

Anadolu Efes Investor Presentation



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.



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

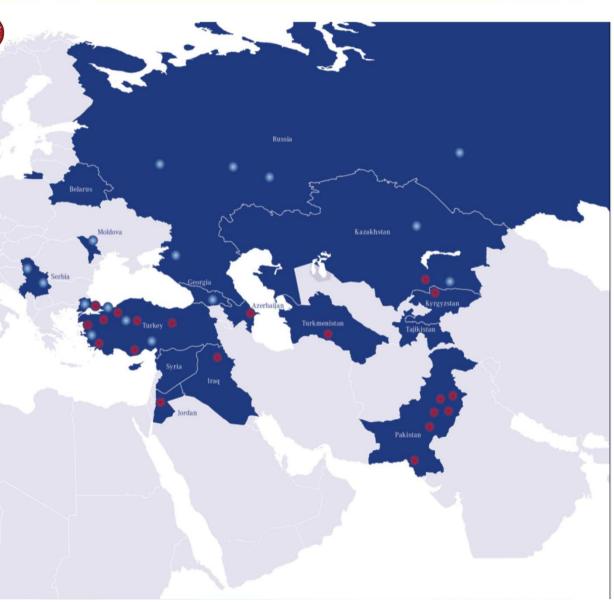
* Does not include Serbian operations, where EBI currently has 28% shareholding

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

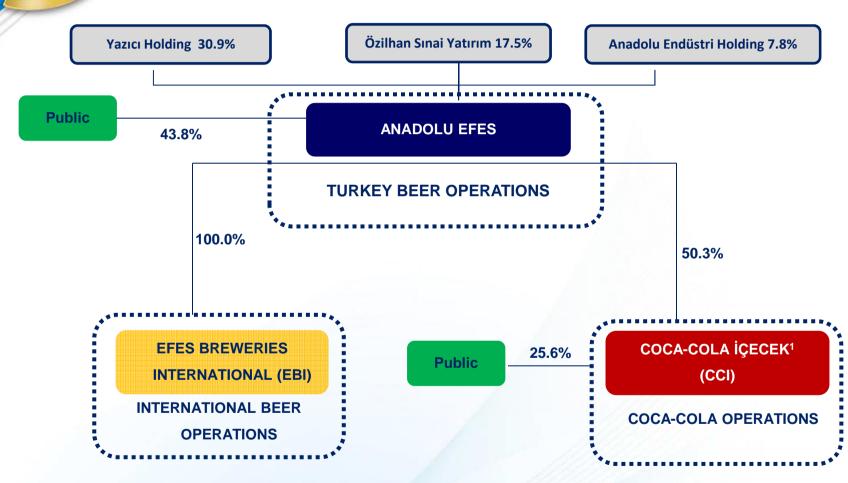
20 bottling plants in 10 countries

978 million unit case capacity

3



Anadolu Efes' Structure





^{(1) 20%} held by TCCEC (The Coca-Cola Export Corporation) and 4% by Özgörkey Holding.

* Only the major subsidiaries of the Group are presented



Rapidly Growing Beverage Company





Operating Markets



TURKEY

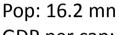


Pop: 73.7 mn

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

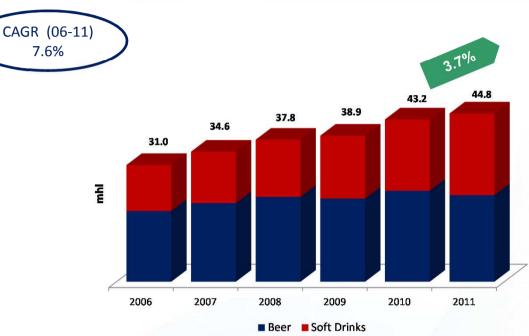
Pop: 31.4 mn

GDP per cap: \$2,626

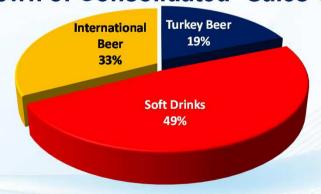




Consolidated Sales Volume Development



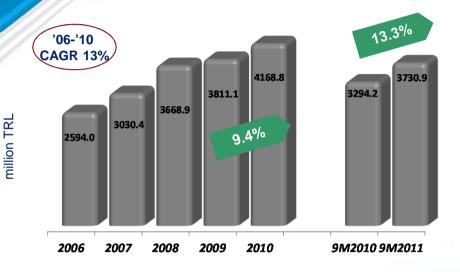
Breakdown of Consolidated* Sales Volume-2011

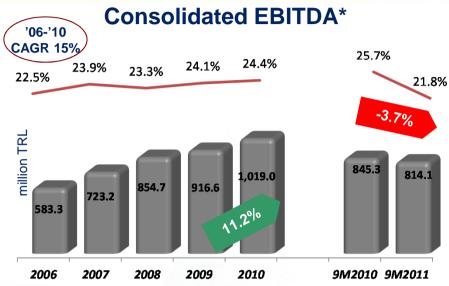




Consolidated Financial Performance

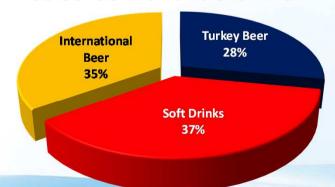
Consolidated Net Sales Revenue*



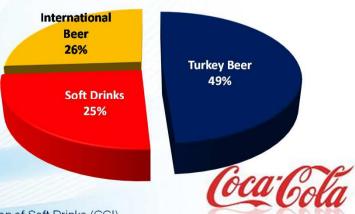


*Full year EBITDA is as previously reported, not restated as per CMB's new reporting format.

