



FOR GENERAL RELEASE TO THE PUBLIC
JUNE 13TH, 2007



EBI expands in Kazakhstan beer market with EBRD support

The European Bank for Reconstruction and Development (“EBRD”) is providing a loan of 5.2 billion Tenge (€1.7 million) to Efes Karaganda Brewery JSC (“Efes Kazakhstan” or the “Company”), a wholly owned subsidiary of Efes Breweries International N.V. (“EBI”) to boost the Company’s expansion in Kazakhstan.

The EBRD and EBI have been strategic partners since 1997. The EBRD has played a key role in funding the growth of EBI’s operations in Kazakhstan when the Bank financed the Company’s construction of a green-field plant in Almaty in 2001. The new EBRD loan, which will be the first EBRD fixed interest rate loan denominated in Tenge, will allow Efes Kazakhstan to expand brewing capacity to 2.1 million hectoliters from 1.3 million hectoliters and further develop marketing and distribution systems. The project supports Efes Kazakhstan’s targets to strengthen its position through further expansion into premium segments of the market.

The signing ceremony took place on 13th of June, in Almaty, with the involvement of Mr. Jean Lemierre, President of EBRD, Mr. Alejandro Jimenez, CEO and Chairman of the Board of Management of EBI as well as top management of both parties.

Speaking at the signing ceremony, Mr. Jean Lemierre said the project was an opportunity for the Bank to provide local currency financing for one of the dynamically growing sectors in Kazakhstan and also strengthened the EBRD’s relationship with EBI.

Mr. Alejandro Jimenez added, “Our operations in Kazakhstan have developed into one of the leading businesses in the country. We appreciate the EBRD’s support in the continued development of our business in the country”.



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Efes Kazakhstan, founded in 1996, is the second largest brewer of Kazakhstan with 21% market share (AC Nielsen, March 2007) . The Company owns and operates two breweries located in Karaganda and Almaty. The Company is an operating subsidiary of EBI, which in turn is a 70% subsidiary of Anadolu Efes Biracilik ve Malt Sanayi A.S. (“Anadolu Efes”), the leading brewer in Turkey and a major international beverage group consisting of 34 companies producing and selling beer, soft drinks, malt and hops in Turkey, Eastern Europe and the CIS. Efes Kazakhstan markets a wide portfolio of brands appealing to different market segments, such as Karagandinskoe, Stary Melnik, Sokol, Efes, Bely Medved, Amsterdam Navigator, Bavaria and Warsteiner.

Per capita beer consumption in Kazakhstan has grown from 6 litres in 1999 to an estimated 30 litres in 2006. The size of the beer market in Kazakhstan is estimated to be about 4.7 mhl.

Enquiries to:

Demir Şarman, Chief Financial Officer (EBI)

Tel: +31 20 575 2292 (Amsterdam)

E-mail: demir.sarman@efespilsen.com.tr

*Orhun Köstem, Director, Corporate Finance
and Investor Relations (Anadolu Efes)*

Tel: +90 216 586 8038

E-mail: orhun.kostem@efespilsen.com.tr