



**ANADOLU EFES**

**9M2024**

**CONFERENCE CALL  
PRESENTATION**

**6 NOVEMBER 2024**



**ANADOLU  
EFES**

# 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.

# Important Disclaimer Regarding TAS29



As stipulated by the decree of the Capital Markets Board, the financial statements for the 9M2024 have been presented in accordance with TAS29 (Turkish Accounting Standard 29: Financial Reporting in Hyperinflationary Economies), and retrospective adjustments have been made for prior periods in alignment with the same standard.

In this presentation, certain financial items and metrics may be presented without inflation adjustment in order to ensure comparability with previous quarters and to facilitate analysis of our performance relative to our 2024 guidance. It is important to note that the financials presented without the impact of TAS 29 are unaudited.

Unless explicitly stated otherwise, all financial information disclosed in this presentation are presented in accordance with TAS 29.



# **GENERAL OVERVIEW & OPERATING ENVIRONMENT**

**ONUR ALTÜRK**  
**CEO & Beer Group President**





# Quarter Mixed with Challenges and Successes...

- 1** 6 consecutive quarters of growth in beer volumes
- 2** Headwinds in soft drink volume performance
- 3** Maintained solid gross profitability
- 4** Dilution in EBITDA margin with rising OPEX
- 5** Consolidated Net Debt to EBITDA(BNRI) of 0.6x\* with net cash position in Beer Group
- 6** FY2024 guidance updated



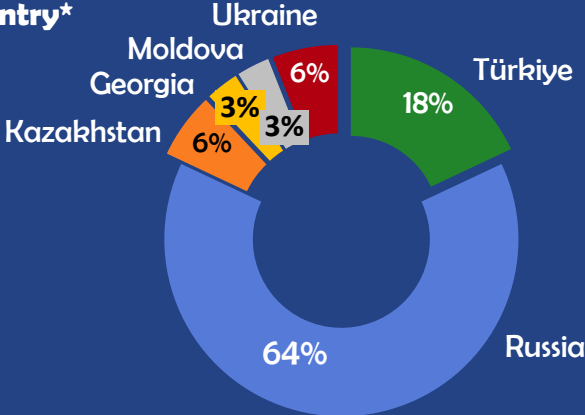


# Steady Increase in Beer Group Volumes...



- **Consolidated beer volume up by 5.7% in 3Q2024**
  - Solid performance in **Russia, Georgia and Moldova**
- **Türkiye beer volume down 1.4%**
- **International beer volume up 7.5%**
  - **Russian** volume up high-single digit
  - **CIS countries'** volume was flat on total

**3Q2024 Volume Breakdown By Country\***



\*Breakdown on combined basis

# Russia



- **Continued growth trend in Russian beer industry**
  - Mid-single digit growth in 3Q\*
- **Our volumes outperformed the industry in 3Q2024**
  - Own growth of high-single digit\*;
    - Intensified marketing efforts by competitors
    - Growth in all segments except value segment
- **Market share gains YTD** in both value and volume terms
- **'ART OF DRINKING'** social campaign ongoing since 2022





- **Total CIS volume stayed flat** in 3Q2024
  - **Moldova** and **Georgia** achieved double digit growth;
    - ✓ Supported by brand activations related to Euro 2024 and the 2024 Olympics
  - Softer performance in **Kazakhstan** impacted by weak industry dynamics

## Türkiye

- **Türkiye volume down** by 1.4% in 3Q2024
- Volume slowdown was expected due to;
  - Portfolio price increase following excise adjustment
  - Weakened consumer purchasing power

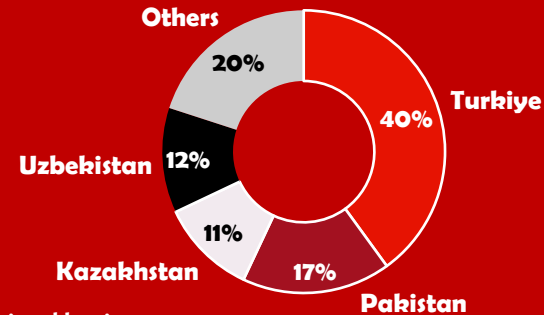


# Soft Drinks



- **Consolidated volume** down 9.2% in 3Q2024;
- **Türkiye volume** down 12.2%
  - Persistent inflationary environment & continued geopolitical issues
  - Lack of minimum wage adjustments
- **International volume** down 7.1%
  - **Iraq & Azerbaijan** continued strong momentum
  - **Pakistan** down 22.9%; suffering from macroeconomic headwinds
  - **Uzbekistan** down by 6.5% ; cycling high base and weakening purchasing power