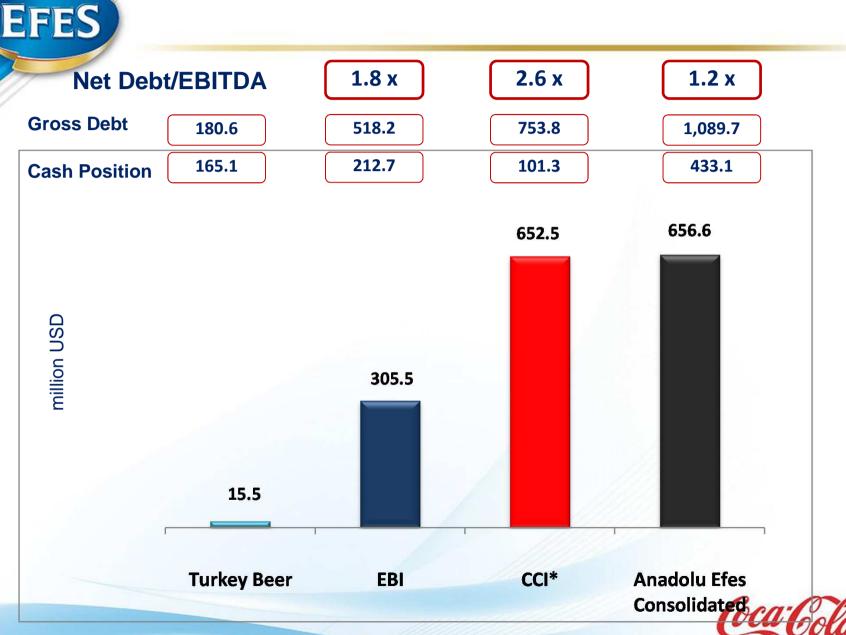
Breakdown of Consolidated* Net Sales Revenue-9M2011



Breakdown of Consolidated* EBITDA-9M2011

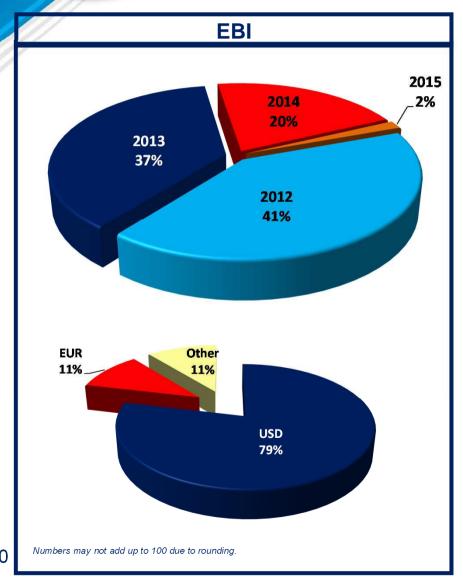


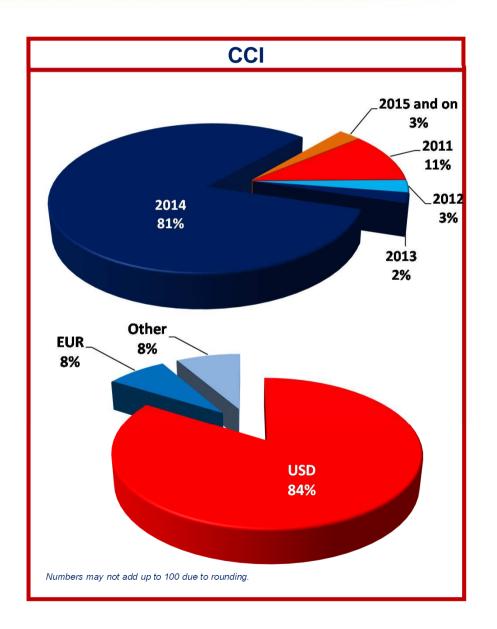
Net Financial Indebtedness





Debt Maturity & Currency Breakdown

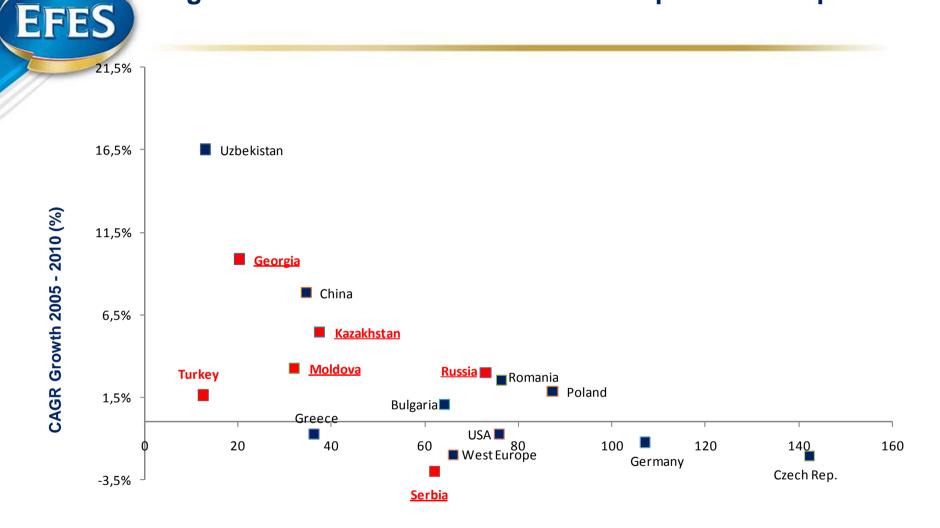






Beer Operations

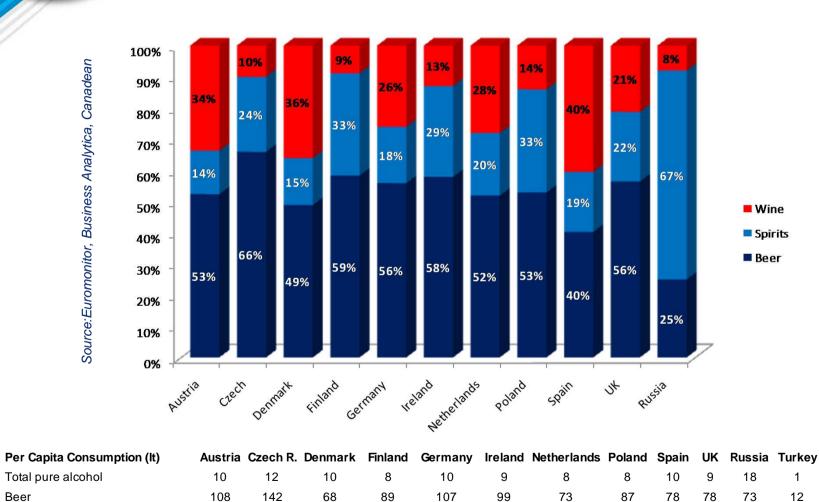
High Growth Beer Markets- Low Per Capita Consumption



