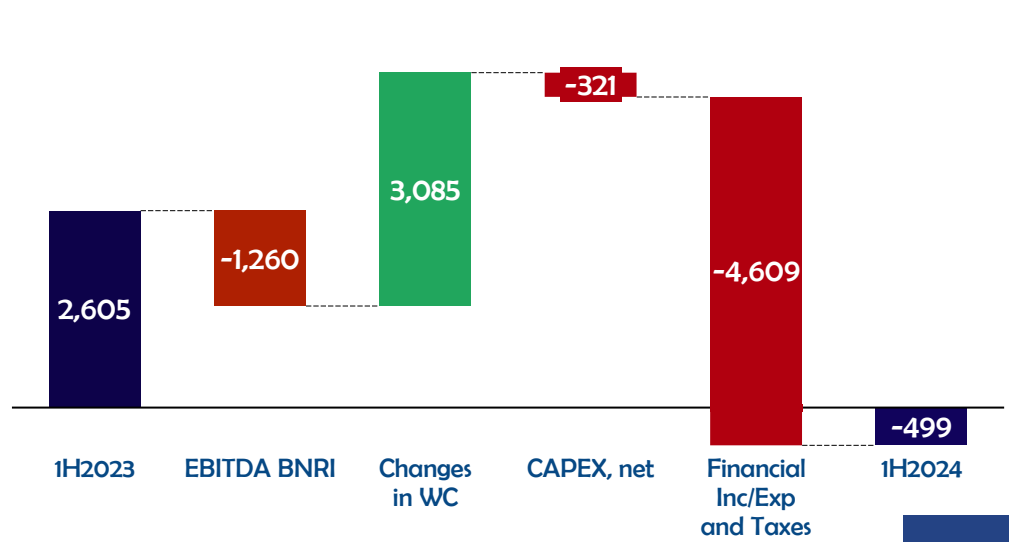
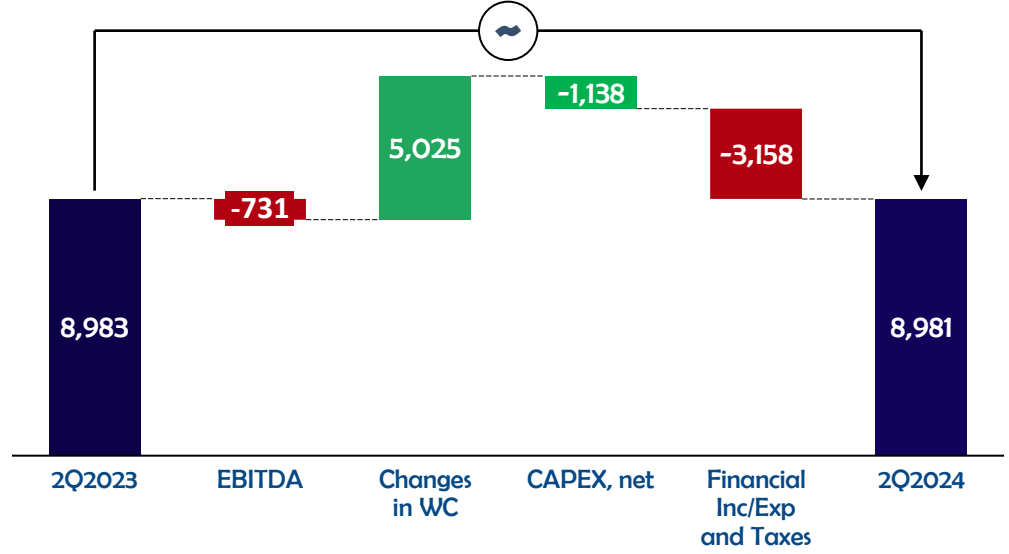