3Q2024 Volume Breakdown  
By Country\*



\*Breakdown on combined basis

# Strong Top Line Performance in 9M2024...



## Anadolu Efes

## Beer Group

**NET REVENUE**

**3Q**

**TL62.2 mn**  
**(+2.5%)**

**9M**

**TL179.5 mn**  
**(+0.3%)**

**3Q**

**TL25.1 mn**  
**(+27.4%)**

**9M**

**TL69.9 mn**  
**(+9.6%)**

- Strong volume growth in beer group
- Effective pricing
- Favorable mix

**EBITDA BNRI %**

**21.1%**  
**(-152 bps)**

**18.6%**  
**(-116 bps)**

**21.0%**  
**(-539 bps)**

**16.2%**  
**(-417 bps)**

- Increase OPEX per net revenue

**NET INCOME**

**TL5,600 mn**  
**(-TL8,297mn)**

**TL13,616 mn**  
**(-TL10,346mn)**

**TL3,043 mn**  
**(-TL5,220 mn)**

**TL7,566 mn**  
**(-TL6,865 mn)**

- Decline operational profitability
- Negative TAS29 Effect – Lower monetary gain this year

**FREE CASH FLOW**

**TL5,374 mn**  
**(-TL4,620 mn)**

**TL4,830 mn**  
**(-TL8,001 mn)**

**TL4,320 mn**  
**(+TL2,185 mn)**

**TL7,612 mn**  
**(-TL1,142 mn)**

- Increased interest payments
- Higher CAPEX spendings
- Consolidated Net Debt to EBITDA (BNRI) → 0.6x

\* Constant currency rate



# FINANCIAL OVERVIEW

**GÖKÇE YANAŞMAYAN**  
Chief Financial Officer



# Financials



## Anadolu Efes

mTL	3Q2024	Change	9M2024	Change
<b>Sales Revenue</b>	62,195	2.5%	179,536	0.3%
<b>Gross Profit</b>	25,669	5.4%	71,072	5.2%
<b>EBITDA (BNRI)</b>	13,127	-4.4%	33,339	-5.6%
<b>Net Income/(Loss)*</b>	5,600	-59.7%	13,616	-43.2%
<b>Free Cash Flow</b>	5,374	-46.2%	4,830	-62.4%
<b>Gross Profit Margin %</b>	41.3%	113 bps	39.6%	186 bps
<b>EBITDA BNRI Margin %</b>	21.1%	-152 bps	18.6%	-116 bps
<b>Net Income Margin*</b>	9.0%	-1,390 bps	7.6%	-580 bps

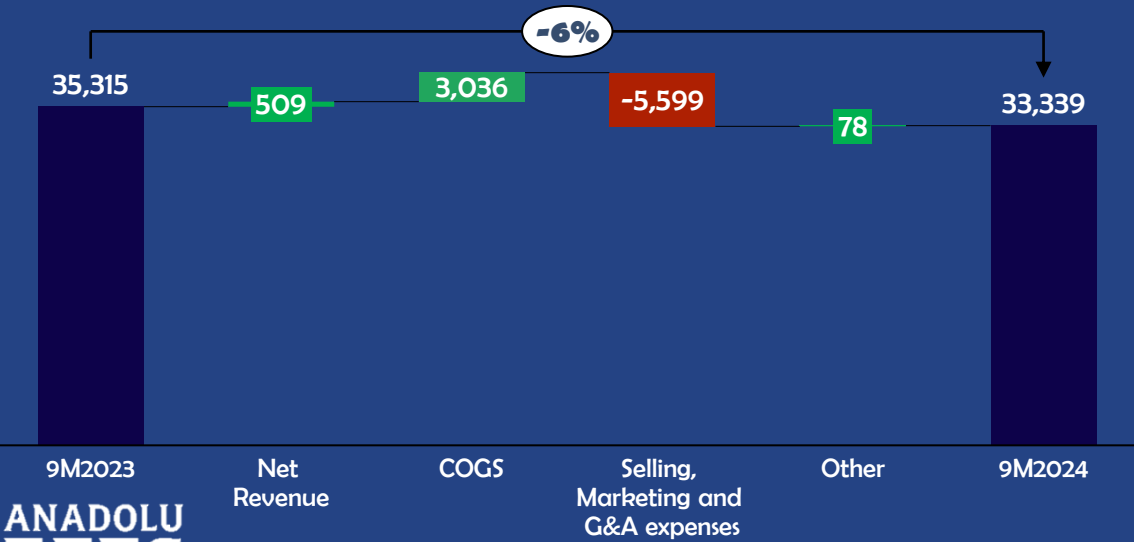
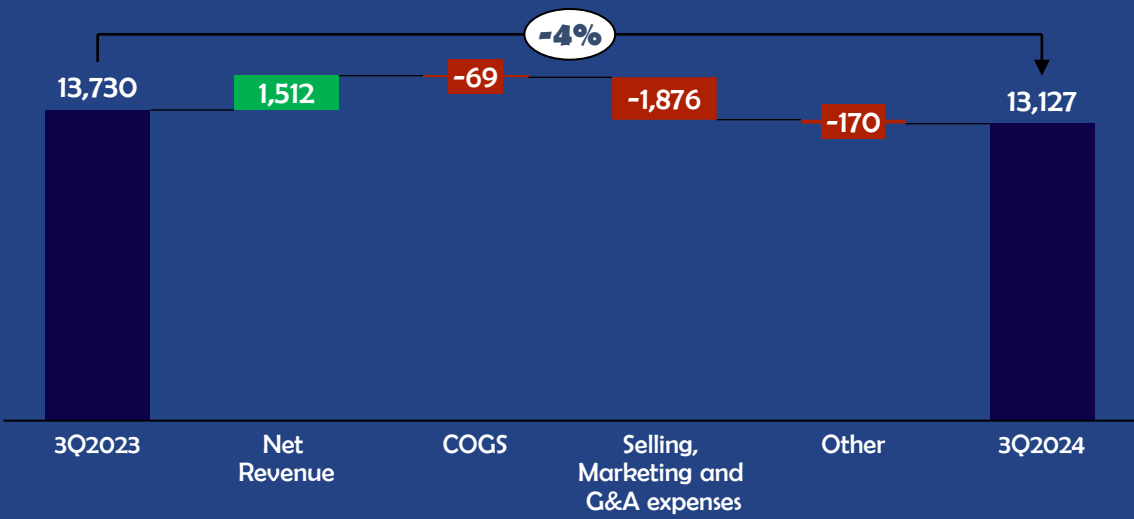
## Beer Group