Per Capita Consumption (It)



Breakdown of Pure Alcohol Consumption

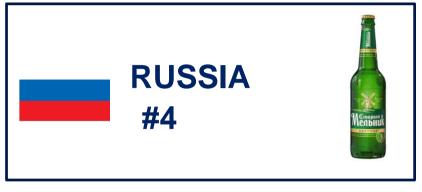


Beer



Strong Positions and Brands











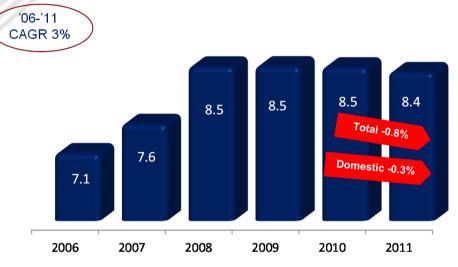


Turkey Beer Operations



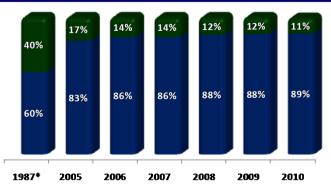
A Leading Position in the Turkish Beer Market Steadily Growing and Increasing Market Share

Sustainable Volume Growth*



*Sales volume including exports

Market Share Development



16 Source: Nielsen
* Company estimate

■ Efes
■ Other

➤In Turkey beer operations, total sales volume increased by 1.4% to 2.0mhl in 4Q2011 over 4Q2010

➤ Despite;

- simultaneously introduced average price increase of 14% with the most recent excise tax hike of 20% effective as of October 13, 2011
- high base of 4Q2010

we were able to report higher volumes in the quarter compared to the same period of 2010.



Off-Premise Development Initiatives

Before



Before



After



After



Off-Premise Development Initiatives

Before

EFES



Inside



After



Inside



On-Premise Development Initiatives



EFES



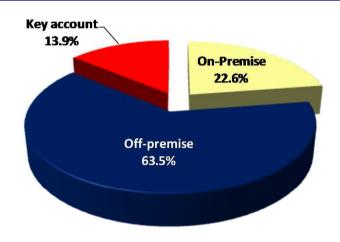




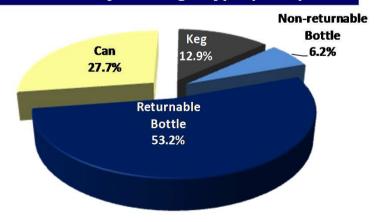


Turkish Beer Market – Fundamentals & Dynamics

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





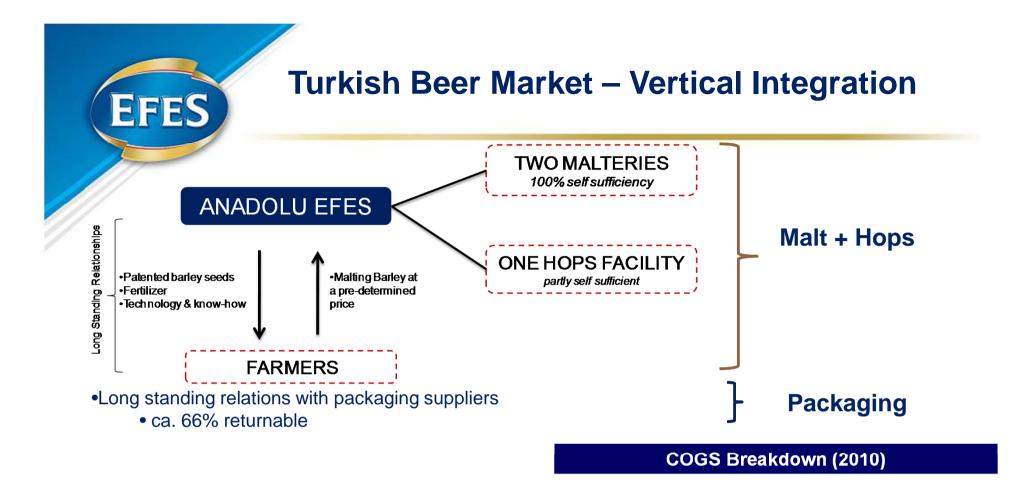
Unmatched Brand Equity

TURKEY

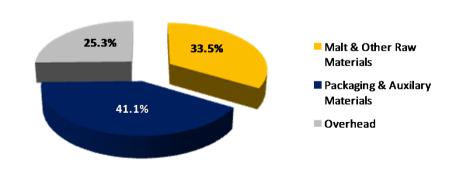
Top Brands – % of spending

Total Trade % Source: The Nielsen Company YTD September 2011 1. Winston (tobacco) 6.2 2. Marlboro (tobacco) 4.8 3. Parliament (tobacco) 4.4 Lark (tobacco) 4.0 5. EFES PILSEN 3.6 6. L&M (tobacco) 3.0 7. Muratti (tobacco) 2.5 8. Viceroy (tobacco) 2.2 9. Coca-Cola 2.2 10. Tekel 2001 (tobacco) 2.1

Food & Beverage		%
1.	EFES PILSEN	7.4
2.	Coca-Cola	4.5
3.	Eti	3.8
4.	Ulker	3.6
5 .	Yeni Rakı	3.4
6.	Pınar	2.8
7.	Caykur	2.4
8.	Sutas	2.0
9.	Fanta	1.4
10.	lcim	1.2
11.	Сарру	1.0



Vertical integration is a key factor in efficient production cost management



2006

2007

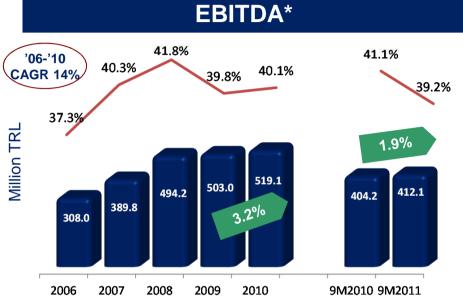
2008

Turkey Beer Operations' Financial Performance

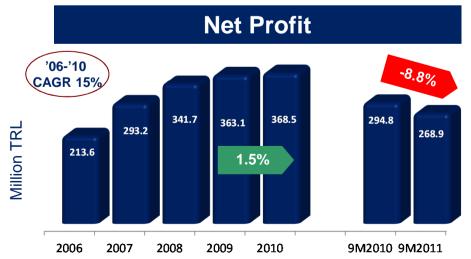


2009

2010



*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.



