# **Anadolu Efes**Investor Presentation





## **Forward-Looking Statements**

This report 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.





## **Beverage Powerhouse**

Anadolu Efes Production Plants **EFES** 



## Beer Business FOCUS IN TURKEY & CIS

14\* breweries in 5\* Countries

35.0 mhl\* Beer Capacity

6\*\* malteries with 290,000 tons Malt Capacity

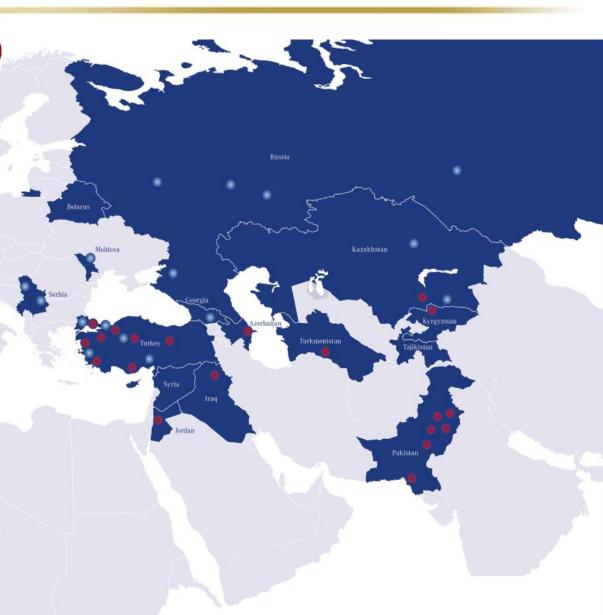
- \* Does not include Serbian operations, where EBI currently has 28% shareholding
- \*\* In addition to fully consolidated 4 malteries, EBI also owns 19.98% interest in a maltery in Moscow.

#### Coca-Cola Business

FOCUS IN TURKEY, CENTRAL ASIA & MIDDLE EAST

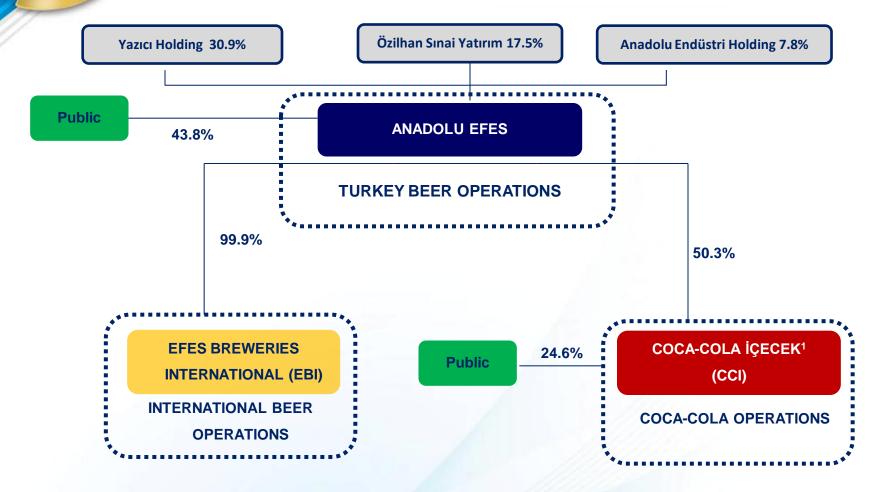
20 bottling plants in 10 countries

980 million unit case capacity



# **EFES**

## **Anadolu Efes' Structure**



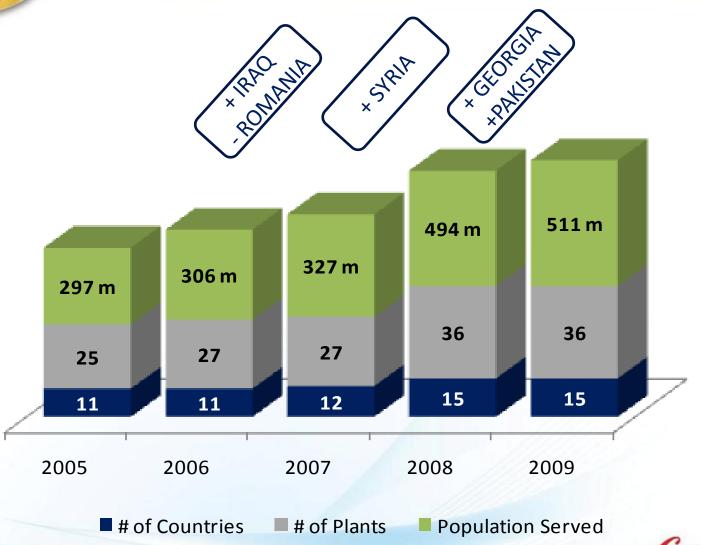


<sup>(1) 20%</sup> held by TCCEC (The Coca-Cola Export Corporation) and 5% by Özgörkey Holding.

<sup>\*</sup> Only the major subsidiaries of the Group are presented



## **Rapidly Growing Beverage Company**







## **Operating Markets**







Pop: 72,6 mio

GDP per cap: \$8,590



#### **RUSSIA**

Pop: 140.4 mio

GDP per cap: \$8,874





#### **KAZAKHSTAN**

Pop: 16.0 mio

GDP per cap: \$6,876



#### **MOLDOVA**

Pop: 4.2 mio

GDP per cap: \$1,496



#### **GEORGIA**

Pop: 4.3 mio

GDP per cap: \$2,496



#### **PAKISTAN**

Pop: 168.6 mio

GDP per cap: \$1,017



#### **AZERBAIJAN**

Pop: 8.8 mio

GDP per cap: \$4,864



#### **KYRGYZSTAN**

Pop: 5.3 mio

GDP per cap: \$872



#### **TURKMENISTAN**

Pop: 4.9 mio

GDP per cap: \$3,489

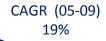


#### **JORDAN**

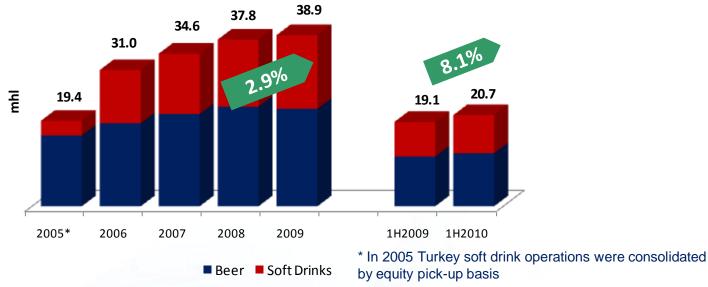
Pop: 6.3 mio

GDP per cap: \$3,766

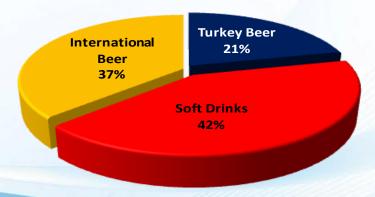
## **Consolidated Sales Volume Development**



