



ANADOLU EFES HAS ANNOUNCED ITS SALES VOLUME FOR THE SIX MONTH PERIOD ENDED 30.06.2011

- Consolidated sales volume (including beer and soft drink volumes) up 6.2% in 1H2011 over 1H2010
- Second quarter total volume growth at 4.4% over 2Q2010



Second quarter total beer sales volume decreased by 3.5%



•Total soft drink sales volume at 356.5 million unit cases ("m u/c"); up 17.7% in 1H2011

Second quarter volume growth was 15.3%









FOR GENERAL RELEASE TO THE PUBLIC July 15th, 2011





• Total sales volume of our Turkey beer operations decreased by 1.5% in the second quarter of 2011 versus the same quarter of 2010, with a 1.1% decline in the domestic market in the same period. As a result, in 1H2011, Turkey beer operations' total sales volume declined by 2.9% to 4.3 mhl, with a 2.5% decline in domestic market compared to 1H2010. Despite unfavorable weather conditions since the beginning of the year and continued impact of higher prices to reflect excise tax increases in 2010, volume decline was milder in the second quarter compared to the first quarter supported by phased acceptance of higher price level by consumers and calmer political environment in some export markets in the second quarter.

INTERNATIONAL BEER



Breakdown of Consolidated Sales Volume



• In the second quarter of 2011, EBI's consolidated sales volume declined by 4.5% compared to the same quarter of 2010, due to the high base of last year, when our sales volume grew by 14.8%, coupled with continued decline in the Russian beer market and unfavorable weather conditions in the region overall. As a result, EBI's consolidated sales volume was 7.5 mhl in 1H2011, down by 1.4% compared to the same period of 2010.



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(oca:Cola İçecek

SOFT-DRINK OPERATIONS (COCA-COLA İÇECEK A.Ş.)

• Anadolu Efes' soft drink operations are run by Coca-Cola İçecek A.Ş. ("CCI"). CCI produces, sells and distributes sparkling and still beverages, primarily brands of The Coca-Cola Company, in Turkey, Kazakhstan, Azerbaijan, Jordan, Kyrgyzstan, Turkmenistan and Iraq. In addition, CCI is a party to joint venture agreements that have the exclusive distribution rights for brands of The Coca-Cola Company in Pakistan and Syria. Anadolu Efes is the largest shareholder of CCI with 50.3% stake.



• In the second quarter of 2011, sales volume growth came in at 15.3%, and consolidated sales volume reached 219.4 mn unit cases. Despite below average weather temperatures in Turkey and in some key markets, both sparkling and still beverages continued to grow with momentum. Consolidated sales volume was up by 17.7% in the first half of 2011 to 356.5 mn unit cases, driven by strong growth both in Turkey and international operations. All categories delivered double digit growth in the first half of 2011. The sparkling category continued to grow at mid teens in the first half of 2011. The still category grew above 25% in the first half of 2011 driven by strong water, juice and ice tea both in Turkey and international markets. The tea business in Turkey maintained its double digit growth in the first half of 2011.

• In the second quarter of 2011, sales volume in Turkey increased by 11.4% to 153.4 mn unit cases on the back of growth in all categories. The volume growth of sparkling beverages came in at over 5%, in spite of below average weather temperatures and more rainy days particularly during second quarter of 2011. In the first half of 2011, Turkey Operation's volume was up by 15.0% to 259.0 mn unit cases. The growth of sparkling beverage category was at low double digits with the help of promotional activities and new package launches. Still beverages grew above 25% in the first half of 2011. The tea category sustained its strong volume growth with ca. 25% in the first half of 2011 on the back of new package and flavor launches.

•International volume jumped by 25.3% to 66.0 mn unit cases in the second quarter of 2011, revealing strong growth momentum in most of the key markets. New introductions, route-to-market initiatives and promotions supported the strong volume growth across all international operations. International Operations volume was up by 25.6% to 97.6 mn unit cases in the first half of 2011 on the back of strong volume growth in Central Asia, Iraq and Pakistan.





ABOUT ANADOLU EFES



• Anadolu Efes Biracılık ve Malt Sanayii A.Ş. (Anadolu Efes), together with its subsidiaries and affiliates produces and markets beer, malt and soft drinks across a geography including Turkey, Russia, the CIS countries, Southeast Europe and the Middle East. Anadolu Efes, listed in the Istanbul Stock Exchange (AEFES.IS), is an operational entity under which the Turkey beer operations are managed, as well as a holding entity which is the 100% shareholder of Efes Breweries International N.V. ("EBI"), that manages international beer operations, and is the largest shareholder of Coca-Cola İçecek A.Ş. ("CCI") with 50.3% stake, that manages the soft drink business in Turkey and international markets.

For further information regarding Anadolu Efes, please visit our website at <u>http://www.anadoluefes.com/</u> or you may contact;

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