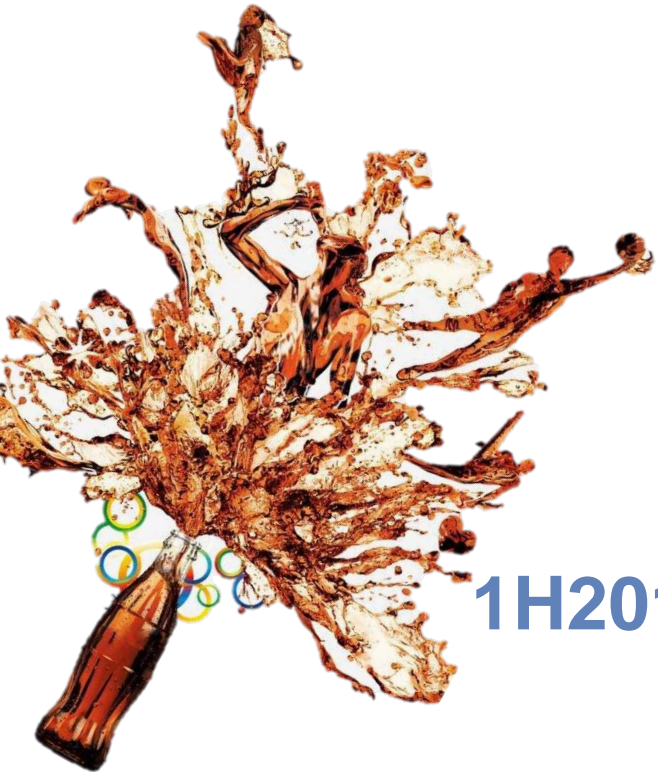




ANADOLU EFES



1H2018 CONFERENCE CALL PRESENTATION
10.08.2018



Forward-Looking Statements



This presentation may contain certain forward-looking statements concerning our future performance and should be considered as good faith estimates made by the Company. These forward-looking statements reflect management expectations and are based upon currently available data. Actual results are subject to future events and uncertainties, which could materially impact the Company's actual performance.



GENERAL OVERVIEW & OPERATING ENVIRONMENT



Gavin Hudson

CEO & Beer Group President

1H2018 Highlights

THROUGHOUT THIS PRESENTATION 'PROFORMA' MEANS FIGURES INCLUDING ABI RUSSIA AND ABI UKRAINE STARTING FROM APRIL 1ST.



✓ **Volume growth of 7.3% y-o-y, on a proforma basis**

- International beer operations
- Soft drink operations

✓ **Revenue up by 19.3% y-o-y, on a proforma basis**

- Higher volumes
- Price increases
- Positive currency translation impact

✓ **EBITDA (BNRI) expanded by 27.2% on a proforma basis, with 99 bps margin improvement y-o-y, mostly attributable to**

