



Third Quarter 2014 Results

31 October 2014

Forward looking statements

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3Q14 Highlights

- Solid underlying **commercial performance** in our top markets
- Good revenue and revenue per hl growth
- **Low EBITDA growth** was the result of three factors
 - US: Difference between STWs and STRs
 - Brazil: Phasing of our revenue management initiatives
 - Mexico: Very tough comparable in cost synergies
- 3Q14 performance was a one-off in terms of EBITDA, **not reflective of expected future trends**
- **Gained share** at consolidated level, strong result in Brazil, China and good improvement in US
- **Global Brands** performed well, particularly Corona and Budweiser

3Q14 Financial Summary

- Total volumes **-2.6%**
 - Own beer **-2.7%** and non-beer **-0.9%**
 - Global Brands **+3.1%** and Focus Brands **-1.0%**
- Total Revenue **+2.3%**
 - Strong revenue per hl **+4.9%** on a constant geographic basis
- Normalized EPS of **\$1.42**, versus **\$1.36** in 3Q13
- Interim dividend of **1.00 EUR** per share

Global Brand Volumes +3.1%

Corona
+6.7%

Driven by growth in Mexico and many export markets



Budweiser
+2.8%

Great performances in Brazil and China



Stella Artois
-3.5%

Good growth in Canada, US and Brazil, offset by weakness in the UK



2014 FIFA World Cup – Strong Global Activation

- Very significant impact on our business
- Approx. 3.5 million fans attended games
- 1 billion people engaged with FIFA Platforms
- 4 million votes for the Budweiser “Man of the Match”
- Field boards connected local fans with local brands



2014 FIFA World Cup –

Gained valuable insights and built brand equity



US – 3Q14 summary

Industry

- STRs **-1.3%** in 3Q14

AB InBev

- STRs **-1.9%** in 3Q14
- Shipments (STWs) **-3.7%** driven by planned inventory adjustments
- Market share improved significantly, decline of just **30 bps**
- Beer revenue per hectoliter **+1.2%** in 3Q14, driven by negative package mix
- EBITDA **down 7.1%** driven by: difference between STWs and STRs, higher distribution expenses and increased investment behind our brands
- 3rd quarter result is **NOT** a proxy for future US performance

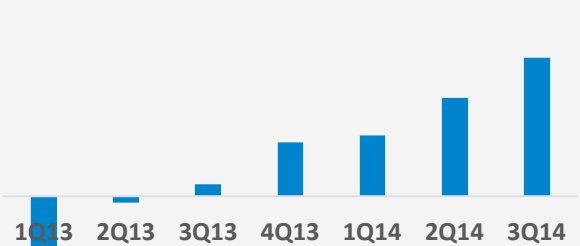
Great summer for Bud Light

Number one priority in the US



- Market share down only 20 bps in 3Q14 and 9M14
- Gained share of premium light every week this year
- On premise, aluminum bottle & 25 ounce can are driving share gains
- “Whatever USA” campaign very well received by Millennials
 - Campaign reached 90% of 21-27 year olds
 - Engaging Millennials on premise is key to growth
 - Millennials value experiences that are unexpected and spontaneous
 - Content Factory strategy drives high engagement

