

ANADOLU EFES (BIST: AEFES. IS) 1Q2019 EARNINGS RELEASE

Istanbul, May 8, 2019

1Q2019 HIGHLIGHTS

Consolidated sales volume up 0.4% on a proforma basis to 21.3 mhl

Consolidated net sales revenue up 27.5% on a proforma basis to TL 3,968.6 million

Consolidated EBITDA Before Non-Recurring Items (BNRI) up 28.7% on a proforma basis to TL 393.9 million (excluding the impact of IFRS 16, EBITDA (BNRI) grew by 21.3% to TL 371.3 million)

AEFES Consolidated (TL mn)	Proforma & Restated*		% change	1Q2019	% change
	1Q2018	1Q2019		(excl. IFRS16)	(excl. IFRS 16)
Volume (mhl)	21.2	21.3	0.4%	21.3	0.4%
Net Sales	3,111.9	3,968.6	27.5%	3,968.6	27.5%
Gross Profit	988.3	1,218.1	23.3%	1,217.8	23.2%
EBIT (BNRI)	-65.1	-46.0	29.3%	-51.4	21.0%
EBITDA (BNRI)	306.0	393.9	28.7%	371.3	21.3%
Net Income/(Loss)**	-186.8	-176.8	5.4%	-170.5	8.7%
			Change (bps)		Change (bps)
Gross Profit Margin	31.8%	30.7%	-107	30.7%	-107
EBIT (BNRI) Margin	-2.1%	-1.2%	93	-1.3%	80
EBITDA (BNRI) Margin	9.8%	9.9%	9	9.4%	-48
Net Income Margin**	-6.0%	-4.5%	155	-4.3%	171

*2018 Proforma figures assume realization of ABI Efes JV as of January 1st 2018 (instead of actual April 1st). Therefore proforma 2018 restated results include 3 months of operation of combined business. In addition to actual results, 1Q2018 figures also include the incremental depreciation charge in 1Q2019 which is a result of the revaluation of fixed assets following the merger in Russia & Ukraine as required by IFRS 3.

**Net income attributable to shareholders

Unless stated otherwise, the figures from hereon are based on proforma numbers (including the ABI merger in Russia & Ukraine for 1Q2018) and excluding IFRS16 impact for 1Q2019.

Anadolu Efes' **consolidated sales volume** posted a growth of 0.4% in 1Q2019 compared to the same quarter of last year. Strong start to the year by international beer operations, especially Russia and Ukraine, compensated for the softer volumes in soft drinks and Turkey beer and yielded a growth on a consolidated basis. Consolidated volumes were realized at 21.3 mhl.

Consolidated net sales revenues increased by 27.5% y-o-y in the first quarter of the year, driven mainly by price increases and positive currency translation impact due to weaker TL in the period compared to last year. Net sales revenue reached TL 3,968.6 million in 1Q2019.

Consolidated EBITDA (BNRI) increased by 21.3% y-o-y in 1Q2019 to TL 371.3 million. Although per unit input costs posed an important challenge in the quarter, our strict expense management as well as synergies captured in international beer markets mostly offset the deterioration in gross profit margin. Therefore, the consolidated EBITDA margin in the first quarter of the year was at 9.4% vs 9.8% in 1Q2018.

Anadolu Efes recorded a net loss of TL 170.5 million in 1Q2019. Net loss was mainly attributable to higher depreciation charges due to revaluation of fixed assets in the combined business in Russia and Ukraine as well as higher interest expenses. Additional depreciation charge as a result of the net asset revaluation due to the business combination was TL 74.3 million for 1Q2019. In 1Q2018, consolidated net loss was TL186.8 million.

Anadolu Efes recorded a negative free cash flow of TL 146.9 million in 1Q2019 vs a negative TL 168.2 million in 1Q2018. Consolidated Net Debt to EBITDA (BNRI) was 1.7x as of March 31, 2019.

FOR MORE DETAILS ON THE ACCOUNTING PRINCIPLES IMPLEMENTS SUCH AS IFRS 16, IFRS 3 AND PROFORMA ADJUSTMENTS, PLEASE REFER TO "ACCOUNTING PRINCIPLES" SECTION AT THE BACK OF THIS ANNOUNCEMENT.

SUMMARY FINANCIALS

Consolidated (TL mn)	1Q2018 Proforma & Restated*	1Q2019	Proforma Change	1Q2019 (excl. IFRS16)	Proforma Change (excl. IFRS 16)
Volume (mhl)	21.2	21.3	0.4%	21.3	0.4%
Net Sales	3,111.9	3,968.6	27.5%	3,968.6	27.5%
Gross Profit	988.3	1,218.1	23.3%	1,217.8	23.2%
EBIT (BNRI)	-65.1	-46.0	29.3%	-51.4	21.0%
EBITDA (BNRI)	306.0	393.9	28.7%	371.3	21.3%
Net Income/ (Loss)**	-186.8	-176.8	5.4%	-170.5	8.7%
			Change (bps)		Change (bps)
Gross Profit Margin	31.8%	30.7%	-107	30.7%	-107
EBIT (BNRI) Margin	-2.1%	-1.2%	93	-1.3%	80
EBITDA (BNRI) Margin	9.8%	9.9%	9	9.4%	-48
Net Income Margin**	-6.0%	-4.5%	155	-4.3%	171