- International beer operations
- Soft drink operations

✓ **Net loss of TL15.2 million, due to non-cash FX losses**

✓ **Consolidated net debt to EBITDA (BNRI) → 1.8x.**



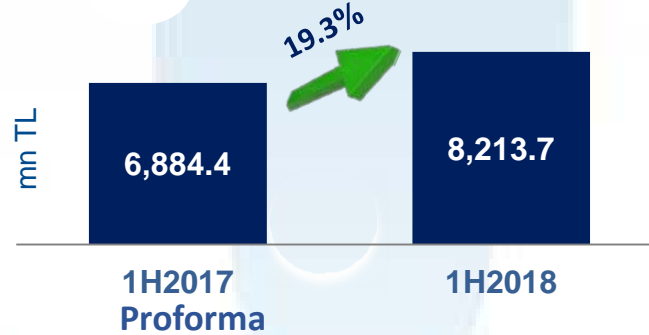
Solid 1H2018 Consolidated Performance



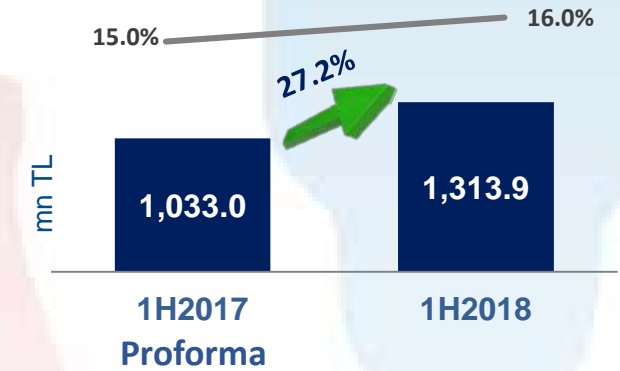
SALES VOLUME



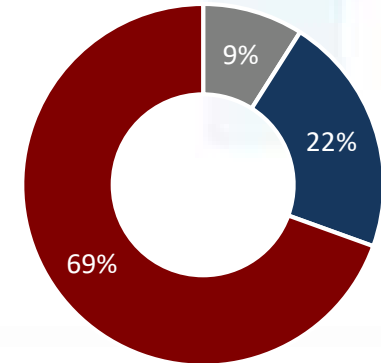
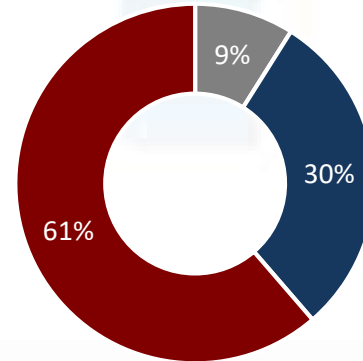
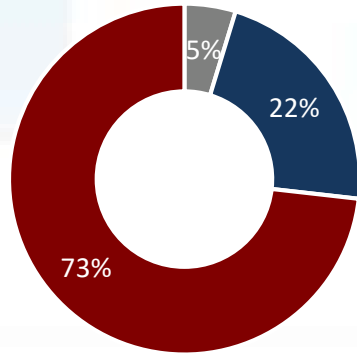
NET SALES REVENUE



EBITDA (BNRI) & EBITDA (BNRI) Margin



BREAKDOWN*

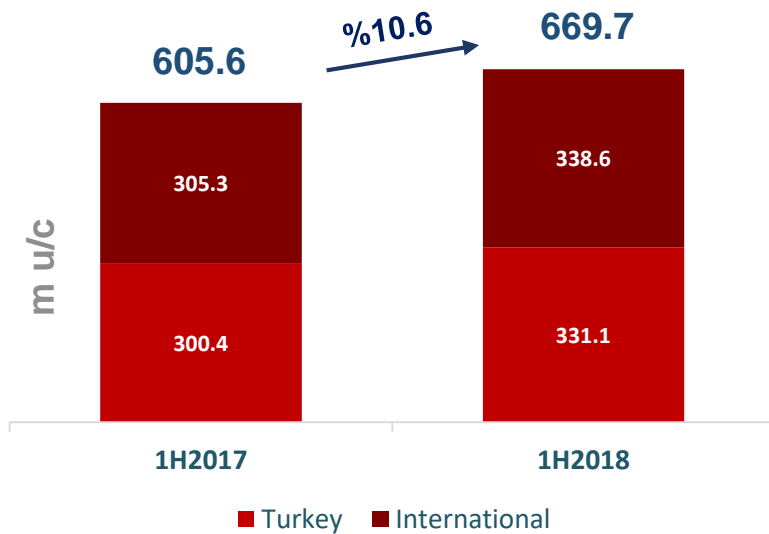


*Breakdowns are on a combined basis

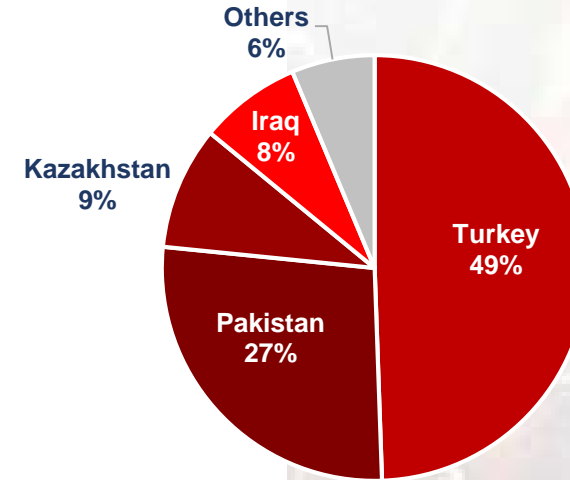
■ Turkey Beer ■ International Beer ■ Soft Drinks