Bud Light Share of Premium Light Segment



Source: IRI, TUS

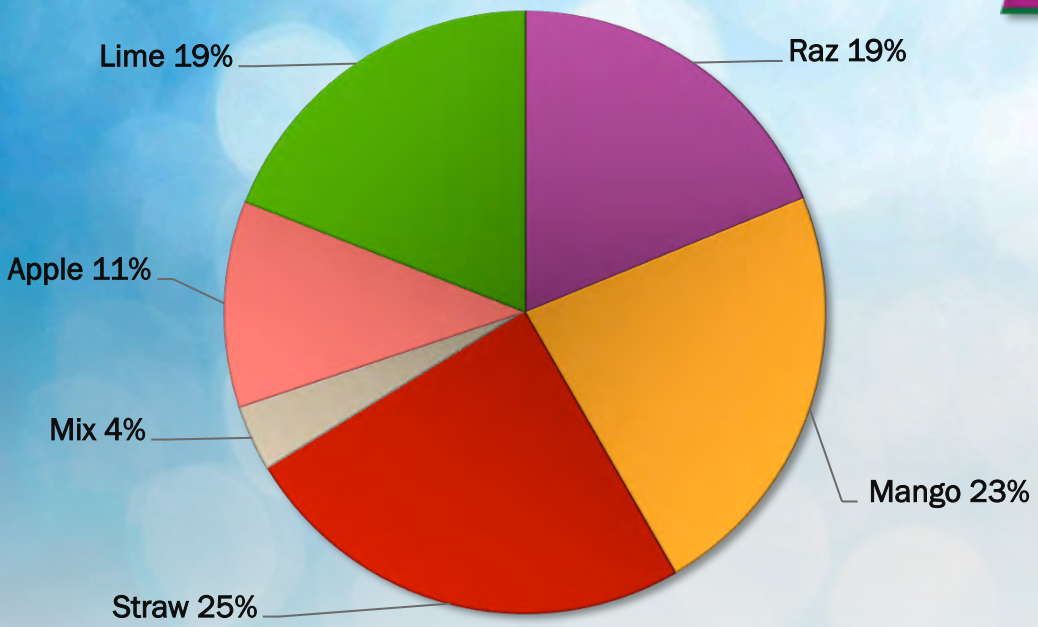


Ritas are back to GROWTH

- Share gain of 10bps in 3Q14
- New flavor Apple-Ahh-Rita in 3Q14



3Q14 Ritas Volume - Breakdown by Flavor



Source: Internal data

Note: Share based on internal estimates (STRs)



Budweiser – Improving performance in recent weeks



- Budweiser mega brand share down 40 bps in 3Q14
- Great BMIA with West Coast edition
- Aluminum bottle in the market
- Upcoming holiday programs



On-Premise & High End

- Significant improvement in On-Premise share performance year to date
- Ultra +20 bps
- High end brands +20 bps



Montejo launch

Authentic Mexican heritage



Montejo[®]
Cerveza Clara



Mexico – 3Q14 summary

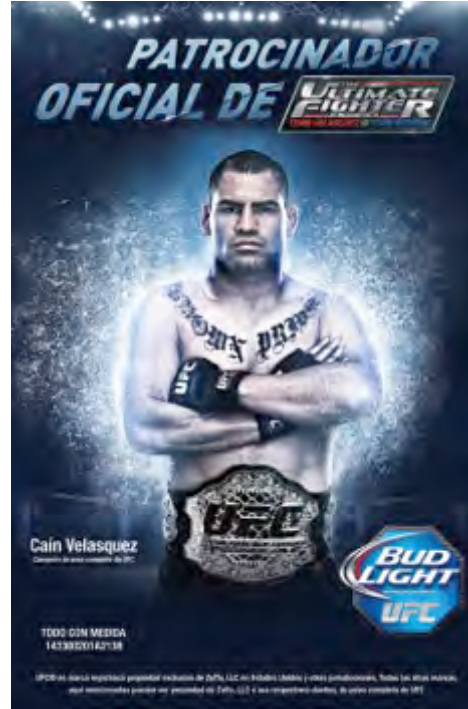
Industry

- Industry growth of **low single digits** in 3Q14

AB InBev

- **Best volume quarter** since combination closed in June 2013
- Volume: **+2.9%** with strong contribution from **Focus Brands**, despite significant glass shortages early in the quarter
- Revenue per hectoliter growth of **4.4%**, revenue management and positive brand mix
- EBITDA growth of **+16.5%** and EBITDA margin expansion of over **350 basis points** despite a tough cost synergies comparable