# Anadolu Efes EBITDA (BNRI) & FCF Generation

### EBITDA (BNRI) Bridge mTL



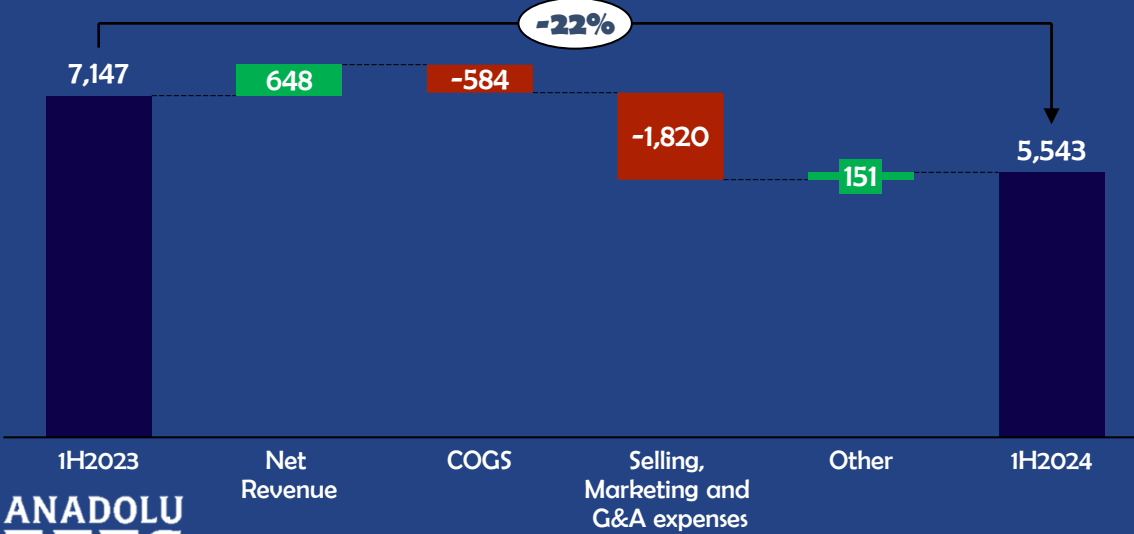
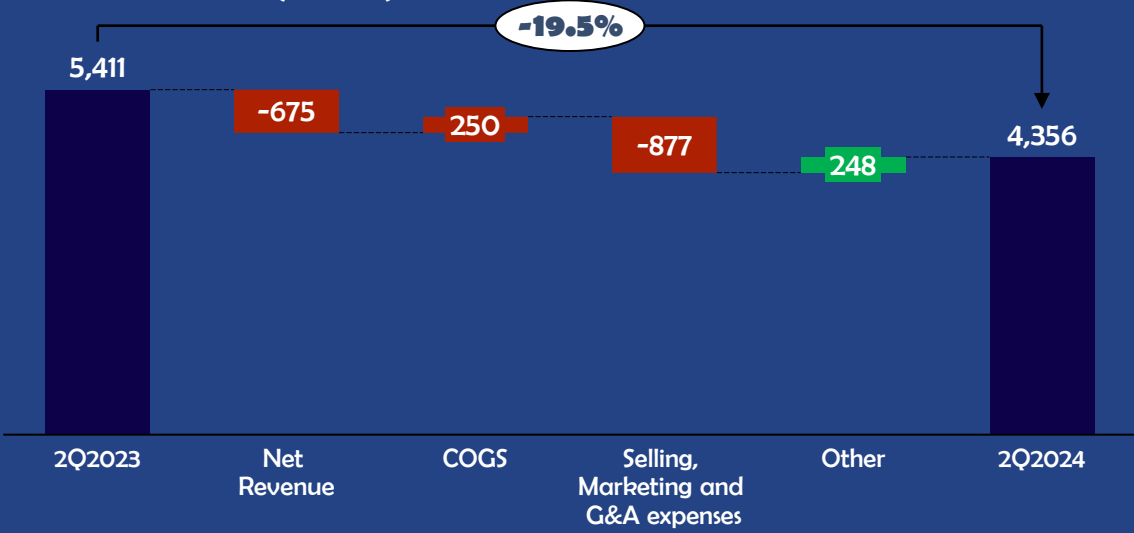
### Free Cash Flow Bridge mTL