Beer Group (TL mn)	1Q2018 Proforma & Restated*	1Q2019	Proforma Change	1Q2019 (excl. IFRS16)	Proforma Change (excl. IFRS 16)
Volume (mhl)	6.4	6.7	5.5%	6.7	5.5%
Net Sales	1,278.6	1,739.7	36.1%	1,739.7	36.1%
Gross Profit	408.0	521.6	27.9%	521.4	27.8%
EBIT (BNRI)	-210.3	-183.7	12.7%	-185.5	11.8%
EBITDA (BNRI)	24.0	72.6	203.1%	63.3	164.0%
Net Income/ (Loss)**	-162.5	-175.8	-8.2%	-173.5	-6.8%
			Change (bps)		Change (bps)
Gross Profit Margin	31.9%	30.0%	-192	30.0%	-194
EBIT (BNRI) Margin	-16.4%	-10.6%	589	-10.7%	579
EBITDA (BNRI) Margin	1.9%	4.2%	230	3.6%	176
Net Income Margin**	-12.7%	-10.1%	260	-10.0%	273

Turkey Beer (TL mn)	1Q2018 Restated***	1Q2019	Change	1Q2019 (excl. IFRS16)	Proforma Change (excl. IFRS 16)
Volume (mhl)	1.0	0.9	-7.0%	0.9	-7.0%
Net Sales	309.9	373.6	20.5%	373.6	20.5%
Gross Profit	168.4	184.5	9.6%	184.5	9.6%
EBIT (BNRI)	-1.5	-30.8	-1964.2%	-31.5	-2008.0%
EBITDA (BNRI)	43.9	23.2	-47.3%	19.0	-56.7%
			Change (bps)		Change (bps)
Gross Profit Margin	54.3%	49.4%	-494	49.4%	-495
EBIT (BNRI) Margin	-0.5%	-8.2%	-777	-8.4%	-794
EBITDA (BNRI) Margin	14.2%	6.2%	-797	5.1%	-908

EBI (TL mn)	1Q2018 Proforma & Restated*	1Q2019	Proforma Change	1Q2019 (excl. IFRS16)	Proforma Change
Volume (mhl)	5.4	5.8	7.9%	5.8	7.9%
Net Sales	962.9	1,356.8	40.9%	1,356.8	40.9%
Gross Profit	231.7	324.8	40.2%	324.7	40.2%
EBIT (BNRI)	-200.2	-144.8	27.7%	-145.9	27.1%
EBITDA (BNRI)	-12.1	57.0	572.3%	51.8	529.2%
			Change (bps)		Change (bps)
Gross Profit Margin	24.1%	23.9%	-12	23.9%	-13
EBIT (BNRI) Margin	-20.8%	-10.7%	1,012	-10.8%	1,003
EBITDA (BNRI) Margin	-1.3%	4.2%	545	3.8%	507

CCI (TL mn)	1Q2018	1Q2019	Change
Volume (mn u/c)	261.9	257.1	-1.8%
Net Sales	1,833.3	2,229.0	21.6%
Gross Profit	581.8	698.3	20.0%
EBIT	150.4	140.7	-6.4%
EBITDA	292.4	321.3	9.9%
Net Income/ (Loss)**	-49.2	-2.6	94.7%
			Change (bps)
Gross Profit Margin	31.7%	31.3%	-41
EBIT Margin	8.2%	6.3%	-189
EBITDA Margin	15.9%	14.4%	-153
Net Income Margin**	-2.7%	-0.1%	257

*2018 Proforma figures assume realization of ABI Efes JV as of January 1st 2018 (instead of actual April 1st). Therefore proforma 2018 restated results include 3 months of operation of combined business. In addition to actual results, 1Q2018 figures also include the incremental depreciation charge in 1Q2019 which is a result of the revaluation of fixed assets following the merger in Russia & Ukraine as

** Net income attributable to shareholders

***In 2018, there has been a reallocation of certain "other income/expense" items within Beer Group without affecting consolidated profitability. Therefore, 1Q2018 numbers are restated accordingly.

Within the scope of IFRS 15 "Revenue from Customer Contracts" standard, service fees received from customers which were previously recognized in sales and marketing expense are now recorded under sales discount account. In order to give consistent and like-for-like figures, 1Q2018 are restated as well.

In 1Q2018, in CCI, service fees received from customers amounting to 33 million TL are now classified as sales discounts rather than sales and marketing expenses. Likewise, in beer group, service fees received from customers amounting to 56 million TL in 1Q2018 on a proforma basis are now classified as sales discounts rather than sales and marketing expenses.

