
ANADOLU EFES BEER OPERATIONS

1Q2013 Results Conference Call Presentation

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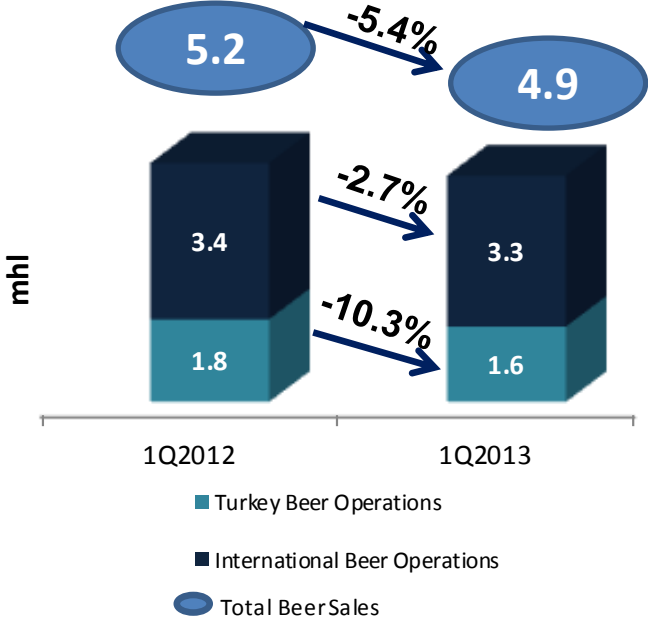
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- *According to the Shareholder’s Agreement regarding the governance of Coca-Cola İçecek A.Ş. (“CCI”), with effect from 01.01.2013, Anadolu Efes started to fully consolidate CCI, whereas CCI has been consolidated into Anadolu Efes’ financial results by using proportionate consolidation method until 31.12.2012. Consequently, CCI is fully consolidated into Anadolu Efes’ financials in 1Q2013, while, as per IFRS, reported financials for 1Q2012 are restated by using equity pick-up method. However, for comparison purposes, Anadolu Efes’ proforma figures are also provided for both 1Q2012 & 1Q2013, which are prepared under the assumption that CCI is fully consolidated into Anadolu Efes’ results in these periods.*
 - *SABMiller’s Russian and Ukrainian beer businesses are consolidated into EBI’s financial results (thus into Anadolu Efes’ as well) starting from March 1, 2012. As a result, reported financials for 1Q2012 include only one month contribution (starting from March 1, 2012). However, for comparison purposes, Anadolu Efes’ and EBI’s operating proforma figures are also provided for both 1Q2012 & 1Q2013, which include the results of SABMiller’s Russian and Ukrainian beer businesses for these periods in full as if both businesses were operating together with Anadolu Efes’ international beer operations starting from January 1st in both periods. Also, due to one-off transaction and integration costs, EBI and Anadolu Efes started to report operating performance before such non-recurring items (BNRI).*
 - *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.*

General Overview & Operating Performance

by Alejandro Jimenez

Beer Sales Volume Development

Total Beer Volume Development - Reported



Total reported beer sales volume declined by 5.4% in 1Q2013 vs. 1Q2012, with an organic decline of 19.3% on an operating proforma basis;

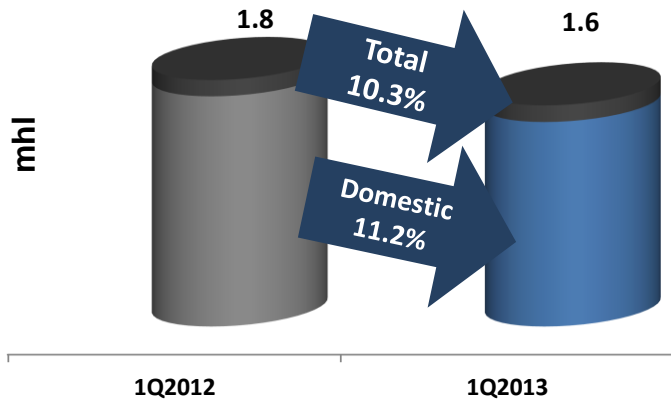
Turkey beer➔ down by 10.3% y-o-y to 1.6 mhl