Focus Brand volumes +7% in 3Q14, led by Corona +5%



Brazil – 3Q14 summary

Industry

- Beer industry volumes **-1.2%** due to a soft consumer environment

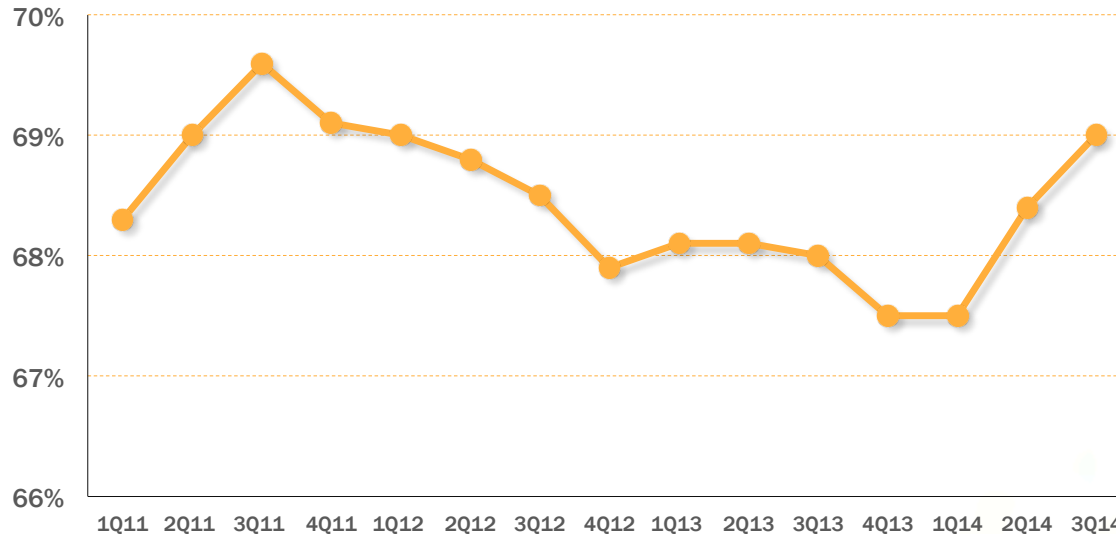
AB InBev

- Total volumes **-0.4%**, Beer volumes **+0.2%**, non-beer volumes **-2.2%**
- Beer market share gain of **100 bps** year over year to **69.0%** and **60 bps** sequentially
- Beer revenue per hectoliter growth of **only +1.2%**, due to phasing of revenue management initiatives. Sequentially **+3.0%**
- EBITDA **abnormally low**, decline of 5.3% with margin contraction of 349 bps to 50.8%
 - Driven by impact of flat volumes and the low revenue per hectoliter growth
 - Difficult comp. in other operating income related to a gain in 3Q13

Commercial plans are strong and we have built options

- Great **market share** performance, **+100 bps** versus last year, **top end** of historical range
- **Brands** are enjoying high consumer preference
- **Innovations** are performing well, especially Brahma 0.0%

Market share is at the top of our target range



Source: Internal estimates

Skol Beats Senses

VEM AÍ
UMA NOVA
E INEXPLICÁVEL
SKOL BEATS.



China – 3Q14 summary

- Beer volume **-4.9%**, driven by cold weather and a tough comparable
- Strong growth of **Budweiser** and **Harbin Ice**
- Market share growth of approximately **70 bps** to **15.7%** in 9M14 (**16.5%** including acquisitions)
- Revenue per hectoliter **+8.3%** driven by **brand mix** and consumer **trade up** to core plus and premium brands
- EBITDA growth of **+20%**, and a margin of **22.7%**

China Focus Brands



- Double digit growth of Budweiser in 3Q14 and 9M14
- Bud MADE for Music attended by 50,000 consumers