9M2010 9M2011



FY2011 OUTLOOK TURKEY BEER OPERATIONS

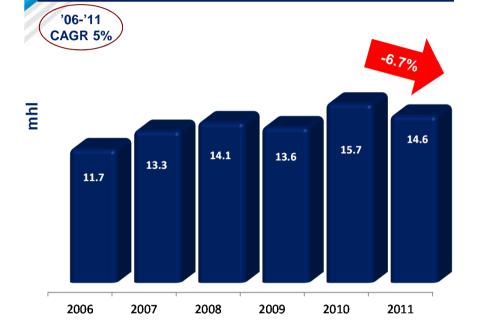
- We more than covered the most recent excise tax hike of 20% effective as of October 13 through a simultaneously introduced average price increase of 14%
- As the last quarter contribute a small portion in total sales volumes, we do not see a major change for our 2011 full-year guidance
- We maintain our guidance of low-single digit decline in domestic sales volume
- We also stick to our previous margin outlook for 2011;
 - Flat gross profit margin supported by higher beer prices on a per liter basis and moderate increases in input costs
 - Slight contraction in EBITDA margin led by lower volumes



International Beer Operations

Volume Development In International Markets

Volume Development

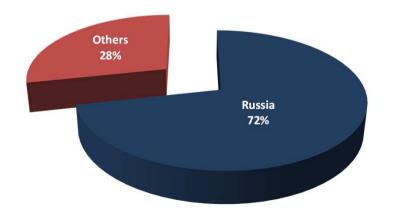


EBI's consolidated sales volume reported as 14.6 mhl in FY2011, down 6.7% compared to FY2010.

In the last quarter of 2011, EBI's consolidated sales volume decreased by 12.3% to 2.8mhl over the same quarter of 2010 due to;

- √ continued softness in Russian volumes
- ✓ high base of last year

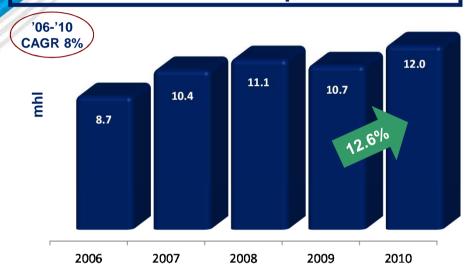
Breakdown of Sales Volume – 2011





Volume Development In Russia

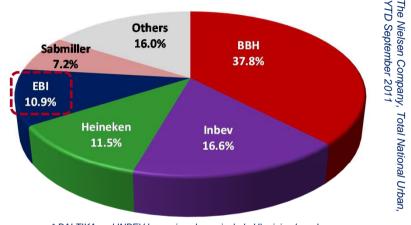
Volume Development



According to the Nielsen Company, beer market sales volumes in Urban Russia declined by;

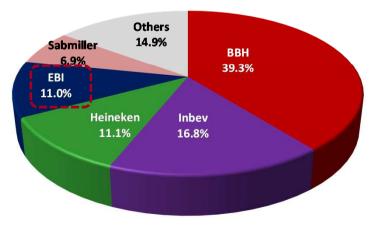
- >7% in the third quarter of 2011 versus the same period of 2010
- >3% in the nine month period of 2011 versus the same period of 2010
- ➤Our market share in Russia remained almost flat at 10.9% in 9M2011¹, compared to both 9M2010 and 1H2011

Market Share by Volume – 9M2011



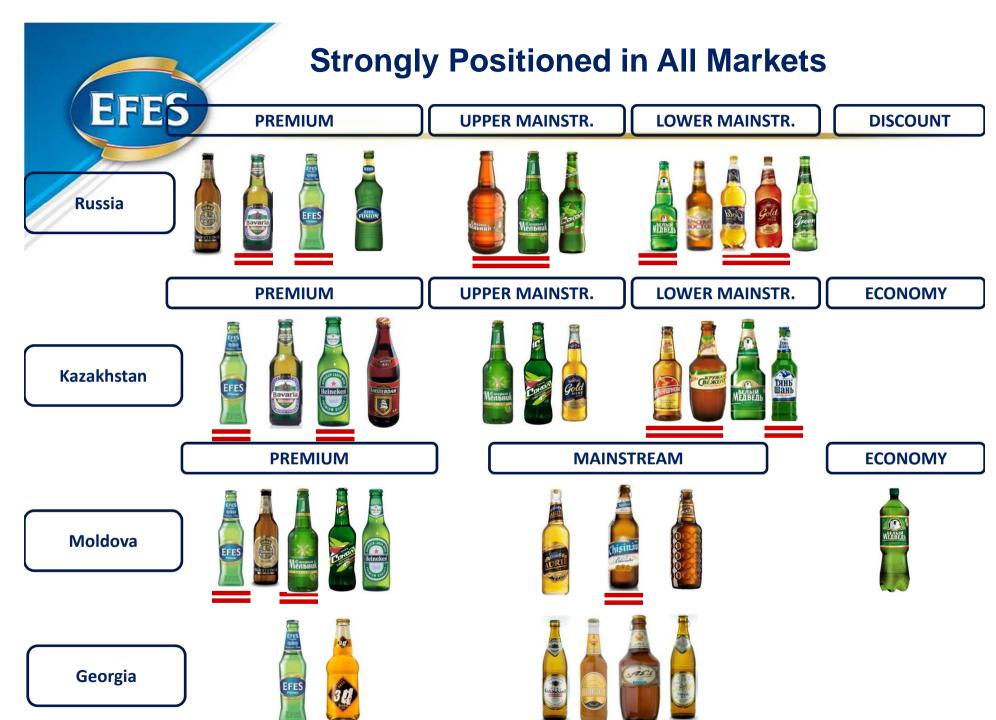
* BALTIKA and INBEV breweries shares include Ukrainian brands

Market Share by Volume – 9M2010



The Nielsen Company, Total National Urban, YTD september 2010

Numbers may not add up to 100 due to rounding.



