

Anadolu Efes Investor Presentation



Forward-Looking Statements

This report 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.



Regional Beverage Powerhouse



EFES





Beer Business FOCUS IN TURKEY & CIS

14* breweries in 5* Countries

35.2 mhl* Beer Capacity

7 malteries with 290,000 tons Malt Capacity

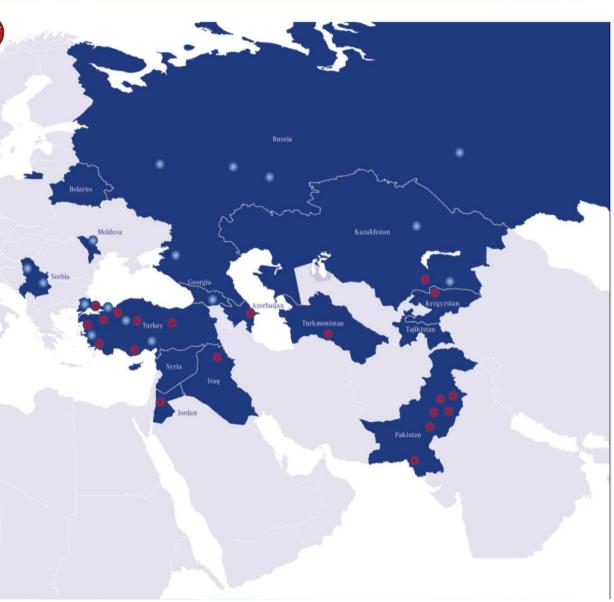
* Does not include Serbian operations, where EBI currently has 28% shareholding

Coca-Cola Business FOCUS IN TURKEY, CENTRAL ASIA & MIDDLE EAST

20 bottling plants in 10 countries

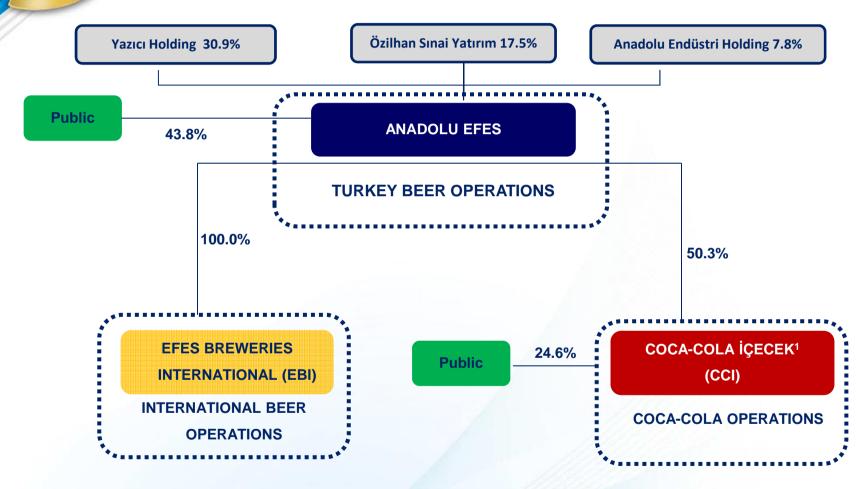
978 million unit case capacity

3



EFES

Anadolu Efes' Structure





^{(1) 20%} held by TCCEC (The Coca-Cola Export Corporation) and 5% by Özgörkey Holding.

* Only the major subsidiaries of the Group are presented



Rapidly Growing Beverage Company







Operating Markets



TURKEY

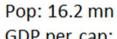


Pop: 73.7 mn

GDP per cap: \$10,079



KAZAKHSTAN



GDP per cap: \$8,326



RUSSIA

Pop: 139.4 mn

GDP per cap: \$10,521



MOLDOVA

Pop: 4.3 mn

GDP per cap: \$1,503



GEORGIA

Pop: 4.6 mn

GDP per cap: \$2,559



AZERBAIJAN

Pop: 9.0 mn

GDP per cap: \$5,765



PAKISTAN

Pop: 185.5 mn

GDP per cap: \$1,049



KYRGYZSTAN

Pop: 5.5 mn

GDP per cap: \$816



TURKMENISTAN

Pop: 4.9 mn

GDP per cap: \$3,663



JORDAN

Pop: 6.4 mn

GDP per cap: \$4,435



IRAQ

Pop: 31.4 mn

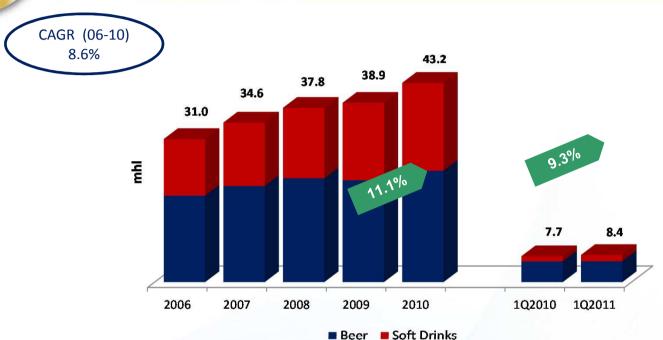
GDP per cap: \$2,626

Source: IMF, EIU, TUIK

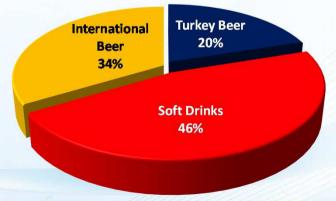


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Consolidated Sales Volume Development



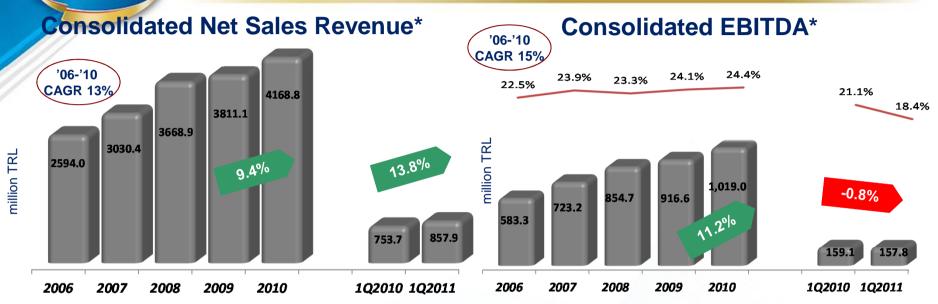
Breakdown of Consolidated* Sales Volume-1Q2011



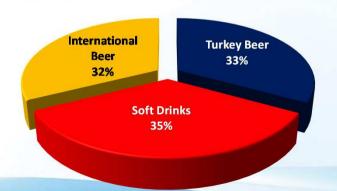


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Consolidated Financial Performance



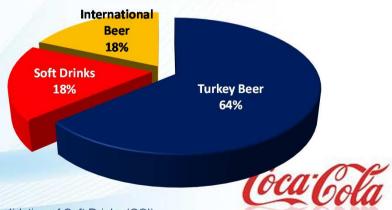
Breakdown of Consolidated* Net Sales Revenue-1Q2011



*Full year EBITDA is as previously reported, not restated as per CMB's new reporting format.