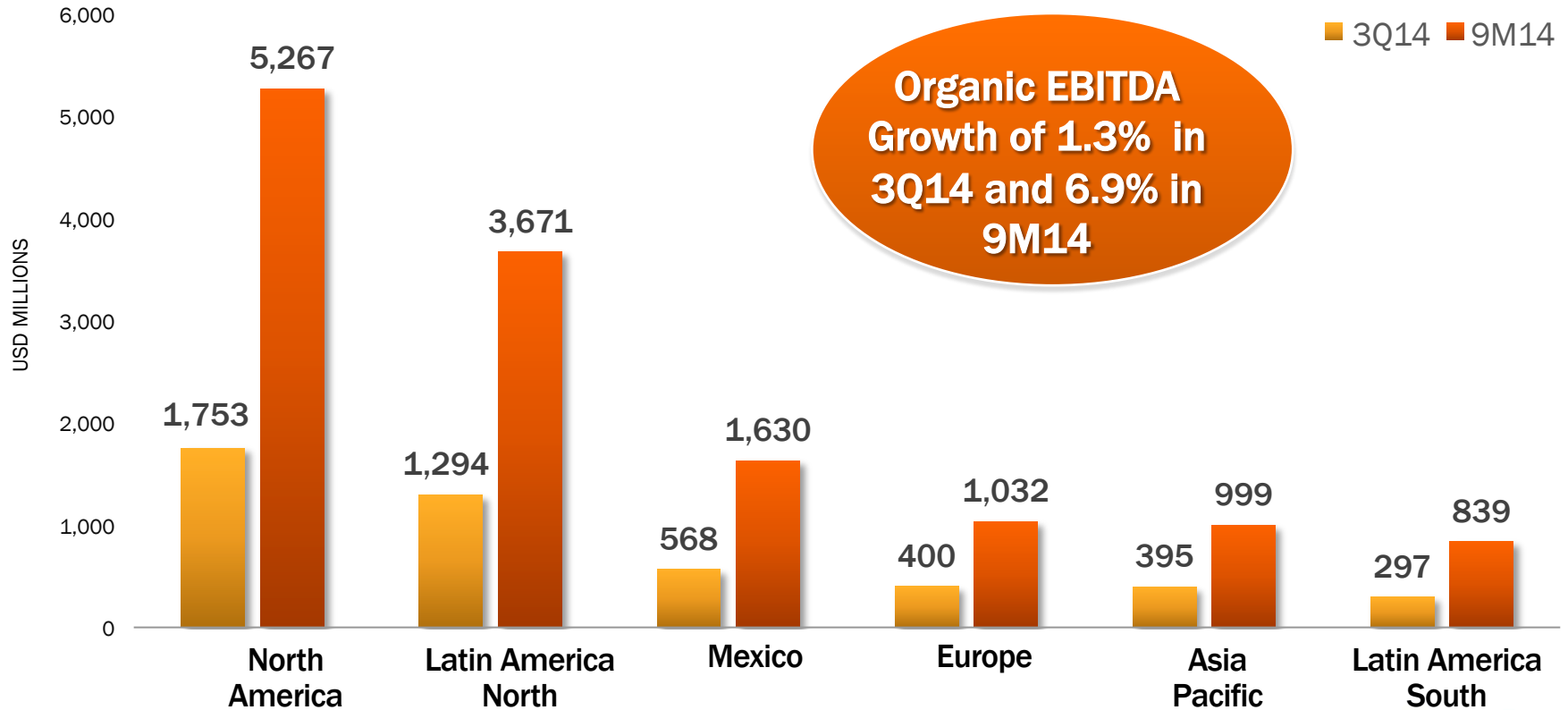
+3.7% in 3Q14



- Opening of Harbin Museum in September– the largest and most interactive beer museum in China
- Launch of Harbin Cooling in select markets