**EFES** 



#### **Breakdown of Consolidated\* Sales Volume-1H2010**



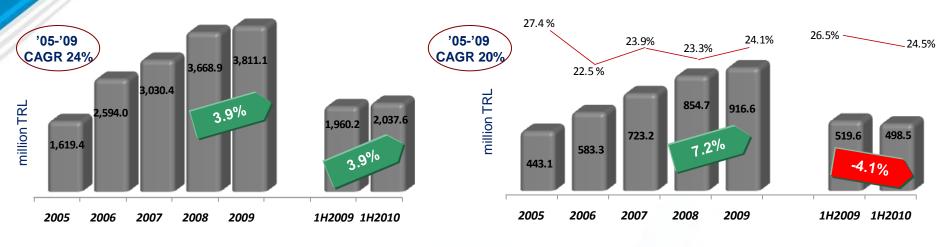




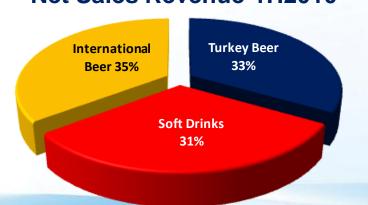
#### **Consolidated Financial Performance**

#### Consolidated Net Sales Revenue

#### **Consolidated EBITDA\***

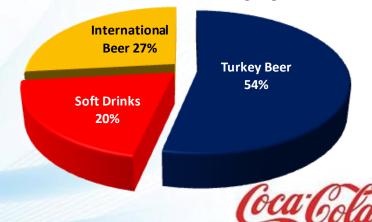


## Breakdown of Consolidated\* Net Sales Revenue-1H2010



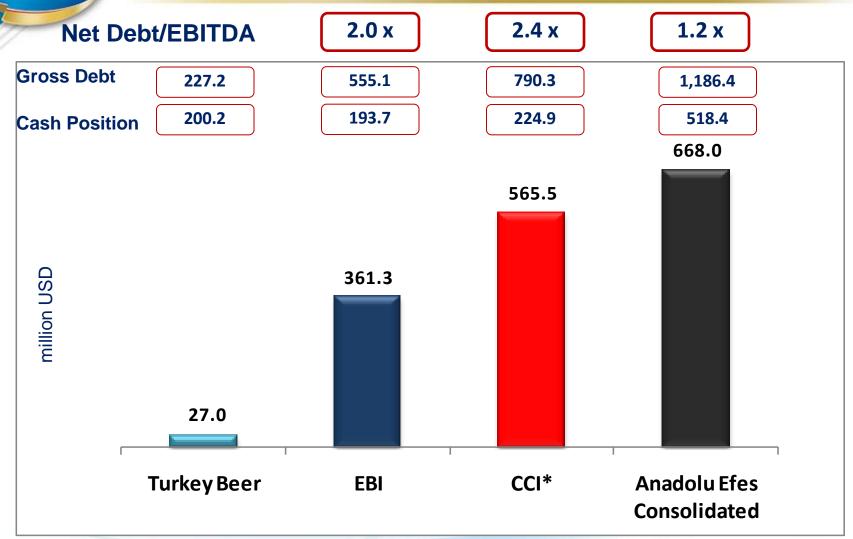
\*Full year EBITDA is as previously reported, not restated as per CMB's new reporting format.

## Breakdown of Consolidated\* EBITDA-1H2010



### **Net Financial Indebtedness**

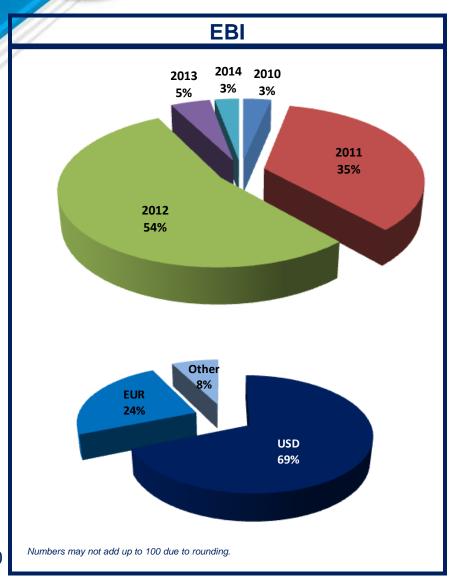
**EFES** 

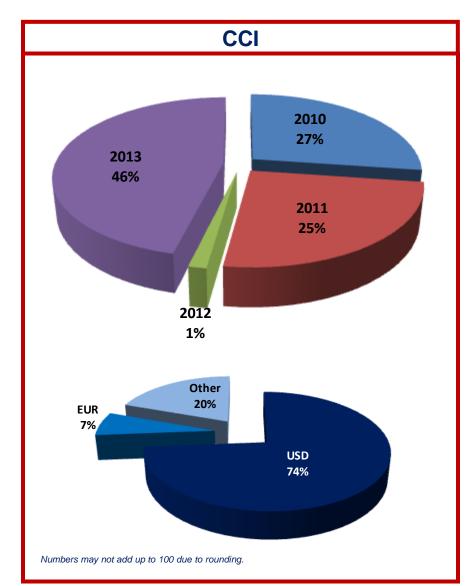






## **Debt Maturity & Currency Breakdown**

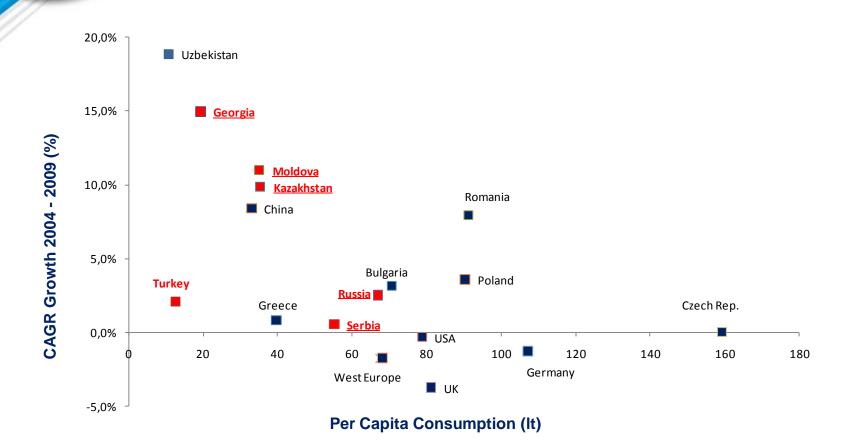




# **Beer Operations**



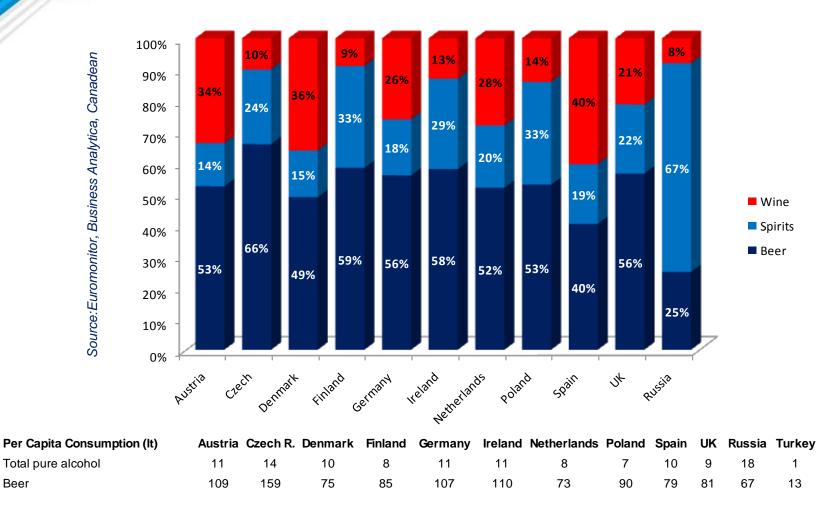
## High Growth Beer Markets- Low Per Capita Consumption



