



EFES BREWERIES INTERNATIONAL N.V.

YTD Q3 2005 Results
November 2005

Investor Presentation





Summary of Key Developments

1. **EBI Overview**
2. **Operational Highlights**
3. **Financial Highlights**
4. **Conclusion**

Appendix



Summary of Key Developments



- ▶ **Continued top line growth momentum in YTD Q3 2005 vs YTD Q3 2004**
 - 20% overall volume growth, 23% sales growth

- ▶ **Profitability normalizing on seasonality and volume growth**

- ▶ **Slight EBITDA contraction with margin at 20%**

- ▶ **Continued out-performance compared to the market**
 - 20% volume growth in Russia vs. estimated 4% market growth in YTD Q3 2005

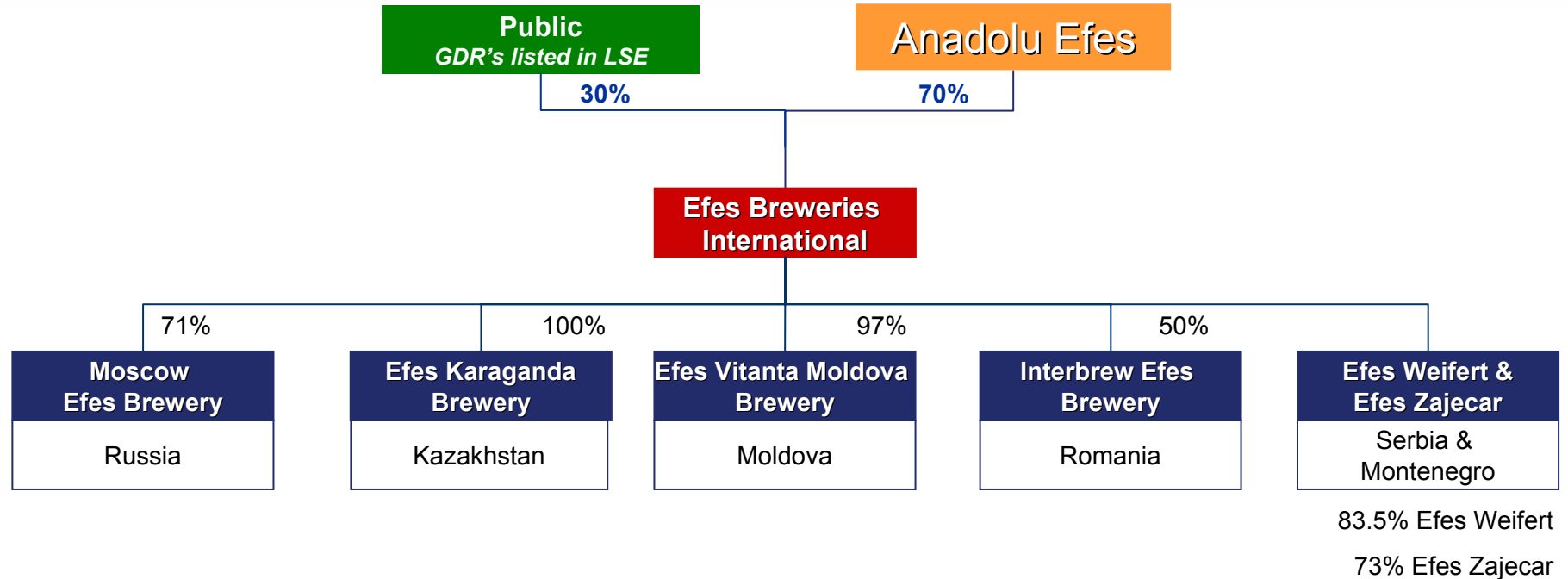
- ▶ **7.5% overall volume share in YTD Q3 2005 in Russia**
 - Stary Melnik; best selling brand in Moscow, 4th in Russian beer market, by value

1. EBI Overview

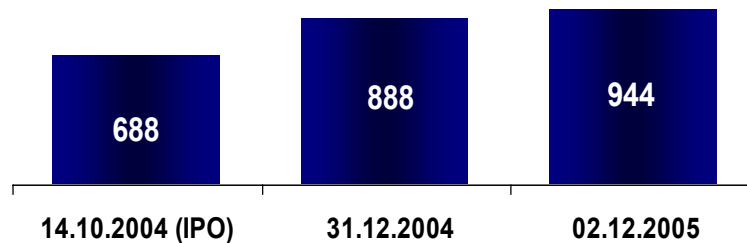




Efes Breweries International N.V.



Market Cap (million USD)



Source: Company information.