Soft Drinks Volume Development

SALES VOLUME



1H2018 Volume Breakdown by Country*



*Breakdown is on a combined basis



Consolidated sales volume growth of 9.5% in 2Q2018;

- ✓ Turkey being the highest contributor



Turkey delivered 14.0% volume growth;

- ✓ Sparkling volume increase of 14.6%; highest quarterly volume growth since 2011
- ✓ Still category growth of 17.7%, mainly driven by 55.7% growth in Ice Tea



International operations delivered 11.0% volume growth in 2Q2018;

- ✓ Growth in all categories
- ✓ Pakistan up 12.0%, Middle East up 10.6%, Central Asia up 9.0%

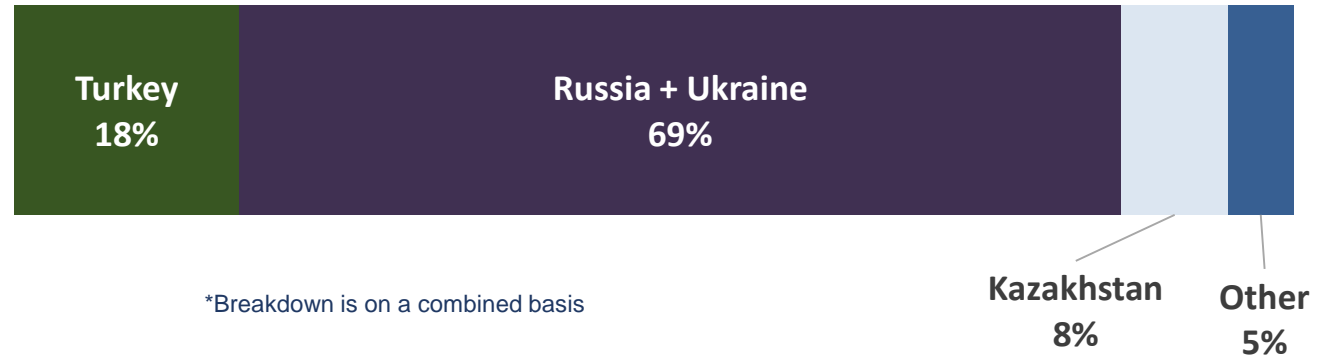
Beer Volume Development



SALES VOLUME



1H2018 Volume Breakdown By Country*



Total beer group sales volume was 9.9 mhl in 2Q2018, up by 1.5%



International beer markets delivered solid growth in 2Q, attributable mostly to Russia



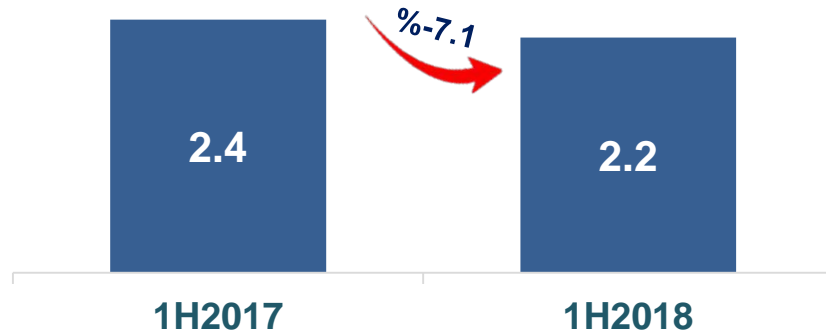
Better performance in 2Q in Turkey beer, compared to 1Q