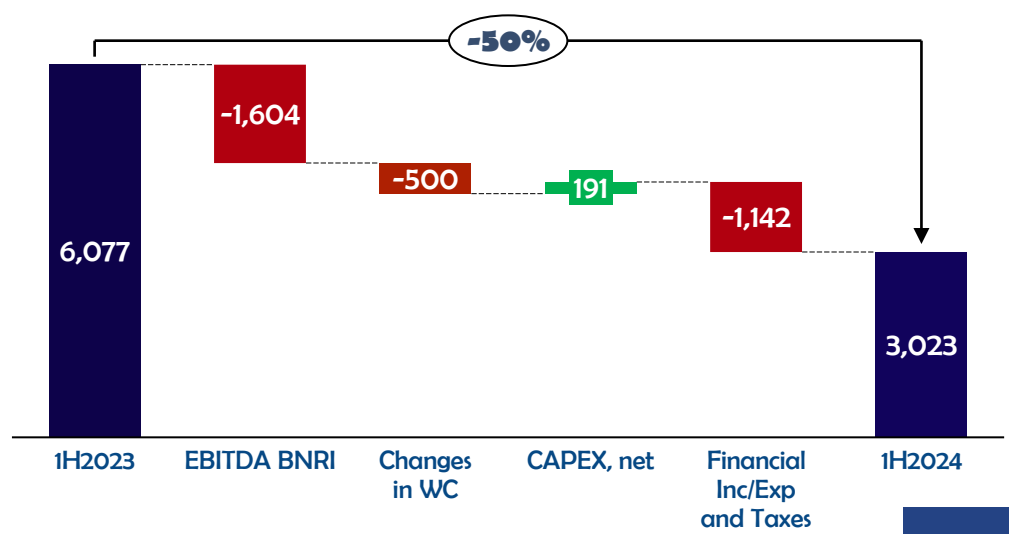
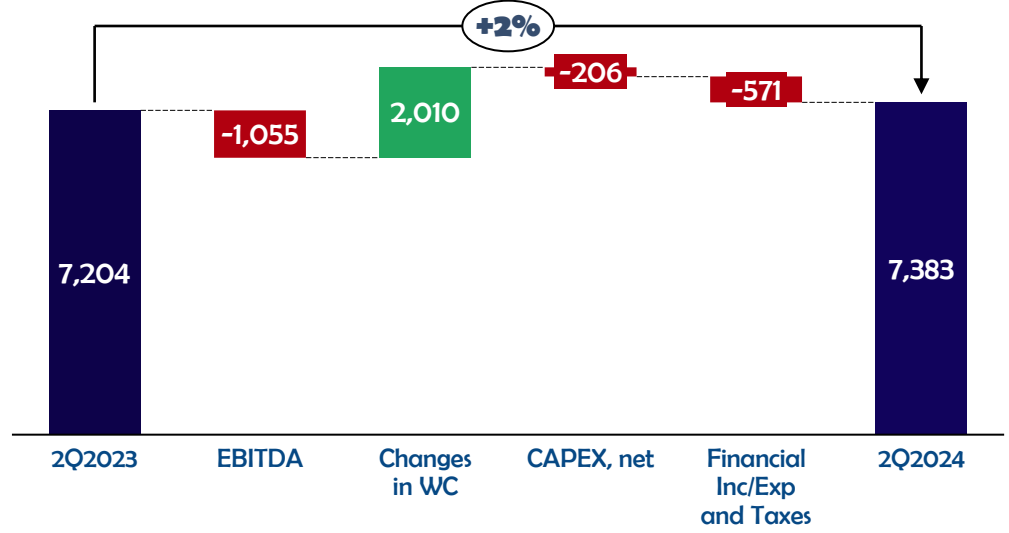