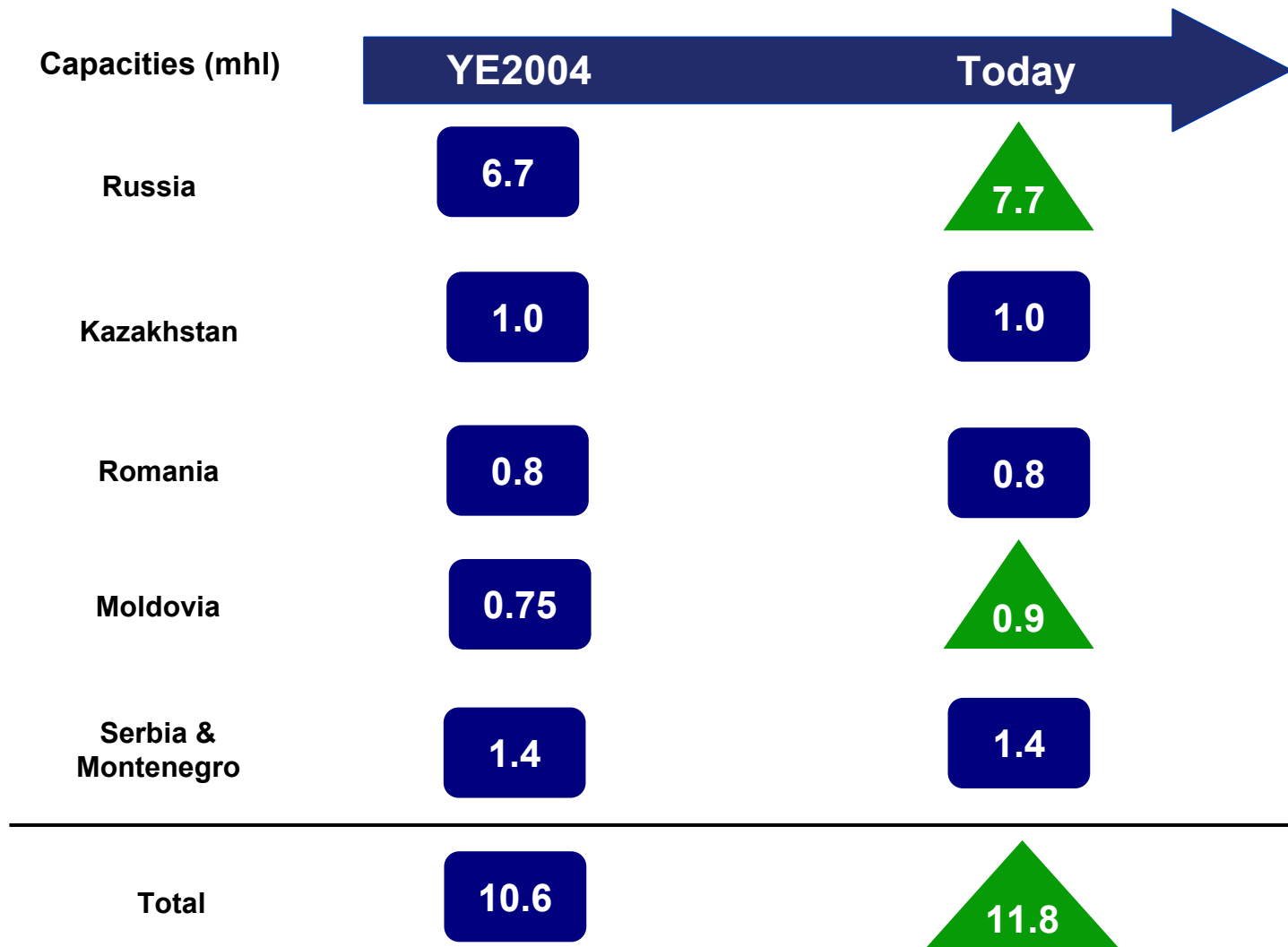
Leading Brewer in CIS, SEE & Central Asia



Source: Company information.



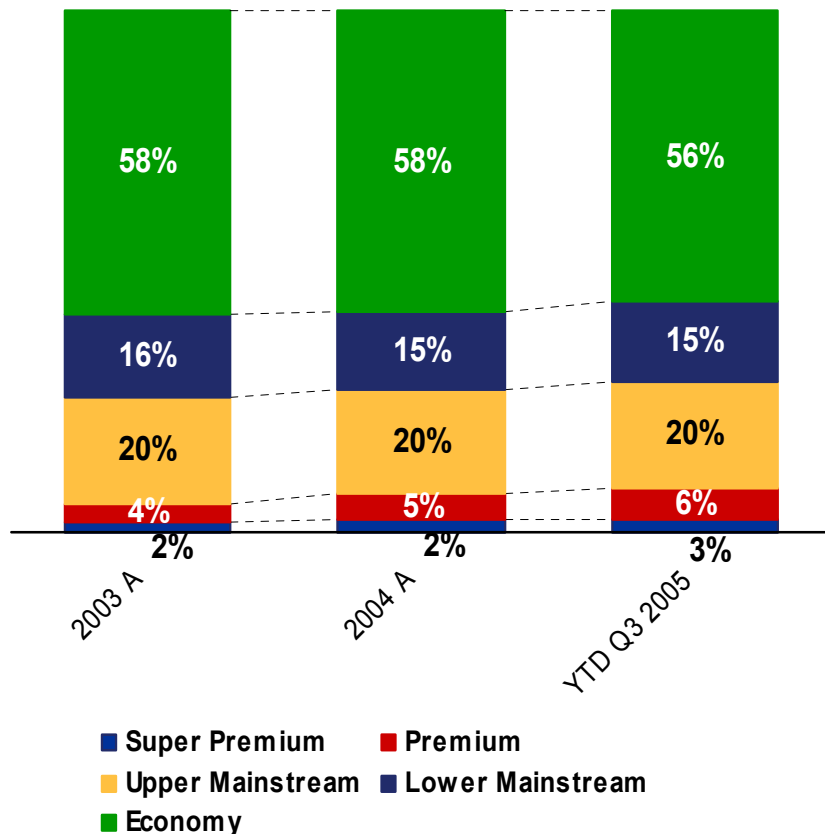
EBI's Brewing Infrastructure





Segments in Russia

(mhl)



Super Premium:

Warsteiner, Miller, Heineken, Tinkoff, Redds, Stella Artois, Gosser

Premium:

Efes Pilsener, Zlatopramen, Amsterdam Navigator, Tuborg, Holsten, Brahma, Lowenbrau, Becks, Carlsberg, Bavaria, Bitburger, Kozel, Stropramen

Upper Mainstream:

Stary Melnik, Z. Bochka, Bochkarev, Nevskoe, Solodov, Nevskoe, Tinkoff, T, Baltika Premium-Klinskoe Premium

Lower Mainstream:

Sokol, Baltika, Klinskoe, Svetloe, PIT, Tri Bogatrya, Yarpivo

Economy:

Beliy Medved, Ohota, Tolstyak, Arsenelnoe, Zhigolovkoe, Bagbier



Positioning and Key Brands Other Markets



Kazakhstan

Moldova

Serbia &
Montenegro

Romania

Premium



Licensed



Import



Import



Import



Licensed



Local



Local

Mid-priced



Karagandinskoe



Arc



Chisinau



Weifert



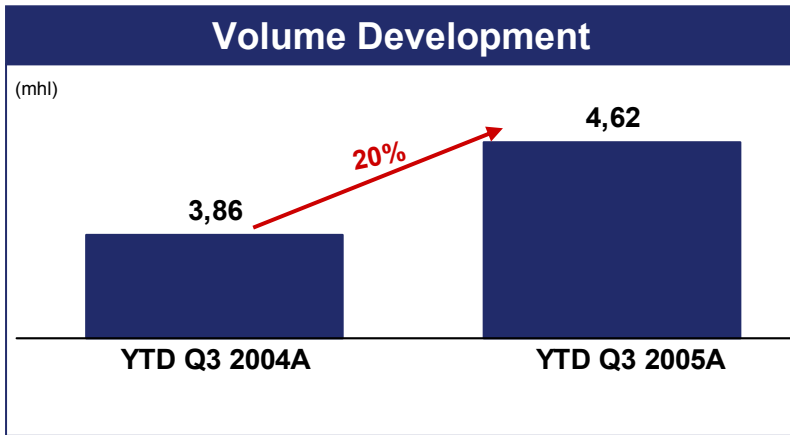
Pils Plus



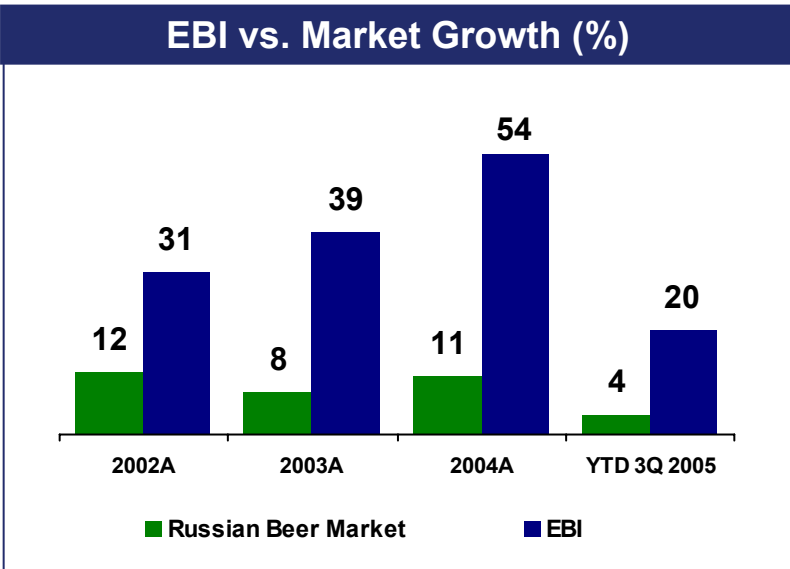
Caraiman

2. Operational Highlights

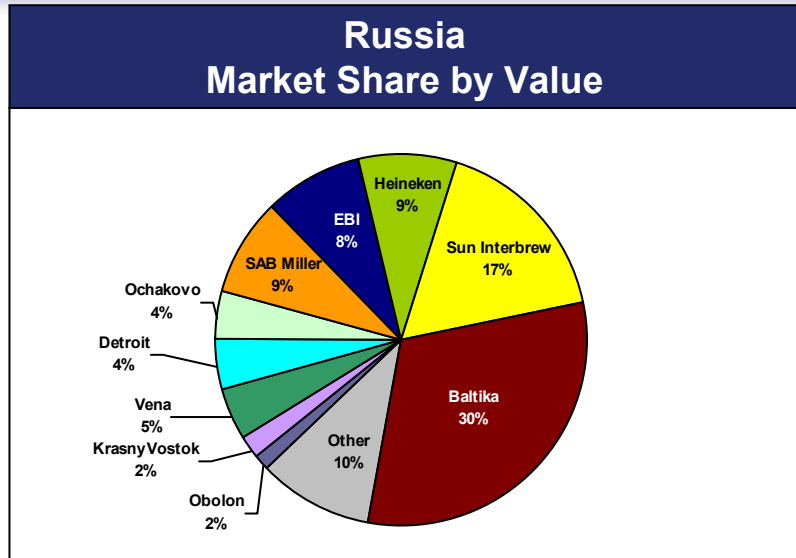




Source: Company information.