**EFES** 



### **Breakdown of Pure Alcohol Consumption**



Beer



## **Strong Positions and Brands**



TURKEY #1



RUSSIA #4





KAZAKHSTAN #2





MOLDOVA #1





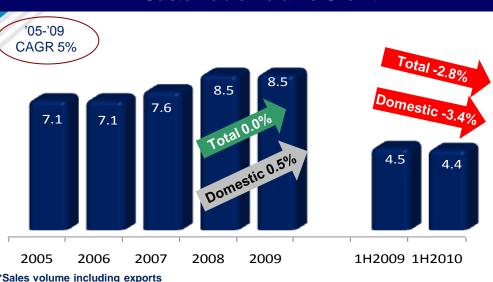


**Turkey Beer Operations** 

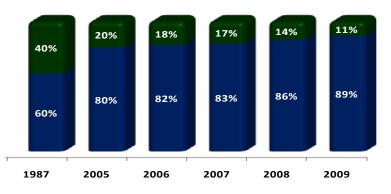


## A Leading Position in the Turkish Beer Market Steadily Growing and Increasing Market Share

#### **Sustainable Volume Growth\***



#### **Market Share Development**



- In Turkey, the economy has started to accelerate and GDP increased by 11.7% in 1Q2010 y-o-y on top of a 6.0% increase in 4Q2009 y-o-y
- Sales volume in Turkey beer operations increased by 1.0% in the second quarter on top of a 7.9% decline in the first quarter of 2010, due to;
  - ✓ slight economic recovery
  - lower impact of smoking ban in 2Q compared to 1Q

#### despite;

- ✓ unfavorable weather conditions in Turkey in the month of June
- ✓ continued impact of higher prices due to excise tax increase
  - 14% increase in average sales prices by the beginning of 2010 to reflect 35% hike in excise taxes
  - lower than beer price increases for other alcoholic beverages

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Source: Company Estimates

■ Efes ■ Other

## **Off-Premise Development Initiatives**

#### **Before**

**EFES** 



**Before** 



#### After



**After** 



## **Off-Premise Development Initiatives**

# **EFES**

#### **Before**



Inside



#### **After**



Inside



## **On-Premise Development Initiatives**



**EFES** 



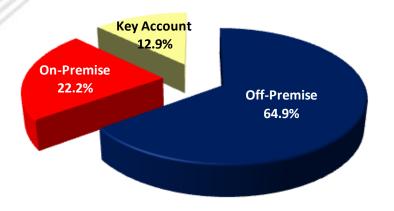




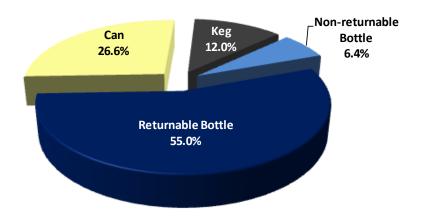


## Turkish Beer Market – Fundamentals & Dynamics

#### **Sales Volume by Consumption Channel (2009)**



#### Sales Volume by Package Type (2009)

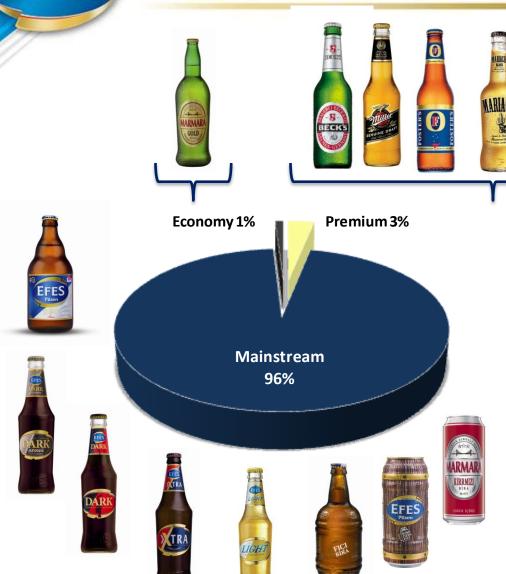


#### DYNAMICS OF THE TURKISH BEER MARKET

- Consolidated market top 2 players represent c. 99% of the market
  - ✓ lack of sizeable acquisition targets
  - √ consolidated distribution structure
- Returnable market Bottles & kegs amount to over 60% of the market
  - ✓ additional initial investment requirement for containers
  - ✓ requirement to set-up two way distribution system
- TV& Radio advertisement fully restricted since 1984
- High level of excise taxes
- Limited presence of organized retailsupermarkets account for ca.11% share of Efes sales volumes



## Strong Brand Portfolio significant share of "Efes" brand



100% brand awareness for Efes

GustA

- Exports to more than 60 countries
- # 1 in consumer spending in Food & Beverage category 7.2 % as of June 2010 (The Nielsen Company)
- 98.1% penetration in Turkey



## **Unmatched Brand Equity**

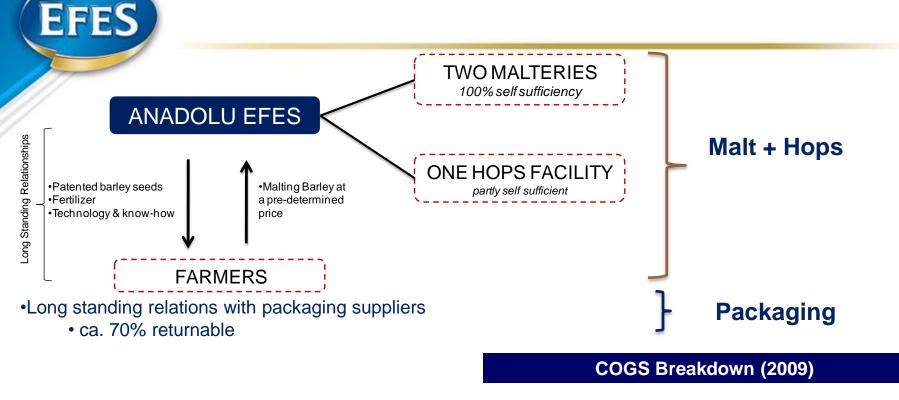
## TURKEY Top Brands – % of spending-

Source. The Nielsen Company YTD June 2010

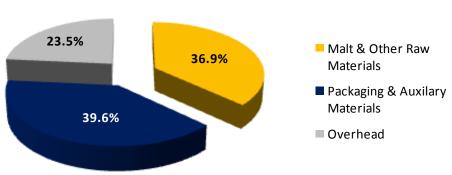
Total Trade		%
1.	Winston (tobacco)	5.8
2.	Marlboro (tobacco)	5.4
3.	Lark(tobacco)	4.7
4.	Parliament (tobacco)	4.1
<b>5</b> .	Viceroy (tobacco)	3.4
6.	Tekel 2001 (tobacco)	3.3
7.	EFES PİLSEN	3.3
8.	Muratti (tobacco)	2.4
9.	Ülker	2.0
10.	L&M (tobacco)	2.0