Russian Beer Market – Fundamentals & Dynamics **EFES**

Outlet Split (2010)

Open Markets 2% Hyper/ Supermarkets **Food Stores** 15% 50% Kiosks 16% **Minimarkets** 12% **Pavillions** 5%

Market Segment Development

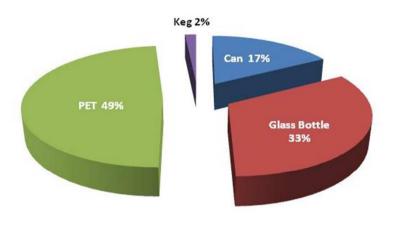
3.5% 3.2% 4.3% 3.7% 6.4% 21.0% 22.2% 22.7% 21.7% 24.6% 23.8% 21.5% 41.3% 39.8% 44.4% 44.5% 40.1% 42.1% 46.0%

FY2006 FY2007 FY2008 FY2009 FY2010 9M2010 9M2011

24.0%

23.7%

Packaging Split (2010)



Numbers may not add up to 100 due to rounding.

27.5%

24.4%

29.5%

24.3%

21.3%

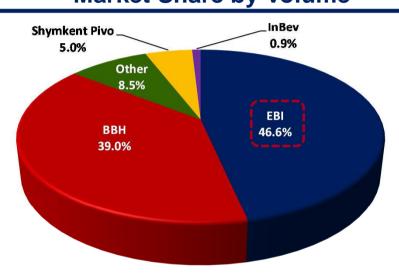


Other Operating Countries

Market Share by Volume

Kazakhstan

- #1 brewer
- Capacity: 2.4 mhl



The Nielsen Company, YTD September 2011

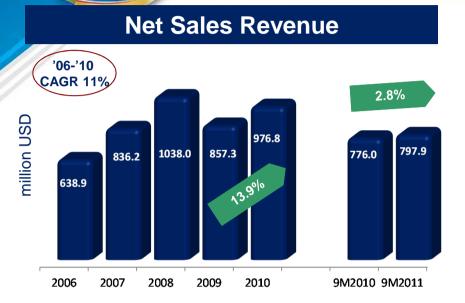
Moldova

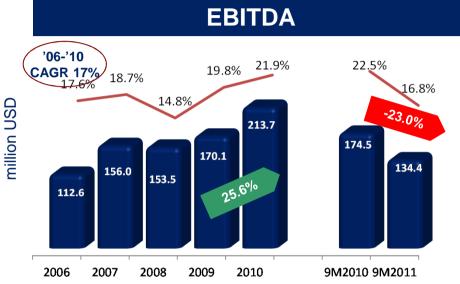
- #1 brewer
- Capacity: 1.4 mhl

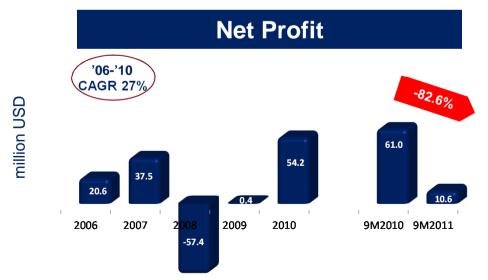
Georgia

- #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

International Beer Operations Financial Performance







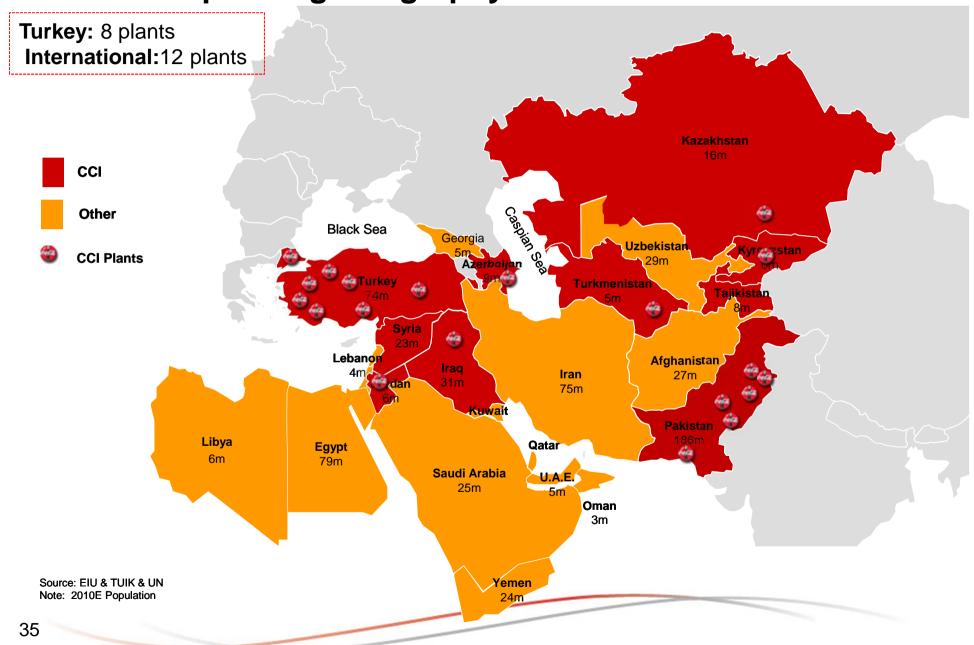
FY2011 OUTLOOK

INTERNATIONAL BEER OPERATIONS

- Beer demand came under pressure in our largest market Russia since the beginning of 2011 mainly due to;
 - higher price points
 - unfavorable weather conditions during the season
- ➤ We expect the Russian beer market to continue to be weaker in the remaining part of 2011, leading to a low single digit decline in Russian beer market and mid single digit decline in our international beer volumes in 2011
- Although we still expect net sales revenues in international operations to grow in absolute terms, our gross profit and EBITDA is set to decline, both in absolute terms and margins, due to;
 - cost pressures
 - higher excise taxes
 - phased pricing
 - continued discounts
- As a result, we maintain our estimate for the second half of the year which points out a slightly higher decline in gross and EBITDA margins compared to the first half of the year and we expect a performance in line with this forecast in the last quarter