mTL	3Q2024	Change	9M2024	Change
<b>Sales Revenue</b>	25,063	27.4%	69,862	9.6%
<b>Gross Profit</b>	12,240	20.9%	31,908	8.2%
<b>EBITDA (BNRI)</b>	5,267	1.4%	11,304	-12.9%
<b>Net Income/(Loss)*</b>	3,043	-63.2%	7,566	-47.6%
<b>Free Cash Flow</b>	4,320	102.3%	7,612	-13.0%
<b>Gross Profit Margin %</b>	48.8%	-262 bps	45.7%	-56 bps
<b>EBITDA BNRI Margin %</b>	21.0%	-539 bps	16.2%	-417 bps
<b>Net Income Margin*</b>	12.1%	-2,985 bps	10.8%	-1,180 bps

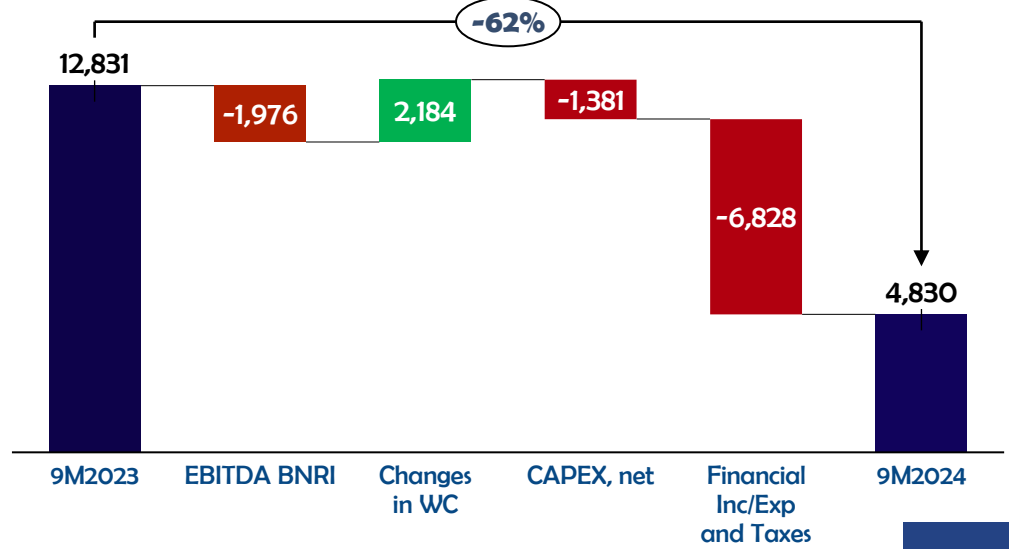
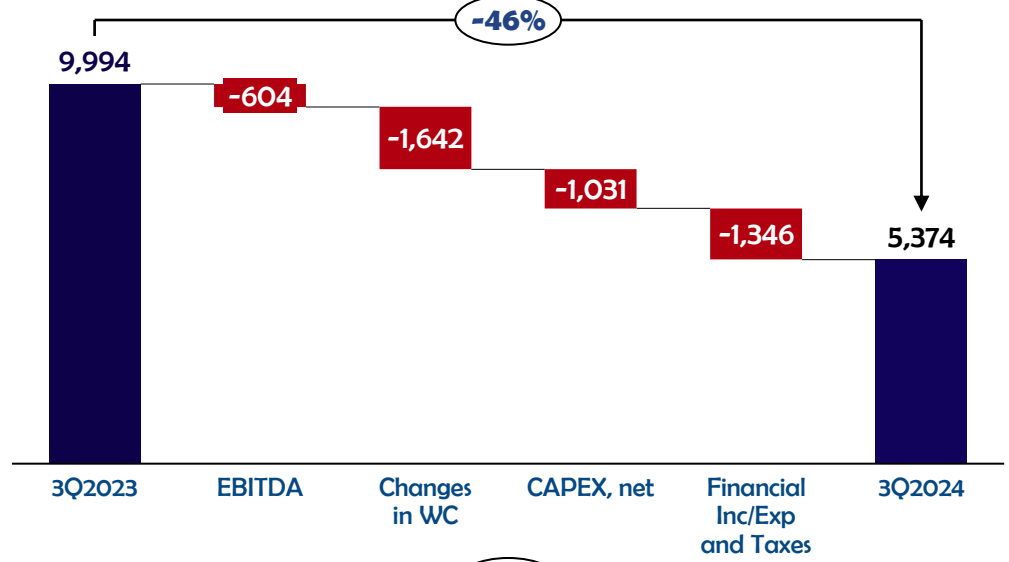