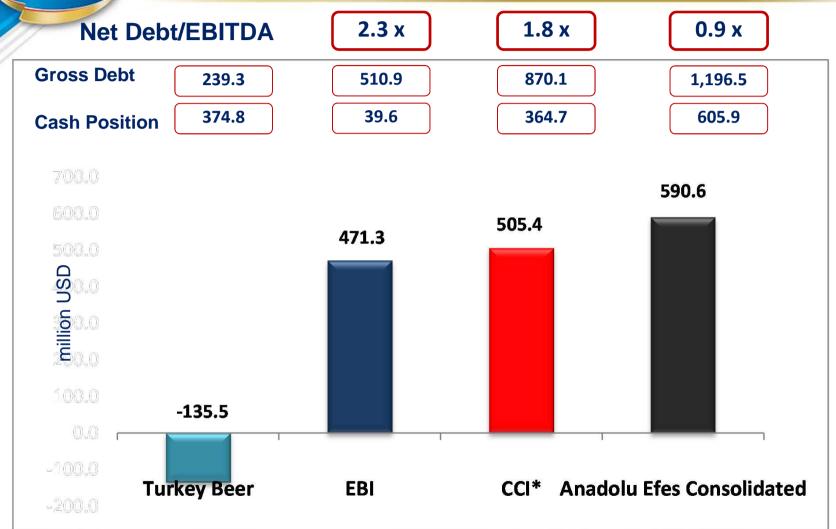
margin

Breakdown of Consolidated* EBITDA-1Q2011



Net Financial Indebtedness

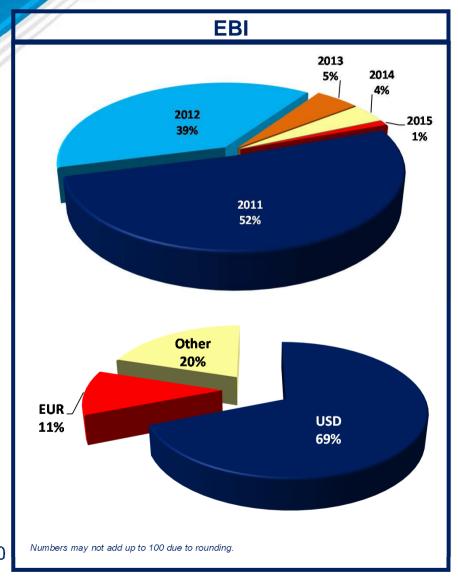
EFES

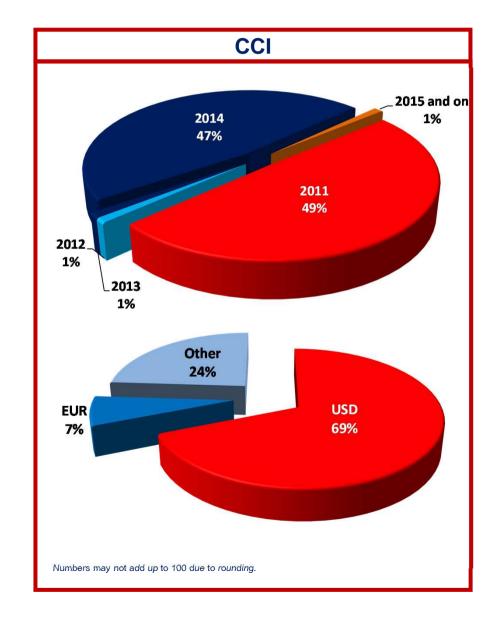






Debt Maturity & Currency Breakdown

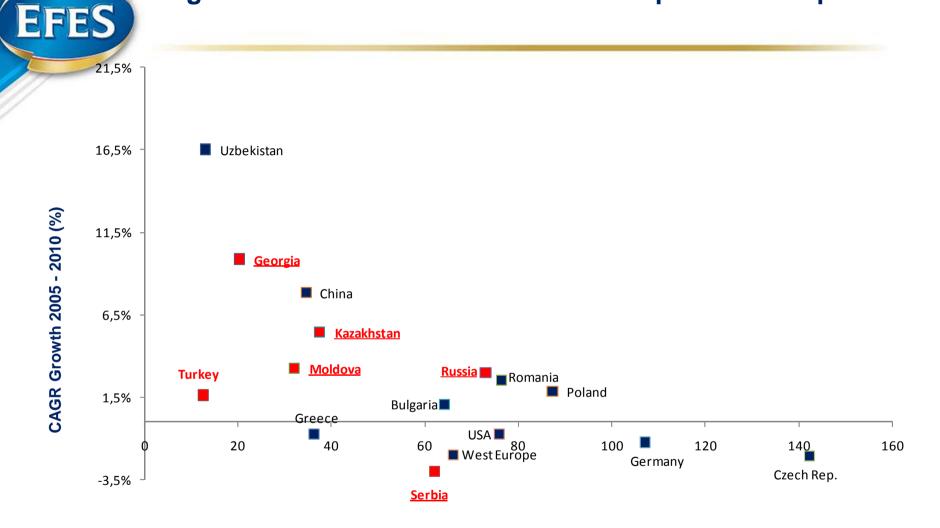






Beer Operations

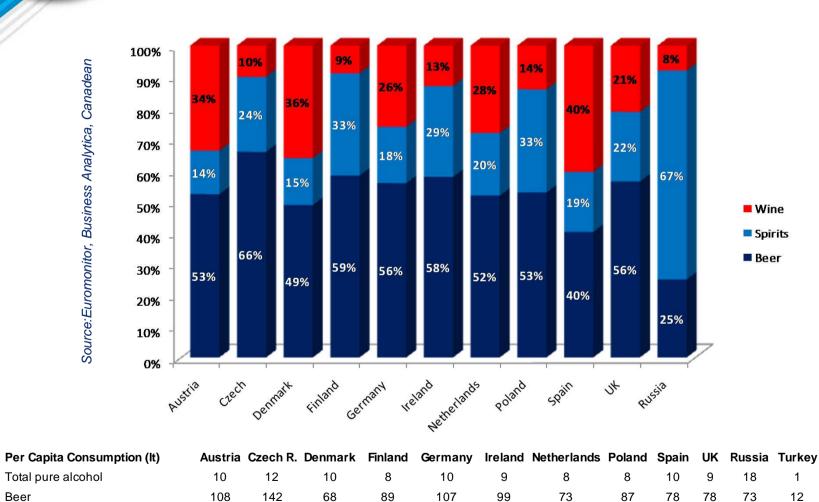
High Growth Beer Markets- Low Per Capita Consumption