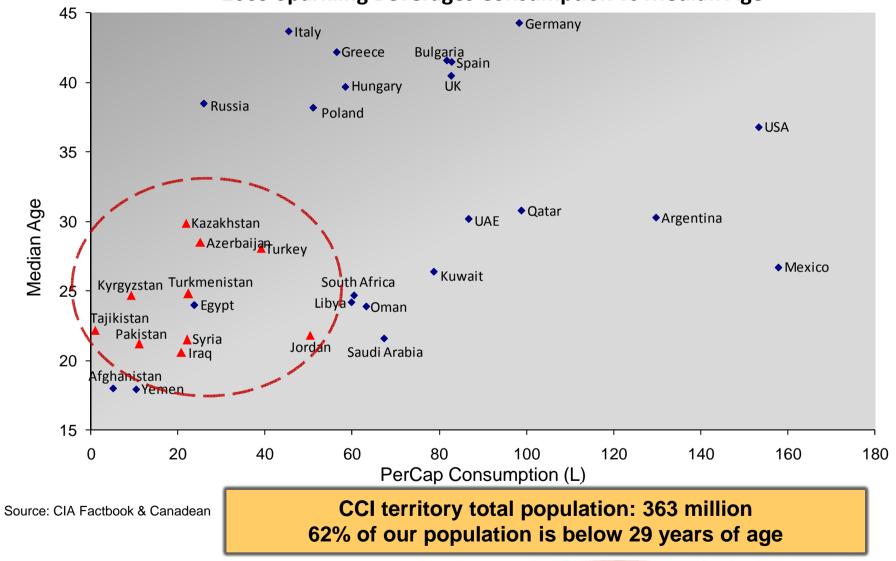


Operating Geography Soft Drinks Business



Future Opportunities

2009 Sparkling Beverages Consumption vs Median Age



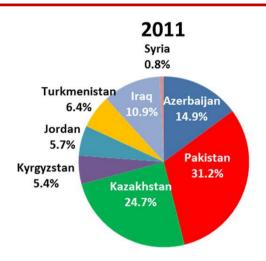
Country Data

		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	-	-	-

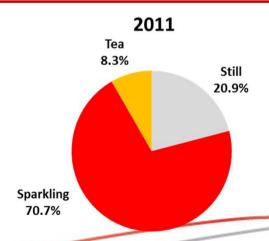
Sources: IMF, EIU, UN Estimate, TCCC, Nielsen *MEMRB ** IMF