# Beer Group EBITDA (BNRI) & FCF Generation

**EBITDA (BNRI) Bridge mTL**



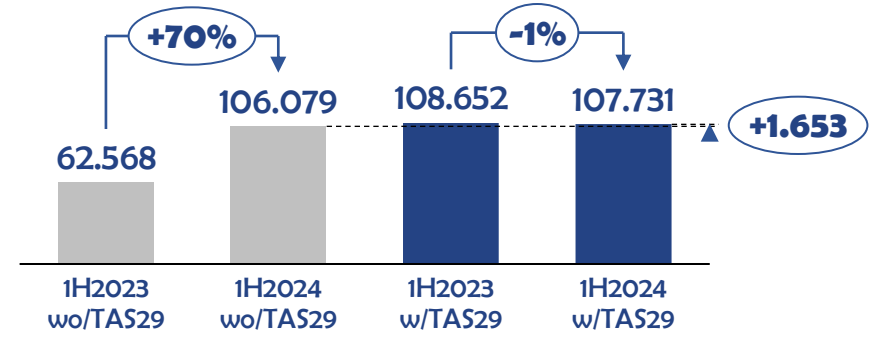
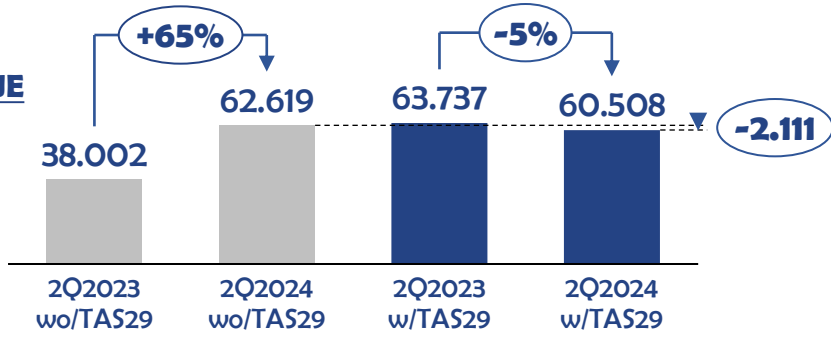
**Free Cash Flow Bridge mTL**



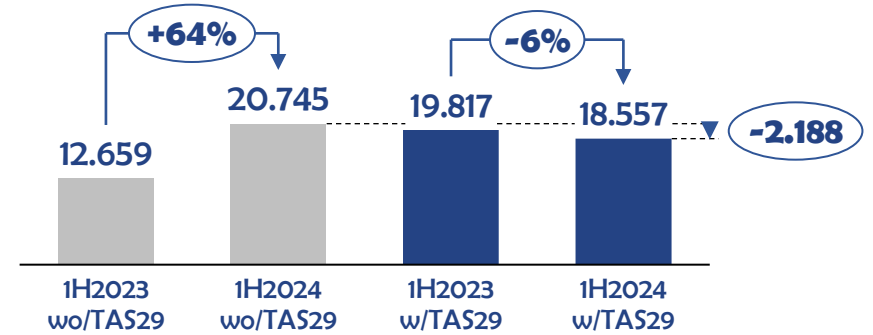
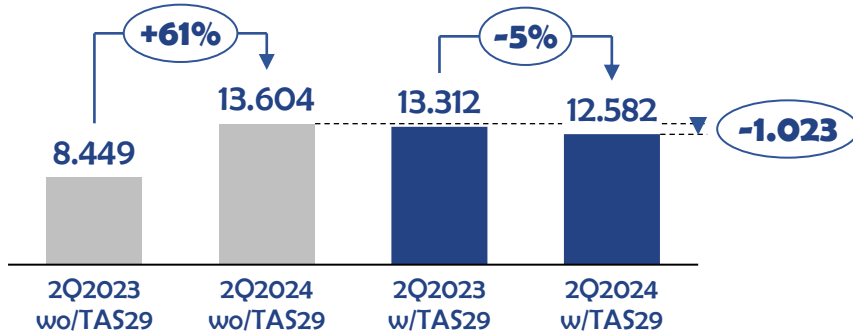
# Impact of TAS29 – Anadolu Efes