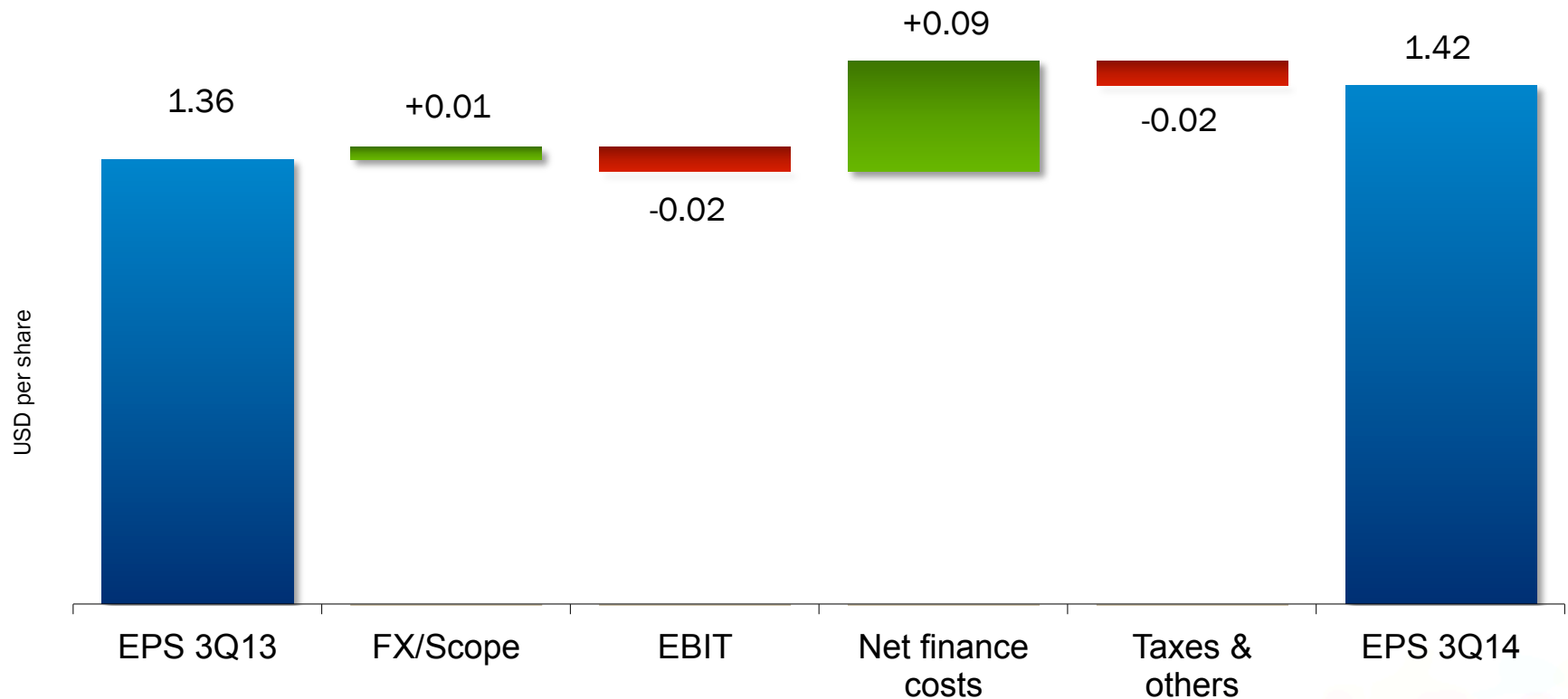
Third Quarter EBITDA Growth +1.3%



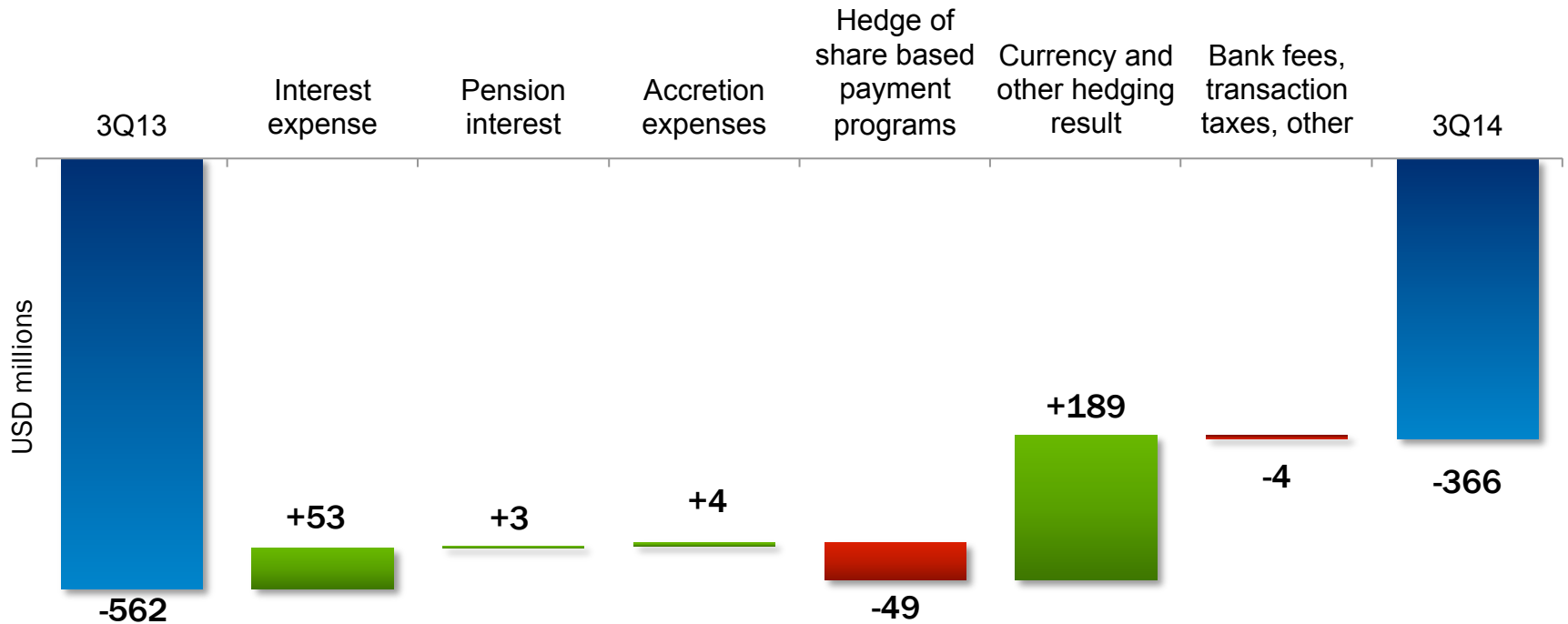
3Q14 EBITDA MARGIN	40.9%	49.8%	50.2%	30.5%	24.3%	44.5%
MARGIN EXPANSION	-132 bps	-278 bps	+357 bps	-9 bps	+283 bps	+139 bps

Note: Excludes Global Export and Holding Companies (GEHC), for simplicity.