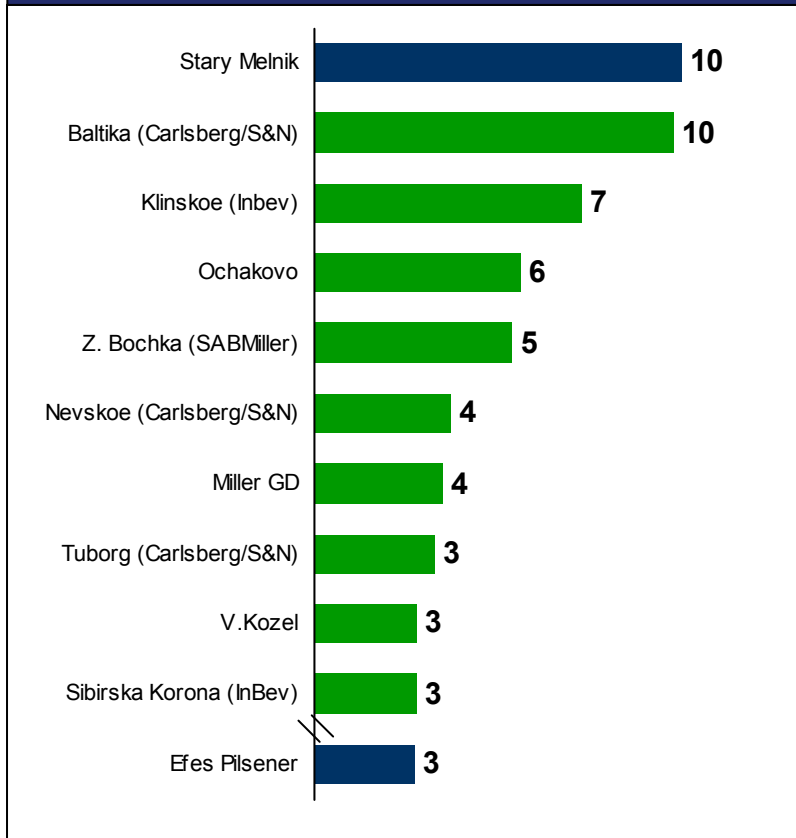
Note: Russian beer market growth of 4% in YTD Q3 2005 is an estimated figure.
 Source: Company information, Canadean Global Beer Report 2004



Source: AC Nielsen YTD Sep2005.

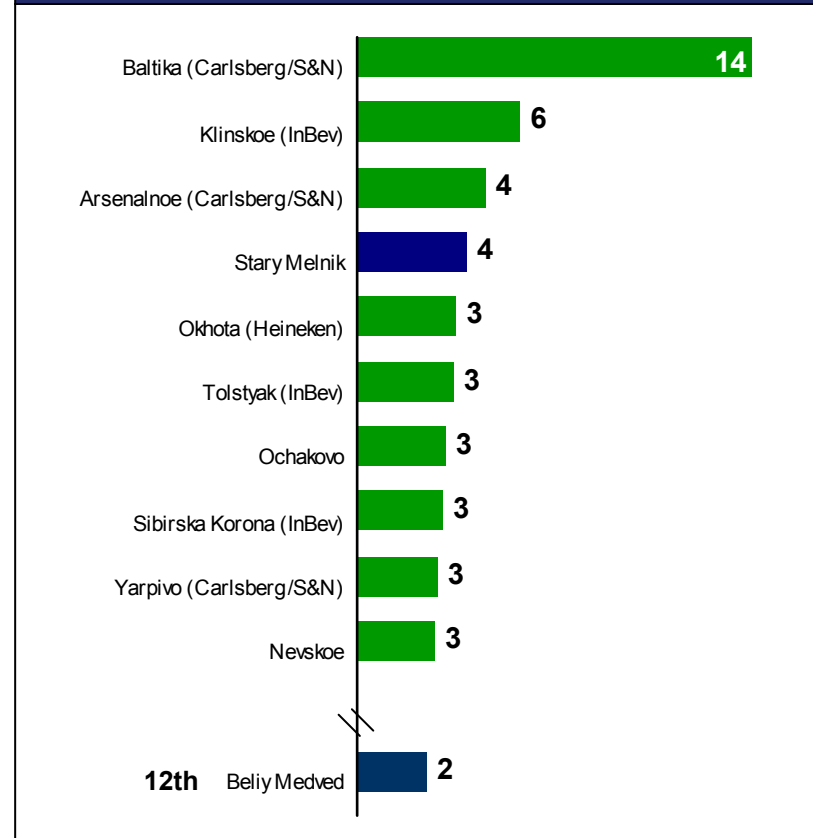


Moscow YTD September 2005 Brand Market Share by Value (%)

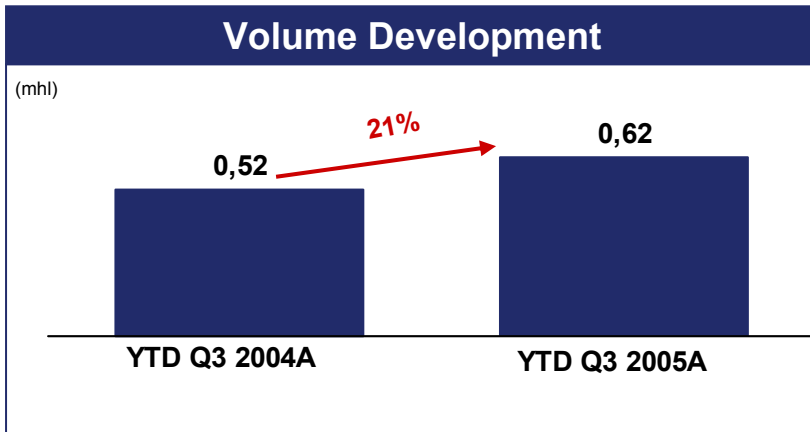


Source: AC Nielsen YTD Sep 2005.