1.	EFES PILSEN	7.2
2.	Ulker	4.4
3.	Coca-Cola	3.9
4.	Eti	3.7
5.	Yeni Rakı	3.4
6.	Pınar	2.9
7.	Çaykur	2.5
8.	Sütaş	1.9
9.	İçim	1.5
10.	Nescafe	1.0

## Turkish Beer Market – Vertical Integration



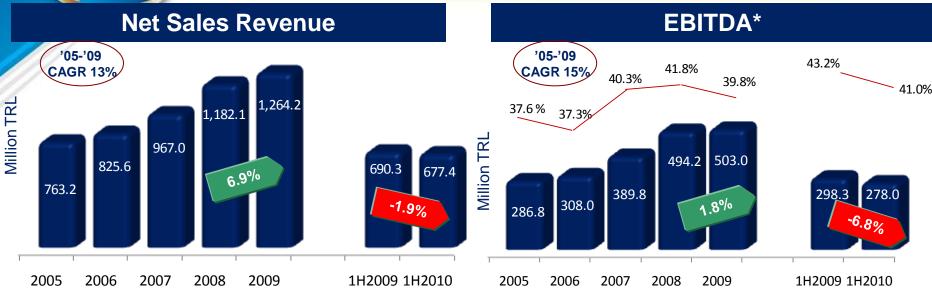
Vertical integration is a key factor in efficient production cost management



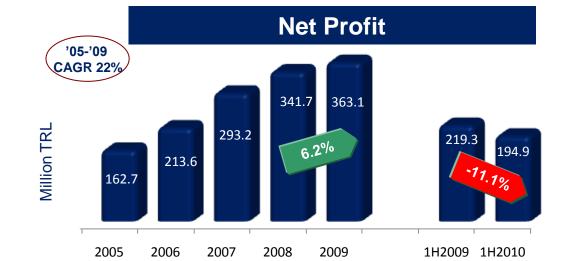
## **EFES**

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## Turkey Beer Operations' Financial Performance



\*Previously reported EBITDA figures for 2005, 2006 and 2007 are adjusted by excluding other income/expense arising from Anadolu Efes' holding nature for comparison purposes.





## TURKEY BEER OPERATIONS 2010 Outlook

- We maintain our guidance of low single digit decline in sales volume in Turkey
  - The combined negative effect of 14% average price increase to pass the effect of 35% excise taxes hike on January 1, 2010, smoking-ban and high base effect in 1Q2010 already started to phase out as indicated by a rise in domestic beer volumes in 2Q2010 y-o-y
  - Softer decline in total Turkey Beer sales volume in FY2010 by the contribution of higher export sales
- Slight improvement in gross profit margin on the back of lower commodity prices,
- Slight contraction in EBITDA margin due to higher operating expenses as a percentage of net sales revenue contributed by;
  - lower volumes
  - lack of price increase to cover CPI negatively impacting operating expenses to net sales ratio

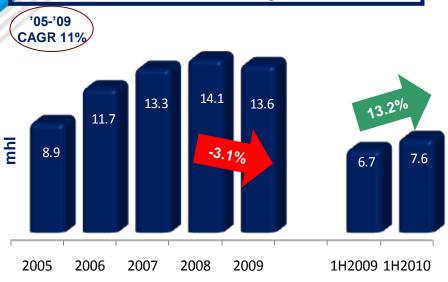


**Efes Breweries International** 



## **Challenges Prevalent In International Markets**





• In 2Q2010, consolidated sales volumes increased by 14.8% over 2Q2009, outpacing the volume growth of 10.5% in 1Q2010.

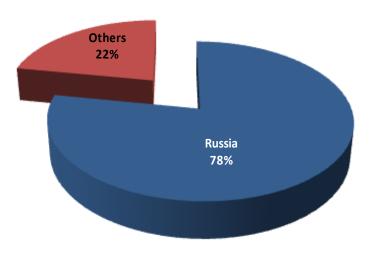
#### **Breakdown of Sales Volume – 1H2010**

EBI continued to report positive growth rates in all operations in 2Q2010 with the contribution of;

- strong brand innovation
- continuous initiatives to increase availability
- successful practices in marketing

#### despite;

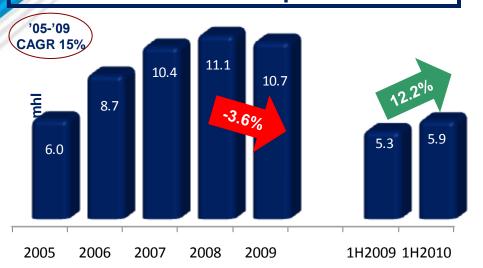
- higher beer prices to reflect higher taxes
- unfavorable economic conditions



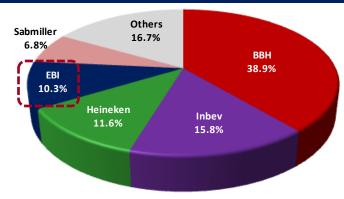


## **Outperforming The Market In Russia**

#### **Volume Development**



#### Market Share by Volume – 1H2010



The Nielsen Company, YTD June 2010

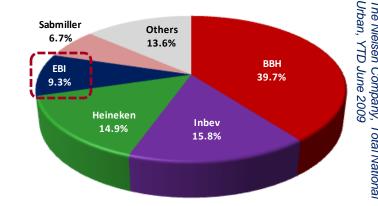
Numbers may not add up to 100 due to rounding

- $\bullet$  Beer market is estimated to have contracted by 10.7% in 1H2010, down 9.4% in  $2Q2010^1$
- EBI's sales volume increased significantly by 12.2% in 1H2010 y-o-y
  - •market share improved further and reached 10.3% in 1H2010 from 9.3% in 1H2009
- Despite significant excise tax hike, net sales revenue per liter in USD terms remained flat by the help of :
  - •well planned price increases
  - stronger Ruble vs USD

leading EBI to record 11.5% rise in net sales revenues in USD terms in 1H2010 y-o-y

[1] The Nielsen Company, National Urban Retail Audit Report, June YTD 2010

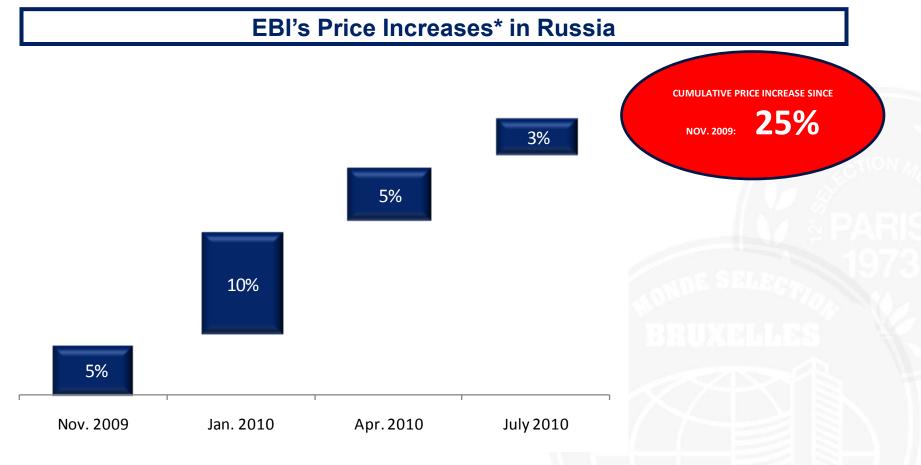
### **Market Share by Volume – 1H2009**





### Reflection of Excise Tax Hike into Prices in Russia

- •EBI passed excise tax hike fully into prices, upon a 3% price increase in early July
- •Cumulative compounded average price increase since November 2009 reached to 25%



## **Strongly Positioned in All Markets**

**EFES** 

**PREMIUM** 

**UPPER MAINSTR.** 

LOWER MAINSTR.