MANAGEMENT COMMENTS

“I am happy that our diverse portfolio of strong businesses delivered an overall robust performance in this smallest quarter of the year. Despite the macro challenges we faced, we were able to deliver strong net sales revenue and EBITDA growth. We were expecting and communicating a difficult quarter in Turkey. Nevertheless, our strong start to the year in international beer operations offset the softer volumes in Turkey beer and soft drinks in the quarter. Our diverse brand portfolio, including strong local and world famous international brands and our execution capabilities are keys to our business. In this quarter, we continue to strengthen our market positions by performing ahead of the market in Ukraine and in Russia, bringing us head to head with the market leader. We are working to convert our sustainable growth to the sustainable leadership of the market. In addition, our strong leadership in all of our other operating markets continue. Our strong revenue management capabilities resulted in solid increase in net sales revenue and accordingly we maintained our EBITDA margin to a great extent compared to the same period of last year despite challenging macro and cost environment.” commented Mr. Can Çaka, Anadolu Efes CEO and Beer Group President

“In Turkey we witnessed some softness in demand together with some destocking impact in the earlier months, delivering a gradual recovery towards the end of the quarter. However, our sales volume in Turkey beer in the first quarter of the year was below last year. On the other hand, our partnership with AB InBev in Russia and Ukraine continued to deliver strong results. Assisted by the strong performance in Russia and Ukraine, our total international beer operations posted 8% growth year on year

Throughout 2019 we will work to mitigate short term challenges, while laying the foundations of our vision. We will leverage our financial discipline and continue managing our balance sheet to deliver robust free cash flow generation. Our priority areas of focus will be to invest in our people, invest in our brands and invest in corporate wisdom to build competitive advantage across our operating markets.”

OPERATIONAL PERFORMANCE - BEER GROUP

TURKEY BEER OPERATIONS

Turkey Beer (TL mn)	Restated*				
	1Q2018	1Q2019	% change	1Q2019 (excl. IFRS16)	% change (excl. IFRS 16)
Volume (mhl)	1.0	0.9	-7.0%	0.9	-7.0%
Net Sales	309.9	373.6	20.5%	373.6	20.5%
Gross Profit	168.4	184.5	9.6%	184.5	9.6%
EBIT (BNRI)	-1.5	-30.8	-1964.2%	-31.5	-2008.0%
EBITDA (BNRI)	43.9	23.2	-47.3%	19.0	-56.7%
			Change (bps)		Change (bps)
Gross Profit Margin	54.3%	49.4%	-494	49.4%	-495
EBIT (BNRI) Margin	-0.5%	-8.2%	-777	-8.4%	-794
EBITDA (BNRI) Margin	14.2%	6.2%	-797	5.1%	-908

*In 2018, there has been a reallocation of certain "other income/expense" items within Beer Group without affecting consolidated profitability. Therefore, 1Q2018 numbers are restated accordingly.

Turkey beer's total sales volume was 0.9 mhl in 1Q2019, down 7.0% compared to 1Q2018. Q1 consumer demand was weak on the back of deteriorated consumer sentiment and was negatively impacted by high pricing environment as well as unfavorable weather conditions. Destocking in the month of January resulted in a weak start to the year, which was gradually recovered through the end of the quarter.

As a result of price increases made in order to pass through the excise tax and some of the cost inflation along with the positive mix impact, net sales revenues per hl was up by 29.6% y-o-y in the first quarter of the year. **Net sales revenues** of Turkey beer increased by 20.5% and reached TL373.6 million in 1Q2019.

Cost of sales excl. depreciation per hl increased by 51% on the back of higher per unit input costs, mostly energy and packaging, change in mix and higher FX. Although FX impact was mitigated by our hedging initiatives, there still was an increase in the average hedge rate due to very low base of last year. Consequently, **gross profit** increased by 9.6%, lower than the net sales revenue growth, leading to gross margin decline of 495 bps on a y-o-y basis, as indicated in our guidance for FY2019. Gross margin was 49.4% in 1Q2019.

Operating expenses were up by 27.7%, mainly due to higher marketing expenses on a y-o-y basis. The increase in marketing expenses was related to higher spending of certain brands due to low base of last year, new brands that was launched as well as direct marketing activities before high season. In the first quarter of the year, **EBITDA** was realized TL 19.0 million. EBITDA margin was down to 5.1% vs. 14.2% in 1Q2018 while the swing is also attributable to the small size of the quarter.

INTERNATIONAL BEER OPERATIONS

International Beer (TL mn)	Proforma & Restated*			1Q2019	% change
	1Q2018	1Q2019	% change	(excl. IFRS16)	(excl. IFRS 16)
Volume (mhl)	5.4	5.8	7.9%	5.8	7.9%
Net Sales	962.9	1,356.8	40.9%	1,356.8	40.9%
Gross Profit**	231.7	324.8	40.2%	324.7	40.2%
EBIT (BNRI)**	-200.2	-144.8	27.7%	-145.9	27.1%
EBITDA (BNRI)	-12.1	57.0	572.3%	51.8	529.2%
			Change (bps)		Change (bps)
Gross Profit Margin	24.1%	23.9%	-12	23.9%	-13
EBIT (BNRI) Margin	-20.8%	-10.7%	1,012	-10.8%	1,003
EBITDA (BNRI) Margin	-1.3%	4.2%	545	3.8%	507

*2018 Proforma figures assume realization of ABI Efes JV as of January 1st 2018 (instead of actual April 1st). Therefore proforma 2018 restated results include 3 months of operation of combined business. In addition to actual results, 1Q2018 figures also include the incremental depreciation charge in 1Q2019 which is a result of the revaluation of fixed assets following the merger in Russia & Ukraine as required by IFRS 3.