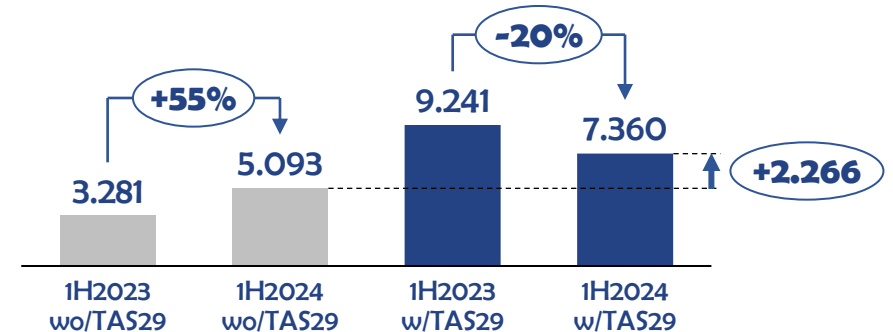
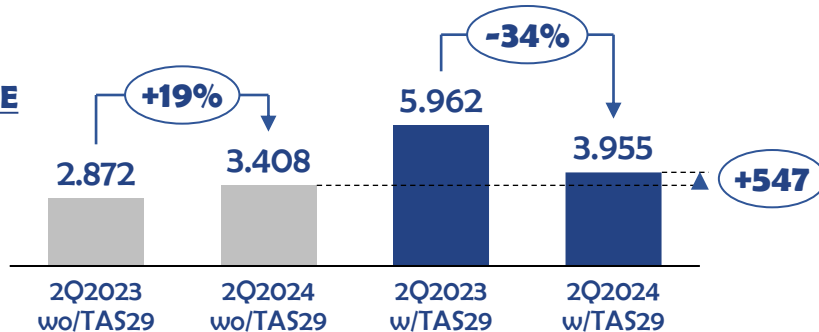
## NET REVENUE



## EBITDA



## NET INCOME

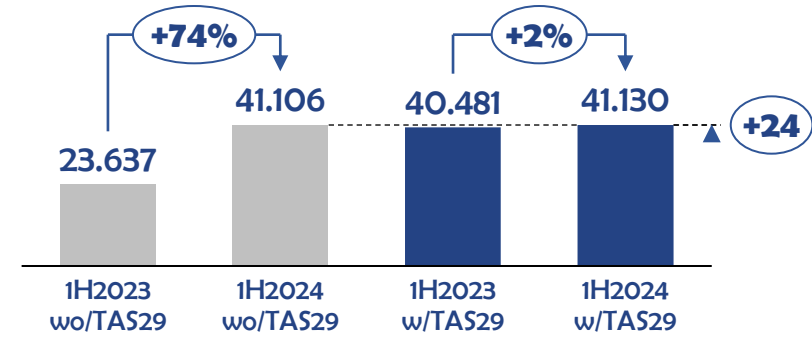
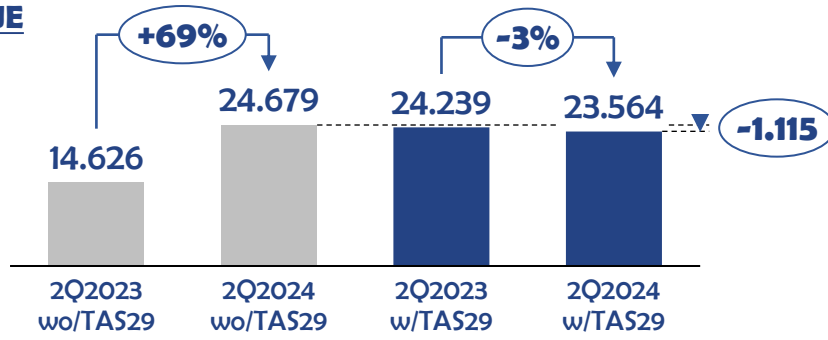


The financial information provided above excludes the impacts of TAS 29 and is presented solely for analysis purposes. These figures are not aligned with Anadolu Efes' financial report for the period 01.01.2024-30.06.2024 and have not undergone an independent audit.

