

**ANADOLU EFES 3Q2016 & 9M2016 EARNINGS RELEASE**

Istanbul, November 3, 2016 – Anadolu Efes (BIST: AEFES.IS) today announced:

**9M2016 HIGHLIGHTS**

Consolidated sales volume up 0.9% to 70.4 mhl (excl. Ukraine up 1.2%)

Consolidated net sales revenue up 0.1% to TL 8,265.0 million

Consolidated EBITDA Before Non-Recurring Items (BNRI) down 2.4% to TL 1,547.7 million

Consolidated Free Cash Flow was TL 723.2 million versus TL 566.3 million in 9M2015

**THIRD QUARTER HIGHLIGHTS**

Consolidated sales volume up 2.5% to 27.7 mhl (excl. Ukraine up 2.5%)

Consolidated net sales revenue up 1.8% to TL 3,243.0 million

Consolidated EBITDA (BNRI) down 2.7% to TL 661.5 million

AEFES Consolidated (TL mn)	3Q2015	3Q2016	% change	9M2015	9M2016	% change
Volume (mhl)	27.0	27.7	2.5%	69.8	70.4	0.9%
Net Sales	3,185.3	3,243.0	1.8%	8,260.0	8,265.0	0.1%
Gross Profit	1,306.8	1,274.3	-2.5%	3,466.4	3,311.0	-4.5%
EBIT (BNRI)	452.8	464.0	2.5%	977.7	934.5	-4.4%
EBITDA (BNRI)	679.9	661.5	-2.7%	1,586.1	1,547.7	-2.4%
Net Income/(Loss)*	-139.8	132.1	194.5%	-179.2	364.2	303.3%
			Change (bps)			Change (bps)
Gross Profit Margin	41.0%	39.3%	-173	42.0%	40.1%	-191
EBIT (BNRI) Margin	14.2%	14.3%	9	11.8%	11.3%	-53
EBITDA (BNRI) Margin	21.3%	20.4%	-95	19.2%	18.7%	-48
Net Income Margin*	-4.4%	4.1%	846	-2.2%	4.4%	658

\* Net income attributable to shareholders

Consolidated sales volume was up by 2.5% in 3Q2016 y-o-y. Consolidated sales volume increased by 0.9% in 9M2016 reaching 70.4 mhl. Excluding Ukraine, consolidated y-o-y sales volume increase in 9M2016 was 1.2%.

Consolidated sales revenue reached TL 3,243.0 million in 3Q2016 and TL 8,265.0 million in 9M2016 growing by 1.8% and 0.1%, respectively. Despite local currency price increases in all segments, sales revenue growth was lower than that of volumes mostly due to y-o-y devaluations of local currencies of EBI's countries against TL.

Consolidated EBITDA (BNRI) was recorded as TL 661.5 million in 3Q2016, being down by 2.7% compared to 3Q2015. Accordingly, EBITDA (BNRI) declined by 2.4% to TL 1,547.7 million in 9M2016. EBITDA margin was realized as 18.7% in 9M2016 versus 19.2% in 9M2015, in line with our guidance. Higher raw material prices as well as F/X based costs and also the increase in fixed costs due to lower volumes in Turkey beer were the most substantial reasons of lower operating profitability in consolidated results.

Consolidated net income was recorded as TL 364.2 million in 9M2016 versus a loss of TL 179.2 million in 9M2015 despite TL 66.5 million non-cash fx loss in 9M2016 which was TL 929.4 million a year before. The y-o-y improvement in FCF is eye-catching where we delivered TL 723.2 million FCF in 9M2016 compared to TL 566.3 million in 9M2015. While both soft drinks and beer contributed positively by generating positive FCF, the improvement is mainly coming from better working capital management as well as from the savings in capex in soft drink operations. Accordingly, our consolidated net leverage ratio was to 1.8x as of September 30, 2016 improving from its level of 2.1x as of June 30, 2016.