EBI's **consolidated sales volume** was 5.8 mhl in 1Q2019, 7.9% above last year on a proforma basis, outperforming our expectations. The volume performance was assisted mainly by the successful performance of our operations in Russia and Ukraine as well as Moldova. Russian beer market grew by mid-single digit in the first quarter of the year, where our performance was above market driven by our intense focus on brand extensions in our core brands, leading to a market share gain. Likewise, Ukrainian market grew by low-single digit and our operations in Ukraine extensively outperformed the market, growing by double-digit. Our other international operations performed in line with our expectations despite the headwinds.

EBI's **net sales revenue** increased by 40.9% in 1Q2019 y-o-y, reaching TL 1,356.8 million. Volume growth, price increases in all operations together with premiumization and the positive translation impact were the main drivers of the net sales revenue growth in the quarter.

Gross profit grew by 40.2% to TL 324.7 million. Gross profit margin was almost flat benefiting from higher volumes and synergies which mostly offset the increase in input costs, mostly packaging.

Flattish gross margin in the period together with operating efficiencies and synergies generated in Russia resulted in **EBITDA (BNRI)** growth from -TL12.1 million to TL51.8 million with margin improvement from -1.3% in 1Q2018 to 3.8% in 1Q2019.

Due to tight balance sheet management and improvement in operating profitability, **Free Cash Flow** of EBI improved significantly to TL 27.5 million from negative TL 25.6 million in 1Q2018, despite seasonality.

OPERATIONAL PERFORMANCE - SOFT DRINK GROUP

MANAGEMENT COMMENTS

Burak Basarir, Chief Executive Officer of Coca-Cola İçecek, commented: “We started the year with significant macroeconomic and political challenges in most of our markets. Nonetheless, we managed to record solid revenue and EBITDA growth on the back of rigorous market execution and continued to strengthen our market position in our key operations.

In Turkey, we had a solid start to the year with volume growth in core categories and expansion in EBITDA margin. Sparkling category continued to grow in a challenging macroeconomic environment on the back of our strong market execution. As we continue to address affordability and increase our focus on the discounter channel in line with the current operating environment, we leverage our strong brand portfolio through increasing media and cooler investments. We remain focused on delivering quality growth with our revenue growth management initiatives and customer focus.

In Pakistan, macroeconomic challenges continued into 2019 with increasing pressure on private consumption and industry growth. Given our solid track record of navigating in volatile markets, we continue to focus on turning challenges into opportunities in this difficult trading environment. Enhancing our commercial capabilities to achieve sustainable growth in Pakistan remains a top priority in our strategic agenda. In the Middle East, prevailing market conditions had an adverse impact on trading in the first quarter. Yet, security condition is improving in Iraq and we are executing our plans to expand our capacity to capture growth opportunities in the country.

Central Asia operations continued to deliver strong results with growth in all key markets. We target to benefit from the relatively favourable operating environment by offering more choices to our consumers via innovations and enhance our revenue growth management capabilities across the region. On the other hand, prolonged conversion problem in Turkmenistan continues to result in disruptions in production.

In 2019, we focus on driving quality growth and creating value for our shareholders. Our General Assembly approved a dividend payment of TL 300 million, given strong free cash flow generation in the last couple of years and our commitment to increasing shareholder value.”

Coca-Cola İçecek (TL mn)	1Q2018	1Q2019	% change
Volume (mn u/c)	261.9	257.1	-1.8%
Net Sales	1,833.3	2,229.0	21.6%
Gross Profit	581.8	698.3	20.0%
EBIT	150.4	140.7	-6.4%
EBITDA	292.4	321.3	9.9%
Net Income/(Loss)*	-49.2	-2.6	94.7%
			Change (bps)
Gross Profit Margin	31.7%	31.3%	-41
EBIT Margin	8.2%	6.3%	-189
EBITDA Margin	15.9%	14.4%	-153
Net Income Margin*	-2.7%	-0.1%	257

* Net income attributable to shareholders

For the full text of Coca-Cola İçecek’s 1Q Earnings Release, please refer to the link below:

<https://www.cci.com.tr/Portals/3/1Q19%20Earnings%20Release.pdf>

ANADOLU EFES CONSOLIDATED FINANCIAL PERFORMANCE

EBITDA (TL mn)	1Q2018 Proforma	1Q2019
Profit/loss from Operations	-102.4	-47.0
Depreciation and amortization	358.2	450.3
Provision for retirement pay liability	5.2	8.5
Provision for vacation pay liability	11.4	17.4
Foreign exchange gain/loss from operating activities	-4.5	-37.8
Rediscount interest income/expense from operating activities	-0.2	0.1
Other	1.0	1.4
EBITDA	268.7	392.9
EBITDA (BNRI*)	306.0	393.9