Normalized EPS increased to \$1.42 in 3Q14, driven by lower Net Finance Costs



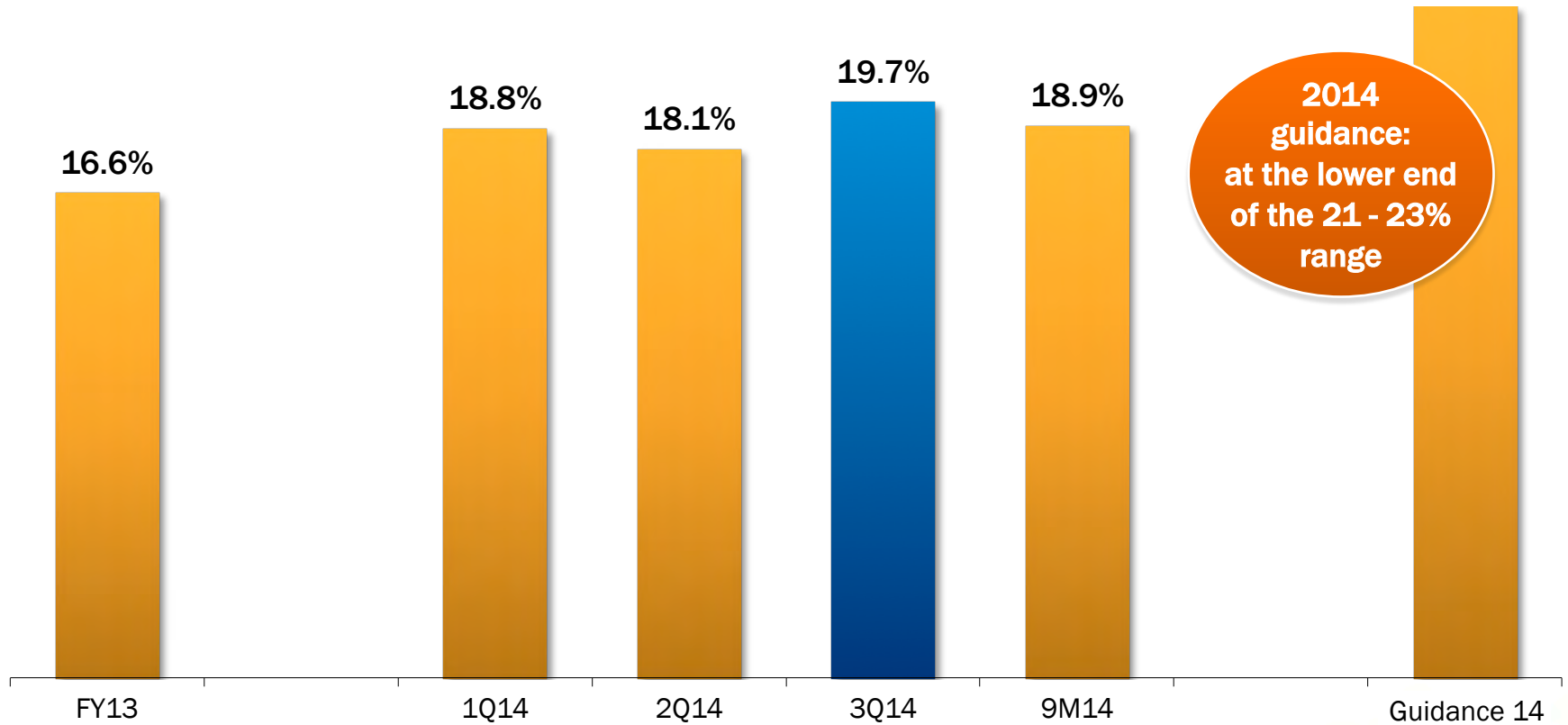
3Q14 Net Finance Costs decreased to 366m USD



Decrease in 3Q14 Net Finance Costs mainly due to:

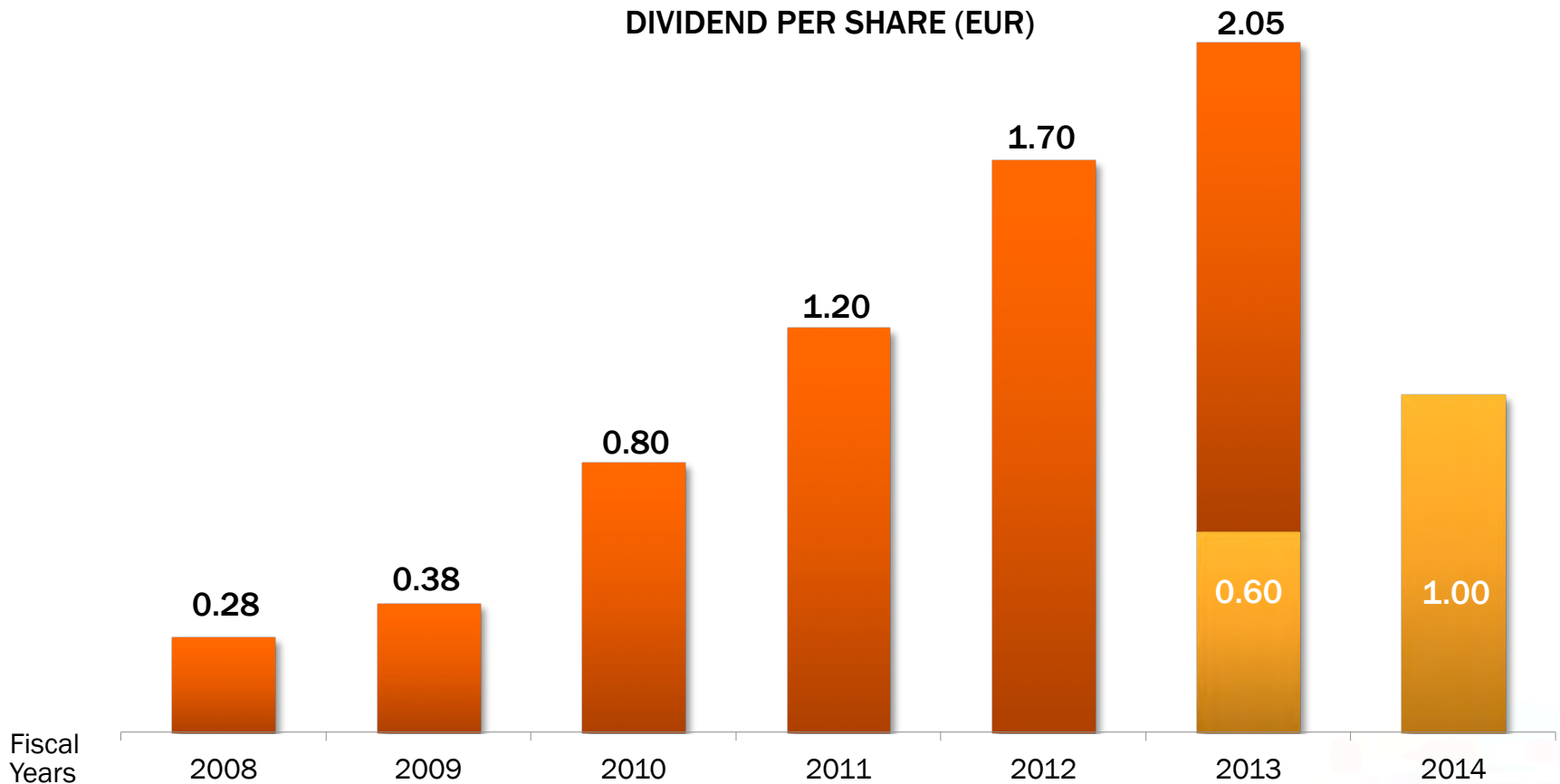
- Lower interest expense
- Currency gains reported in other financial results, while 3Q13 included a negative FX result
- Partially offset by lower hedging gains on our share based payment programs

Normalized Effective Tax Rate (ETR)



- Decrease in normalized ETR in 3Q14 mainly due to higher interest on own capital (IOC) in Brazil, partially offset by changes in country profit mix

Interim dividend of 1.00 EUR / share



Capital Allocation objectives

- **Investment in organic growth** of the business
- **Selective M&A**, strict financial discipline
- **Dividend yield** comparable with other consumer goods companies (3% - 4%)
- **Optimal capital structure** of approximately 2x Net Debt/EBITDA
- At a level of around 2x, the return of cash to shareholders is expected to be comprised of both **dividends** and **share buy-backs**


Corona
SUNSETS

Q&A



3Q14 Results Supplementary Information

Canada – 3Q14 summary

- Beer volumes **-1.0%** in both 3Q14 and 9M14
 - Industry softness driven by cooler summer weather and energy and food inflation
- We estimate that **market share was flat** in the quarter, with good performances by Bud Light and Stella Artois
- Innovations continue to perform well