## SUMMARY FINANCIALS

Consolidated (TL mn)	3Q2015	3Q2016	Change %	9M2015	9M2016	Change %
Volume (mhl)	27.0	27.7	2.5%	69.8	70.4	0.9%
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Net Income Margin*	-4.4%	4.1%	846	-2.2%	4.4%	658
Beer Group (TL mn)	3Q2015	3Q2016	Change %	9M2015	9M2016	Change %
Volume (mhl)	5.6	5.9	5.7%	16.6	15.7	-5.4%
Net Sales	980.5	998.3	1.8%	2,809.6	2,590.0	-7.8%
Gross Profit	543.1	518.0	-4.6%	1,519.8	1,339.2	-11.9%
EBIT (BNRI)	154.2	153.9	-0.2%	339.0	282.2	-16.8%
EBITDA (BNRI)	256.7	242.0	-5.7%	635.3	551.1	-13.3%
Net Income/(Loss)*	-165.3	56.1	134.0%	-180.1	217.3	220.7%
	Change (bps)			Change (bps)		
Gross Profit Margin	55.4%	51.9%	-350	54.1%	51.7%	-239
EBIT (BNRI) Margin	15.7%	15.4%	-31	12.1%	10.9%	-117
EBITDA (BNRI) Margin	26.2%	24.2%	-194	22.6%	21.3%	-133
Net Income Margin*	-16.9%	5.6%	2,248	-6.4%	8.4%	1,480
Turkey Beer (TL mn)	3Q2015	3Q2016	Change %	9M2015	9M2016	Change %
Volume (mhl)	1.8	1.7	-5.3%	5.2	4.6	-10.8%
Net Sales	410.9	421.6	2.6%	1,170.1	1,108.1	-5.3%
Gross Profit	258.3	254.9	-1.3%	727.1	655.8	-9.8%
EBIT (BNRI)	99.3	97.3	-2.0%	269.3	195.7	-27.3%
EBITDA (BNRI)	135.9	136.6	0.5%	379.3	318.5	-16.0%
Net Income/(Loss)*	-103.7	14.9	114.4%	-127.6	86.8	168.0%
	Change (bps)			Change (bps)		
Gross Profit Margin	62.9%	60.5%	-239	62.1%	59.2%	-297
EBIT (BNRI) Margin	24.2%	23.1%	-109	23.0%	17.7%	-536
EBITDA (BNRI) Margin	33.1%	32.4%	-67	32.4%	28.7%	-367
Net Income Margin*	-25.2%	3.5%	2,876	-10.9%	7.8%	1,874
EBI (USD mn)	3Q2015	3Q2016	Change %	9M2015	9M2016	Change %
Volume (mhl)	3.8	4.2	11.0%	11.4	11.0	-3.0%
Net Sales	196.5	192.5	-2.0%	610.0	497.9	-18.4%
Gross Profit	98.5	87.2	-11.4%	294.4	228.2	-22.5%
EBIT (BNRI)	22.0	22.7	3.2%	39.2	41.0	4.7%
EBITDA (BNRI)	44.8	38.9	-13.3%	107.9	90.0	-16.6%
Net Income/(Loss)*	-17.3	20.1	216.0%	-19.3	56.0	390.6%
	Change (bps)			Change (bps)		
Gross Profit Margin	50.1%	45.3%	-480	48.3%	45.8%	-244
EBIT (BNRI) Margin	11.2%	11.8%	60	6.4%	8.2%	181
EBITDA (BNRI) Margin	22.8%	20.2%	-261	17.7%	18.1%	39
Net Income Margin*	-8.8%	10.4%	1,924	-3.2%	11.3%	1,441
CCI (TL mn)	3Q2015	3Q2016	Change %	9M2015	9M2016	Change %
Volume (mn u/c)	377.0	383.2	1.7%	938.5	965.1	2.8%
Net Sales	2,204.8	2,244.8	1.8%	5,450.5	5,675.1	4.1%
Gross Profit	764.9	758.8	-0.8%	1,949.4	1,979.2	1.5%
EBIT	302.8	313.8	3.7%	651.6	663.7	1.9%
EBITDA	423.0	419.1	-0.9%	950.8	996.5	4.8%
Net Income/(Loss)*	54.3	154.2	183.7%	112.9	331.7	193.8%
	Change (bps)			Change (bps)		
Gross Profit Margin	34.7%	33.8%	-89	35.8%	34.9%	-89
EBIT Margin	13.7%	14.0%	25	12.0%	11.7%	-26
EBITDA Margin	19.2%	18.7%	-52	17.4%	17.6%	11
Net Income Margin*	2.5%	6.9%	440	2.1%	5.8%	377

\* Net income attributable to shareholders

## MANAGEMENT COMMENTS

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“In the first nine months of 2016, we delivered 1% sales volume growth and flattish revenues on a consolidated basis despite the ongoing challenges in our operating markets. EBITDA margin was realized parallel to our previous guidance by declining slightly compared to previous year. We are extremely pleased that we managed to generate over TL 700 million free cash flow in Anadolu Efes with the positive contribution of our both lines of business” **commented Mr. Robin Goetzsche, Anadolu Efes CEO and Beer Group President.**

“2016 has not been an easy year, as guided before. We faced geopolitical, macro-economic, political and industry related challenges throughout our operating region. These challenges subsided in the third quarter in some markets like Russia, while ascending in others, like the case for Turkey.

We continued streamlining our brands, introducing innovative tastes and package types, delisting non-performing SKUs while also focusing on further improving our sales force efficiency and effectiveness. Brands are and will be at the top of our strategy and we are committed to continue meeting our consumers’ ever changing preferences.

In Turkey, the high season was negatively impacted by the negative consumer sentiment due unfortunate events in mid-July as well as very low levels of tourism activity. Despite these challenges, the third quarter performance has improved compared to the previous two quarters both on the top line and profitability.

In Russia, improving economic conditions, better consumer sentiment and industry related positive developments helped boost our sales volumes. We managed to record double digit volume growth in the third quarter, taking the YTD performance to positive territory. Premium segment continues to grow in Russia and we, as the market leader in this segment, continue to capitalize on this growth. In addition, our initiatives in the Upper Mainstream Segment are helping to achieve solid growth and contributing to our market share positively.

We delivered 6% volume growth on a total Beer Group basis in the third quarter bringing the YTD volume decline down to 5%, progressing towards meeting our full year guidance. What is also gratifying is the strong free cash flow generation of close to TL 200 million in the first nine months in the Beer Group despite contracting volumes, higher unit fixed costs and ongoing challenges. Creating cash in these challenging environments is not an easy task, however our commitment to tightly managing the balance sheet and delivering stronger and sustained free cash flow will continue.”