* Non-recurring items amounted to TRL 37.3 million in 1Q2018 and TRL 1.0 million in 1Q2019

Financial Income / (Expense) Breakdown (TL mn)	1Q2018	1Q2019
Interest income	61.7	68.0
Interest expense	-109.0	-151.9
Foreign exchange gain / (loss)	-143.7	-75.7
Other financial expenses (net)	-7.3	-18.3
Gain/ (loss) on derivative transactions	0.0	-28.0
Net Financial Income / (Expense)	-198.3	-205.9

Free Cash Flow (TL mn)	1Q2018	1Q2019
EBITDA	314.9	392.9
Change in Working Capital	-178.8	-87.6
Income Taxes & Employee Benefits Paid	-56.1	-65.9
CAPEX, net	-288.6	-304.6
Net Financial Income / (Expense)	21.5	-81.7
FCF	-187.0	-146.9
Other investing activities (Acq., Disp., Min. Buy-Out and SC Increases)	14.7	0.0
FCF (after investing activities)	-172.3	-146.9

As of 1Q2019	Consolidated Gross Debt Cash & Cash Equivalents Net Cash/(Debt) Position		
AEFES Consolidated (TL mn)	10,125.2	5,012.0	-5,113.2
Beer Group (TL mn)	4,871.3	2,736.3	-2,135.0
Turkey Beer (TL mn)	3,873.0	488.0	-3,384.9
EBI (TL mn)	998.4	2,235.5	1,237.2
CCI (TL mn)	5,253.8	2,275.7	-2,978.1

Net Debt / EBITDA (BNRI)	1Q2018 Proforma	1Q2019
Anadolu Efes Consolidated	1.6	1.7
Beer Group	1.7	1.9

OUTLOOK

There is no change to our previous outlook for the time being. Please refer to our FY2018 Financial Results Announcement for the full outlook.

FORESEEABLE RISKS FOR 2019

Financial Markets Related: 2019 will continue to be a challenging year for Emerging Markets. Apart from specific country/region economic or political issues, concerns on global slowdown, trade tensions, tightening global financial conditions and general investor sentiment put pressure on emerging countries' economic activities and their local currencies. In addition, specific events/political tension may also bring additional volatility. We are taking actions to mitigate financial markets related risk as much as possible and manage volatility to some extent. With an accumulated experience of operating in highly volatile markets for long years, we have a successful track record of managing and mitigating risks.

Procurement Related: A significant portion of our cost of sales relates to raw and packaging materials and many of these raw materials are priced based on commodity prices. The supply and price of raw materials used by us can fluctuate as a result of a number of factors. This risk is mitigated by our long term supply contracts and using of available hedging mechanisms to a meaningful extent.

Geo-Political Environment Related: Some of Anadolu Efes' operating markets have been under geo-political tension for some time both in beer and soft drink sides. Any further escalation of this tension may negatively impact our performance.

Consumption Related: With all sales generated from emerging and frontier markets, political or economic instability could deteriorate consumer sentiment.

2019 outlook reflects management expectations and are based upon currently available data. Actual results are subject to future events and uncertainties including but not limited to macroeconomical, financial, geopolitical and political risks, which could materially impact the Company's actual performance.

PLEASE CLICK TO ACCESS ALL TABLES IN EXCEL FORMAT

ANADOLU EFES		
Consolidated Income Statements For the Three-Months Period Ended 31.03.2018 and 31.03.2019		
Prepared in accordance with IFRS as per CMB Regulations		
(TL mn)		
	Proforma & Restated 2018/03	2019/03
SALES VOLUME (mhl)	21.2	21.3
SALES REVENUE	3,111.9	3,968.6
Cost of Sales (-)	-2,123.6	-2,750.5
GROSS PROFIT FROM OPERATIONS	988.3	1,218.1
PROFIT FROM OPERATIONS (BNRI)*	-65.1	-46.0
Income /Expense From Investing Activities (net)	-14.1	-11.3
Income / (Loss) from Associates	-9.0	-18.5
OPERATING PROFIT BEFORE FINANCE INCOME/(EXPENSE)	-125.5	-76.9
Financial Income / Expense (net)	-223.1	-205.9
PROFIT BEFORE TAX FROM CONTINUING OPERATIONS	-348.6	-282.8
Continuing Operations Tax Income/(Expense)		
- Current Period Tax Expense (-) / Income	-36.4	-81.5
- Deferred Tax Expense (-) / Income	74.2	28.0
INCOME/(LOSS) FOR THE PERIOD	-310.8	-336.4
Attributable to:		
Non-Controlling Interest	-123.9	-159.6
EQUITY HOLDERS OF THE PARENT	-186.8	-176.8
EBITDA (BNRI)*	306.0	393.9

*Non-recurring items amounted to TL 37.3 million in 1Q2018 and TL 1.0 million in 1Q2019.