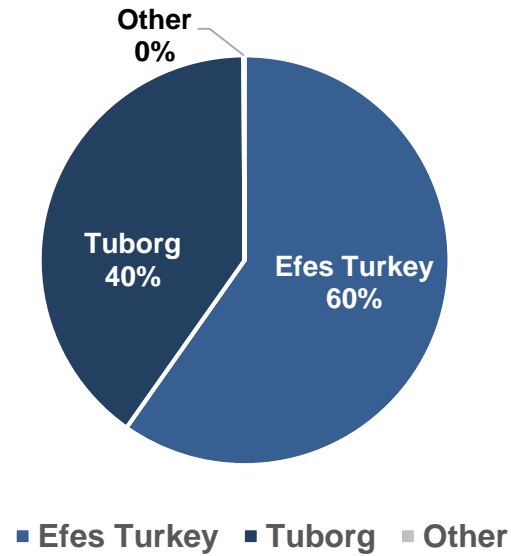
Turkey Beer Operations



DOMESTIC SALES VOLUME



MARKET SHARE*



Better 2Q compared to 1Q;



Focus on portfolio expansion



Promising number of tourist arrivals



Market share improvements in the last 2 months

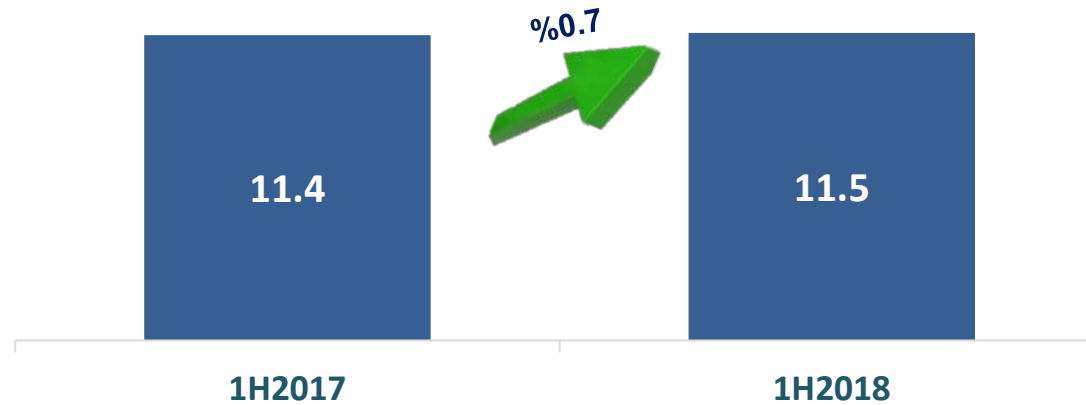


Brand portfolio extensions & innovation continues

International Beer Operations



SALES VOLUME



EBI volumes up 2.5% in 2Q2018 y-o-y



ABI Russia & Ukraine merger completed



Synergies already being extracted



Russia performed ahead of market, leading to market share gains, supported by strong volumes during World Cup



Other international markets continued their leadership positions by delivering strong volumes

FINANCIAL OVERVIEW



Onur Çevikel

Group CFO

Anadolu Efes Consolidated Performance – 1H2018



(TL mn)	ANADOLU EFES CONSOLIDATED		
	1H2017 Proforma	1H2018	Change (%)
Volume (mhl)	48.4	52.0	7.3%
Net Sales	6,884.4	8,213.7	19.3%
Gross Profit	2,666.0	3,199.1	20.0%
EBI T (BNRI)	490.8	736.1	50.0%
EBI TDA (BNRI)	1,033.0	1,313.9	27.2%
Net Income*	74.4	-15.2	-120.5%
Margins			Change (bps)
Gross Profit	38.7%	38.9%	22
EBI T (BNRI)	7.1%	9.0%	183
EBI TDA (BNRI)	15.0%	16.0%	99
Net Income*	1.1%	-0.2%	-127