## OPERATIONAL PERFORMANCE - BEER GROUP

### TURKEY BEER OPERATIONS

Turkey Beer (TL mn)	3Q2015	3Q2016	% change	9M2015	9M2016	% change
Volume (mhl)	1.8	1.7	-5.3%	5.2	4.6	-10.8%
Net Sales	410.9	421.6	2.6%	1,170.1	1,108.1	-5.3%
Gross Profit	258.3	254.9	-1.3%	727.1	655.8	-9.8%
EBIT (BNRI)	99.3	97.3	-2.0%	269.3	195.7	-27.3%
EBITDA (BNRI)	135.9	136.6	0.5%	379.3	318.5	-16.0%
Net Income/(Loss)*	-103.7	14.9	114.4%	-127.6	86.8	168.0%
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Gross Profit Margin	62.9%	60.5%	-239	62.1%	59.2%	-297
EBIT (BNRI) Margin	24.2%	23.1%	-109	23.0%	17.7%	-536
EBITDA (BNRI) Margin	33.1%	32.4%	-67	32.4%	28.7%	-367
Net Income Margin*	-25.2%	3.5%	2,876	-10.9%	7.8%	1,874

\* Net income attributable to shareholders

Domestic volume performance in the third quarter improved compared to the first two quarters and was recorded at 1.6 mhl, with a slower decline of 5.7% y-o-y. With the end of Ramadan in 2Q, July volumes started strong, however unfortunate events which took place in mid-July put further pressure on consumer confidence, which in turn directly impacted our volumes especially in on-premise channel and hotels. Lower consumer confidence coupled with lower number of foreign tourists and in particular lower Russian and German tourists especially in the peak season as well as higher excise taxes pulled the volumes down in this quarter as well. Exports out of Turkey were almost flattish in 3Q2016 and down 3.1% in 9M2016. As a result, Turkey beer operations' total sales volume was 1.7 mhl with a decline of 5.3% in 3Q2016 and down 10.8% to 4.6 mhl in 9M2016.

Compared to first half of the year the improvement in volumes in the quarter was supported by our continuous focus on sales execution as well as new innovative launches such as Efes Pastörsüz, Efes Brewmaster Series (Red, White and Amber Ale) and also Bomonti Red Ale

Our revenues grew by 2.6% in 3Q2016 on the back of price increase in order to cover the excise hike and cost inflation along with y-o-y higher revenues coming from exports.

Higher F/X based raw materials due to weaker TL in 3Q2016 versus 3Q2015 negatively impacted the cost of sales per liter, while the hedged portion, although significantly below the average spot rate, was also negatively impacted by the very low hedge base of last year. Although there is a decline of 239 bps in gross margin in 3Q2016 versus 3Q2015, the margin was flat compared to 2Q2016. In 3Q2016, gross margin was reported at 60.5% bringing the margin to 59.2% in 9M2016.

Third quarter EBITDA was flat compared to a year before with a slight contraction in margin. This was achieved as a result of expense efficiencies and savings. The decline in EBITDA margin was significantly lower than the previous two quarters, as guided before. EBITDA was recorded as TL136.6 million in 3Q2016 implying a margin of 32.4% taking 9M2016 margin to 28.7% with an absolute EBITDA of TL 318.5 million.

Bottom line was impacted negatively by non-cash FX losses albeit at a much lower pace versus the same period of previous year. Net income for the period was TL86.8 million.

## INTERNATIONAL BEER OPERATIONS

International Beer (USD mn)	3Q2015	3Q2016	% change	9M2015	9M2016	% change
Volume (mhl)	3.8	4.2	11.0%	11.4	11.0	-3.0%
Net Sales	196.5	192.5	-2.0%	610.0	497.9	-18.4%
Gross Profit	98.5	87.2	-11.4%	294.4	228.2	-22.5%
EBIT (BNRI)	22.0	22.7	3.2%	39.2	41.0	4.7%
EBITDA (BNRI)	44.8	38.9	-13.3%	107.9	90.0	-16.6%
Net Income/(Loss)*	-17.3	20.1	216.0%	-19.3	56.0	390.6%
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Gross Profit Margin	50.1%	45.3%	-480	48.3%	45.8%	-244
EBIT (BNRI) Margin	11.2%	11.8%	60	6.4%	8.2%	181
EBITDA (BNRI) Margin	22.8%	20.2%	-261	17.7%	18.1%	39
Net Income Margin*	-8.8%	10.4%	1,924	-3.2%	11.3%	1,441

\* Net income attributable to shareholders

The consolidated sales volume of EBI in 3Q2016 was significantly above our expectations and increased by 11.0% on y-o-y basis. All EBI countries performed better than the first 2 quarters in 3Q however Russia was exceptional among them growing by double digits y-o-y. Accordingly, EBI's sales volume was down by 3.0% y-o-y in 9M2016, while excluding Ukraine, volumes were almost flattish.