Note: 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 31.12.2018 and 31.03.2019
Prepared In Accordance with IFRS as per CMB Regulations
(TL mn)

	Restated* 2018/12	2019/03
Cash & Cash Equivalents	4,770.1	4,940.3
Financial Investments	21.2	71.7
Derivative Instruments	0.0	8.4
Trade Receivables from Third Parties	2,183.8	2,403.3
from Related Parties	230.0	265.7
Other Receivables	102.0	127.2
Inventories	1,943.2	2,347.0
Other Current Assets	1,039.4	1,218.5
Total Current Assets	10,289.7	11,382.0
Other Receivables	52.9	98.1
Financial Investments	0.8	0.8
Investments in Associates	71.2	52.8
Property, Plant and Equipment (incl. inv properties)	10,866.8	11,573.0
Other Intangible Assets	14,411.9	15,420.5
Goodwill	2,558.3	2,901.1
Deferred Tax Assets	675.4	810.2
Non current derivative financial instruments (asset)	47.0	22.6
Other Non-Current Assets	475.0	827.4
Total Non-Current Assets	29,159.3	31,706.5
Total Assets	39,448.9	43,088.5
	Restated	2019/03
	2018/12	2019/03
Current portion of long term borrowings	1,524.4	1,851.0
Short-term Borrowings	830.7	1,283.0
Short term lease obligations (IFRS 16)	0.0	85.8
Derivative Instruments	29.8	10.4
Current Trade Payables to Third Parties	3,318.0	4,106.6
to Related Parties	282.6	405.6
Other Current Payables	1,472.4	1,312.5
Provision for Corporate Tax	17.1	9.7
Provisions	194.8	257.5
Other Liabilities	172.2	219.1
Total Current Liabilities	7,842.0	9,541.0
Long-term Borrowings	6,873.6	6,995.1
Long term lease obligations (IFRS 16)	0.0	283.6
Non Current Trade Payables	44.2	68.7
Other Non Current Payables	391.4	388.3
Deferred Tax Liability	2,755.3	2,939.1
Other Non Current Liabilities	414.5	419.6
Total Non-Current Liabilities	10,478.9	11,094.4
Total Equity	21,128.0	22,453.1
Total Liabilities and Shareholders' Equity	39,448.9	43,088.5

Note 1: "Financial Investments" in Current Assets includes the time deposits with a original maturity more than three months.

* In the scope of IFRS 3 "Business Combinations", it is permitted to finalize fair value appraisal of the identifiable assets, liabilities and contingent liabilities of the acquired companies in a time period of one year. Fair value appraisal process has been finalized as of March 31, 2019 for the business combination recognized as of March 31, 2018. Accordingly, consolidated financial statements as of December 31, 2018 which has been prepared by recognizing provisional goodwill has been restated. According to the restatement, fair value of the "Inventory", "Property, Plant and Equipment", "Intangible Assets", "Deferred Tax Asset", "Other Liabilities" and "Deferred Tax Liabilities" has been changed. The abovementioned items and "Currency Translation Differences", "Current Period Net Profit or Losses" and "Non-Controlling Interests" has been restated in the consolidated financial statements as of December 31, 2018.

BEER GROUP
Highlighted Income Statements For the Three-Months Period Ended 31.03.2018 and 31.03.2019
Prepared in accordance with IFRS as per CMB Regulations
(TL mn)

	Proforma & Restated 2018/03	2019/03
SALES VOLUME (mhl)	6.4	6.7
SALES REVENUE	1,278.6	1,739.7
GROSS PROFIT FROM OPERATIONS	408.0	521.6
PROFIT FROM OPERATIONS (BNRI)*	-210.3	-183.7
OPERATING PROFIT BEFORE FINANCE INCOME/(EXPENSE)	-267.8	-214.9
PROFIT BEFORE TAX FROM CONTINUING OPERATIONS	-314.5	-303.9
INCOME/(LOSS) FOR THE PERIOD	-245.1	-290.7
EQUITY HOLDERS OF THE PARENT	-162.5	-175.8
EBITDA (BNRI)*	24.0	72.6

*Non-recurring items amounted to TL 37.3 million in 1Q2018 and TL 1.0 million in 1Q2019.

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

BEER GROUP
Consolidated Balance Sheets as of 31.12.2018 and 31.03.2019
Prepared In Accordance with IFRS as per CMB Regulations
(TL mn)

	Restated* 2018/12	2019/03
Cash & Cash Equivalents	2,480.3	2,736.3
Financial Investments	0.0	0.0
Derivative Instruments	0.0	0.0
Trade Receivables	1,663.9	1,548.1
Other Receivables	70.9	98.7
Inventories	1,139.3	1,233.3
Other Current Assets	400.1	495.8
Total Current Assets	5,754.5	6,112.1
Investments in Associates	668.7	650.3
Property, Plant and Equipment (incl. inv properties)	4,138.3	4,463.0
Other Intangible Assets	5,134.1	5,848.5
Goodwill	1,720.1	2,011.2
Other Non-Current Assets	935.4	1,270.7
Total Non-Current Assets	12,596.7	14,243.6
Total Assets	18,351.2	20,355.7
Current portion of long term borrowings	816.2	1,130.3
Short-term Borrowings	620.3	935.7
Short term lease obligations (IFRS 16)	0.0	60.3
Current Trade Payables	2,307.6	2,718.5
Other Current Payables	1,184.2	970.2
Provisions	136.6	187.3
Other Liabilities	110.2	114.5
Total Current Liabilities	5,175.1	6,116.7
Long-term Borrowings	2,848.7	2,805.3
Long term lease obligations (IFRS 16)	0.0	145.8
Other Non Current Payables	381.5	388.3
Deferred Tax Liability	1,013.8	1,156.4
Other Non Current Liabilities	141.1	132.7
Total Non-Current Liabilities	4,385.1	4,628.5
Total Equity	8,790.9	9,610.5
Total Liabilities and Shareholders' Equity	18,351.2	20,355.7