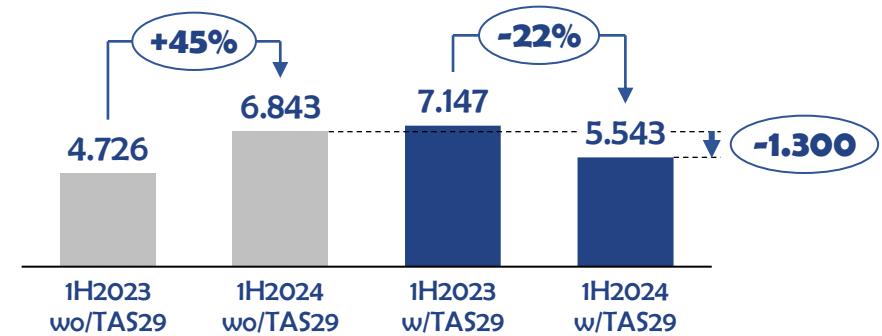
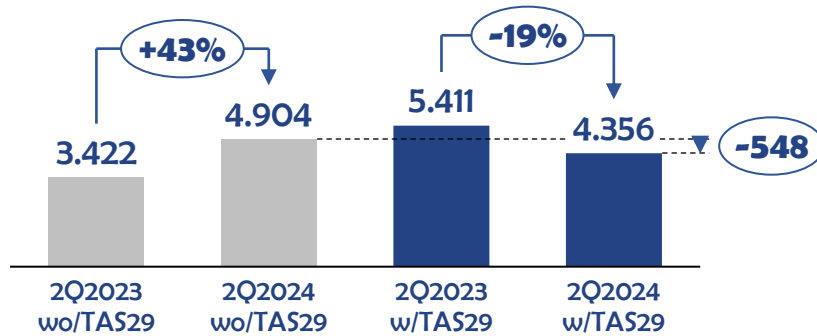
# Impact of TAS29 – Beer Group



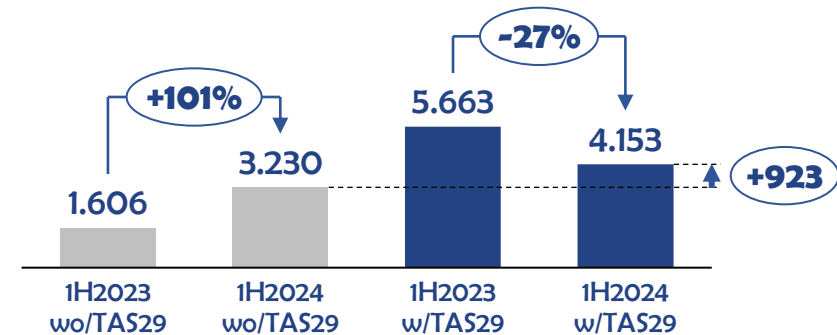
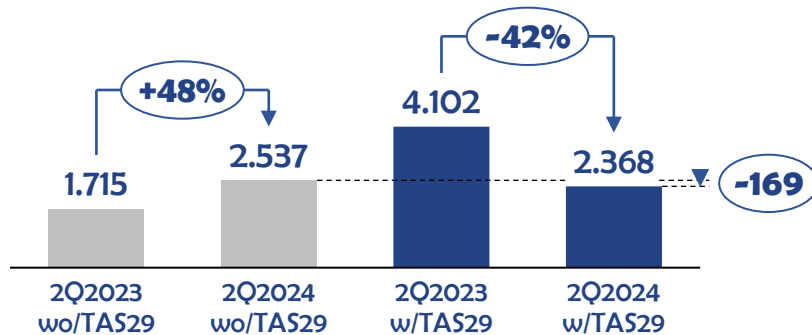
## NET REVENUE



## EBITDA



## NET INCOME



The financial information provided above excludes the impacts of TAS 29 and is presented solely for analysis purposes. These figures are not aligned with Anadolu Efes' financial report for the period 01.01.2024-30.06.2024 and have not undergone an independent audit.