Per Capita Consumption (It)



Breakdown of Pure Alcohol Consumption

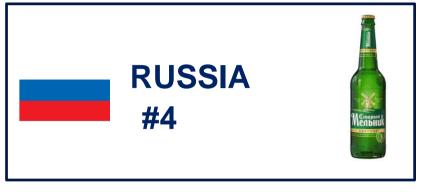


Beer



Strong Positions and Brands









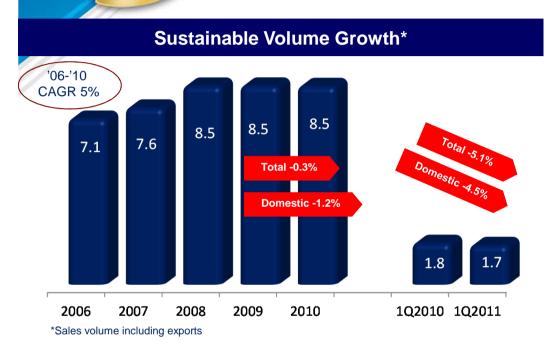




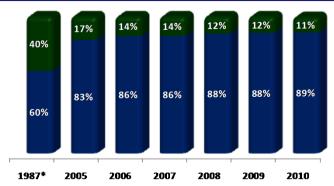
Turkey Beer Operations



A Leading Position in the Turkish Beer Market Steadily Growing and Increasing Market Share



Market Share Development



16 Source: Nielsen
* Company estimate

■ Efes
■ Other

Total sales volumes declined by 5.1% in 1Q2011, due to;

➤ higher beer prices in Turkey

➤lower export volumes impacted by the political unrest in some export markets



Off-Premise Development Initiatives

Before



Before



After



After



Off-Premise Development Initiatives

Before

EFES



Inside



After



Inside



On-Premise Development Initiatives



EFES



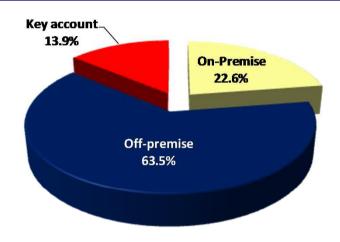




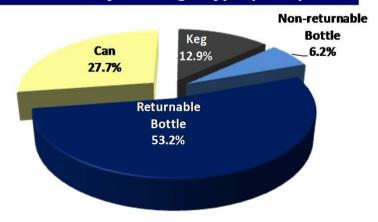


Turkish Beer Market – Fundamentals & Dynamics

Sales Volume by Consumption Channel (2010)



Sales Volume by Package Type (2010)



DYNAMICS OF THE TURKISH BEER MARKET

- Consolidated market top 2 players represent more than 99% of the market
 - √ lack of sizeable acquisition targets
 - √ consolidated distribution structure
- Returnable market Bottles & kegs amount to ca.65%
 - ✓ additional initial investment requirement for containers
 - ✓ requirement to set-up two way distribution system
- TV& Radio advertisement fully restricted since 1984
- High level of excise taxes
- Limited presence of organized retailsupermarkets account for ca.14% share of Efes sales volumes



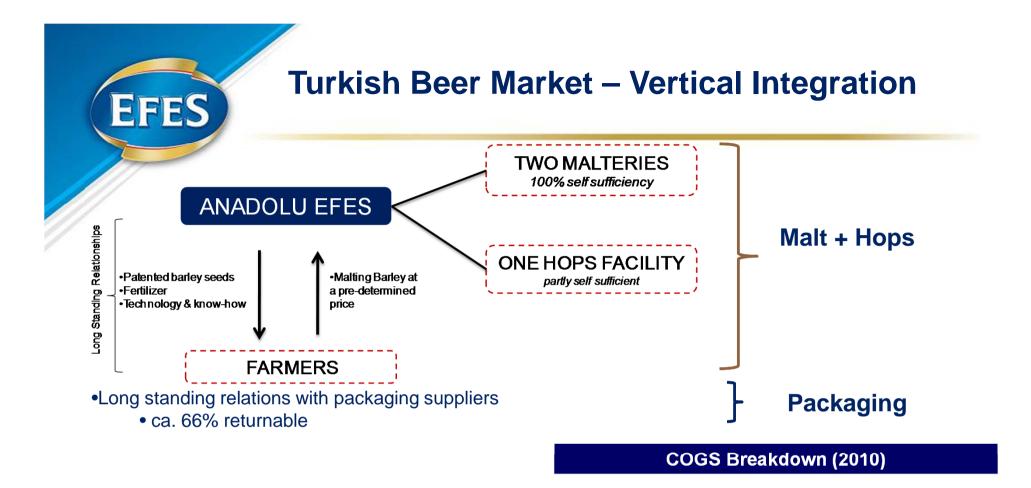


Unmatched Brand Equity

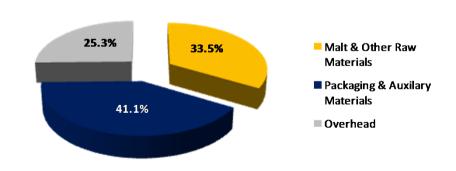
TURKEY Top Brands – % of spending

Total Trade % Source: The Nielsen Company YTD March 2011 6.1 Winston (tobacco) 2. Marlboro (tobacco) 4.9 3. Parliament (tobacco) 4.2 Lark (tobacco) 4.0 **EFES PILSEN** 3.5 L&M (tobacco) 3.0 6. Muratti (tobacco) 2.4 **7**. 8. Viceroy (tobacco) 2.4 9. **Tekel 2001** 2.4 10. Eti 2.1 Coca-Cola 16. 1.6

Food & Beverage		%
1.	EFES PILSEN	7.3
2.	Eti	4.3
3.	Ülker	3.8
4.	Yeni Rakı	3.7
5.	Coca-Cola	3.4
6.	Pınar	2.7
7.	Çaykur	2.5
8.	Sütaş	2.0
9.	İçim	1.2
10.	Nescafe	1.0
11.	Fanta	1.0