**DISCOUNT** 

Russia











**PREMIUM** 

**UPPER MAINSTR.** 

**LOWER MAINSTR.** 

**ECONOMY** 

Kazakhstan











**PREMIUM** 

**MAINSTREAM** 

**ECONOMY** 













Georgia











## Rússian Beer Market – Fundamentals & Dynamics EFES

#### Outlet Split (2009)

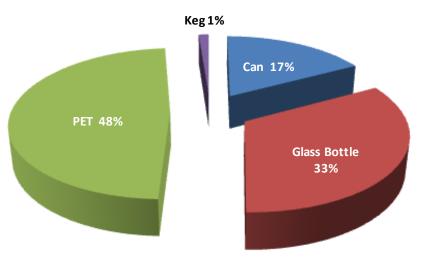


#### mbers may not add up to 100 due to rounding.

**Market Segment Development \*** 

#### 5.9% 5.8% 6.6% 6.4% 23.3% 22.7% 24.4% 24.9% 23.9% 26.0% 39.0% 38.1% 43.4% 41.7% 38.7% 41.0% 29.5% 27.5% 24.0% 24.1% 24.9% FY2006 FY2007 FY2008 FY2009 1H2009 1H2010 ■ Premium ■ Super Premium ■ Discount ■ Lower Mainstream Upper Mainstream

### Packaging Split (2009)



Numbers may not add up to 100 due to rounding.

 Shift between brands is not very high, but within each brand shift towards cheaper packaging is visible

<sup>\*</sup> In order to reflect the market structure in a better way, the presentation of the Russian Beer Market segment breakdown has been changed as of 2009. For comparison purposes, the adjusted segment data is also provided for the last four years.

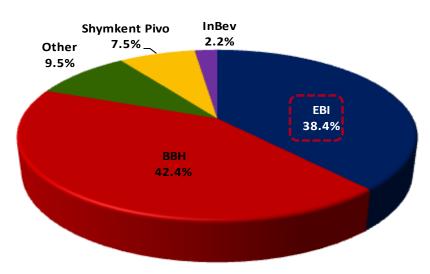


## **Other Operating Countries**

#### **Market Share by Volume**



- #2 brewer
- Capacity: 2.4 mhl



The Nielsen Company, YTD June 2010

Moldova

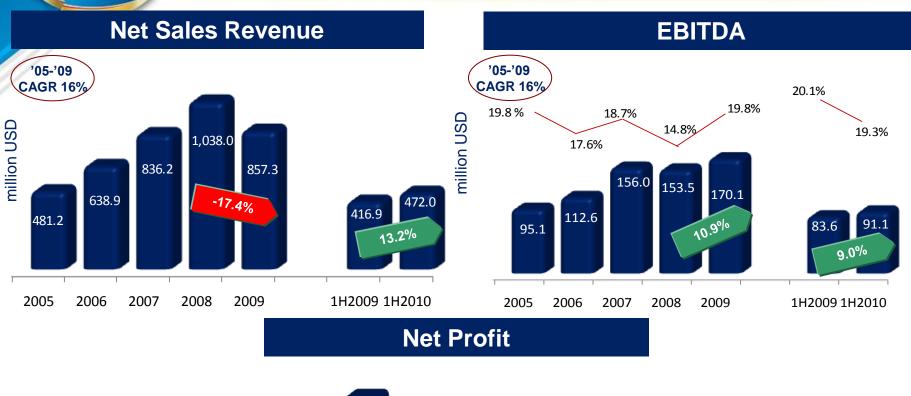
- #1 brewer
- Capacity: 1.7 mhl

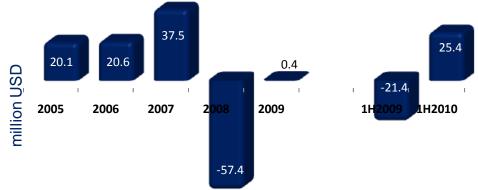


- #1 brewer
- Capacity: 0.7 mhl
- EBI entered the Georgian beer market by the acquisition of the leading brewer in the market, JSC Lomisi ("Lomisi"), in February 2008



## International Beer Operations Financial Performance







# EFES BREWERIES INTERNATIONAL 2010 Outlook

- We are revising our previous volume and profitability outlooks upwards for FY2010 as the first half of the year was better than the one on which our full year guidance was based on
- 8-10% volume contraction for the Russian beer market overall mainly due to substantially higher beer prices to reflect the significant excise tax increase
- EBI's sales volume to grow at a rate of high single digits, contributed by ;
  - Strong brand equity
  - Innovation
  - Good execution
  - Increasing availability
- Slightly lower net sales revenue growth compared to sales volume growth due to;
  - Phased approach for the price increases to cover the negative impact of significant excise tax increase
  - Unfavorable mix effect in the Russian beer operations

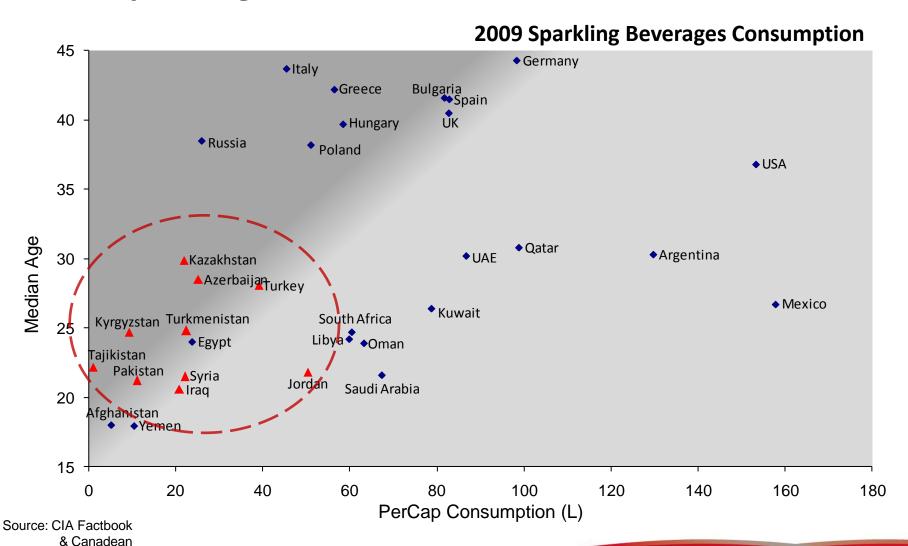
#### despite;