*Net income attributable to shareholders

Beer Group Performance – 1H2018

(TL mn)	TURKEY BEER		INTERNATIONAL BEER		BEER GROUP	
	1H2018	vs 1H2017	1H2018	vs Proforma 1H2017	1H2018	vs Proforma 1H2017
Volume (mhl)	2.5	-7.4%	11.5	0.7%	13.9	-0.8%
Net Sales	734.9	10.3%	2,438.9	16.7%	3,190.1	15.2%
Gross Profit	394.9	7.5%	1,019.1	14.9%	1,431.3	13.1%
EBIT (BNRI)	25.8	-42.8%	78.8	115.6%	81.2	37.9%
EBITDA (BNRI)	121.8	-8.7%	289.8	25.5%	389.6	13.8%
Net Income*	-374.4	10953.5%	3.2	-92.5%	17.00	-42.9%
Margins	Change (bps)		Change (bps)		Change (bps)	
Gross Profit	53.7%	-140	41.8%	-67	44.9%	-82
EBIT (BNRI)	3.5%	-326	3.2%	148	2.5%	42
EBITDA (BNRI)	16.6%	-345	11.9%	83	12.2%	-15
Net Income*	-50.9%	-5,043	0.1%	-191	0.5%	-54

*Net income attributable to shareholders

Beer Group Free Cash Flow – 1H2018



Beer Group Free Cash Flow (TL mn)	1H2018
EBITDA	336.4
Change in Working Capital	75.0
Income Taxes & Employee Benefits Paid	-38.1
CAPEX, net	-263.7
Net Financial Income /(Expense)	54.7
FCF	164.4
Other investing activities (Acq., Disp., Min. Buy-Out and SC Increases)	142.3
FCF (after investing activities)	306.6



Actively Managing Headwinds...



Hedging short term FX exposures

80% coverage in Turkey for 2H2018

Already hedged 30% of Turkey exposure for 2019

High coverages in Russia, Kazakhstan and Moldova



Forward contracts to hedge commodities



Net Investment Hedge

Since Jan 1, 2018 → USD 500 million

Since April 1, 2018 → EUR 100 million



No hard currency debt repayment for Beer Group in the next 12 months

These represent beer group hedging activities. CCI also implements similar measures

Balance Sheet Flexibility

Net Leverage Ratio: Net Debt / EBITDA (BNRI)