# Anadolu Efes EBITDA (BNRI) & FCF Generation

### EBITDA (BNRI) Bridge mTL



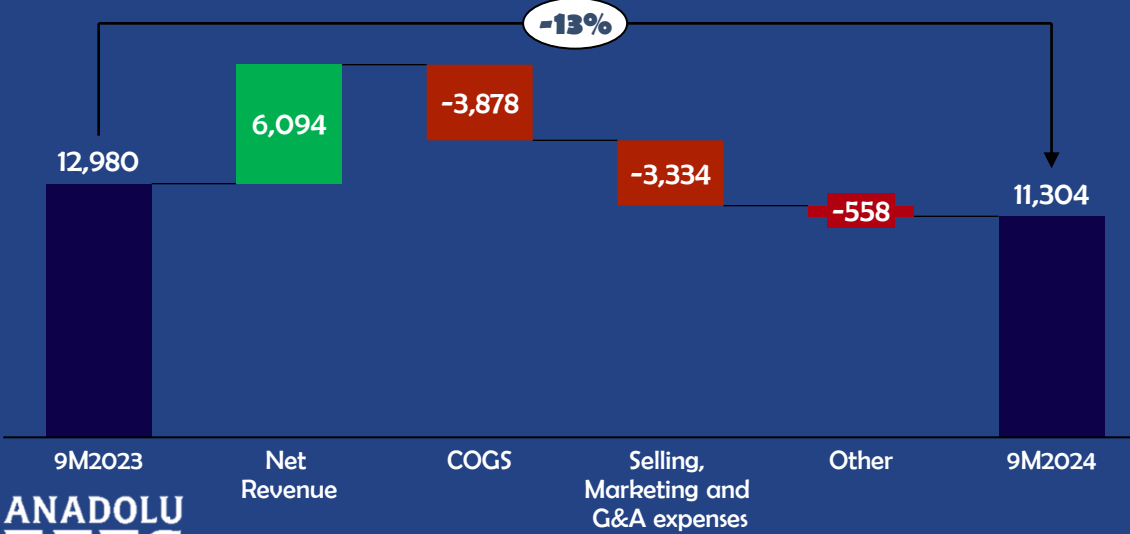
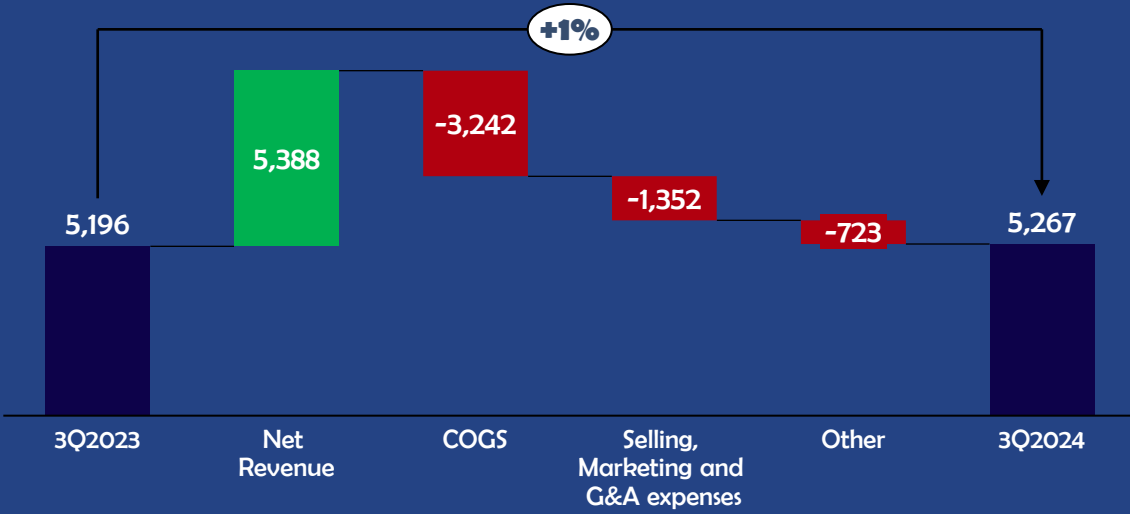
### Free Cash Flow Bridge mTL