Geographic and Category Split of Business

Volume split (uc) – International Operations

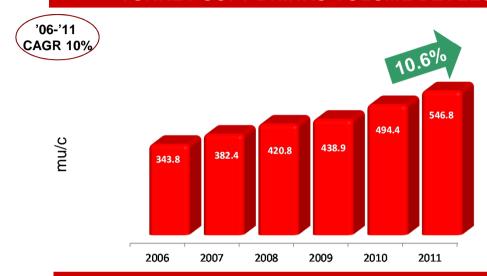


Volume split (uc) - Consolidated

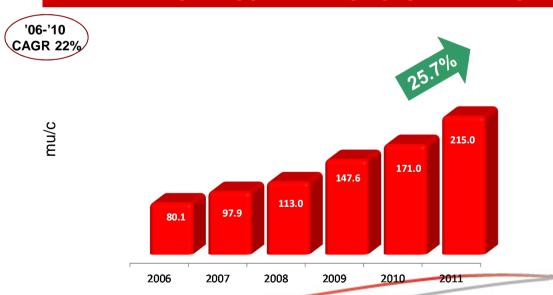


Dynamic Growth in All Markets

TURKEY SOFT DRINKS VOLUME DEVELOPMENT

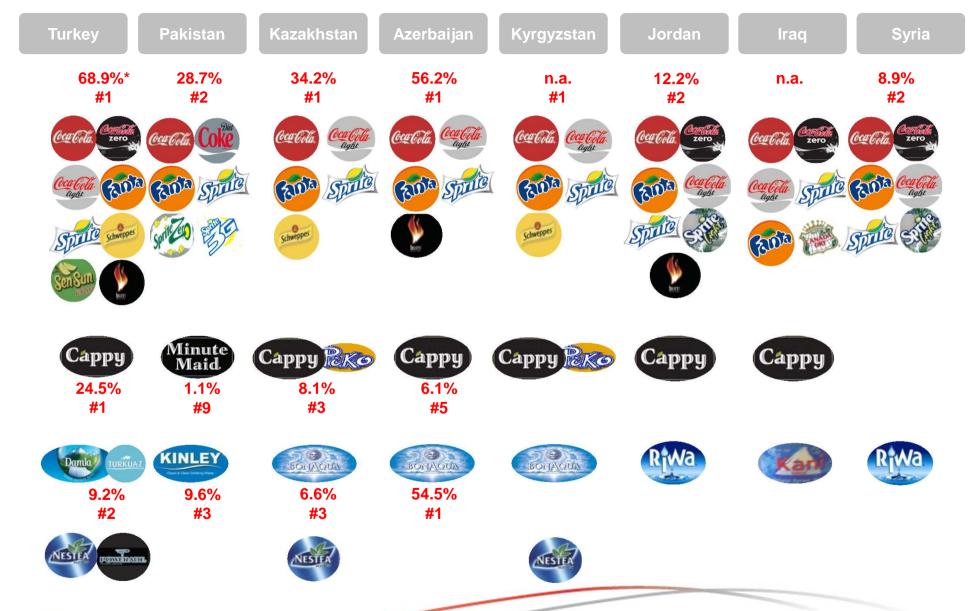


INTERNATIONAL SOFT DRINKS VOLUME DEVELOPMENT

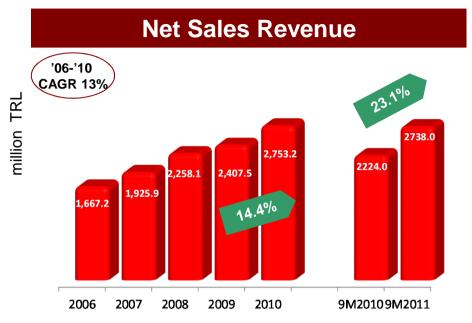


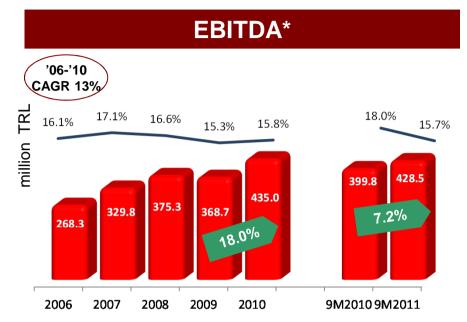


Leading Brands and Market Positions

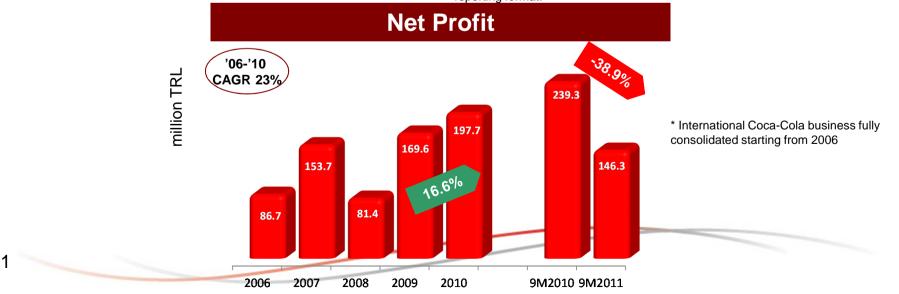


Soft Drink Operations' Financial Performance*





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



Thank You!



Questions Please ...



Appendix



ANADOLU EFES

Consolidated Income Statements For the Nine-Month Period Ended 30.09.2010 and 30.09.2011

Prepared In Accordance with IFRS as per CMB Regulations

(million TRL)

	2010/9	2011/9
SALES VOLUME (million hectoliters)	34.3	36.0
SALES	3,294.2	3,730.9
Cost of Sales (-)	(1,613.7)	(1,934.3)
GROSS PROFIT FROM OPERATIONS	1,680.5	1,796.6
Marketting, Selling and Distribution Expenses (-)	(793.6)	(930.6)
General and Administrative Expenses (-)	(260.9)	(299.3)
Other Operating Income	13.5	24.8
Other Operating Expense (-)	(26.0)	(30.9)
PROFIT FROM OPERATIONS	613.5	560.7
Loss from Associates	(5.0)	(5.1)
Financial Income	201.5	150.1
Financial Expense (-)	(191.0)	(269.3)
PROFIT BEFORE TAX FROM CONTINUING OPERATIONS	619.1	436.4
Continuing Operations Tax Expense (-)	(122.4)	(95.3)
PROFIT FOR THE PERIOD	496.6	341.2
Attributable to:		
Minority Interest	14.1	14.7
Net Income Attributable to Equity Holders of the Parent	482.6	326.4
EBITDA	845.3	814.1

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.





Cash & Cash Equivalents

Financial Investments

Trade Receivables

ANADOLU EFES

2011/9

773.6 25.7

717.3

Consolidated Balance Sheets as of 30.09.2011 and 31.12.2010 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

Short-term Borrowings

Due to Related Parties

Trade Payables

Total Assets	5,588.8	6,457.7	Total Liabilities and Shareholders' Equity	5,588.8	6,457.7
Total Non-Current Assets	3,448.0	4,074.3	Total Equity	2,815.0	3,163.3
Other Non-Current Assets	69.5	88.3			
Deferred Tax Assets	40.0	54.6	Total Non-Current Liabilities	1,016.6	1,651.9
Goodwill	871.1	969.1			
Intangible Assets	361.9	437.5	Other Latonices).1	10.5
Property, Plant and Equipment	2,043.8	2,469.1	Other Liabilities	9.7	16.5
Investments in Associates Biological Assets	21.4 1.5	20.2 4.8	Provision for Employee Benefits Deferred Tax Liability	51.3 42.8	52.3 39.8
Investments in Securities	37.5	28.8	Other Payables	144.4	164.2
Other Receivables	1.3	1.9	Long-term Borrowings	768.4	1,379.1
Total Current Assets	2,140.8	2,383.4	Total Current Liabilities	1,757.2	1,642.6
			# 100 CCC		
Other Current Assets	152.0	222.7	Other Liabilities	169.3	231.5
Inventories	467.9	628.5	Provisions	23.7	50.4
Other Receivables	7.9	15.5	Provision for Corporate Tax	15.3	25.7
Due from Related Parties	0.3	0.1	Other Payables	290.8	371.1

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: "Financial Investments" in Current Assets mainly includes the time deposits with a maturity more than three months.

2010/12

939.3

55.1

518.3



2010/12

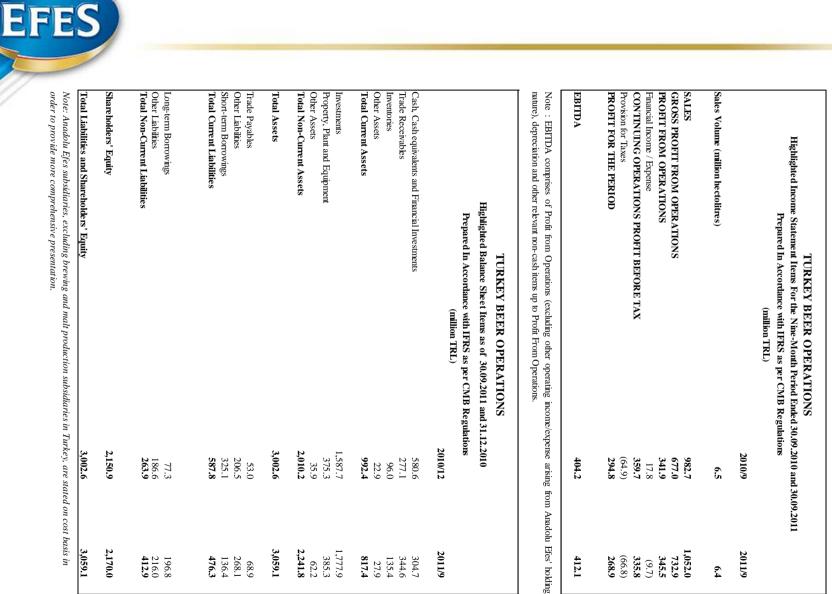
253.3

2011/9

631.8

325.4

6.7



2011/9

304.7 344.6 135.4 27.9 **817.4**

1,052.0 732.9 345.5 (9.7) 335.8 (66.8) 268.9

412.1

2011/9

6.4

62.2 **2,241.8** 1,777.9 385.3

3,059.1

68.9 268.1 136.4 **476.3**

3,059.1 2,170.0

196.8 216.0 **412.9**

INTERNATIONAL BEER OPERATIONS (EBI)
Highlighted Income Statement Items For the Nine-Month Period Ended 30.09.2010 and 30.09.2011
Prepared In Accordance with IFRS
(million USD)