The Russian beer market declined by only low single digits in 9M2016, helped by favorable summer weather and improving economic conditions. Our Russian volumes and hence our market share however, have grown vs. prior year on the back of the success of our market-facing projects and initiatives. And encouragingly much of our market share gains have come from our premium and upper mainstream brands. Decreasing consumer purchasing power due to significant devaluation of Tenge in Kazakhstan and economic challenges in Moldova and Georgia are directly impacting the beer markets in these countries. We keep our market leader position in these operations by focusing on new launches & brand repositionings, adapting to new market trends, portfolio and SKU optimization and increasing penetration in these challenging working environments.

Contributed by price increases and positive brand mix, revenue per liter increased on a local currency basis in all operations however on a consolidated basis EBI's net sales revenue declined by 2.0% to USD 192.5 million in 3Q2016 and by 18.4% to USD 497.9 million in 9M2016 due to devaluations of local currencies against EBI's reporting currency USD. On a constant currency basis, EBI's net sales revenue was up by 2.1% in 9M2016 vs 9M2015.

Gross profit was USD 87.2 million in 3Q2016 implying a gross profit margin of 45.3%, down 480 bps y-o-y, as expected. Higher procurement prices as well as F/X based raw materials have adversely impacted profitability in Russia and Kazakhstan however it was partly mitigated by the hedging tools and savings during the period. EBI's gross profit was USD 228.2 million in 9M2016 with a margin of 45.8%.

EBI's EBIT margin expanded by 60 bps in 3Q2016 and by 181 bps in 9M2016 y-o-y, benefiting from higher efficiencies on the back of higher volumes as well as tightly controlled OPEX in all operations, despite a decline in gross profitability. The reflection of the improvement in EBIT (BNRI) to EBITDA (BNRI) was less because of lower capex this year and also the F/X conversion impact. EBI's EBITDA (BNRI) margin was realized as 18.1% in 9M2016 being above expectations.

Higher absolute EBIT in 9M2016 y-o-y, coupled with a net F/X gain of USD 26.9 million versus net F/X loss of USD 54.4 million in 9M2015 pulled net income up to USD 56.0 million in 9M2016 compared to a net loss of USD 19.3 million a year before.

## OPERATIONAL PERFORMANCE - SOFT DRINK GROUP

### MANAGEMENT COMMENTS

**Burak Basarir, Chief Executive Officer of Coca-Cola İçecek, commented:** “We are pleased to deliver growth in the first nine months in spite of a very challenging third quarter in most of our markets. The strength of our business model and agility of our organization allow us to post growth even in weak operating environments and in times of high volatility.

Our largest market Turkey is showing some recovery following the slowdown in the beginning of the third quarter. Yet, we expect the trading environment continue to be challenging for the rest of the year in Turkey. Central Asia operations are gradually stabilizing and delivering better-than-planned performance, with the easing base in the second half of 2016. Iraq operations continuing to be held back by difficult macroeconomic environment and security issues. On the other hand, strong double digit volume growth continues in Pakistan while successful revenue growth management contributes to margin expansion.

Having achieved volume, revenue and EBITDA growth in the first nine months, we keep focusing on disciplined financial management to further improve productivity savings and working capital performance. Given relatively lower capital expenditure, we expect to generate substantial free cash flow at the end of the year. Despite near term challenges, our long term priority remains to deliver strong topline growth and steady improvement in margins.”

Coca-Cola İçecek (TL mn)	3Q2015	3Q2016	% change	9M2015	9M2016	% change
Volume (mn u/c)	377.0	383.2	1.7%	938.5	965.1	2.8%
Net Sales	2,204.8	2,244.8	1.8%	5,450.5	5,675.1	4.1%
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\* Net income attributable to shareholders

Consolidated sales volume increased by 1.7% to 383.2 million uc in 3Q2016 as 9M2016 volume was up by 2.8%, reaching 965.1 million u/c. In the first nine months, Turkey operations made up 50% of consolidated sales volume compared to 51% in the same period of 2015.

Sales volume of Turkey operations contracted by 0.7% in 3Q2016 while sales volume was up by 1.3% to 483.0 million u/c in the first nine months. The contraction was mainly attributable to lower non-ready-to-drink (NRTD) tea volume while both sparkling and still categories posted growth in the third quarter. On the other hand, excluding tea, sales volume was up by 1.9% in the third quarter, despite lower consumer confidence in July and weaker tourism activity throughout the high season. Sparkling category delivered 0.9% volume growth in 3Q2016 with the number of transactions lagging behind volume due to higher growth in future consumption (FC) packages, driven by under-the-cap promotions. In the first nine months of the year, volume of sparkling category declined by 0.9% due to contraction in the first half while transaction numbers posted growth. Still beverages, including water, posted 4.1% growth in 3Q2016, driven by mid-single digit growth in water and high single digit growth in ice tea categories while juice category posting low single digit contraction. In the first nine months, still beverages delivered 9.2% volume growth thanks to double digit growth in water and ice tea categories. Non-ready-to drink (NRTD) tea category contracted by 18.6% and 4.7% in 3Q2016 and 9M2016, respectively.