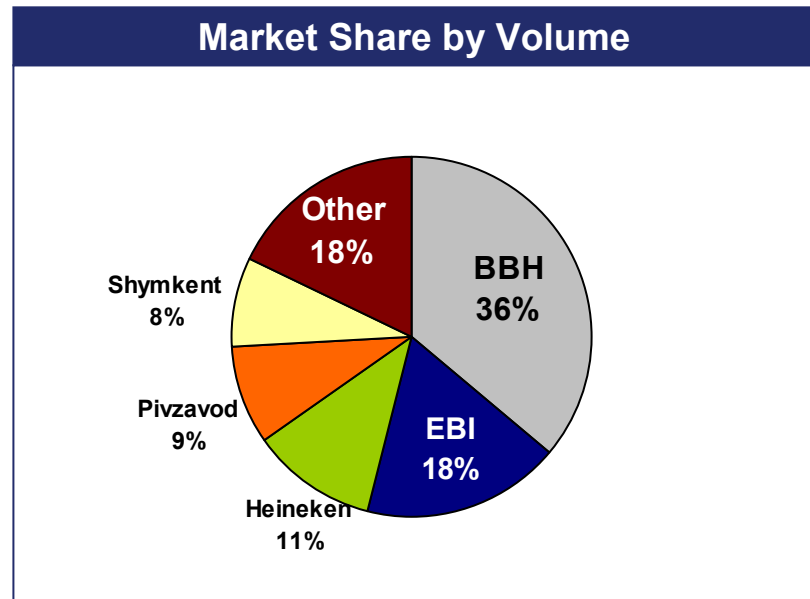
Russia YTD September 2005 Brand Market Share by Value (%)



Source: AC Nielsen YTD Sep 2005.

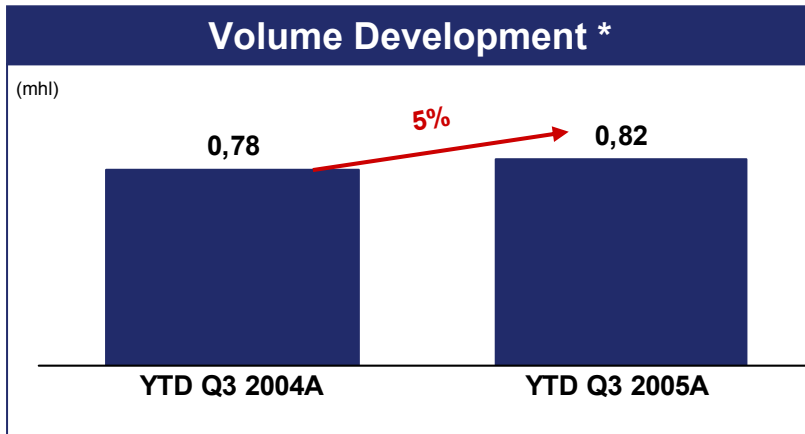


Source: Company information.

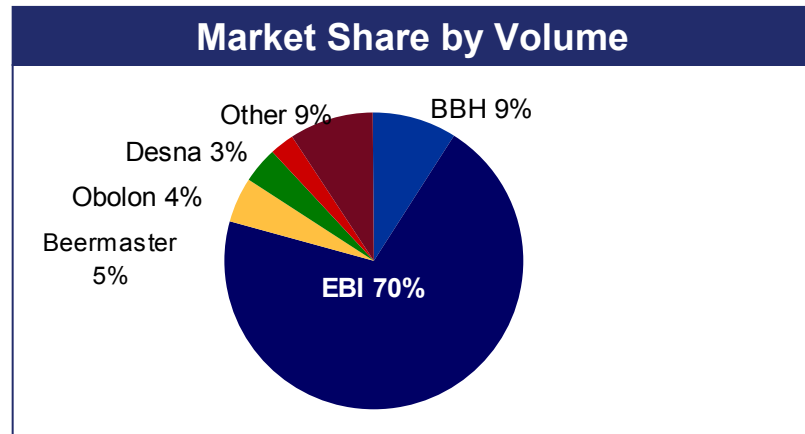


Source: ACNielsen YTD August-September 2005.

- ▶ EBI is #2 brewer
- ▶ Sales volume up by 21% to 0.62 mhl in YTD Q3 2005 from 0.52 mhl in YTD Q3 2004
- ▶ Superior logistical advantage
 - 2 modern breweries (total brewing capacity 1.0mhl)
 - 1 in-house maltery (6,500 tons capacity)
- ▶ Synergies through Coca-Cola distribution network

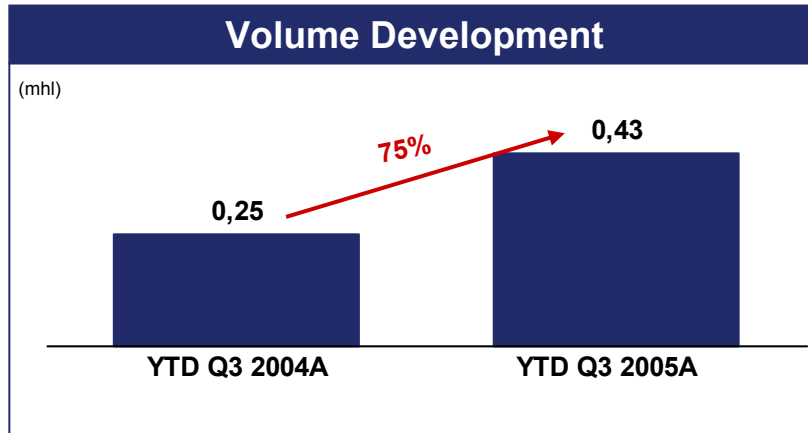


* : Includes both beer & soft drinks.
Source: Company information.