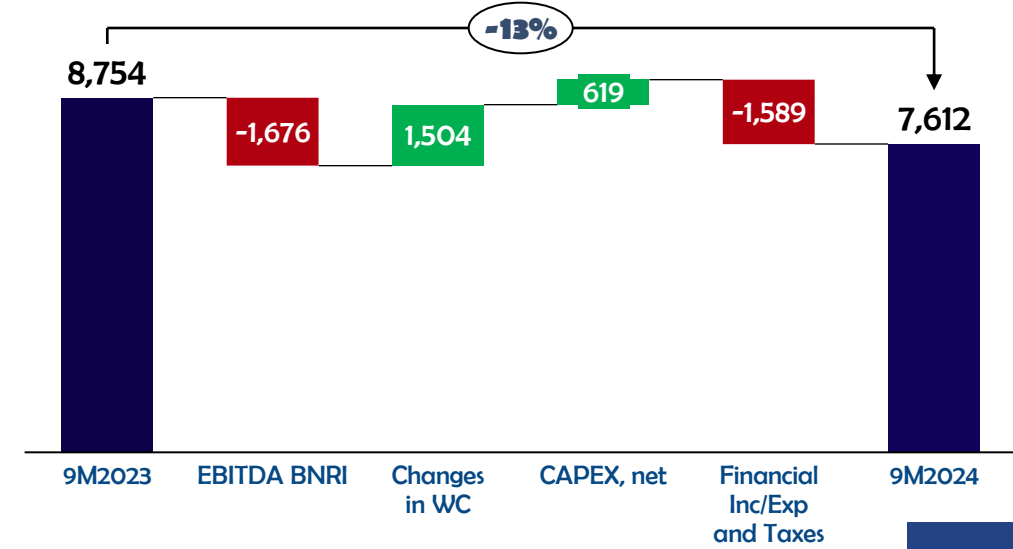
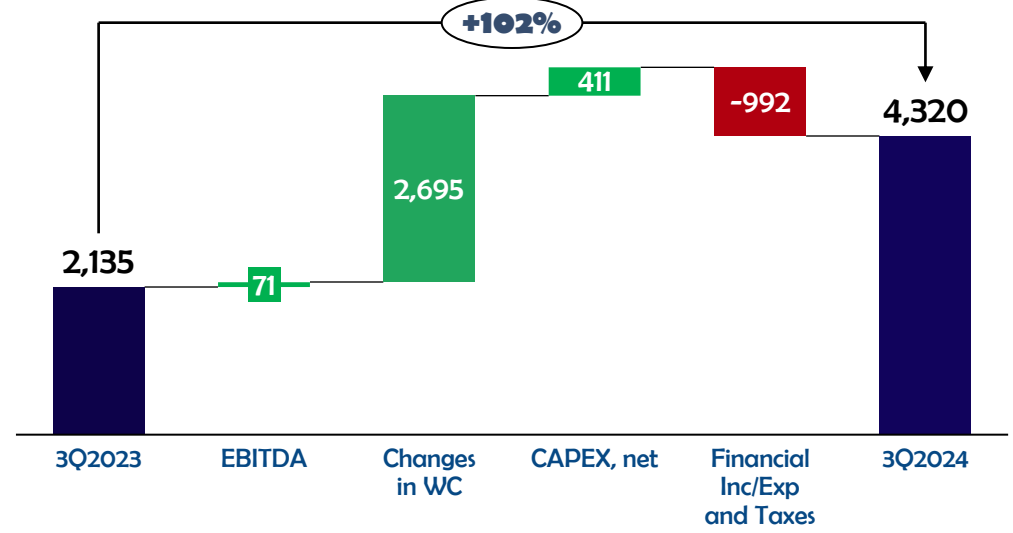