Sales volume of international operations increased by 4.1% in the quarter, led by Pakistan operations. Total international sales volume reached 482.1 million u/c in the first nine months, implying 4.4% growth. Pakistan delivered strong growth in line with the market this year after relatively slower growth a year ago due to competition. Pakistan delivered 19.7% volume growth in the first nine months, cycling 8.2% growth in the same period of 2015. Volume growth in 3Q2016 was 15.4%, driven by strong sparkling category growth. Central Asia operations started to stabilize to some extent with the magnitude of volume contraction retreating to 9.9%, helped in part by the low base of 3Q2015. Volume contraction in 9M2016 was 12.8%, which was better than planned while adverse impacts of currency devaluations began to fade away gradually. Kazakhstan, CCI's largest market in the region, registered 6.6% and 10.9% volume contraction in 3Q2016 and 9M2016, respectively. Middle East volumes turned positive in 3Q2016 with 1.7% growth, supported by growth in North Iraq, some recovery in South Iraq and continued momentum in Jordan. Yet, Iraq's total sales volume showed limited 0.8% growth in the quarter given the continued weakness in macroeconomic and political environment. Total sales volume of Middle East operations contracted by 1.5% in 9M2016.

On a consolidated basis, net revenue increased by 1.8% in 3Q2016, bringing 9M2016 figure to TL 5,675.1 million. Net revenue per unit case increased by 1.3% to TL 5.88, mainly driven by Turkey operations. In Turkey, net revenue increased by 8.3% in 3Q2016, bringing 9M2016 figure to TL 2,928.6 million. Net revenue per unit case increased by 9.1 % to TL 6.01 in the quarter, benefiting from price increases on selective future consumption packages in early 2016. In 9M2016, growth in revenue per unit case was 7.2%, reflecting some dilutive impact of Ramadan promotions and higher share of future consumption packages in the second quarter. In international operations, net revenue decreased by 9.0% in 3Q2016, bringing 9M2016 figure to USD 937.2 million. Net revenue per unit case was USD 1.94 in the quarter, implying 12.6% decline. In 9M2016, revenue per unit case was down by 13.5% which was attributable to some unfavorable mix impact in Pakistan, weak pricing in Central Asia and higher trade discounts in Iraq.

Consolidated EBITDA increased by 4.8% to TL 996.5 million in 9M2016, translating into 11 bps expansion in EBITDA margin. In Turkey, the increase in the cost per case was higher compared to the growth in revenue per case in 9M2016, mainly due to unfavorable foreign currency impact on packaging materials and one-off costs related to the collective bargaining agreement. Hence, gross margin contracted both in 3Q2016 and 9M2016. Operating expenses per unit case increased by 6.4% and 7.5% in 3Q2016 and 9M2016, respectively, which was mainly attributable to higher marketing expenses. Accordingly, EBIT and EBITDA margins contracted both in 3Q2016 and 9M2016. In international operations, gross margin of international operations posted slight contraction both in 3Q2016 and 9M2016 as benign cost environment compensated for lower revenue per case, to a large extent. On the other hand, EBITDA margin expanded both in 3Q2016 and 9M2016, thanks to lower operating expenses and cost savings. In 9M2016, Pakistan and Middle East operations delivered significant margin expansion while EBITDA margin of Central Asia operations showed slight contraction.

Net financial expenses was TL 176.4 million in 9M2016 compared to TL 479.3 million in 9M2015 thanks to lower net FX losses. Accordingly, CCI recorded TL 331.7 million net income in 9M2016 vs. TL 112.9 million in 9M2015.

Given lower capital expenditure and net working capital/sales, free cash flow increased from TL 85.7 in 9M2015 to TL530.7 million in 9M2016.

Net debt/EBITDA ratio realized as 1.8x.

## CONSOLIDATED FINANCIAL PERFORMANCE

EBITDA (TL mn)	9M2015	9M2016
Profit/loss from Operations	967.1	931.7
Depreciation and amortization	547.2	581.4
Provision for retirement pay liability	12.1	14.4
Provision for vacation pay liability	8.0	9.8
Foreign exchange gain/loss from operating activities	37.6	4.0
Rediscount interest income/expense from operating activities	1.0	0.1
Other	2.5	3.5
<b>EBITDA</b>	<b>1,575.5</b>	<b>1,544.8</b>
<b>EBITDA (BNRI*)</b>	<b>1,586.1</b>	<b>1,547.7</b>

\* Non-recurring items amounted to TRL 10.6 million in 9M2015 and TRL 2.9 million in 9M2016

Financial Income / (Expense) Breakdown (TL mn)	9M2015	9M2016
Interest income	59.6	53.5
Interest expense	-168.3	-153.4
Foreign exchange gain / (loss)	-929.4	-66.5
Other financial expenses (net)	-22.6	-18.3
Gain/(loss) on derivative transactions	-1.6	-5.7
<b>Net Financial Income / (Expense)</b>	<b>-1,062.3</b>	<b>-190.5</b>

Anadolu Efes Free Cash Flow (TL mn)	9M2015	9M2016
EBITDA	1,575.5	1,544.8
Change in Working Capital	-263.5	-183.6
Income Taxes & Employee Benefits Paid	-121.5	-85.8
CAPEX, net	-802.2	-489.4
Net Financial Income / (Expense)	181.7	-48.7
<b>FCF</b>	<b>570.0</b>	<b>737.3</b>
Other investing activities (Acq., Disp., Min. Buy-Out and SC Increases)	-3.7	-14.1
<b>FCF (after investing activities)</b>	<b>566.3</b>	<b>723.2</b>

TL mn	Consolidated Gross Debt	Cash & Cash Equivalents	Net Cash/(Debt) Position
AEFES Consolidated	5,417.6	2,263.8	-3,153.7
Beer Group	2,179.1	1,023.2	-1,155.9
CCI	3,238.4	1,240.6	-1,997.8
<b>Net Debt/ EBITDA (BNRI)</b>	<b>9M2015</b>	<b>2015YE</b>	<b>9M2016</b>
Anadolu Efes Consolidated	2.3	2.0	1.8
Beer Group	1.9	1.6	1.8



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## OUTLOOK

There has been no change to Anadolu Efes' consolidated and segmental financial outlook for 2016 since it was announced on August 16, 2016.