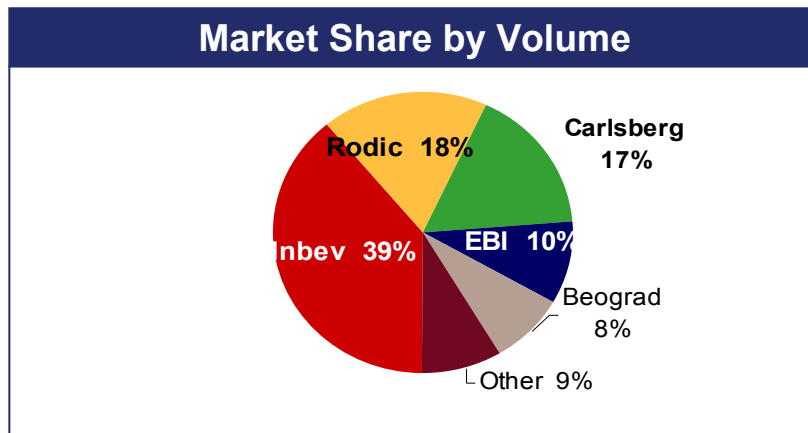


Source: MEMRB YTD July-August 2005.

- ▶ EBI is #1 brewer with 70% market share by volume
- ▶ Brewing capacity of 0.9mhl
 - up from 0.75mhl within H1 2005
- ▶ Additional soft drink business
 - Leading CSD market with 45% share by volume
 - Bottling capacity of 0.40mhl
- ▶ Total sales volume at 0.82 mhl; up by 5% in YTD Q3 2005 vs YTD Q3 2004
 - Beer volume growth ahead of soft drinks volume growth
- ▶ Focus on marketing, branding and re-launch of existing beer and soft drink brands



Source: Company information

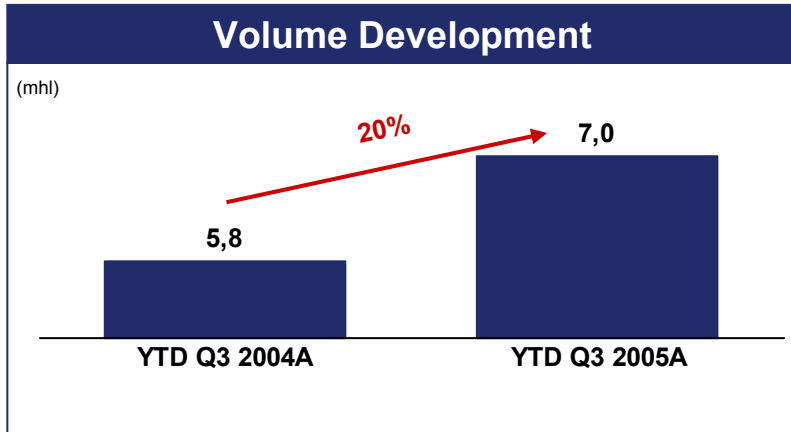


Source: Business Association of Serbia & Montenegro Brewers and Malt Producers_ YTD Oct 2005.

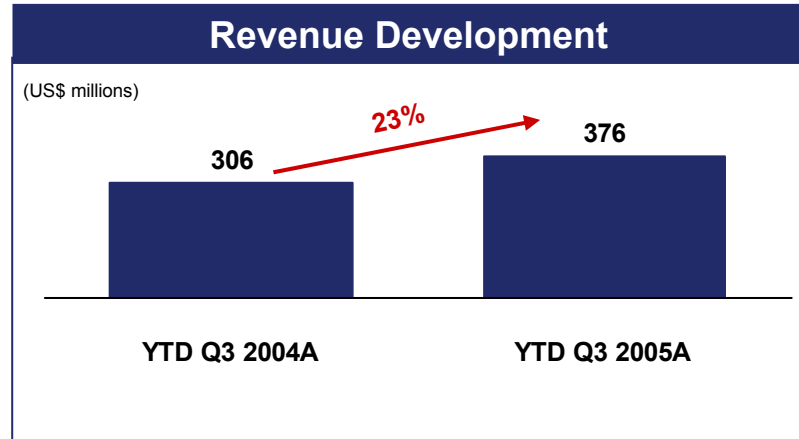
- ▶ #4 brewer in Serbia and Montenegro
- ▶ Market entry in 2003
 - Acquisition of a brewery near Belgrade
 - Annual capacity 0.4mhl
- ▶ Acquisition of 2nd brewery in Zajecar in 2004
 - Annual capacity 1.0mhl
- ▶ Growth drivers
 - Re-launch of Weifert & Pils Plus brands
 - Improving nationwide distribution