- Stronger Ruble vs USD
- Local currency price increases in all countries of operation
- •Gross profit and EBITDA growth in absolute terms, with flattish margins for both





## **Key Strengths: Growth Potential**



Coca:Cola Içecek

# **Strong Positions in Operating Markets (2009)**

## **Sparkling Beverages**

	Market Share	Position
Turkey	68.2%	#1
Pakistan	27.8%	#2
Kazakhstan	34.2%	#1
Azerbaijan <sup>(1)</sup>	52.6%	#1
Kyrgyzstan <sup>(2)</sup>	n.a.	#1
Jordan <sup>(1)</sup>	13.3%	#2
Syria <sup>(3)</sup>	10.5%	#2

- (1) The Nielsen Company Database Adjustment
- (2) CCI Estimate
- (3) MEMRB

### **Still Beverages**

	Wa	iter	Fruit Ju Nec	uices & tars
	Market Share	Position	Market Share	Position
Turkey	8.5%	#3	29.3%	#1
Pakistan	7.6%	#3	1.6%	#8
Kazakhstan	4.6%	#4	8.0%	#3
Azerbaijan <sup>(1)</sup>	48.9%	#1	4.9%	#6

Source: The Nielsen Company

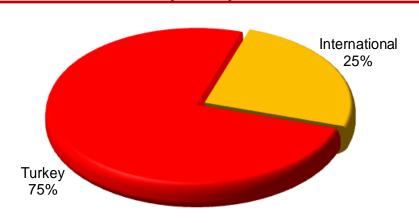
(1) The Nielsen Company Database Adjustment

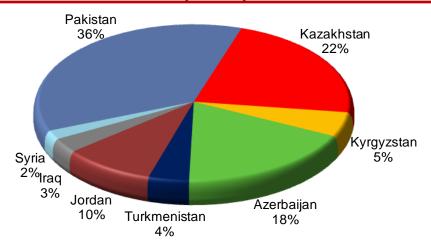


## Geographic and Category Split of Business

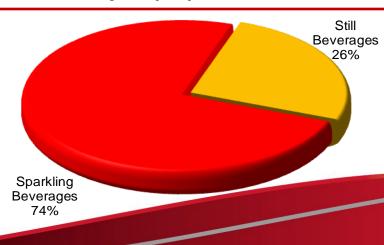


## Volume split (uc) – International Operations (2009)





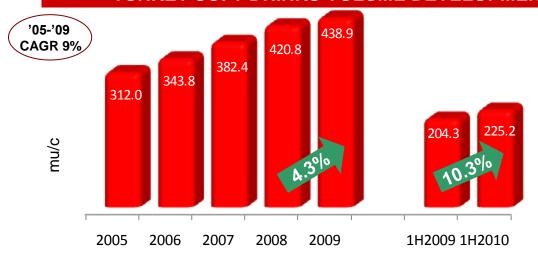
### Volume split (uc) – Consolidated (2009)



Coca:Cola Tçecek

## **Dynamic Growth in All Markets**

#### **TURKEY SOFT DRINKS VOLUME DEVELOPMENT**



#### INTERNATIONAL SOFT DRINKS VOLUME DEVELOPMENT





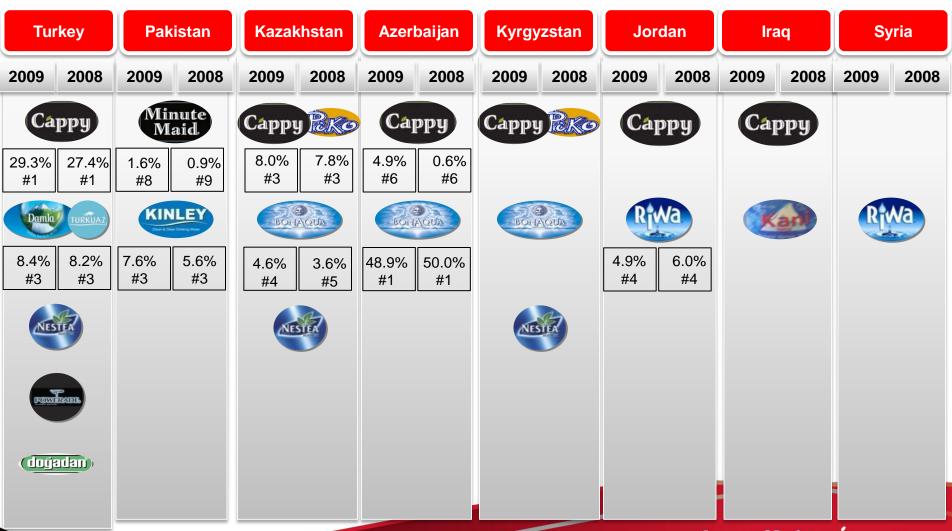


# **World-leading Brand Portfolio of Sparkling Beverages Market Share and Position**

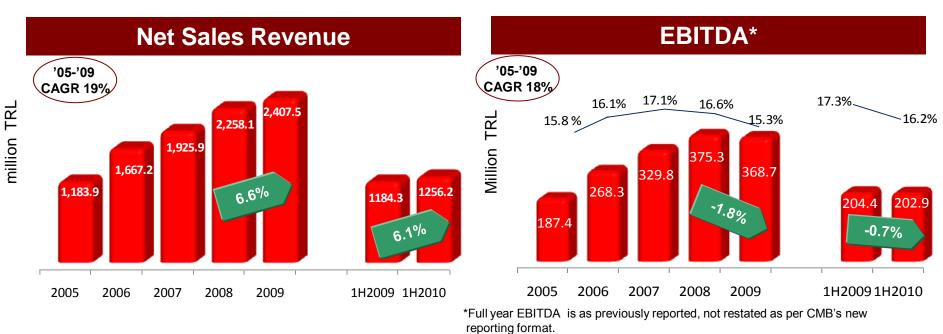
Tu	rkey	Pak	kistan	Kazak	khstan	Azerl	baijan	Kyrgy	yzstan	Jor	dan	Ira	aq	Sy	/ria
2009	2008	2009	2008	2009	2008	2009	2008	2009	2008	2009	2008	2009	2008	2009	2008
68.2% #1	68.7%	27.8% #2	26.3% #2	34.2% #1	36.6% #1	52.6% #1	54.1% #1	n.a. #1	n.a. #1	13.3%	14.2% #2	n.a.	n.a.	10.5%	9.4% #3
Coca Cola.  Sprite  Schweppes	Zero Zero	Cocy Colar  Faith  Spill Text	Coke	Geo Cola Faila Schweppes	Spirite	Coc Cola.	Spirite	Gear Cola Faille Schweppes	Sprite	Sprite Schweppes	Control ages	Contola Contola	Sprite	Cocalola Sprite	Cast He

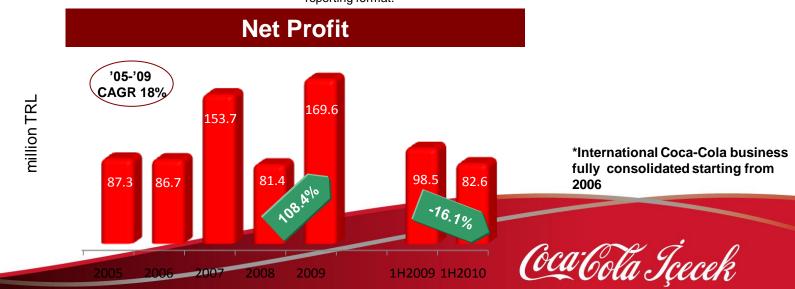
Còca:Cola İçecek

# World-leading Brand Portfolio of Still Beverages Market Share and Position



## **Soft Drink Operations' Financial Performance\***





Thank You!