Anadolu Efes Consolidated



81% of cash is hold as hard currency

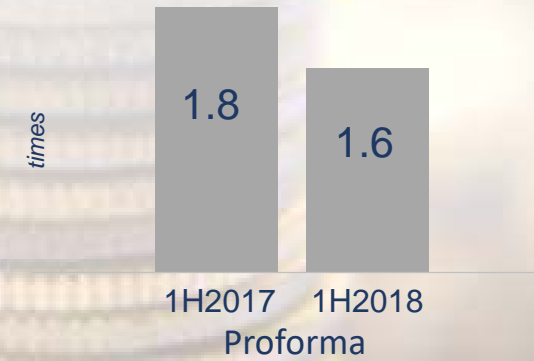


85% of debt is in hard currency



82% of debt has fixed interest

Beer Group



71% of cash is hold as hard currency



80% of debt is in hard currency



81% of debt has fixed interest

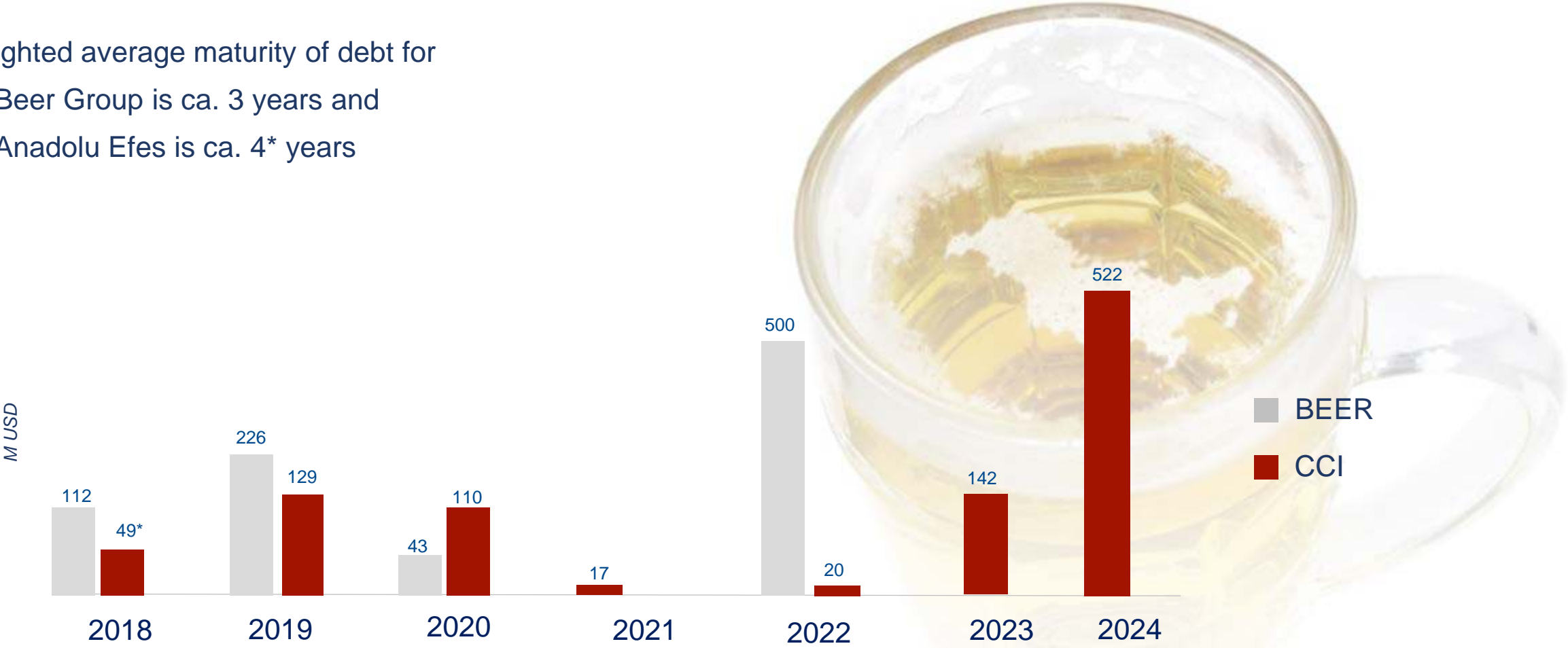
Strong Liquidity Profile



Easily manageable debt repayment schedule



Weighted average maturity of debt for Beer Group is ca. 3 years and Anadolu Efes is ca. 4* years



Figures represent principal amounts
* Excluding CCI's early refinance of USD 500 mn Eurobond

Anadolu Efes Consolidated Financial Income/(Expense) – 1H2018

Financial Income / (Expense) Breakdown (TL mn)	1H2017 Proforma	1H2018
Interest income	49.5	124.3
Interest expense	-145.2	-240.6
Foreign exchange gain /(loss)	-100.5	-359.8
Other financial expenses (net)	-11.6	-16.3
Net Financial Income /(Expense)	-207.8	-492.5

Anadolu Efes Consolidated Free Cash Flow – 1H2018

Anadolu Efes Free Cash Flow (TL mn)	1H2018
EBITDA	1260.8
Change in Working Capital	-464.8
Income Taxes & Employee Benefits Paid	-30.1
CAPEX, net	-694.7
Net Financial Income /(Expense)	-24.8
FCF	46.4
Other investing activities (Acq., Disp., Min. Buy-Out and SC Increases)	161.0
FCF (after investing activities)	207.4

Financial Priorities



Efficiency improvements via savings



Managing impact of F/X volatility on operations



Grow consolidated cash flows through;

- Focus on WC optimization
- Optimized capex policy
- Sticking to tight BS management



Deleveraging with commitment to Credit Ratings

CLOSING REMARKS



Gavin Hudson

CEO & Beer Group President

Long-term Key Priorities



Continue to generate value by margin improvement and FCF generation through our priorities



Capitalizing on our strong brand portfolios



Achieving optimal brand & SKU mix



Excelling in execution



Focusing on quality market share



Strong cash flow generation with special focus on optimizing WC



Accelerate revenue and margin growth



Winning at the point of sales



Sales force effectiveness



2018 Guidance



Following the completion of the merger in Russia, we are revising our 2018 guidance, which previously reflected the stand alone Efes business. As previously disclosed, starting from April 1st 2018, the combined business in Russia along with ABI's Ukraine business is consolidated under a single entity, AB InBev Efes BV, which in turn is being fully consolidated under EBI.