International beer➔ down by 2.7% y-o-y to 3.3 mhl

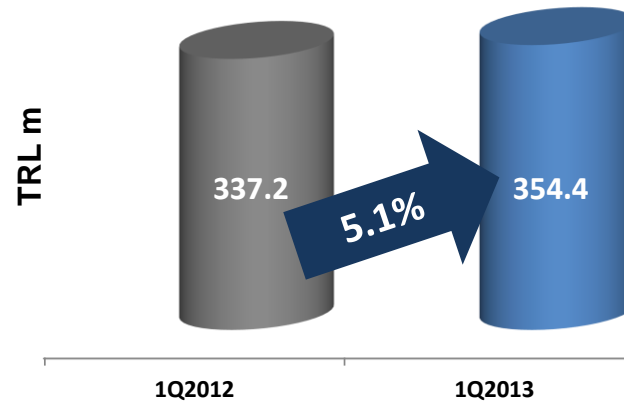
down organically by 23.1% on an operating proforma basis

TURKEY BEER OPERATIONS

Volume Development



Sales Revenue Development



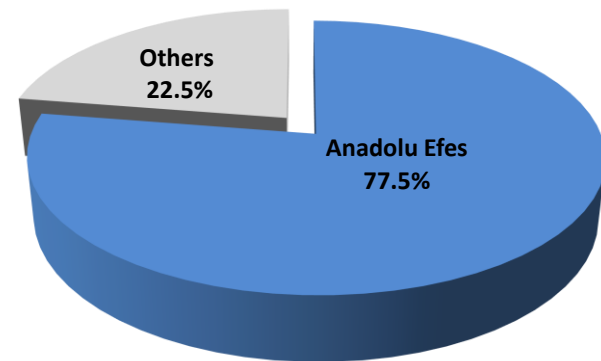
- Total sales volumes declined by 10.3% y-o-y in 1Q2013 due to ;

- the high base of 1Q2012
- the destocking effect
- adverse market conditions affected by competitive pressures and unfavorable weather

- 1Q2013 YTD average market share was 77.5% in the off-premise channel, down from 79.9% at 4Q2012

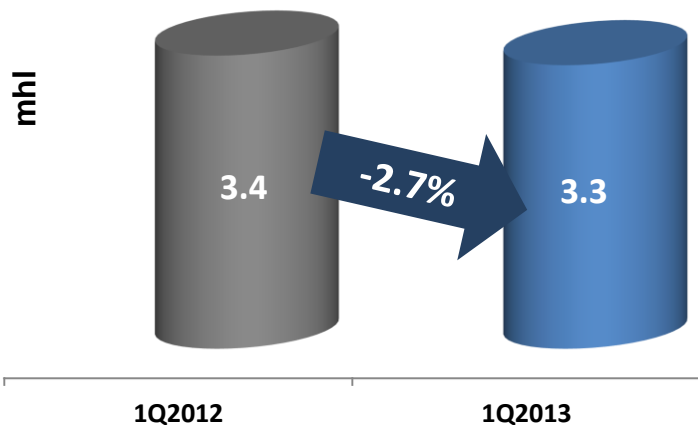
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Market Share by Volume-1Q2013

