

## FOR GENERAL RELEASE TO THE PUBLIC JANUARY 18<sup>TH</sup>, 2008

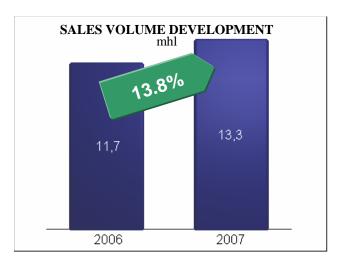


### EFES BREWERIES INTERNATIONAL N.V.

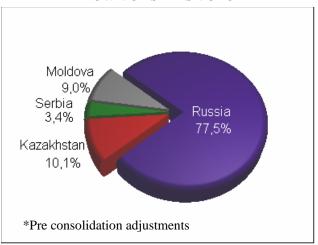
### STRONG VOLUME PERFORMANCE ACROSS MAJOR MARKETS IN 2007

Efes Breweries International N.V. ("EBI" or "the Company") today announced its sales volume figures for the year ended 31.12.2007.

In 2007 EBI's total sales volume increased to 13.3 mhl, by growing 13.8% over 2006. Fourth quarter volume growth at EBI was 13.3% over the fourth quarter of 2006.



#### BREAKDOWN OF SALES VOLUME



To provide a better comparison; if the 2006 sales volumes were presented on a like-for-like basis, whereby

- the sales volume in the first two months of 2006 of the Krasny Vostok Brewing Group ("KV Group"), which EBI acquired in February 2006 is included and,
- the sales volume of Interbrew Efes Brewery ("Efes Romania"), EBI's 50% operating subsidiary in Romania, in which EBI disposed its shareholding in August 2006, from 2006 results is excluded.

EBI's like-for-like sales volume growth in 2007 was 17.0%.

## **RUSSIA:**

Currently EBI is the fourth largest brewer in Russia, which is estimated to be the world's third largest beer market (Canadean). EBI operates 5 breweries and 4 malteries in Russia with an aggregate brewing and malting capacity of 20.2 mhl and 139.000 tonnes, respectively.

In Russia EBI increased its sales volume by 20.1% and reached 10.4 mhl. Like-for-like sales volume growth by including the first two month sales volume of the KV Group to 2006 results was 17.1%. The



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strong market growth in Russia was assisted by the favorable weather conditions and the continuing positive shift towards beer primarily in less saturated regional markets. EBI's fourth quarter volume growth in Russia was 16.2%. EBI's market share in Russia as reported by AC Nielsen was 8.7% as of November 2007 (up from 8.5% in YE2006).

In 2007 EBI's Russian operations underwent a thorough optimization process post KV Group integration, including the rationalization of the brand portfolio. The rationalization aims to capitalize on the effective category segmentation and strategic positioning of EBI's brand portfolio. Currently "Beliy Medved", "Stary Melnik" and "Gold Beer" are the main volume drivers in EBI's operations in Russia and collectively account to more than 60% of total sales volume.

#### **KAZAKHSTAN:**

In Kazakhstan EBI is the second largest brewer operating two breweries and has a total annual brewing capacity of 2.1 mhl, up from 1.3 mhl in YE2006. EBI increased its sales volume by 45.8% over the previous year and recorded 1.3 mhl sales volume in 2007. The fourth quarter sales volume increase was 56.0% over the comparable period of previous year. EBI's volume growth in both the fourth quarter and full year was ahead of the market growth, thereby resulting in a market share appreciation to 25.1% as of November 2007 from 18.7% in YE 2006 (AC Nielsen).

#### **MOLDOVA:**

In Moldova EBI currently is the leading brewer with 71.5% market share (MEMRB November 2007), up from 66.1% in YE2006. EBI operates one brewery in Moldova with an annual capacity of 0.9 mhl. EBI's beer only volume growth in 2007 was 14.0% over 2006. As announced by EBI on February 21st 2007, EBI sold its soft drink brands "Viva" and "Real" to The Coca-Cola Company, thereby focusing merely on the core beer business. In 2007 total sales volume in Moldova, including soft drinks, reached 1.2 mhl and grew by 3.3% in 2007 over 2006.

### **SERBIA:**

Serbia was the only market where EBI's sales volume declined in 2007. EBI realized 0.5 mhl sales volume in 2007 in Serbia, indicating a decline of 5.1% over previous year, which reflects our strategic decision to focus on balanced volume and profitability. EBI operates two breweries in Serbia with an aggregate brewing capacity of 1.4 mhl per annum. EBI is the third largest brewer in the market with a market share of 10.5% (AC Nielsen September 2007).



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#### Overview of EBI

EBI, incorporated in the Netherlands and listed on the London Stock Exchange (IOB:EBID), is a 70.2% subsidiary of Anadolu Efes Biracılık ve Malt Sanayi A.Ş.

EBI has a strong presence in the countries in which it operates, across the CIS, the Balkans and Eastern Europe, including Russia. Currently EBI has an annual brewing capacity of 24.6 mhl and malt production capacity of 139,000 tonnes.

A copy of this press release can be accessed at www.efesinternational.com

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