134.4	174.5	EBITDA
9.2 10.6	Minority Interest Equity Holders of the Parent Company 61.0	Minority Interest Equity Holders o
(5.2) 19.8	(17.6) T AFTER TAX 69.1	Income Tax (LOSS)/PROFIT AFTER TAX Attributoble to
25.0	TAX	Financial Income / (Expense) (LOSS)/PROFIT BEFORE
797.9 343.3		NET SALES GROSS PROFIT
11.8	hectoliters) 12.5	Volume (million hectoliters)
2011/9	2010/9	

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

1,628.8	1,484.5	Total Liabilities and Shareholders' Equity
854.2	757.4	Total Equity
304.3 9.1 313.3	242.4 12.9 255.3	Long-term Borrowings (including lease obligations) Other Non-Current Liabilities Total Non-Current Liabilities
461.3	471.7	Total Current Liabilities
213.9	225.8	Short-term Borrowings (including current portion of long-term debt and lease obligations)
247.4	246.0	Trade Payables, Due to Related Parties and Other Payables
1,628.8	1,484.5	Total Assets
1,160.9	1,170.1	Total Non-Current Assets
21.8	22.1	Other Non-Current Assets
10.9	13.9	Investments in Associates
441.6	454.1	Intangible Assets (including goodwill)
686.6	680.1	Property, Plant and Equipment
467.8	314.3	Total Current Assets
18.2	27.6	Other Current Assets
161.9	164.7	Inventories
74.7	55.8	Trade Receivables
212.7	66.0	Cash and Cash Equivalents
2011/9	2010/12	
		Prepared In Accordance with IFRS (million USD)
	and 31.12.2010	INTERNATIONAL BEER OPERATIONS (EBI) Highlighted Balance Sheet Items as of 30.09.2011 and 31.12.2010

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

EFES



SOFT DRINK OPERATIONS (CCI) Highlighted Income Statement Items For the Nine-Month Period Ended 30.09.2010 and 30.09.2011 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

	2010/9	2011/9
Sales Volume(million Unit Case)	535.3	621.1
Sales (net)	2,224.0	2,738.0
Cost of Sales	(1,371.7)	(1,730.3)
GROSS PROFIT	852.3	1007.7
Operating Expenses	(559.2)	(700.6)
Other Operating Income / (Expense) (net)	(6.9)	5.4
EBIT	286.2	312.4
Gain / (Loss) from Associates	0.0	0.0
Financial Income / (Expense) (net)	16.6	(125.9)
INCOME BEFORE MINORITY INTEREST & TAX	302.8	186.5
Income Taxes	(62.6)	(39.8)
IN COME BEFORE MINORITY INTEREST	240.2	146.7
Attrbutable to,		
Minority Interest	0.9	0.4
Net Income attributable to Shareholders	239.3	146.3
EBITDA	399.8	428.5

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

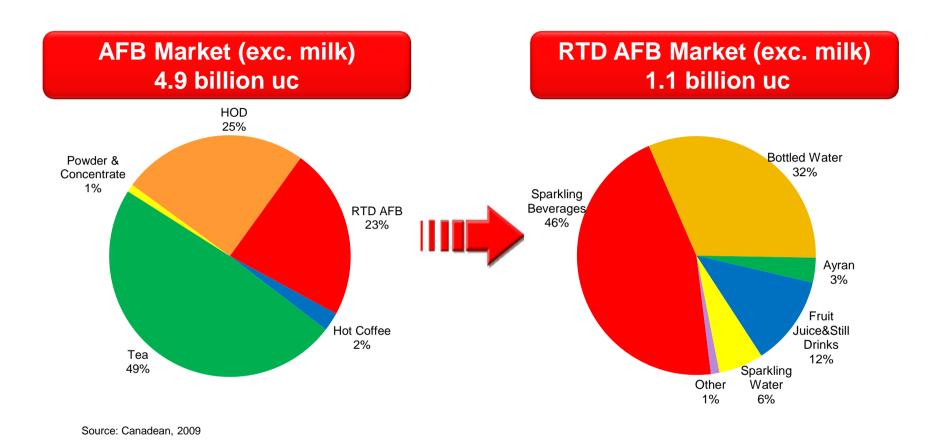
Note 2: Figures for CCI are obtained from consolidated financial results prepared in accordance with IFRS as per CMB regulations.

3,560.4	3,014.0	Total Liabilities and Shareholders' Equity
1,660.3	1,435.0	Total Equity
1,289.6	698.4	Total Non-Current Liabilities
43.4	41.1	Deffered Tax Liabilities
33.3	35.7	Provisions for Employee Benefits
610.5	880.6	Total Current Liabilities
29.4	12.4	Other Current Liabilities
22.5	14.4	Provisions for Employee Benefits
14.1	1.0	Provision for Corporate Tax
106.3	80.9	Other Payables
178.1	627.7	Short-term Borrowings
3,560.4	3,014.0	Total Assets
2,227.4	1,720.2	Total Non-current Assets
42.9	54.5	Other Non- Current Assets
6.0	2.5	Deffered Tax Assets
579.6	459.4	Intangible Assets (including goodwill)
1,596.7	1,203.0	Property, Plant and Equipment
0.0	0.0	Investment in Associate
1,333.0	1,293.8	Total Current Assets
316.8	166.6	Other Current Assets
11.3	4.8	Other Receivables
357.2	223.7	Inventory (net)
460.7	300.0	Trade Receivables and Due from Related Parties (net)
11.1	107.1	Investments in Securities
175.9	491.7	Cash and Cash Equivalents
2011/9	2010/12	
		(million TRL)
	MB Regulations	Prepared In Accordance with IFRS as per CMB Regulations
)11 and 31.12.2010	Highlighted Balance Sheet Items as of 30.09.2011 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