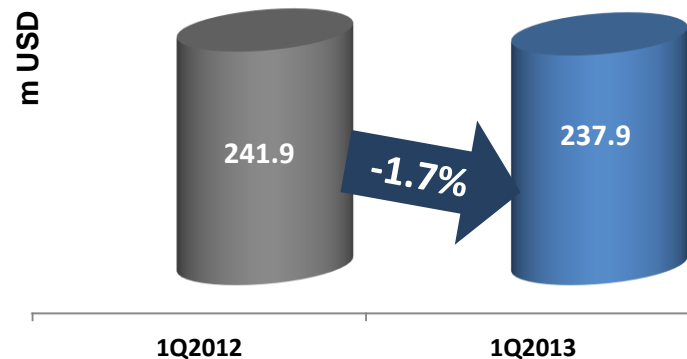


INTERNATIONAL BEER OPERATIONS

Volume Development-Reported



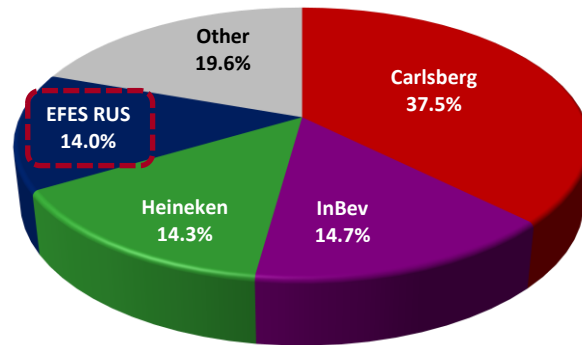
Sales Revenue Development-Reported



- Consolidated sales volume of EBI reported at 3.3mhl in 1Q2013, down 2.7% y-o-y
- On an operating proforma basis, consolidated sales volumes fell organically by 23.1% in 1Q2013 vs. 1Q2012; the decline in volumes was mainly driven by Russian operations:
 - In Russia, our sales volumes decreased due to destocking and pricing pressures, as our price increases were not immediately followed by competition, in addition to the high base of last year after which integration related issues came to the picture, the impact of the changes in the regulatory environment and also the lack of Holstein brand in 1Q2013 which was included in our portfolio in 1Q2012
- Total sales volume generated by other operating countries continued to show a healthy growth at a rate of low double-digit in 1Q2013 over 1Q2012

Market Share Development in Russia

Market Share by Volume – Russia



Nielsen, National Urban Russia (over 10 th. inhab) Retail YTD March 2013

*Carlsberg and INBEV breweries shares include Ukrainian brands
** EFES RUS includes ex-Efes Russia and ex-SABMiller portfolios

- According to Nielsen, beer market sales volumes in Urban Russia¹;
 - decreased by 7.3% in 1Q2013 versus 1Q2012
- According to Nielsen, EFES RUS' market share² declined to 14.0% in 1Q2013² compared to 14.8% in 4Q2012

Financial Overview

by Onur Çevikel

TURKEY

Operational Snapshot-1Q2013 Performance

	1Q2012	1Q2013	Growth (%)
Total Sales Volume (mhl)	1.8	1.6	-10.3%
Net Sales (million TRL)	337.2	354.4	5.1%
Gross Profit (million TRL)	230.7	250.1	8.4%
Gross Profit margin (%)	68.4%	70.6%	216 bps
EBITDA (million TRL)	117.6	102.1	(13.1%)
EBITDA margin (%)	34.9%	28.8%	-605 bps

✓ Contributed by higher sales prices, sales revenues grew 5.1% to TRL354.4 mn in 1Q2013 compared to 1Q2012, despite lower sales volumes in the same time period.

✓ Turkey beer operations' gross profit rose by 8.4% to TRL250.1 mn in 1Q2013 over 1Q2012. Higher cost base on a per hectoliter basis was more than covered by price increases, leading to a gross margin improvement of 216bps to 70.6% in 1Q2013 versus 68.4% in 1Q2012.

✓ Operating expenses of our Turkey beer operations' rose by 21.9% to TRL170.0 mn in 1Q2013 over 1Q2012, due to the continued new openings in on and off premise channels in addition to higher sales and marketing expenditures. Consequently, operating profit declined by 12.2% y-o-y to TRL80.1 mn in 1Q2013, indicating an operating margin of 22.6%, down from its level of 27.1% in 1Q2012.