* In the scope of TFRS 3 "Business Combinations", it is permitted to finalize fair value appraisal of the identifiable assets, liabilities and contingent liabilities of the acquired companies in a time period of one year. Fair value appraisal process has been finalized as of March 31, 2019 for the business combination recognized as of March 31, 2018. Accordingly, consolidated financial statements as of December 31, 2018 which has been prepared by recognizing provisional goodwill has been restated. According to the restatement, fair value of the "Inventory", "Property, Plant and Equipment", "Intangible Assets", "Deferred Tax Asset", "Other Liabilities" and "Deferred Tax Liabilities" has been changed. The abovementioned items and "Currency Translation Differences", "Current Period Net Profit or Losses" and "Non-Controlling Interests" has been restated in the consolidated financial statements as of December 31, 2018.

TURKEY BEER OPERATIONS

Highlighted Income Statement Items For Three-Months Period Ended 31.03.2018 and 31.03.2019
Prepared In Accordance with IFRS as per CMB Regulations
(TL mn)

	2018/03 Restated*	2019/03
SALES VOLUME (mhl)	1.0	0.9
NET SALES	309.9	373.6
GROSS PROFIT FROM OPERATIONS	168.4	184.5
PROFIT FROM OPERATIONS (BNRI)*	-1.5	-30.8
Income / Expense from Investing Activities (net)	2.0	11.7
Financial Income / Expense (net)	-2.0	-28.7
EBITDA (BNRI)*	43.9	23.2

*In 2018, there has been a reallocation of certain "other income/expense" items within Beer Group without affecting consolidated profitability. Therefore 1Q2018 numbers are restated accordingly.

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.

INTERNATIONAL BEER OPERATIONS (EBI)

Highlighted Income Statement Items For Three-Months Period Ended 31.03.2018 and
Prepared In Accordance with IFRS as per CMB Regulations
(TL mn)

	Proforma 2018/03	2019/03
SALES VOLUME (mhl)	5.4	5.8
NET SALES	962.9	1,356.8
GROSS PROFIT	231.7	324.8
PROFIT FROM OPERATIONS (BNRI)*	-200.2	-144.8
Income / Expense from Investing Activities (net)	-12.3	-23.5
Financial Income / Expense (net)	3.8	-32.9
EBITDA (BNRI)*	-12.1	57.0

*Non-recurring items amounted to TL 37.3 million in 1Q2018 and TL 1.0 million in 1Q2019.

Note 1: EBITDA comprises of Profit from Operations, depreciation and other relevant non-cash items up to Profit From Operations.

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

SOFT DRINK OPERATIONS (CCI)

Highlighted Income Statement Items For Three-Months Period Ended 31.03.2018 and 31.03.2019
Prepared In Accordance with IFRS as per CMB Regulations
(TL mn)

	2018/03*	2019/03
Sales Volume (UC millions)	261.9	257.1
Revenue	1,833.3	2,229.0
Cost of Sales	-1,251.5	-1,530.7
Gross Profit from Operations	581.8	698.3
Distribution, Selling and Marketing Expenses	-349.0	-426.9
General and Administrative Expenses	-92.6	-114.3
Other Operating Income	25.4	17.8
Other Operating Expense	-15.1	-34.1
Profit/(Loss) from Operations	150.4	140.7
Gain/(Loss) From Investing Activities	-2.8	0.5
Gain/(Loss) from Associates	-0.1	-0.1
Profit/(Loss) Before Financial Income/(Expense)	147.6	141.1
Financial Income	228.2	122.6
Financial Expenses	-409.8	-239.5
Profit/(Loss) Before Tax	-34.0	24.2
Deferred Tax Income/(Expense)	4.3	2.6
Current Period Tax Expense	-37.3	-70.1
Net Income/(Loss) Before Minority	-67.1	-43.2
Minority Interest	17.9	40.6
Net Income/(Loss) After Minority	-49.2	-2.6
EBITDA	292.4	321.3

SOFT DRINK OPERATIONS (CCI)

Highlighted Balance Sheet Items as of 31.12.2018 and 31.03.2019
Prepared In Accordance with IFRS as per CMB Regulations
(TL mn)