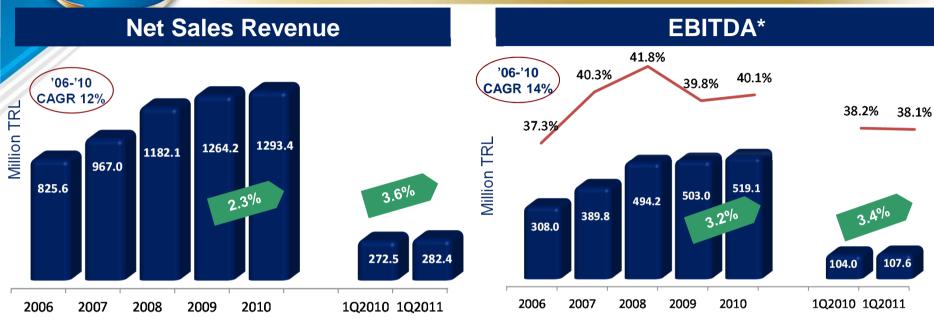


Vertical integration is a key factor in efficient production cost management

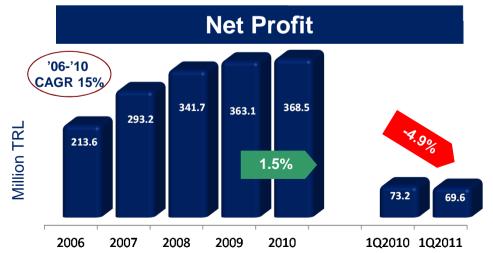


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Turkey Beer Operations' Financial Performance



*Previously reported EBITDA figures for 2005, 2006 and 2007 are adjusted by excluding other income/expense arising from Anadolu Efes' holding nature for comparison purposes.





FY2011 OUTLOOK TURKEY BEER OPERATIONS

- 1Q2011 was in line with our expectations
- We maintain our previously provided full year guidance for Turkey Beer Operations;
 - ➤ low-single digit decline in domestic sales volume
 - > gross margin to remain flat with a slight contraction in EBITDA margin

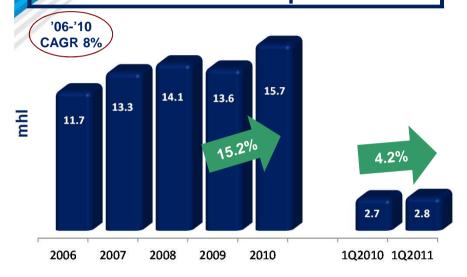


International Beer Operations

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Volume Development In International Markets

Volume Development

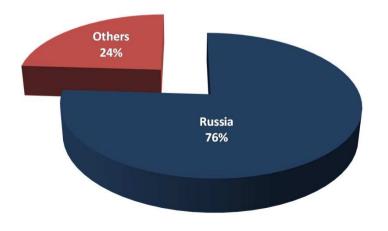


Strong sales performances achieved in other operating markets more than eliminated flattish sales volumes in Russia and growth trend maintained in 1Q2011...

Consolidated sales volume grew by 4.2% despite;

- ➤ high base of last year
- > softer demand in Russia due to the negative impact of higher beer prices

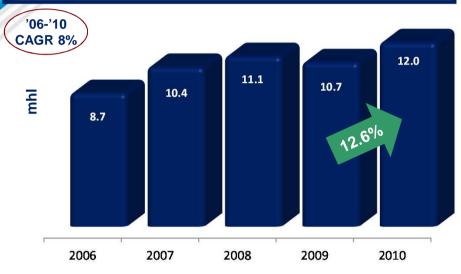
Breakdown of Sales Volume - 1Q2011





Volume Development In Russia

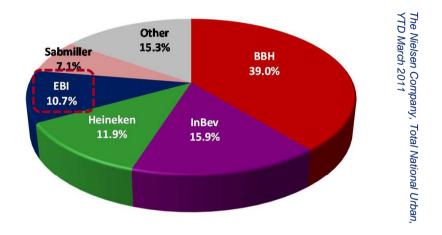
Volume Development



•Our understanding is that Russian beer market declined by low single digits during 1Q2011 vs. 1Q2010.

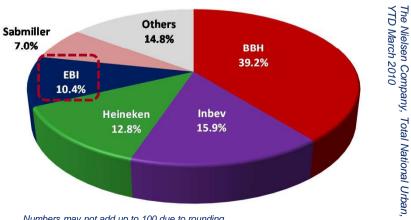
➤ According to Federal State **Statistics** Service (Rosstat), beer retail sales fell by 4.2% in 1Q2011 compared to 1Q2010

Market Share by Volume – 1Q2011



* BALTIKA and INBEV breweries shares include Ukrainian brands

Market Share by Volume – 1Q2010



Numbers may not add up to 100 due to rounding.

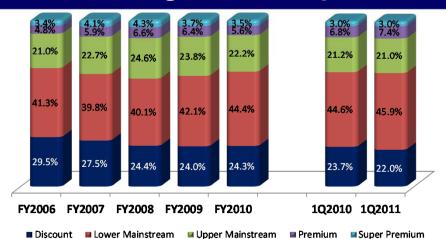


Russian Beer Market – Fundamentals & Dynamics EFES

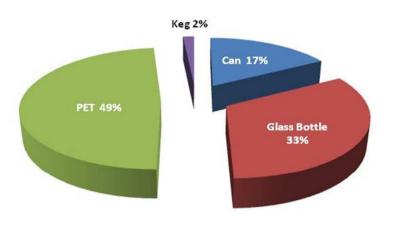
Outlet Split (2010)



Market Segment Development



Packaging Split (2010)



Numbers may not add up to 100 due to rounding.

 Shift between brands is not very high, but within each brand shift towards cheaper packaging is visible