## Anadolu Efes

### Gross Debt

USD 2.3 bn

**68%**

held in Hard Currency

### Cash

USD 1.6 bn

**60%**

held in Hard Currency

**23%**

held in Eurozone

**Average maturity**

2.9 yrs

**Net Debt/EBITDA**

0.8x

## Beer Group

### Gross Debt

USD 0.8 bn

**66%**

held in Hard Currency

### Cash

USD 0.8 bn

**57%**

held in Hard Currency

**10%**

held in Eurozone

**Average maturity**

2.9 yrs

**Net Debt/EBITDA**

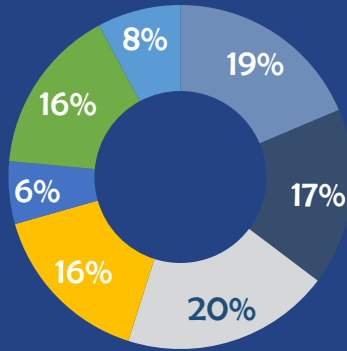
-0.01x



# Risk Management

## Beer Group

### COGS Split for 2023:



### Commodity :

Aluminum: 89% for TR & CIS @\$2.350



\*For 2025: 28% for TR & CIS @\$2,389

### FX Exposure :

Russia: 100% Hedged

(USD/RUB: 96.97 ;EUR/RUB: 104.48)



TR: 94% Hedged

(USD/TRY: 25.37; EUR/TRY: 30.43)

Total FX Exposure of Beer Group is 23% of COGS + OPEX.



# **FY2024 EXPECTATIONS**

# FY2024 Revised Expectations



Considering the first half performances of the operations and upcoming challenges that lies ahead in the rest of the year, we have revised our FY2024 guidance

	ANADOLU EFES	BEER GROUP	SOFT DRINKS GROUP
<b>VOLUME</b>	<p>Low-single digit growth</p> <p><i>Previously: Low-to-mid-single digit growth</i></p>	<p>Mid-single digit growth</p> <p><i>Previously: Grow slightly</i></p>	<p>Flat or to low-single digit growth</p> <p><i>Previously: Mid-single digit growth</i></p>
<b>SALES REVENUE</b> <i>FX-Neutral basis</i>	<p>Low-thirties growth</p> <p><i>No change</i></p>	<p>Low-thirties growth</p> <p><i>Previously: Low-twenties growth</i></p>	<p>Low thirties growth</p> <p><i>Previously: Low- forties growth</i></p>
<b>EBITDA Margin</b>	<p>Decline around 100 bps</p> <p><i>No change</i></p>	<p>Decline around 200 bps</p> <p><i>No change</i></p>	<p>Decline slightly or to stay flat</p> <p><i>Previously: Flat</i></p>



# Q&A SESSION

EFES

Chisinau

HAINOROC!



# FX Rates



		1H2023	1H2024	Δ%
USD/TL	AVG	19.86	31.60	59.1%
	PE	25.82	32.83	27.1%
EUR/TL	AVG	21.47	34.17	59.1%
	PE	28.15	35.13	24.8%
TL/RUB	AVG	3.87	2.87	-25.9%
	PE	3.37	2.61	-22.5%
TL/KZT	AVG	22.75	14.21	-37.6%
	PE	17.59	14.36	-18.3%
TL/UAH	AVG	1.84	1.23	-33.0%
	PE	1.42	1.23	-12.8%
TL/MDL	AVG	0.93	0.56	-39.3%
	PE	0.71	0.55	-22.8%
TL/GEL	AVG	0.13	0.09	-34.5%
	PE	0.10	0.09	-15.6%

ANADOLU  
EFES