# Beer Group EBITDA (BNRI) & FCF Generation

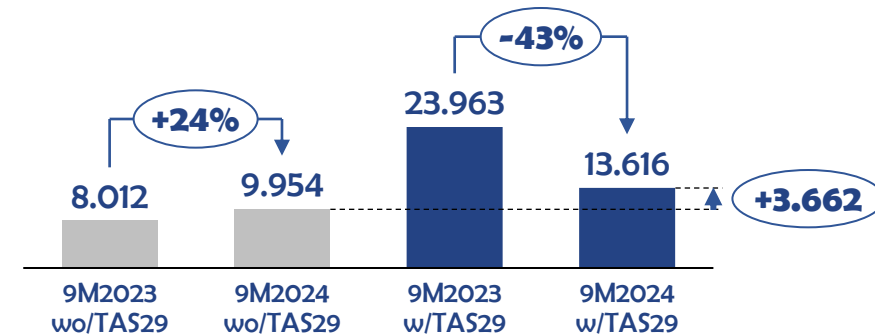
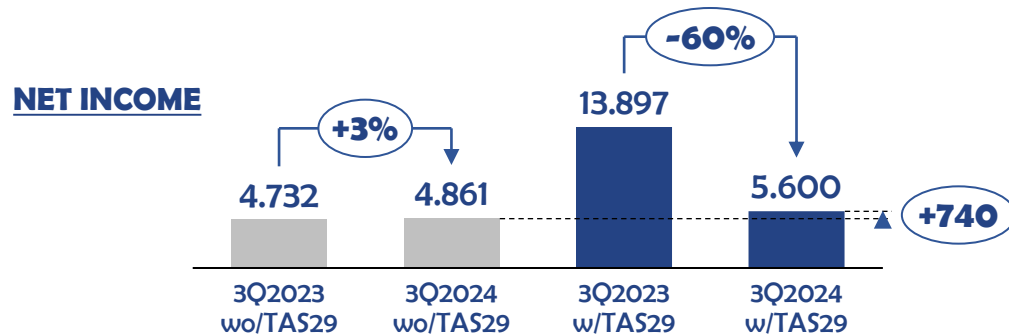
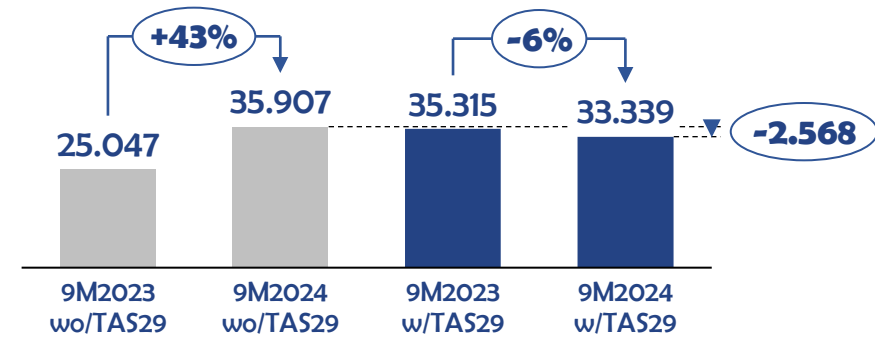
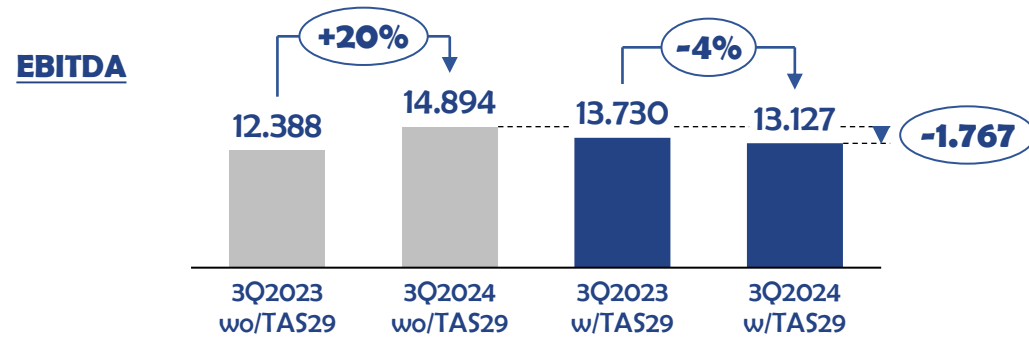
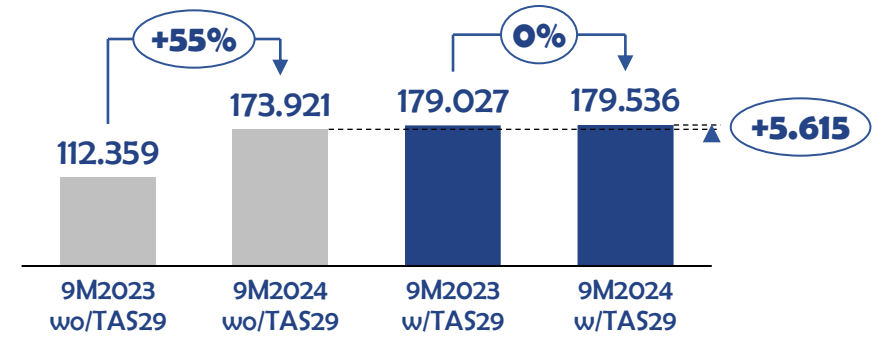
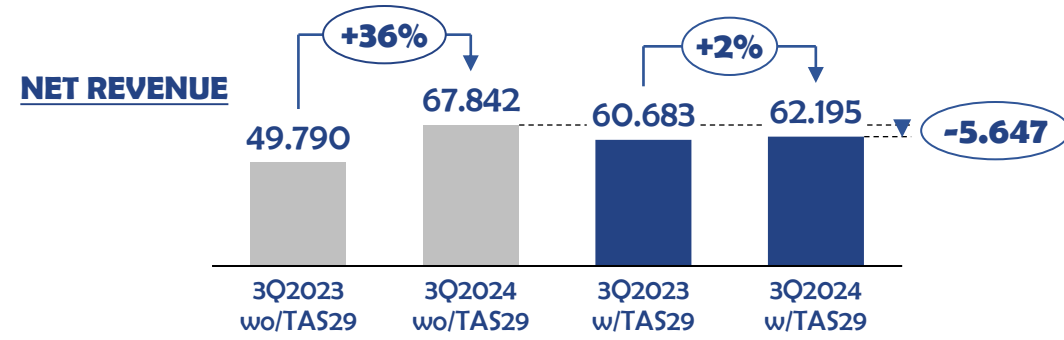
### EBITDA (BNRI) Bridge mTL