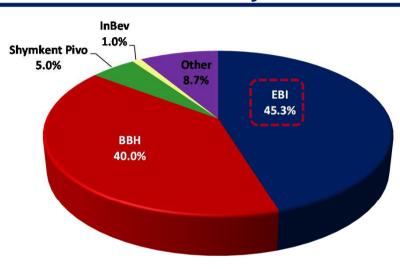


Other Operating Countries

Market Share by Volume

Kazakhstan

- #1 brewer
- Capacity: 2.4 mhl



The Nielsen Company, YTD March 2011

Moldova

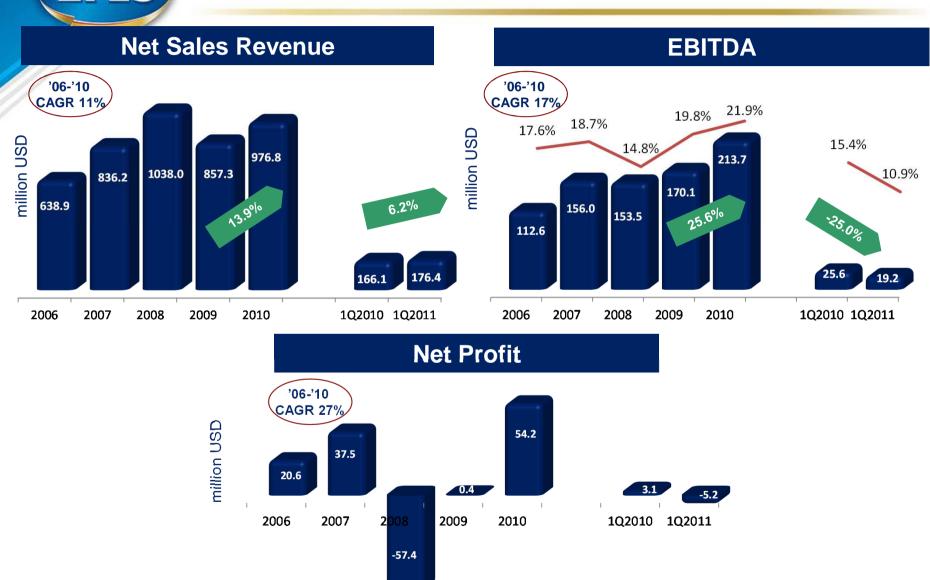
- #1 brewer
- Capacity: 1.4 mhl

Georgia

- #1 brewer
- Capacity: 1.2 mhl
- EBI entered the Georgian beer market by the acquisition of the leading brewer in the market, JSC Lomisi ("Lomisi"), in February 2008

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International Beer Operations Financial Performance



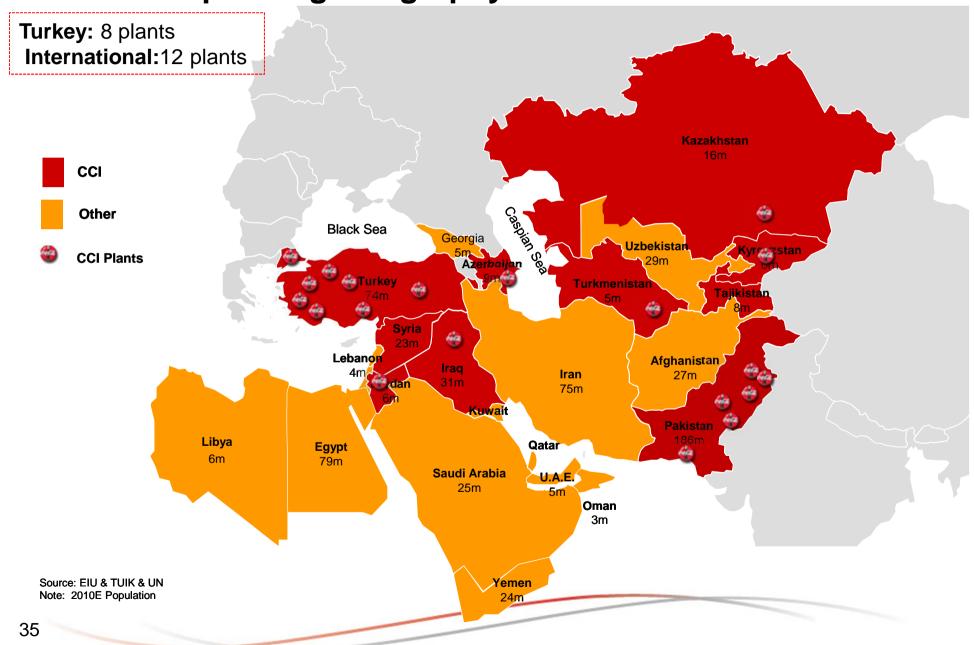


FY2011 OUTLOOK INTERNATIONAL BEER OPERATIONS

- ➤ As 1Q is not an indicator for the full year performance, we will provide a specific guidance after seeing 2Q in International Beer Operations as we previously stated in our FY2010 results announcement.
- ➤ We are still confident to overperform the market and keep the impact of existing challenges in operating markets on margins limited.