Questions Please...



**Appendix** 



#### **ANADOLU EFES**

Consolidated Income Statements For the Six Months Period Ended 30.06.2010 and 30.06.2009

Prepared In Accordance with IFRS as per CMB Regulations

(million TRL)

(million TRL)		
	Restated 2009/6	2010/6
SALES VOLUME (million hectolitre)	19,1	20,7
SALES	1.960,2	2.037,6
Cost of Sales (-)	(954,0)	(991,2)
GROSS PROFIT FROM OPERATIONS	1.006,2	1.046,4
Marketting, Selling and Distribution Expenses (-)	(442,0)	(516,6)
General and Administrative Expenses (-)	(167,9)	(176,1)
Other Operating Income	14,1	6,6
Other Operating Expense (-)	(25,7)	(19,8)
PROFIT FROM OPERATIONS	384,7	340,4
Loss from Associates	(6,4)	(3,9)
Financial Income	175,5	124,0
Financial Expense (-)	(276,1)	(128,8)
PROFIT BEFORE TAX FROM CONTINUING OPERATIONS	277,8	331,8
Continuing Operations Tax Expense (-)	(61,3)	(66,2)
PROFIT FOR THE YEAR	216,4	265,6
Attributable to:		
Minority Interest	(15,1)	8,0
Net Income attributable to Equity Holders of the Parent	231,5	257,5
EBITDA	519,6	498,5

Note 1: CCI's consoliated results are proportionately consolidated in Anadolu Efes' financial results as per its 50.3% shareholding.

Note 2: EBITDA comprises of Profit from Operations, depreciation and other relevant non-cash items up to Profit From Operations.

Not 3: CCİ has completed 26,25% share purchase of Turkmenistan CC and purchase of certain real estates, movables, licenses and other assets related to the water business of Sandras Su Gida Turizm Taşımacılık İnşaat A.Ş (Sandras) in the first half of 2009. Accounting of these business combinations was provisionally recorded on June 30, 2009 interim consolidated financial statements in accordance with IFRS 3. Since fair value accounting of these transactions was reflected to the financial statements as of December 31, 2009, consolidated interim financials statements of June 30, 2009 are restated.





#### ANADOLU EFES

#### Consolidated Balance Sheets as of 30.06.2010 and 31.12.2009 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

	2009/12	2010/6
Cash & Cash Equivalents	1053,3	813,3
Financial Investments	21,2	3,1
Trade Receivables	421,5	772,2
Due from Related Parties	0,8	0,6
Other Receivables	5,8	9,3
Inventories	412,4	438,1
Other Current Assets	141,6	181,5

	2009/12	2010/6
Borrowings	949,3	776,9
Trade Payables	234,9	331,5
Due to Related Parties	15,0	14,7
Other Payables	202,3	398,9
Provision for Corporate Tax	16,5	41,9
Provisions	20,3	36,5
Other Liabilities	50,3	69,1

Total Current Assets	2.056,7	2.218,0
Other Receivables	0,9	1,6
Financial Investments	40,1	40,1
Investments in Associates	45,4	34,5
Property, Plant and Equipment	1.981,6	2.038,1
Intangible Assets	357,0	363,1
Goodwill	855,6	862,6
Deferred Tax Assets	46,9	53,1
Other Non-Current Assets	45,9	57,3

Total Current Liabilities	1.488,6	1.669,6
Borrowings	908,1	1091,3
Other Payables	126,6	141,5
Provision for Employee Benefits	40,1	42,6
Deferred Tax Liability	33,8	32,4
Other Liabilities	98,6	138,9

1.207,2

<b>Total Non-Current Assets</b>	3.373,4	3.450,4
Total Assets	5.430,0	5.668,4

Total Equity	2.734,2	2.552,3
Total Liabilities and Shareholders' Equity	5.430,0	5.668,4

Note 1: CCI's consolidated financial results are consolidated in Anadolu Efes' financial results by proportionate consolidation method as per Anadolu Efes' 50.3% shareholding in CCI.

**Total Non-Current Liabilities** 

Note 2:7.5% of Alternatifbank shares held by Anadolu Efes is accounted at fair value and classified as "Financial Investments" in Non-Current Assets part of the balance sheet.



1.446,6



TURKEY BEEK OPERATIONS Highlighted Income Statement Items For the Six Months Period Ended 30.06.2010 and 30.06.2009 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)	Regulations	
	2009/6	2010/6
Sales Volune (million hectolitres)	5,4	4,4
SALES	690,3	677,4
GROSS PROFIT FROM OPERATIONS	466,4	469,3
PROFIT FROM OPERATIONS	260,7	235,2
Financial Income / Expense	10,2	3,8
CONTINUING OPERATIONS PROFIT BEFORE TAX	270,8	239,0
Provision for Taxes	(51,6)	(44,1)
PROFIT FOR THE YEAR	219,3	194,9
EBIIDA	298,3	0,8/2

Note: BITDA 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 30.06.2010 and 31.12.2009	31.12.2009	
Prepared In Accordance with IFRS as per CMB Regulations (million TRL)	gulations	
	2009/12	2010/6
Cash, Cash equivalents and Investment in Securities	440,6	315,3
Trade Receivables	214,1	427,0
Inventories	105,5	102,3
Other Assets	21,5	27,0
Total Current Assets	790,6	876,0
Investments	1281,5	1584,3
Property, Plant and Equipment	360,4	374,3
Other Assets	21,5	35,5
Total Non-Current Assets	1673,3	2007,2
Total Assets	2463,9	2883,2
Trade Pavables	47.4	72.9
Other Liabilities	139,7	269,1
Short-term Borrowings	147,6	279,1
Total Current Liabilities	342,4	624,2
Long-term Borrowings	0,0	78,7
Other Liabilities	160,0	184,4
Total Non-Current Liabilities	160,0	263,1
Shareholders' Equity	1961,5	1995,8
Total Liabilities and Shareholders' Equity	2463,9	2883,2

Note: Anadolu Efes subsidiaries, excluding brewing and malt production subsidiaries in Turkey, are stated on cost basis in order to provide more comprehensive presentation.