### FORESEEABLE RISKS FOR 2016

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**Financial Markets Related:** 2016 will be a challenging year for Emerging Markets. Apart from specific country/region economic or political issues, lower global growth and weak commodity prices would put pressure on emerging countries' economic activities and their local currencies. In addition, specific events/political tension may also bring additional volatility. Company has been 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 the our cost of sales relates to raw and packaging materials and many of these raw materials are commodities, or are priced based on commodities 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.

**Political Environment Related:** Some of Anadolu Efes' operating markets have been under 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.

## Please follow the link to access all tables in excel format

ANADOLU EFES		
Consolidated Income Statements For the Nine-Month Period Ended 30.09.2015 and 30.09.2016		
Prepared in accordance with IFRS as per CMB Regulations		
(TL mn)		
	2015/09	2016/09
<b>SALES VOLUME (mhl)</b>	69.8	70.4
<b>SALES REVENUE</b>	8,260.0	8,265.0
Cost of Sales (-)	-4,793.6	-4,954.0
<b>GROSS PROFIT FROM OPERATIONS</b>	3,466.4	3,311.0
Selling, Distribution and Marketing Expenses (-)	-1,805.8	-1,783.4
General and Administrative Expenses (-)	-639.4	-612.4
Other Operating Income	113.8	132.2
Other Operating Expense (-)	-167.9	-115.8
<b>PROFIT FROM OPERATIONS (BNRI)*</b>	977.7	934.5
Income From Investing Activities	8.3	22.7
Expenses From Investing Activities (-)	-4.3	-21.1
Income / (Loss) from Associates	-18.6	-14.6
<b>OPERATING PROFIT BEFORE FINANCE INCOME/(EXPENSE)</b>	952.5	918.6
Financial Income / Expense (net)	-1,062.3	-190.5
<b>PROFIT BEFORE TAX FROM CONTINUING OPERATIONS</b>	-109.7	728.2
Continuing Operations Tax Income/ (Expense)		
- Current Period Tax Expense (-) / Income	-130.5	-127.7
- Deferred Tax Expense (-) / Income	123.5	-18.2
<b>INCOME/(LOSS) FOR THE PERIOD</b>	-116.8	582.2
Attributable to:		
Non-Controlling Interest	62.4	218.0
<b>EQUITY HOLDERS OF THE PARENT</b>	-179.2	364.2
<b>EBITDA (BNRI)*</b>	1,586.1	1,547.7

\*Non-recurring items amounted to TL 10.6 million in 9M2015 and TL 2.9 million in 9M2016

Note 1: 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 31.12.2015 and 30.09.2016

Prepared In Accordance with IFRS as per CMB Regulations

(TL mn)

	2015/12	2016/09
Cash & Cash Equivalents	1,891.5	2,236.6
Financial Investments	0.2	27.3
Derivative Instruments	0.3	0.5
Trade Receivables from Third Parties	1,033.4	1,699.7
from Related Parties	106.1	177.0
Other Receivables	57.6	82.1
Inventories	1,102.9	1,008.9
Other Current Assets	750.7	693.8
<b>Total Current Assets</b>	<b>4,942.5</b>	<b>5,925.8</b>
Other Receivables	21.0	16.9
Financial Investments	0.8	0.8
Investments in Associates	66.7	66.6
Property, Plant and Equipment (incl. inv properties)	6,388.2	6,566.9
Other Intangible Assets	8,841.0	9,116.8
Goodwill	1,334.7	1,468.5
Deferred Tax Assets	228.9	222.7
Other Non-Current Assets	220.2	273.9
<b>Total Non-Current Assets</b>	<b>17,101.5</b>	<b>17,733.1</b>
<b>Total Assets</b>	<b>22,044.1</b>	<b>23,658.9</b>
	2015/12	2016/09
Current portion of long term borrowings	478.8	594.9
Short-term Borrowings	265.8	121.6
Derivative Instruments	11.3	0.7
Current Trade Payables to Third Parties	1,000.0	1,220.5
to Related Parties	22.3	46.1
Other Current Payables	646.8	797.5
Provision for Corporate Tax	8.2	30.7
Provisions	92.0	131.2
Other Liabilities	100.0	110.4
<b>Total Current Liabilities</b>	<b>2,625.2</b>	<b>3,053.4</b>
Long-term Borrowings	4,638.6	4,701.1
Non Current Trade Payables	21.3	22.8
Other Non Current Payables	264.6	300.8
Deferred Tax Liability	1,679.0	1,708.6
Other Non Current Liabilities	241.9	308.1
<b>Total Non-Current Liabilities</b>	<b>6,845.4</b>	<b>7,041.4</b>
<b>Total Equity</b>	<b>12,573.5</b>	<b>13,564.1</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>22,044.1</b>	<b>23,658.9</b>