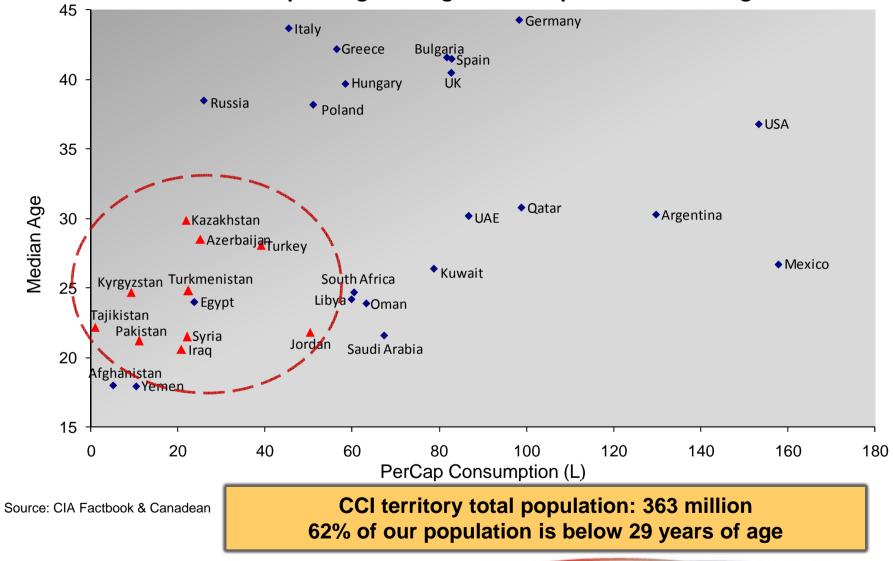


Operating Geography Soft Drinks Business



Future Opportunities

2009 Sparkling Beverages Consumption vs Median Age

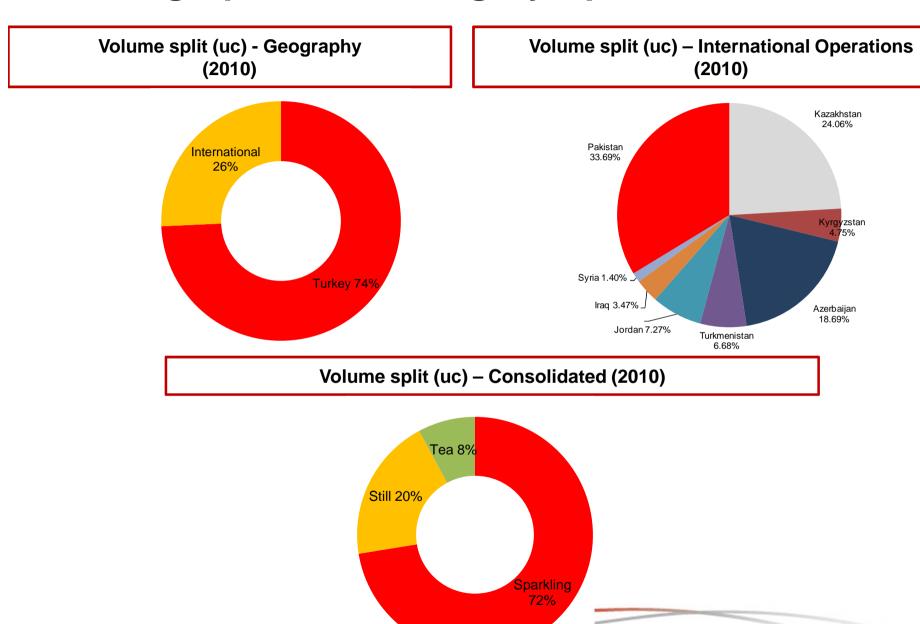


Country Data

		Population (mn) in 2010	% of population below 29 years	GDP per capita in 2010 (\$) **	Per capita consumption of sparkling bev. (L) in 2009	CCI's market share in sparkling bev. in 2010	2010 Volume (mn uc)	Volume Growth in 2010
C *	Turkey	73.7	51%	10,079	40.3	69%	494	13%
C	Pakistan	185.5	65%	1,049	11.0	29%	118	8%
	Kazakhstan	16.2	51%	8,326	21.9	34%	43	23%
C*	Azerbaijan	9.0	51%	5,765	24.1	56%	32	19%
الله امكبر	Iraq	31.4	68%	2,626	20.0	-	20	34%
•	Jordan	6.4	68%	4,435	53.0	12%	12	-10%
(÷)	Turkmenistan	4.9	59%	3,663	21.3	-	11	85%
	Kyrgyzstan	5.5	58%	816	9.3	-	8	21%
* *	Syria	22.5	65%	2,892	23.0	9%*	5	-15%
in the second	Tajikistan	7.7	68%	732	1.0	-	-	-

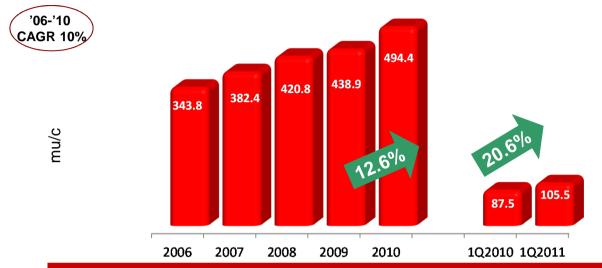
Sources: IMF, EIU, UN Estimate, TCCC, Nielsen *MEMRB ** IMF

Geographic and Category Split of Business

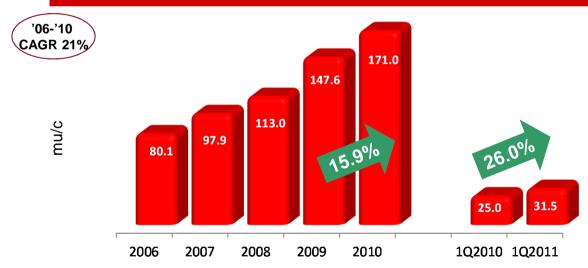


Dynamic Growth in All Markets

TURKEY SOFT DRINKS VOLUME DEVELOPMENT

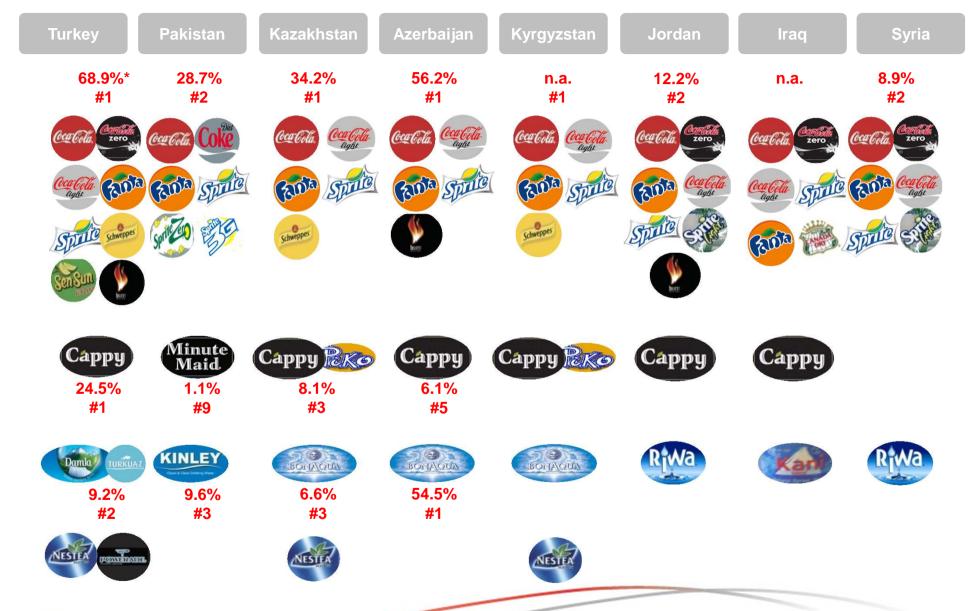


INTERNATIONAL SOFT DRINKS VOLUME DEVELOPMENT

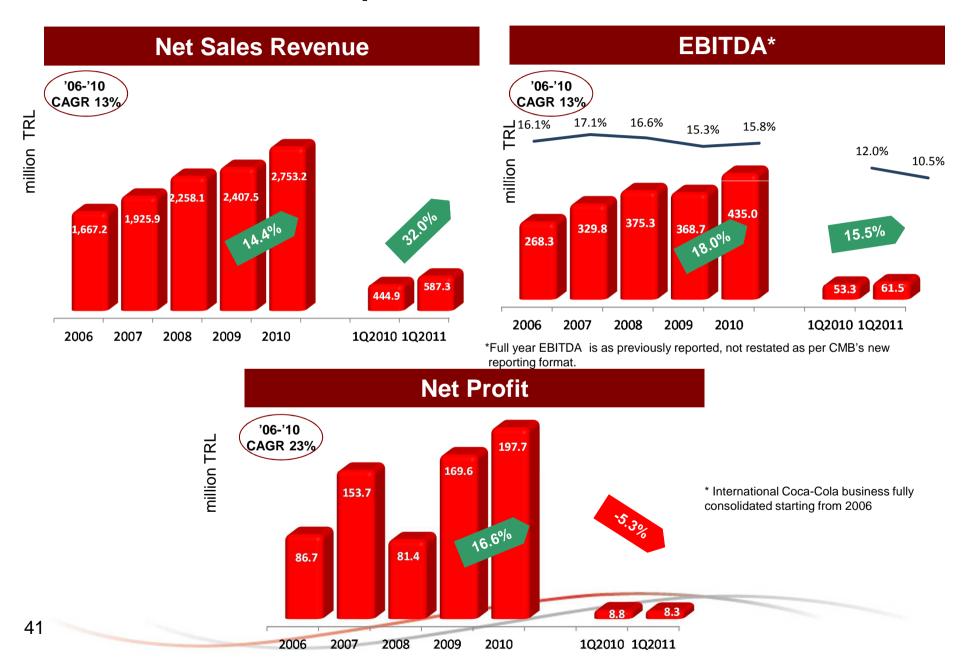




Leading Brands and Market Positions



Soft Drink Operations' Financial Performance*



Thank You!