3. Financial Highlights

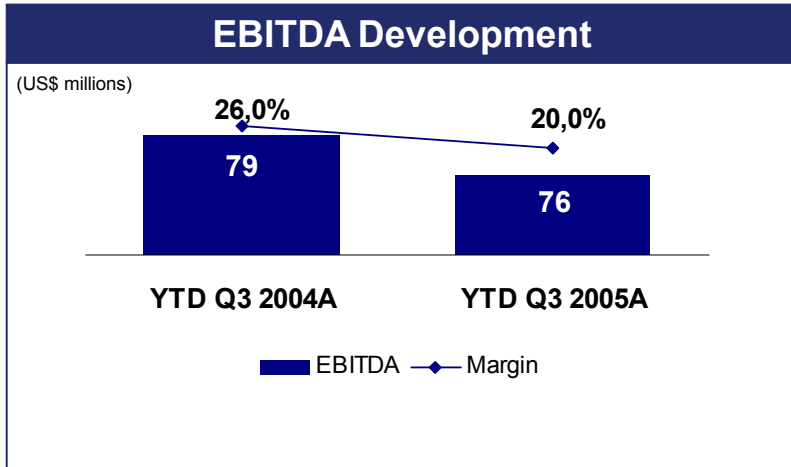




Source: Company information.



Source: Management accounts



Source: Management accounts

- ▶ Sales volume at 7.0 mhl up 20% in YTD Q3 2005 vs YTD 3Q2004
- ▶ Consolidated Revenue up by 23% in YTD Q3 2005 vs YTD Q3 2004, in line with volume growth, at US\$376 million
- ▶ Profitability continued to recover and normalize, building on the seasonality and the organic volume growth
 - certain margin contraction still exists in YTD Q3 2005 vs YTD Q3 2004



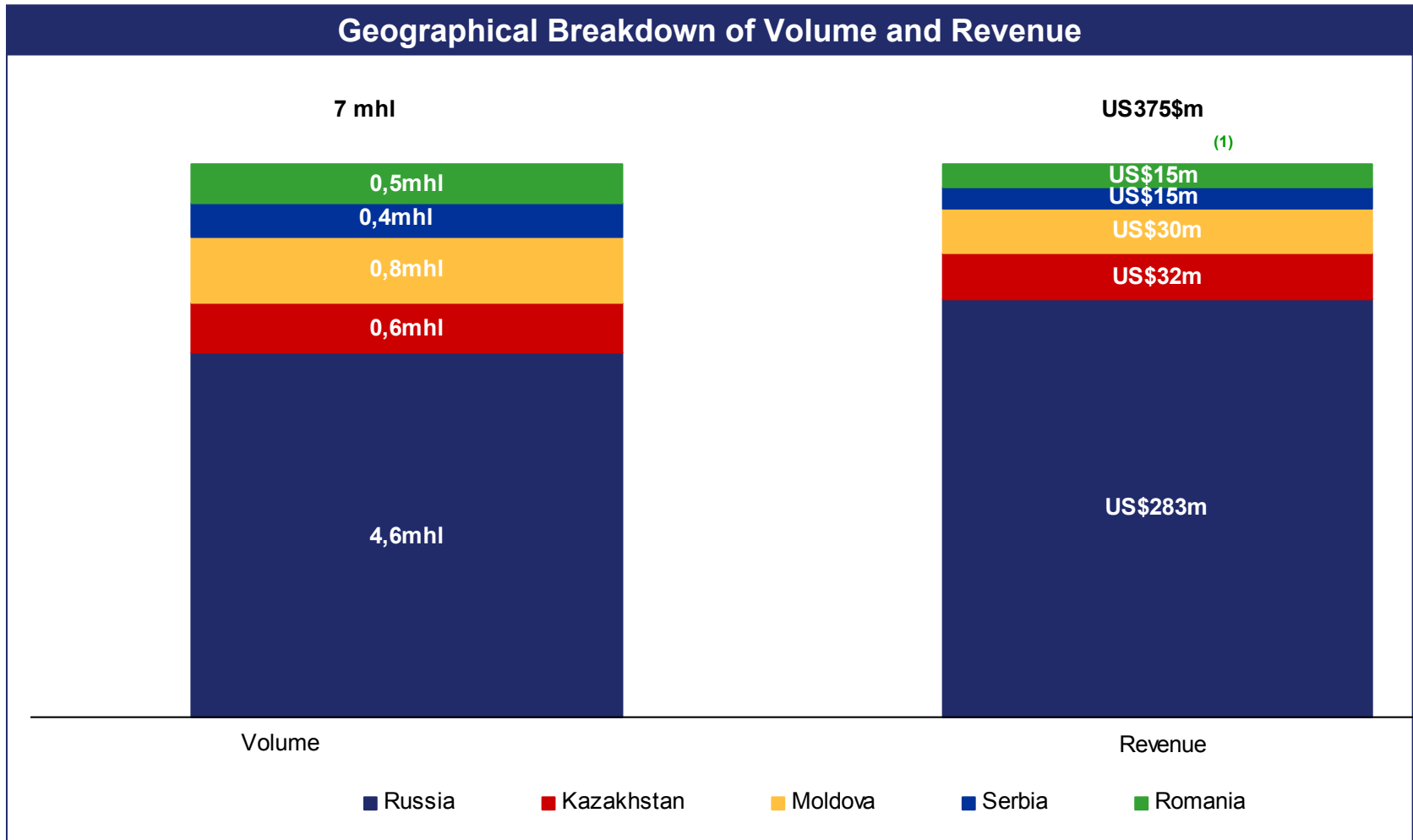
Financial Review – Operating Performance