Europe – 3Q14 summary

- Own beer volumes **-9.5%**
 - Belgium **-7.2%**
 - Germany **-7.4%**
 - UK own products **-9.8%**
 - Russia down approx. **20%**
- **EBITDA -4.5%** with margin decline of 9 bps

% organic growth	3Q14
Own beer volumes	-9.5%
Revenue	-4.2%
Revenue/hl <i>on a constant geographic basis</i>	5.0%
EBITDA	-4.5%
EBITDA margin growth	-9 bp



Latin America South – 3Q14 summary

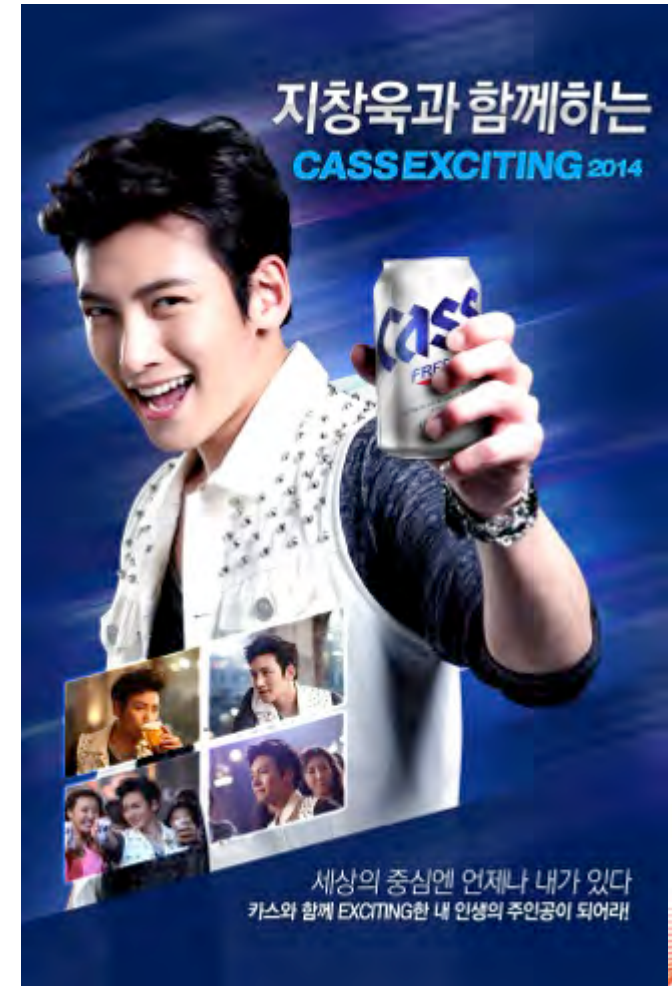
- Total volumes **+2.3%**
 - Beer volumes **+3.5%**
 - Non-beer **+1.0%**
- Argentina beer volumes **+2.9%**, driven by industry
- Strong Quilmes World Cup activations
- EBITDA **+26.6%** to a margin of **44.5%**

% organic growth	3Q14
Volumes	2.3%
Revenue	22.6%
Revenue/hl	19.8%
EBITDA	26.6%
EBITDA margin growth	139 bps



South Korea – 3Q14 summary

- Beer volumes **-3.4%**
- Volume decline driven by weak industry
- Market share was flat



Net Finance Costs – detail

3Q14 press release – Figure 9	3Q13	3Q14	Drivers
Net interest expense	-430	-377	FY14 coupon guidance at lower end of 4.0-4.5%
Net interest on net defined benefit liabilities	-40	-37	Guidance of approx. 35m USD per quarter
Accretion expense	-83	-79	Guidance of approx. 80m USD per quarter
Other financial results	-9	127	<ul style="list-style-type: none"> • 144m USD mark-to-market gains on 28.7m shares • Positive FX impact • Bank fees and taxes
Net finance costs	-562	-366	

3Q14 press release – Figure 10	3Q13	3Q14
Share price at the start of the quarter (Euro)	68.39	83.90
Share price at the end of the quarter (Euro)	73.58	88.12
Number of equity instruments (millions)	28.3	28.7

Net Finance Costs (excluding non-recurring net finance costs) were **366** million USD in 3Q14 compared with **562** million USD in 3Q13

Other Financial Results	in million EUR
MtM Gain (€88.12 - €83.90) * 28.7m shares	121
Carrying cost / FX	-6
Total Gain	115
Converted to USD @ \$1.25	144m USD