Questions Please ...



Appendix



ANADOLU EFES

Consolidated Income Statements For the Three-Month Period Ended 31.03.2010 and 31.03.2011 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

	2010/3	2011/3
SALES VOLUME (million hectoliters)	7.7	8.4
SALES	753.7	857.9
Cost of Sales (-)	(380.1)	(444.8)
GROSS PROFIT FROM OPERATIONS	373.6	413.1
Marketting, Selling and Distribution Expenses (-)	(210.1)	(246.1)
General and Administrative Expenses (-)	(84.4)	(99.5)
Other Operating Income	6.7	10.7
Other Operating Expense (-)	(8.2)	(7.1)
PROFIT FROM OPERATIONS	77.6	71.1
Loss from Associates	(2.8)	(2.1)
Financial Income	49.2	65.5
Financial Expense (-)	(29.7)	(51.3)
PROFIT BEFORE TAX FROM CONTINUING OPERATIONS	94.3	83.1
Continuing Operations Tax Expense (-)	(20.9)	(27.6)
PROFIT FOR THE PERIOD	73.4	55.5
Attributable to:		
Attributable to: Minority Interest	1.9	1.8
Net Income Attributable to Equity Holders of the Parent	71.5	53.7
1-7		

Note 1: CCI's consoliated results are proportionately consolidated in Anadolu Efes' financial results as per its 50.3% shareholding.

Note 2: EBITDA comprises of Profit from Operations, depreciation and other relevant non-cash items up to Profit From Operations.





ANADOLU EFES Consolidated Balance Sheets as of 31.03.2011 and 31.12.2010 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

			(Hillion TKL)		
	2010/12	2011/3		2010/12	2011/3
Cash & Cash Equivalents	939.3	850.2	Short-term Borrowings	996.1	1,126.0
Financial Investments	55.1	88.0	Trade Payables	253.3	332.7
Trade Receivables	518.3	573.9	Due to Related Parties	8.6	6.2
Due from Related Parties	0.3	0.1	Other Payables	290.8	314.3
Other Receivables	7.9	21.1	Provision for Corporate Tax	15.3	26.1
Inventories	467.9	602.6	Provisions	23.7	32.1
Other Current Assets	152.0	199.2	Other Liabilities	169.3	190.2
Total Current Assets	2,140.8	2,335.0	Total Current Liabilities	1,757.2	2,027.6
Other Receivables	1.3	1.4	Long-term Borrowings	768.4	726.5
Investments in Securities	37.5	31.7	Other Payables	144.4	146.3
Investments in Associates	21.4	20.7	Provision for Employee Benefits	51.3	49.2
Biological Assets	1.5	2.4	Deferred Tax Liability	42.8	43.7
Property, Plant and Equipment	2,043.8	2,168.4	Other Liabilities	9.7	11.1
Intangible Assets	361.9	372.9			
Goodwill	871.1	922.2			
Deferred Tax Assets	40.0	45.4	Total Non-Current Liabilities	1,016.6	976.9
Other Non-Current Assets	69.5	64.3			
Total Non-Current Assets	3,448.0	3,629.2	Total Equity	2,815.0	2,959.7
Total Assets	5,588.8	5,964.2	Total Liabilities and Shareholders' Equity	5,588.8	5,964.2

Note 1: CCI's consolidated financial results are consolidated in Anadolu Efes' financial results by proportionate consolidation method as per Anadolu Efes' 50.3% shareholding in CCI.

Note 2: 7.5% of Alternatifbank shares held by Anadolu Efes is accounted at fair value and classified as "Investment in Securities" in Non-Current Assets part of the balance sheet.

Note 3: "Investment in Securities" in Current Assets includes the time deposits with a maturity more than three months.



107.6	104.0	EBITDA
(21.5) 69.6	(15.8) 73.2	Provision for Taxes PROFIT FOR THE PERIOD
6.8 91.1	6.5 88.9	FROTH FROM OFERATIONS Financial Income / Expense CONTINUING OPERATIONS PROFIT BEFORE TAX
282.4 198.8	272.5 187.1	SALES GROSS PROFIT FROM OPERATIONS TOTAL TIMES
2011/3	2010/3	Sales Volume (million hectolitres)
=)NS Ended 31.03.2010 and 31.03.201 B Regulations	TURKEY BEER OPERATIONS Highlighted Income Statement Items For the Three-Month Period Ended 31.03.2010 and 31.03.2011 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

Note: EBITDA comprises of Profit from Operations (excluding other operating income/expense arising from Anadolu Efes' holding nature), depreciation and other relevant non-cash items up to Profit From Operations.

TURKEY BEER OPERATIONS		
Highlighted Balance Sheet Items as of 31.03.2011 and 31.12.2010	nd 31.12.2010	
Prepared In Accordance with IFRS as per CMB Regulations (million TRL)	egulations	
,	2010/12	2011/3
Cash, Cash equivalents and Investment in Securities	580.6	580.3
Trade Receivables	277.1	297.8
Inventories	96.0	104.4
Other Assets	22.9	29.9
Total Current Assets	992.4	1,028.2
Investments	1,587.7	1,587.2
Property, Plant and Equipment	375.3	374.5
Other Assets	35.9	41.3
Total Non-Current Assets	2,010.2	2,017.7
Total Assets	3,002.6	3,045.9
Trade Payables	53.0	53.1
Other Liabilities	206.5	219.9
Short-term Borrowings	325.1	370.5
Total Current Liabilities	587.8	649.2
Long-term Borrowings	77.3	0.0
Other Liabilities	186.6	191.5
Total Non-Current Liabilities	263.9	191.5
Shareholders' Equity	2,150.9	2,205.2
Total Liabilities and Shareholders' Equity	3,002.6	3,045.9

Note: Anadolu Efes subsidiaries, excluding brewing and malt production subsidiaries in Turkey, are stated on cost basis in order to provide more comprehensive presentation.