Our 2018 guidance reflects proforma financials as if both businesses were operating together with Anadolu Efes' Russian operations starting **from April 1st 2017 and 2018**. Below, we provide 2017 proforma financials which is the base for our 2018 full year guidance.

2017 Proforma (9-month ABI Impact)	Beer Group	Anadolu Efes
Sales Volume (mhl)	31.5	101.7
Net Sales Revenue (m TL)	6,362.9	14,883.9
EBITDA BNRI (m TL)	1,067.8	2,446.5
EBITDA BNRI Margin (%)	16.8%	16.4%



Sales Volume:

Low-to-mid single digit growth **on a consolidated basis**



Total Beer: Low-single digit decline on a proforma basis



Turkish beer market: Flattish-to-low single digit growth

Turkey own beer: Low-single digit decline



Russian beer market: Flattish

Russian own beer: In line with market



Consolidated Soft Drinks: 4%-6% growth



Turkey soft drinks: 2%-4% growth



International soft drinks: 8%-10% growth

Revenue:



Outperform sales volume **in all business lines**



Total Beer: Mid to high teens growth on a proforma basis, solid local currency revenue growth for **EBI** & low-teens growth for **Turkey Beer**



Soft Drinks: 10%-12% on a consolidated basis (FX-neutral)

EBITDA :



Low teens growth in EBITDA with a slight decline in margin **on a consolidated basis**



Mid-to-high single digit growth in EBITDA with margin decline **for beer group**



Slight improvement in EBITDA margin **for soft drinks**

Capex:



As a percentage of net sales at high single digits **on a consolidated basis**

FCF:



Positive FCF in **both beer and soft drinks**

Q&A SESSION



Gavin Hudson

CEO & Beer Group President



Onur Çevikel

Group CFO



APPENDIX



Gross & Net Debt



Anadolu Efes Consolidated

1H2017	1H2018	
6,372.1	10,768.9	TOTAL FINANCIAL DEBT (m TL)
2,727.0	6,032.8	TOTAL CASH & EQUIVALENTS (m TL)
3,645.1	4,736.1	NET DEBT (m TL)
1,039.4	1,038.5	NET DEBT (m USD)

Beer Group

1H2017	1H2018	
2,587.3	4,040.3	TOTAL FINANCIAL DEBT (m TL)
1,278.2	2,286.8	TOTAL CASH & EQUIVALENTS (m TL)
1,309.1	1,753.6	NET DEBT (m TL)
373.3	384.5	NET DEBT (m USD)

Turkey Beer

1H2017	1H2018	
2,302.0	3,239.2	TOTAL FINANCIAL DEBT (m TL)
247.9	385.3	TOTAL CASH & EQUIVALENTS (m TL)
2,054.1	2,854.0	NET DEBT (m TL)
585.7	625.8	NET DEBT (m USD)

EBI

1H2017	1H2018	
276.4	789.4	TOTAL FINANCIAL DEBT (m TL)
1,025.6	1,894.3	TOTAL CASH & EQUIVALENTS (m TL)
(749.1)	(1,105.0)	NET DEBT (m TL)
(213.6)	(242.3)	NET DEBT (m USD)

FX Rates



		1H2017	1H2018	Δ%
USD/ TL	AVG	3.64	4.09	12.4%
	PE	3.51	4.56	30.0%
EUR/ TL	AVG	3.93	4.94	25.7%
	PE	4.00	5.31	32.6%
TL/ RUB	AVG	15.95	14.53	-8.9%
	PE	16.85	13.76	-18.3%
TL/ KZT	AVG	87.67	79.90	-8.9%
	PE	91.66	74.79	-18.4%
TL/ UAH	AVG	7.36	6.55	-11.1%
	PE	7.44	5.74	-22.8%
TL/ MDL	AVG	5.32	4.09	-23.2%
	PE	5.18	3.69	-28.7%
TL/ GEL	AVG	0.69	0.60	-12.6%
	PE	0.69	0.54	-21.7%