✓ Turkey beer operations' EBITDA was TRL102.1 mn in 1Q2013, down 13.1% y-o-y. Consequently, EBITDA margin declined to 28.8% in 1Q2013 versus 34.9% in 1Q2012.

TURKEY BEER OPERATIONS

Free Cash Flow

(m TRL)

	1Q2012	1Q2013
Operating Profit	91.2	80.1
Depreciation & Amortization	21.3	23.7
Other non-cash items	5.1	-1.7
EBITDA	117.6	102.1
<i>Change in Inventory</i>	<i>0.8</i>	<i>60.2</i>
<i>Change in Trade Receivables</i>	<i>-89.5</i>	<i>-97.6</i>
<i>Change in Trade Payables</i>	<i>69.6</i>	<i>66.7</i>
<i>Change in Other Assets/ Liabilities</i>	<i>-52.3</i>	<i>-128.0</i>
Change in Working Capital	-71.4	-98.7
Income Taxes & Employee Benefits Paid	-10.5	-21.1
CAPEX, net	-25.2	-43.7
Other investing activities (Acq., Disp., Min. Buy-Out and SC Increases)	-4.4	-117.1
Net Financial Income	9.6	13.2
FCF	15.8	-165.3
FCF excluding minority buy-out and other investing activities	20.1	(48.2)

EFES BREWERIES INTERNATIONAL

Operational Snapshot-1Q2013 Performance

	1Q2012 (Reported)	1Q2013 (Reported)	Growth (%)	1Q2013 (Proforma)	Organic Growth (%)
Total Sales Volume (mhl)	3.4	3.3	-2.7%	3.3	-23.1%
Net Sales (million USD)	241.9	237.9	-1.7%	237.9	-25.9%
Gross Profit (million USD)	100.1	85.1	-14.9%	85.1	-38.4%
Gross Profit margin (%)	41.4%	35.8%	-559 bps	35.8%	-728 bps
EBITDA BNRI (million USD)	28.4	2.0	-93.1%	2.0	-95.8%
EBITDA BNRI margin (%)	11.7%	0.8%	-1091 bps	0.8%	-1368 bps

On an operating proforma basis;

- ✓ EBI's consolidated sales revenues were down organically by 25.9% at USD237.9 mn in 1Q2013 over 1Q2012. Despite the price increases initiated, the change in mix in addition to the partial reflection of excise tax increase into the prices leading to a lower per hl average sales price in 1Q2013 versus 1Q2012 resulted in a higher decline in sales revenues than in sales volumes in the same time period.
- ✓ Gross profit declined by 38.4% in absolute terms, indicating a more than 7pp fall in gross margin in 1Q2013 versus its level of 43.1% at 1Q2012. The gross margin depletion was mainly due to higher fixed costs led by lower volumes.
- ✓ Higher operating expenses mainly due to higher fixed operating costs resulting from lower volumes, in addition to lower gross profitability, have let to an operating loss (BNRI) of USD38.5 mn in 1Q2013 vs. an operating profit of USD7.8 mn in 1Q2012.
- ✓ EBI's EBITDA (BNRI) was USD2.0 mn in 1Q2013 compared to an EBITDA (BNRI) of USD46.6 mn in the same period of last year.

EFES BREWERIES INTERNATIONAL

Free Cash Flow

(m USD)

<i>Reported</i>		1Q2012	1Q2013
Operating Profit		-5.2	-39.8
	Depreciation & Amortization	31.7	38.8
	Other non-cash items	-0.7	3.1
EBITDA		25.8	2.1
	<i>Change in Inventory</i>	-28.4	-31.6
	<i>Change in Trade Receivables</i>	-24.5	10.9
	<i>Change in Trade Payables</i>	74.8	30.0
	<i>Change in Other Assets/ Liabilities</i>	-5.0	-3.9
Change in Working Capital		16.8	5.5
Income Taxes & Employee Benefits Paid		-0.1	-3.9
CAPEX, net		-26.9	-35.2
Other investing activities (Acq., Disp., Min. Buy-Out and SC Increases)		0.0	-165.4
Net Financial Income		1.4	-1.2
FCF		17.1	-198.1
FCF excluding minority buy-out and other investing activities		17.1	-32.7