### Free Cash Flow Bridge mTL



# Impact of TAS29 – Anadolu Efes

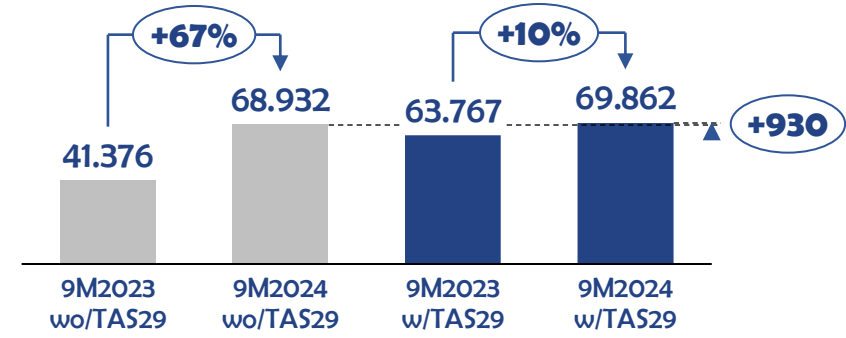
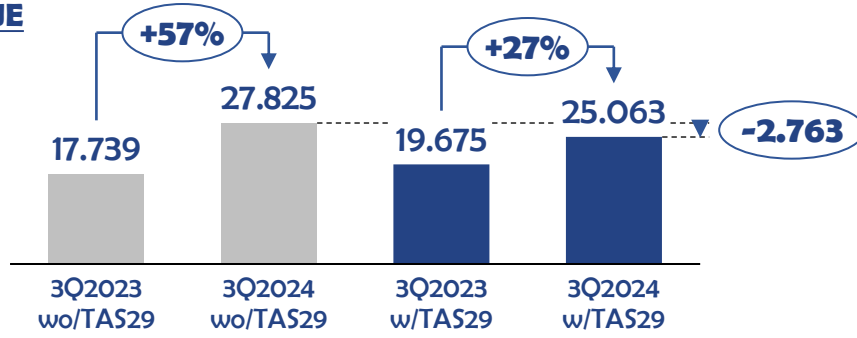


The financial information provided above excludes the impacts of TAS 29 and is presented solely for analysis purposes. These figures are not aligned with Anadolu Efes' financial report for the period 01.01.2024-30.09.2024 and have not undergone an independent audit.

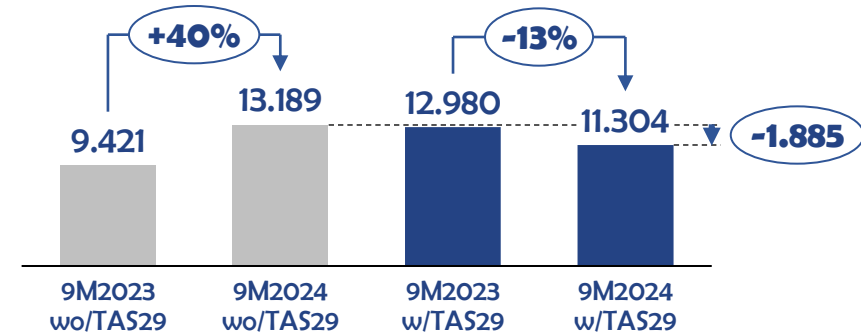
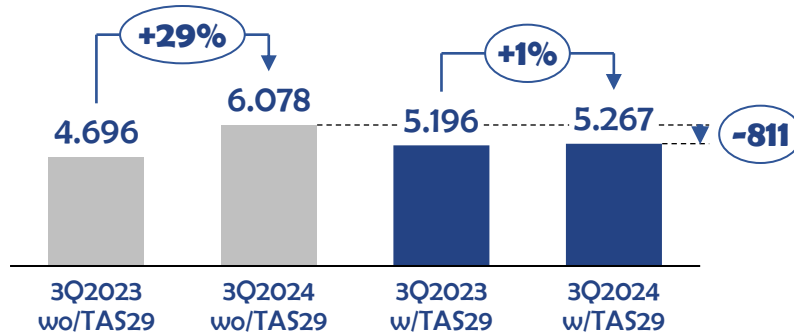
# Impact of TAS29 – Beer Group