	Audited (Restated*)	
	2018/12	2019/03
Current Assets	4,537.2	5,271.7
Cash and Cash Equivalents	2,289.7	2,204.0
Investments in Securities	21.2	71.7
Derivative Financial Instruments	0.0	6.4
Trade Receivables	624.0	961.8
Due from related parties	126.6	160.8
Other Receivables	32.3	28.6
Inventories	804.0	1,113.7
Prepaid Expenses	191.1	265.9
Tax Related Current Assets	150.2	153.4
Other Current Assets	298.1	305.4
Non-current Assets	9,617.4	10,200.4
Other Non-Current Asset	0.6	0.0
Other Receivables	38.0	40.6
Right of Use Asset	131.4	161.3
Property, Plant and Equipment	6,489.1	6,851.7
Intangible Assets	1,869.4	1,999.5
Goodwill	819.4	871.2
Prepaid Expenses	258.5	261.2
Deferred Tax Asset	10.9	15.0
Total Assets	14,154.6	15,472.1

	Audited (Restated*)	
	2018/12	2019/03
Current Liabilities	2,696.0	3,436.0
Short-term Borrowings	210.4	347.3
Current Portion of Long-term Borrowings	706.4	718.8
Financial lease payables	29.0	38.0
Trade Payables	966.2	1,340.9
Due to Related Parties	328.1	454.6
Payables Related to Employee Benefits	34.7	34.8
Other Payables	288.1	342.1
Provision for Corporate Tax	10.9	13.2
Provision for Employee Benefits	58.3	70.2
Other Current Liabilities	63.6	76.3
Non-Current Liabilities	5,034.0	5,290.0
Financial lease payables	136.0	159.0
Long-term Borrowings	4,022.5	4,187.8
Trade Payables & Due to Related Parties	47.0	61.2
Provision for Employee Benefits	82.5	82.6
Deferred Tax Liability	548.7	587.7
Other Non-Current Liabilities	198.0	211.9
Equity of the Parent	5,598.5	5,904.0
Minority Interest	825.5	842.1
Total Liabilities	14,154.6	15,472.1

* Details about the restatement were explained in the footnote 2 of the financial statements.
Totals may not foot due to rounding differences

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, Central Asia and the Middle East with total employees of 16,838, including both beer & soft drink operations. Anadolu Efes, listed at Borsa İstanbul (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 EBI that manages international beer operations, and is the largest shareholder of CCI, that manages the soft drink business in Turkey and international markets.

SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

This document 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.

ACCOUNTING PRINCIPLES

The consolidated financial statements of Anadolu Efes are prepared in accordance with International Financial Reporting Standards ("IFRS") as per regulations of the Capital Markets Board of Turkey ("CMB").

The attached financial statements in this announcement comprise the income statements for the period ended 31.03.2018 and 31.03.2019 as well as the balance sheets as of 31.12.2018 and 31.03.2019. Figures in 1Q2018 and 1Q2019 are presented in the reporting currencies of each business division.

Since our merger in Russia and Ukraine was completed at the end of 1Q2018, our original 1Q2018 financial figures do not include ABI Russia and Ukraine. For comparison purposes in this release we included "Proforma" figures for 1Q2018, which assumed the combined operation in Russia and Ukraine would become operational on January 1st 2018.

Similarly, after the merger in Russia and Ukraine, fixed assets in these operations were revalued as per IFRS 3 requirements. Post this revaluation, additional depreciation charges occurred amounting TL 74.3 million, of which TL 53.4 million was one-off. However, in order to provide a better comparison for the operation's real performance, we have restated the 1Q2018 Gross Profit, EBIT (BNRI) and Net Income accordingly as well.

Due to adoption of IFRS 16 "Lease" starting from 01.01.2019 with simplified approach, 1Q2018 figures has not been restated, as permitted under the simplified transition approach. Therefore, in this release we are using the 1Q2019 excluding IFRS 16 adjustments making them comparable with 1Q2018 figures.

Anadolu Efes and its subsidiaries in which Anadolu Efes holds the majority stake; including Efes Pazarlama (marketing, sales & distribution of beer products in Turkey) and EBI (international beer operations), are fully consolidated in the financials. According to the Shareholder's Agreement regarding the governance of CCI, in which Anadolu Efes holds 50.3% stake, Anadolu Efes also fully consolidates CCI.

BEER OPERATIONS' 1Q2019 RESULTS PRESENTATION & WEBCAST

Anadolu Efes - Beer Operations' 1Q2019 Results Presentation will be held on Tuesday 9th of May 2019 at 16:30 (Istanbul) 14:30 (London) 9:30 (New York).

Audio Conference:

UK Dial-in: +44 207 194 37 59/ 0 800 376 61 83

USA Dial-in: +1 646 722 49 16

TR Dial-in: +90 212 375 51 27

Russia Dial-in: +7 495 646 93 15

Confirmation Code: 84827873#

(Participants will have to quote the above code when dialing into the conference)

Webcast:

<http://event.on24.com/wcc/r/1978809-1/BA6BD4C6CADE5B2814E47D261FA90990>

Replay: On demand webcast will be available on the above link for 12 months

A copy of the presentation will be available prior to the conference call from our website at www.anadoluefes.com.

ENQUIRIES

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

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