Net Financial Debt & Financing

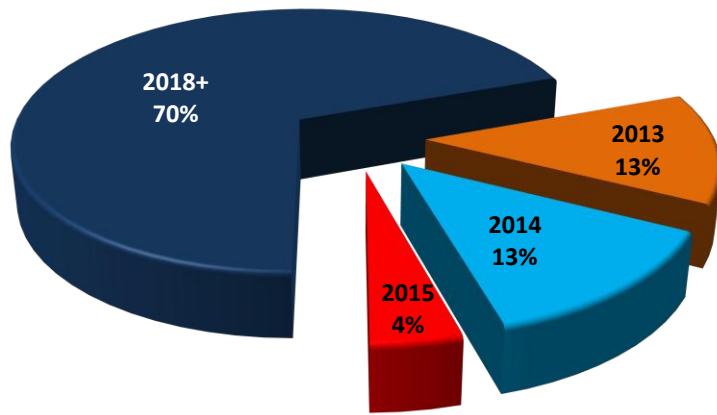
Turkey Beer Operations

- Cash & cash equivalents at 542.8 m TRL - Net debt position of 731.8 m TRL

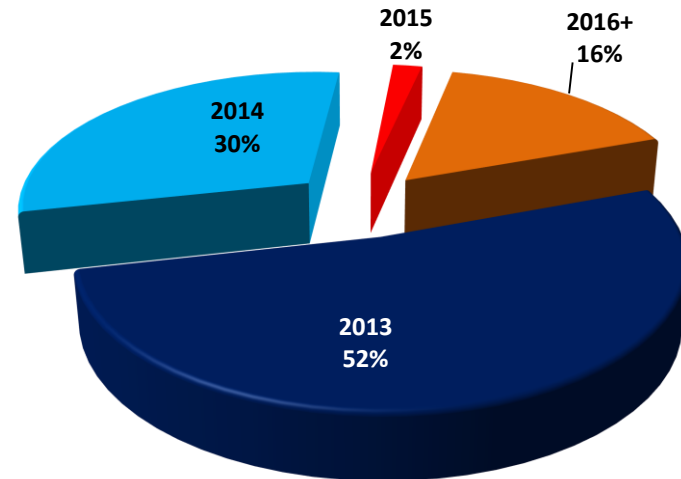
Efes Breweries International

- Consolidated gross debt at US\$ 273.9 m
- Cash & cash equivalents at US\$ 112.7 m - Net debt position at US\$ 161.1 m

Turkey Beer-Maturity Breakdown



EBI-Maturity Breakdown



CLOSING REMARKS

by **Alejandro Jimenez**

BEER OPERATIONS' FY2013 OUTLOOK

Current trend of the beer markets in Turkey and Russia are behind the ones on which our full year guidance was based on;

- In **Turkey**, our first quarter results were slightly below our estimates due to the adverse market conditions also affected by competitive pressures and unfavorable weather, while the same trend continued in April as well
- In **Russia**, assumptions of the 2013 outlook are also under pressure due to;
 - Regulatory issues, i.e. full realization of the dark market environment, the full impact of kiosk ban, restrictions on beer selling hours, higher excise taxes etc.
 - Pricing environment as price competition has intensified particularly in modern trade.
 - Lower than expected economic growth since the beginning of the year

Consequently, we no longer expect to meet the previously provided 2013 guidance for both operations, while we believe it would be more appropriate to revise the outlook after seeing 1H performance as the first quarter of the year may not be a good indicator for the full year performance...

? QUESTIONS PLEASE ?