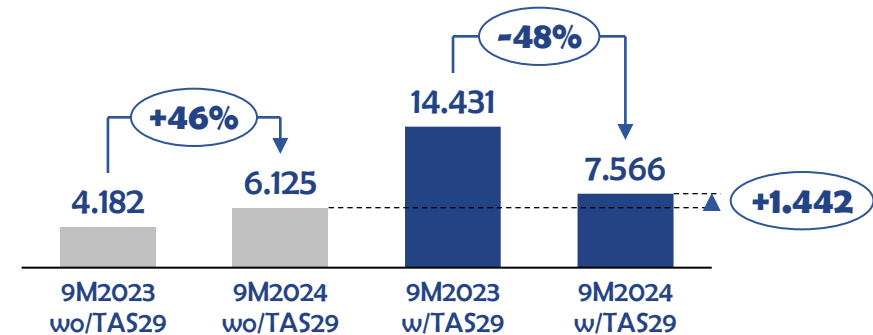
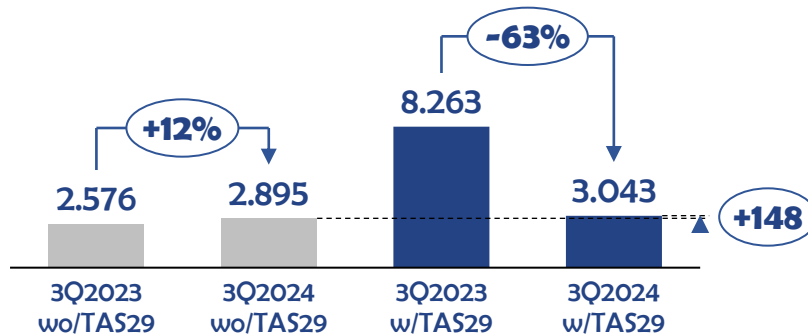
## NET REVENUE



## EBITDA



## NET INCOME



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## Anadolu Efes

### Gross Debt

USD 2.2 bn

**59%**

held in Hard Currency

### Cash

USD 1.6 bn

**46%**

held in Hard Currency

**11%**

held in Eurozone

**Average maturity**

2.9 yrs

**Net Debt/EBITDA**

0.6x

## Beer Group

### Gross Debt

USD 0.8 bn

**64%**

held in Hard Currency

### Cash

USD 1.0 bn

**50%**

held in Hard Currency

**8%**

held in Eurozone

**Average maturity**

2.6 yrs

**Net Debt/EBITDA**

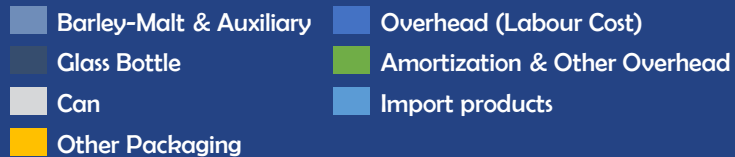
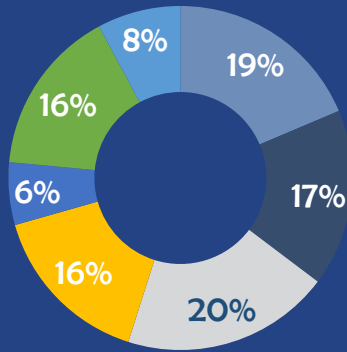
-0.3x

# Risk Management



## Beer Group

### COGS Split for 2023:



### Commodity :

Aluminum: 100% for TR & CIS @\$2.362



\*For 2025: 38% for TR & CIS @\$2,410

### FX Exposure :

Russia: 100% Hedged

(USD/RUB: 96.97 ;EUR/RUB: 104.48)



TR: 94% Hedged

(USD/TRY: 25.37; EUR/TRY: 30.43)

Total FX Exposure of Beer Group is 23% of COGS + OPEX.

# FY2024 Revised Expectations



	ANADOLU EFES	BEER GROUP	SOFT DRINKS GROUP
<b>VOLUME</b>	<p><b>Flat</b></p> <p><i>Previously: Low-single digit growth</i></p>	<p><b>High-single digit growth</b></p> <p><i>Previously: Mid-single digit growth</i></p>	<p><b>Low-to-mid single digit decline</b></p> <p><i>Previously: Flat to low-single digit growth</i></p>
<b>SALES REVENUE</b> <i>FX-Neutral basis</i>	<p><b>Mid-to-high twenties growth</b></p> <p><i>Previously: Low-thirties growth</i></p>	<p><b>Mid-thirties growth</b></p> <p><i>Previously: Low-thirties growth</i></p>	<p><b>High teens to low twenties growth</b></p> <p><i>Previously: Low- thirties growth</i></p>
<b>EBITDA Margin</b>	<p><b>Decline around 150 bps</b></p> <p><i>Previously: Decline around 100 bps</i></p>	<p><b>Decline around 300 bps</b></p> <p><i>Previously: Decline around 200 bps</i></p>	<p><b>Decline slightly or to stay flat</b></p> <p><i>No change</i></p>



# Q&A SESSION

# FX Rates



		9M2023	9M2024	Δ%
USD/TL	AVG	22.19	32.23	45.3%
	PE	27.38	34.12	24.6%
EUR/TL	AVG	24.05	35.05	45.7%
	PE	29.03	38.17	31.5%
TL/RUB	AVG	3.73	2.80	-24.9%
	PE	3.56	2.72	-23.6%
TL/KZT	AVG	20.41	14.23	-30.3%
	PE	17.33	14.05	-19.0%
TL/UAH	AVG	1.65	1.23	-25.2%
	PE	1.34	1.21	-9.7%
TL/MDL	AVG	0.82	0.55	-33.2%
	PE	0.66	0.51	-23.0%
TL/GEL	AVG	0.12	0.08	-28.4%
	PE	0.10	0.08	-18.2%

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