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

### TURKEY BEER OPERATIONS

Highlighted Income Statement Items For the Nine-Month Period Ended 30.09.2015 and 30.09.2016

Prepared In Accordance with IFRS as per CMB Regulations

(TL mn)

	2015/09	2016/09
<b>SALES VOLUME (mhl)</b>	5.2	4.6
<b>NET SALES</b>	1,170.1	1,108.1
<b>GROSS PROFIT FROM OPERATIONS</b>	727.1	655.8
<b>PROFIT FROM OPERATIONS</b>	269.3	195.7
Income / Expense from Investing Activities (net)	2.2	1.8
Financial Income / Expense (net)	-441.7	-102.3
<b>CONTINUING OPERATIONS PROFIT BEFORE TAX</b>	-170.2	95.2
Tax income /(expense)	42.6	-8.4
<b>PROFIT FOR THE YEAR</b>	-127.6	86.8
<b>EBITDA</b>	379.3	318.5

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.

### TURKEY BEER OPERATIONS

Highlighted Balance Sheet Items as of 31.12.2015 and 30.09.2016

Prepared In Accordance with IFRS as per CMB Regulations

(TL mn)

	2015/12	2016/09
Cash, Cash Equivalents and Investment in Securities	363.9	214.2
Trade Receivables from third parties	411.2	813.0
From Related Parties	86.8	121.4
Inventories	247.2	156.3
Other Current Assets	285.2	279.8
<b>Total Current Assets</b>	1,394.3	1,584.7
Investments in Associates	5,878.4	5,892.5
Property, Plant and Equipment	488.3	491.8
Other Non-Current Assets	195.7	246.0
<b>Total Non-Current Assets</b>	6,562.4	6,630.2
<b>Total Assets</b>	7,956.7	8,214.9
Trade Payables to Third Parties	88.6	153.2
To Related Parties	5.6	25.0
Other current payables	397.7	380.1
Current portion of long term borrowings	167.9	189.9
Short term borrowings	0.0	86.1
Other Liabilities	33.5	53.2
<b>Total Current Liabilities</b>	693.2	887.6
Long-term Borrowings	1,603.6	1,659.9
Other non current payables	264.5	300.9
Other Liabilities	76.7	125.5
<b>Total Non-Current Liabilities</b>	1,944.8	2,086.2
<b>Shareholders' Equity</b>	5,318.6	5,241.1
<b>Total Liabilities and Shareholders' Equity</b>	7,956.7	8,214.9

Note: Anadolu Efes subsidiaries, excluding brewing and malt production subsidiaries in Turkey and EFPA -the marketing and distribution company of the Group- and Tarbes -hops production company of the Group-, are stated on cost basis in order to provide more comprehensive presentation.

**INTERNATIONAL BEER OPERATIONS (EBI)**  
**Highlighted Income Statement Items For the Nine-Month Period Ended 30.09.2015 and 30.09.2016**  
**Prepared In Accordance with IFRS as per CMB Regulations**  
**(USD mn)**

	2015/09	2016/09
<b>SALES VOLUME (mhl)</b>	<b>11.4</b>	<b>11.0</b>
<b>NET SALES</b>	<b>610.0</b>	<b>497.9</b>
GROSS PROFIT	294.4	228.2
<b>PROFIT FROM OPERATIONS (BNRI)*</b>	<b>39.2</b>	<b>41.0</b>
Income / Expense from Investing Activities	0.9	4.7
Financial Income / Expense (net)	-53.4	30.2
(LOSS)/PROFIT BEFORE TAX	-17.3	75.0
Tax income / (expense)	-1.9	-18.8
<b>(LOSS)/PROFIT AFTER TAX</b>	<b>-19.2</b>	<b>56.2</b>
Attributable to		
Minority Interest	0.1	0.1
<b>Equity Holders of the Parent Company</b>	<b>-19.3</b>	<b>56.0</b>
<b>EBITDA (BNRI)*</b>	<b>107.9</b>	<b>90.0</b>

\*Non-recurring items amounted to USD 4.0 million in 9M2015 and USD 1.0 million in 9M2016.

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.

**INTERNATIONAL BEER OPERATIONS (EBI)**  
**Highlighted Consolidated Balance Sheet Items as of 31.12.2015 and 30.09.2016**  
**Prepared In Accordance with IFRS**  
**(USD mn)**

	2015/12	2016/09
Cash and Cash Equivalents	168.9	255.9
Trade Receivables from Third Parties	62.0	84.1
from Related Parties	0.2	0.1
Inventories	80.8	92.9
Other Current Assets	15.0	24.4
<b>Total Current Assets</b>	<b>326.9</b>	<b>457.5</b>
Property, Plant and Equipment (incl. inv properties)	440.8	450.8
Intangible Assets (including goodwill)	663.6	745.2
Other Non-Current Assets	58.5	51.4
<b>Total Non-Current Assets</b>	<b>1,162.9</b>	<b>1,247.4</b>
<b>Total Assets</b>	<b>1,489.8</b>	<b>1,704.9</b>
Trade Payables, Due to Related Parties and Other Payables	169.5	228.2
Short-term Borrowings (including current portion of long-term debt and lease obligations)	2.2	0.6
<b>Total Current Liabilities</b>	<b>171.7</b>	<b>228.8</b>
Long-term Borrowings (including lease obligations)	77.1	78.0
Other Non-Current Liabilities	66.3	74.2
<b>Total Non-Current Liabilities</b>	<b>143.4</b>	<b>152.2</b>
<b>Total Equity</b>	<b>1,174.7</b>	<b>1,323.9</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>1,489.8</b>	<b>1,704.9</b>