- ▶ **Continued top line growth momentum in YTD Q3 2005 vs YTD Q3 2004**
 - 20% overall volume growth, 23% sales growth
- ▶ **Profitability normalizing on seasonality and volume growth**
- ▶ **Slight reduction in margins due to**
 - Price increases below inflation (Russia)
 - in line with the market trend
 - pricing levels vs market average & competition maintained
 - Increased share of PET products
 - impact on average pricing
 - increased exposure to resin prices
 - Increase of oil prices globally
 - impact on cost of sales due to increased resin prices for PET products
 - general increase in the transportation costs
 - Restructuring of sales & distribution system in Russia
 - aim to enhance sales and distribution infrastructure for long term market position
 - Higher marketing expenses incurred in Serbia & Montenegro
 - following Zajecar Brewery acquisition in Q3 2004
 - aim to establish strong long-term market position
- ▶ **Slight EBITDA contraction with margin at 20%**
 - Q-on-Q improvement since Q1 2005
- ▶ **FY2005 volume outlook unchanged – revenue growth to be in line with volume growth**
 - impact on full year EBITDA expectation
 - annual EBITDA margin to be maintained parallel to YTD Q3 2005 level

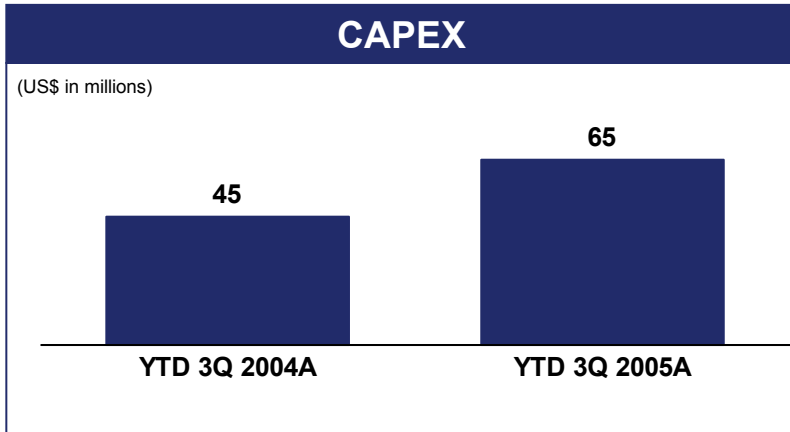


YTD Q32005 Contribution by Geography



Note: (1) Romania represents 50% of total figures in Romania.

Source: Company Information, Management accounts.



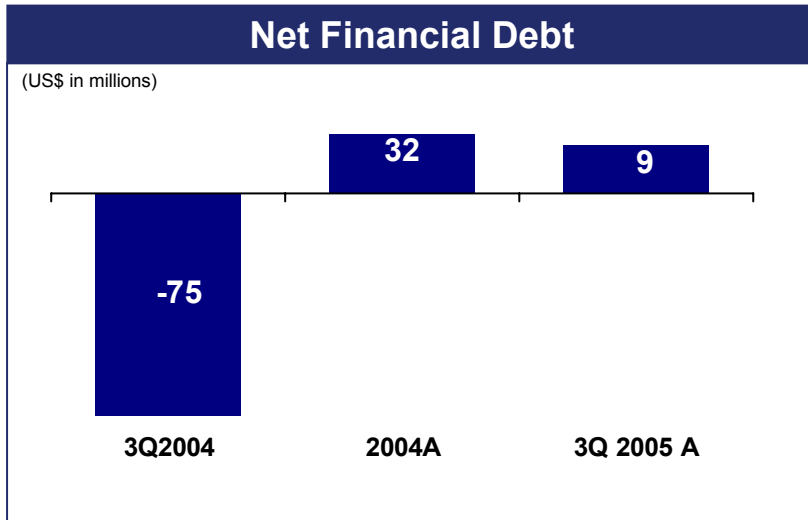
Source: Management accounts

Capex in 2005

- ▶ Capacity expansions in Ufa Brewery (+0.8 mhl) and in Rostov Brewery (+0.2 mhl) (Russia) and in Vitanta Brewery (+0.2 mhl) (Moldova)
- ▶ Upgrade of existing breweries in Moldova and Serbia & Montenegro

Capex in 2004

- ▶ Capacity expansion of Moscow brewery (+1.5mhl)
- ▶ Upgrade of existing breweries in Moldova and Serbia & Montenegro



Source: Management accounts

Net Financial Debt

- ▶ Net cash position at the end of Q3 2005 of US\$9 million



4. Conclusions





Key Messages



- ▶ **Strong positions in attractive markets**
 - #4 in Russia
 - #1 in Moldova
 - #2 in Kazakhstan
 - #4 in Serbia-Montenegro
- ▶ **Present in key and fast-growing emerging markets in CIS, SEE & Central Asia**
 - Russia – 81 mhl / 5% per capita consumption growth (2004 - 2009E)
 - Kazakhstan – 3.2 mhl / 8% per capita consumption growth (2004 - 2009E)
- ▶ **Positioned in the most attractive beer segments**
 - Most profitable
 - Fastest growing
- ▶ **Focus on profitable growth with proven track record**
 - Organic growth
 - Tactical and strategic acquisitions
- ▶ **Proven management team**

Positioned to take advantage of growth in target markets



**Continue to pursue
profitable growth**

**Focus on higher value
segments**

**Leverage effective
capital expenditure
model**

- ▶ **Ongoing review of greenfield / brownfield opportunities in existing territories**
- ▶ **Tactical and strategic expansion into new high-growth territories**
- ▶ **Capitalise on shift in consumer demand to premium beer**
- ▶ **Invest in brands**



Questions and Answers