INTERNATIONAL BEER OPERATIONS (EBI) Highlighted Consolidated Income Statement Items For the Six Months Period Ended 30.06.2010 and 30.06.2009 Prepared In Accordance with IFRS (million USD)	EBJ) led 30.06.2010 and 30.06.200	60
	2009/6	2010/6
Volume (million he ctoliters)	6,7	2,6
NET SALES	416,9	472,0
GROSS PROFIT	195,5	224,2
PROFIT FROM OPERATIONS	41,2	40,2
Financial Income / (Expense)	(61,6)	(1,1)
(LOSS)/PROFIT BEFORE TAX	(24,4)	36,5
Income Tax	0,3	(8,9)
(LOSS)/PROFIT AFTER TAX	(24,2)	29,7
Attributable to		
Minority Interest	(2,8)	4,3
Equity Holders of the Parent Company	(21,4)	25,4
EBITDA	83,6	91,1

depreciation and amortisation, minus minority interest, and as applicable, minus gain on holding activities, plus loss/(gain) on sale of PPE disposals, provisions, reserves and impairment.

Note 2: Figures for EBI are obtained from consolidated financial statements prepared in accordance with IFRS.

INTERNATIONAL BEER OPERATIONS (EBI)	NS (EBI)	
Highlighted Consolidated Balance Sheet Items as of 30.06.2010 and 31.12.2009	5.2010 and 31.12.2009	
Prepared In Accordance with IFRS (million USD)		
	2009/12	2010/6
Cash and Cash Equivalents and Investments in Securities	219,1	193,7
Trade Receivables	56,9	78,0
Inventories	126,6	114,9
Other Current Assets	29,3	33,0
Total Current Assets	432,5	420,0
Property. Plant and Equipment	676.4	0.759
Intangible Assets (including goodwill)	456.1	438.9
Investments in Associates	30,1	21,9
Other Non-Current Assets	28,8	30,1
Total Non-Current Assets	1.194,5	1.150,9
Total Assets	1.626,9	1.570,9
Trade and Other Payables	154,2	229,5
Short-term Borrowings (including current portion of long-term debt and lease obligations)	228,0	8,601
Total Current Liabilities	382,2	339,3
Long-term Borrowings (including lease obligations)	473,7	445,3
Other Non-Current Liabilities	62.9	86,5
Lotal Non-Current Liabilities	541,6	7,150
	,	,
Total Equity	703,2	6,669
Total Liabilities and Shareholders' Equity	1.626,9	1.570,9

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



2			2010/6	302,9	1.256,2	(786,2)	470,0	(341,1)	(2,8)	126,1	0.0	(18,5)	107,6	(24,6)	83,0		0,4	82,6	202.9	
5 (CCI) Period Ended 30.06.2010 and 30.06.200 AB Regulations		Restated	2009/6	275,6	1.184,3	(738,6)	445,6	(324,8)	22,3	143,1	0,0	(22,3)	120,8	(23,1)	7.76		(0,8)	98,5	204.4	.6.2-
SOFT DRINK OPERATIONS (CCI) Highlighted Consolidated Income Statement Items For the Six Months Period Ended 30,06,2010 and 30,06,2009 Prepared In Accordance with IFRS as per CMB Regulations	(million TRL)			Sales Volume(million Unit Case)	Sales (net)	Cost of Sales	GROSS PROFIT	Operating Expenses	Other Operating Income / (Expense) (net)	EBIT	Gain / (Loss) from Associates	Financial Income / (Expense) (net)	INCOME BEFORE MINORITY INTEREST & TAX	Income Taxes	INCOME BEFORE MINORITY INTEREST	Attributable to,	Minority Interest	Net Income attributable to Shareholders	EBITDA	

Note 1: EBITDA comprises of profit from operations, depreciation and other relevant non-cash items up to EBIT.

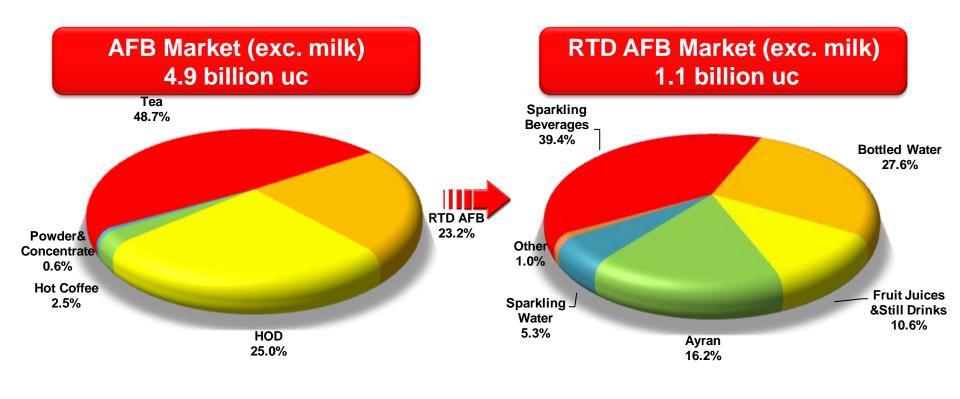
Note 2: Figures for CCI are obtained from consolidated financial results prepared in accordance with IFRS as per CMB regulations.

Not 3: CCI has completed 26,25% share purchase of Turkmenistan CC and purchase of certain real estates, movables, licenses and other assets related to the water business of Sandras Su Gda Turizm Taşımedilk İnşaat A.Ş. (Sandras) in the first half of 2009. Accounting of these business combinations was provisionally recorded on June 30, 2009 interim consolidated financial statements in accordance with IFRS 3. Since fair value accounting of these transactions was reflected to the financial statements as of December 31, 2009, consolidated interim financials statements of June 30, 2009 are restated.

SOFT DRINK OPERATIONS (CCI) Highlighted Consolidated Balance Sheet Hems as of 30.06.2010 and 31.12.2009 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)	0 and 31.12.2009 ulations	
	2009/12	2010/6
Cash and Cash Equivalents	544,2	350,1
Investments in Securities	40,3	3,9
Trade Receivables and Due from Related Parties (net)	245,6	435,1
Inventory (net)	211,1	300,0
Other Receivables	2,9	4,0
Other Current Assets	141,8	204,8
Total Current Assets	1.185,9	1.297,9
Investment in Associate	0.0	0.0
Property, Plant and Equipment	1.190,4	1.231,2
Intangible Assets (including goodwill)	450,3	467,8
Deffered Tax Assets	1,1	1,2
Other Non- Current Assets	35,4	26,6
Total Non-current Assets	1.677,7	1.727.7
Total Assets	2.863,6	3.025,7
Short-ferm Borrowines	903.6	641.7
Trade Payables and Due to Related Parties	123,5	207,2
Other Payables	81,5	108,0
Provision for Corporate Tax	5,0	11,2
Provisions for Employee Benefits	7,11	18,1
Total Current Liabilities	1.137,6	1.021,7
I ond-form Romowings	3850	600
Provisions for Employee Benefits Deffered Tax Liabilities	38,7	29,4
Total Non-Current Liabilities	456,1	6,699
Total Equity	1.269,9	1.334,1
Total Liabilities and Share-bolders' Emity	2.863.6	3.025.7
Note 1: Figures for CCI are obtained from consolidated financial results prepared in accordance with IFRS as per CMB regulations	rith IFRS as per CMB regulatio	



## **Turkey Alcohol Free Beverage Market - 2009**



Source: Canadean

Hot tea category constitutes 49% of alcohol-free beverages