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

The functional currency of International Beer Operations (EBI) is USD. In order to present the relevant numbers in terms of TL in 30.09.2015 and 30.09.2016 consolidated financial statements, balance sheet items were converted using the period-end exchange rate and income statement items were converted using the nine month average exchange rates for both periods.

**SOFT DRINK OPERATIONS (CCI)**  
**Highlighted Income Statement Items For the Nine-Month Period Ended 30.09.2015 and 30.09.2016**  
**Prepared In Accordance with IFRS as per CMB Regulations**  
**(TL mn)**

	2015/09	2016/09
<b>SALES VOLUME (mn u/c)</b>	938.5	965.1
<b>NET SALES</b>	5,450.5	5,675.1
<b>COST OF SALES</b>	-3,501.0	-3,695.9
<b>GROSS PROFIT</b>	1,949.4	1,979.2
Operating Expenses	-1,279.8	-1,313.2
Other Operating Income / (Expense) (net)	-18.0	-2.3
<b>EBIT</b>	651.6	663.7
Gain / (Loss) from Associates	-0.8	-0.5
Income / (Expense) from Investing Activities, net	0.2	-13.7
Financial Income / (Expense), net	-479.3	-176.4
<b>INCOME BEFORE MINORITY INTEREST &amp; TAX</b>	171.7	473.1
Tax income / (expense)	-47.4	-84.1
<b>INCOME BEFORE MINORITY INTEREST</b>	124.4	389.0
Attributable to,		
Minority Interest	11.5	57.2
<b>Net Income attributable to Shareholders</b>	112.9	331.7
<b>EBITDA</b>	950.8	996.5

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.

**SOFT DRINK OPERATIONS (CCI)**  
**Highlighted Balance Sheet Items as of 31.12.2015 and 30.09.2016**  
**Prepared In Accordance with IFRS as per CMB Regulations**  
**(TL mn)**

	2015/12	2016/09
Cash and Cash Equivalents	1,002.2	1,213.4
Financial Investments	0.2	27.3
Derivative Instruments	0.3	0.5
Trade Receivables and due from related parties	557.9	850.4
Inventory (net)	620.8	574.0
Other Receivables	34.0	40.4
Other Current Assets	442.9	378.2
<b>Total Current Assets</b>	2,658.3	3,084.1
Property, Plant and Equipment	4,366.7	4,484.4
Intangible Assets (including goodwill)	1,760.8	1,813.6
Other Non- Current Assets	160.0	168.1
<b>Total Non-current Assets</b>	6,287.5	6,466.0
<b>Total Assets</b>	8,945.8	9,550.1
Short-term Borrowings	252.8	27.7
Current Portion of Long-term Borrowings	310.2	403.1
Trade Payables and due to related parties	673.5	771.4
Other Payables	173.9	256.9
Provision for Corporate Tax	0.5	19.4
Short Term Provisions	47.8	78.4
Employee Benefits Payable	21.9	23.3
Other Current Liabilities	41.4	48.2
<b>Total Current Liabilities</b>	1,522.0	1,628.5
Long-term Borrowings	2,810.9	2,807.7
Non -Current Trade Payables and due to related parties	21.3	22.8
Non Current Provisions	52.4	63.4
Deffered Tax Liabilities	281.8	287.2
Other Non- Current Liabilities	115.8	119.3
<b>Total Non-Current Liabilities</b>	3,282.3	3,300.3
<b>Total Equity</b>	4,141.6	4,621.3
<b>Total Liabilities and Shareholders' Equity</b>	8,945.8	9,550.1

Note 1: Figures for CCI are obtained from consolidated financial results prepared in accordance with IFRS as per CMB regulations.

## ABOUT ANADOLU EFES

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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 15,973, 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

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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

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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 30.09.2016 and 30.09.2015 as well as the balance sheets as of 30.09.2016 and 31.12.2015. Figures in 9M2016 and 9M2015 are presented in the reporting currencies of each business division.

Anadolu Efes and its subsidiaries in which Anadolu Efes holds the majority stake; including Efes Pazarlama (marketing, sales & distribution of beer products in Turkey), Tarbes (hops production 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' 9M2016 RESULTS PRESENTATION & WEBCAST

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Anadolu Efes - Beer Operations' 9M2016 Results Presentation will be held on Friday 4th of November 2016 at 16:30 (Istanbul) 13:30 (London) 9:30 (New York).

### **Audio Conference:**

UK Dial-in: +44 20 3043 2440 USA Dial-in: +1877 887 4163

TR Dial-in: +90 212 7052920

Confirmation Code: 62658121#

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

### **Webcast:**

<http://edge.media-server.com/m/p/x7rv3my8>

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](http://www.anadoluefes.com).

## ENQUIRIES

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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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