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Volume (million hectoliters) Volume (million hectoliters) NET SALES GROSS PROFIT PROFIT FROM OPERATIONS Financial Income / (Expense) (LOSS)/PROFIT BEFORE TAX Income Tax (LOSS)/PROFIT AFIER TAX Attributable to Minority Interest Equity Holders of the Parent Company	2010/3 2.7 166.1 72.7 (0.8) 8.3 5.6 (2.0) 3.6 0.5 3.1	2011/3 2.8 176.4 73.8 (7.8) 7.5 (1.6) (2.2) (3.8)
EBITDA	25.6	19.2

Note 1: EBITDA here means earnings before interest (financial income/(expense) — net), tax, share of net loss of associates, depreciation and amortisation, minus minority interest, and as applicable, minus gain on holding activities, plus loss/(gain) on sale of PPE disposals, provisions, reserves and impairment.

Note 2: Figures for EBI are obtained from consolidated financial statements prepared in accordance with IFRS.

INTERNATIONAL BEER OPERATIONS (EBI)	NS (EBI)	
Prepared In Accordance with IFRS (million USD)		
	2010/12	2011/3
Cash and Cash Equivalents	66.0	39.6
Trade Receivables	55.8	75.4
Inventories	164.7	216.6
Other Current Assets	27.6	41.4
Total Current Assets	314.3	374.3
Property, Plant and Equipment	680.1	739.9
Intangible Assets (including goodwill)	454.1	484.4
Investments in Associates	13.9	13.3
Other Non-Current Assets	22.1	23.4
Total Non-Current Assets	1,170.1	1,261.1
Total Assets	1,484.5	1,635.3
Trade Payables, Due to Related Parties and Other Payables	246.0	296.2
Short-term Borrowings (including current portion of long-term debt and lease obligations)	225.8	268.9
Total Current Liabilities	471.7	565.1
Long-term Borrowings (including lease obligations)	242.4	242.0
Other Non-Current Liabilities	12.9	16.3
Total Non-Current Liabilities	255.3	258.3
Total Equity	757.4	812.0
Total Liabilities and Shareholders' Equity	1,484.5	1,635.3

Note 1: Figures for EBI are obtained from consolidated financial statements prepared in accordance with IFRS.

EFES



SOFT DRINK OPERATIONS (CCI) Highlighted Income Statement Hems For the Three-Month Period Ended 31.03.2010 and 31.03.2011 Prepared In Accordance with IFRS as per CMB Regulations

(million TRL)

	2010/3	2011/3
Sales Volume(million Unit Case)	112.5	137.1
Sales (net)	444.9	587.3
Cost of Sales	(290.8)	(391.2)
GROSS PROFIT	154.1	196.1
Operating Expenses	(138.5)	(174.1)
Other Operating Income / (Expense) (net)	(1.5)	(3.3)
EBIT	14.1	18.7
Gain / (Loss) from Associates	0.0	0.0
Financial Income / (Expense) (net)	(0.8)	(5.8)
INCOME BEFORE MINORITY INTEREST & TAX	13.2	12.9
Income Taxes	(4.6)	(5.1)
INCOME BEFORE MINORITY INTEREST	8.6	7.9
Attributable to,		
Minority Interest	(0.2)	(0.5)
Net Income attributable to Shareholders	8.8	8.3
EBITDA	53.3	61.5

Note 1: EBITDA comprises of profit from operations, depreciation and other relevant non-cash items up to EBIT.

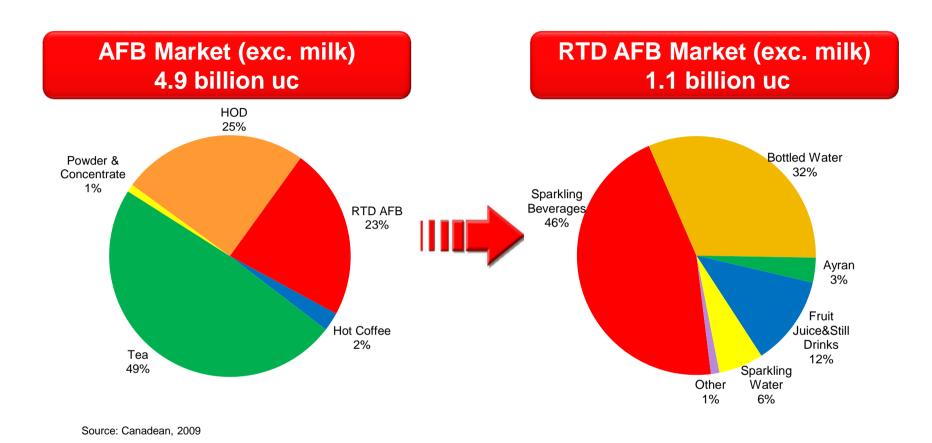
Note 2: Figures for CCI are obtained from consolidated financial results prepared in accordance with IFRS as per CMB regulations.

3.209.5	3,014,0	Total Liabilities and Shareholders' Fourity
1,445.5	1,435.0	Total Equity
752.9	698.4	Total Non-Current Liabilities
688.5 30.2 34.2	617.9 35.7 41.1	Long-term Borrowings Provisions for Employee Benefits Deffered Tax Liabilities
41.0 1,011.1	880.6	Other Current Liabilities Total Current Liabilities
19.8	14.4	Provisions for Employee Benefits
3.6	1.0	Provision for Corporate Tax
100.9	80.9	Other Payables
658.7 187.1	627.7 144.3	Short-term Borrowings Trade Payables and Due to Related Parties
3,209.5	3,014.0	Total Assets
1,/88.8	1,720.2	Total Non-current Assets
33.1	54.5	Other Non- Current Assets
2.0	n 2.5	Deflered Tax Assets
487.5	459.4	Intangible Assets (including goodwill)
1,264.9	1,203.0	Property, Plant and Equipment
0.0	0.0	Investment in Associate
1,420.7	1,293.8	Total Current Assets
227.1	166.6	Other Current Assets
5.2	4.8	Other Receivables
315.3	223.7	Inventory (net)
308.4	300.0	Trade Receivables and Due from Related Parties (net)
141.5	107.1	Investments in Securities
423.2	491.7	Cash and Cash Equivalents
2011/3	2010/12	
	r CMB Regulations	Prepared In Accordance with IFRS as per CMB Regulations (million TRL)
	INS (CCI) 3.2011 and 31.12.2010	SOFT DRINK OPERATIONS (CCI) Highlighted Balance Sheet Items as of 31.03.2011 and 31.12.2010

Note 1: Figures for CCI are obtained from consolidated financial results prepared in accordance with IFRS as per CMB regulations



Turkey AFB Market



Hot tea category constitutes 49% of alcohol-free beverages

