

Anadolu Efes
CREDIT SUISSE – NON-DEAL ROADSHOW

April 18-20, 2011 - New York & Boston



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.



Regional Beverage Powerhouse



Anadolu Efes Production Plants **EFES**



Beer Business FOCUS IN TURKEY & CIS

14* breweries in 5* Countries

35.2 mhl* Beer Capacity

7 malteries with 290,000 tons Malt Capacity

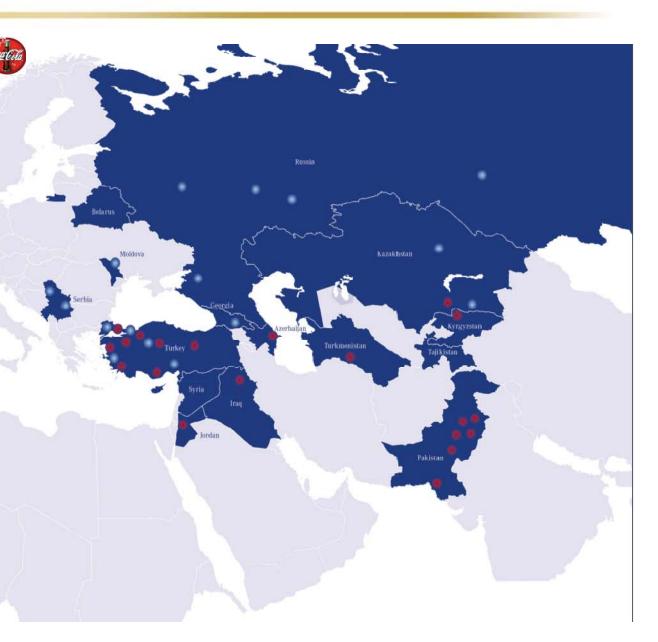
* Does not include Serbian operations, where EBI currently has 28% shareholding

Coca-Cola Business FOCUS IN TURKEY, CENTRAL ASIA & MIDDLE EAST

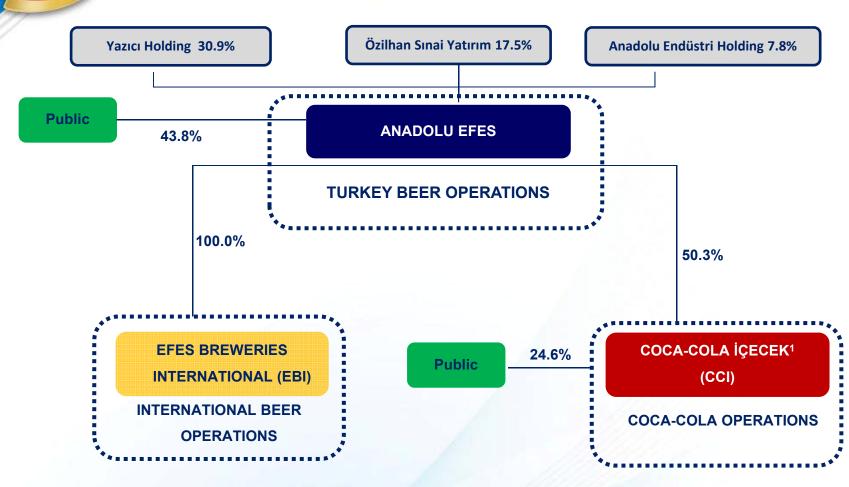
20 bottling plants in 10 countries

978 million unit case capacity

3



Anadolu Efes' Structure



^{(1) 20%} held by TCCEC (The Coca-Cola Export Corporation) and 5% by Özgörkey Holding.







Rapidly Growing Beverage Company





Operating Markets



TURKEY

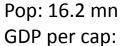


Pop: 73.7 mn

GDP per cap: \$10,079



KAZAKHSTAN



GDP per cap: \$8,326



RUSSIA

Pop: 139.4 mn

GDP per cap: \$10,521



MOLDOVA

Pop: 4.3 mn

GDP per cap: \$1,503



GEORGIA

Pop: 4.6 mn

GDP per cap: \$2,559



AZERBAIJAN

Pop: 9.0 mn

GDP per cap: \$5,765



PAKISTAN

Pop: 185.5 mn

GDP per cap: \$1,049



KYRGYZSTAN

Pop: 5.5 mn

GDP per cap: \$816



TURKMENISTAN

Pop: 4.9 mn

GDP per cap: \$3,663



JORDAN

Pop: 6.4 mn

GDP per cap: \$4,435



IRAQ

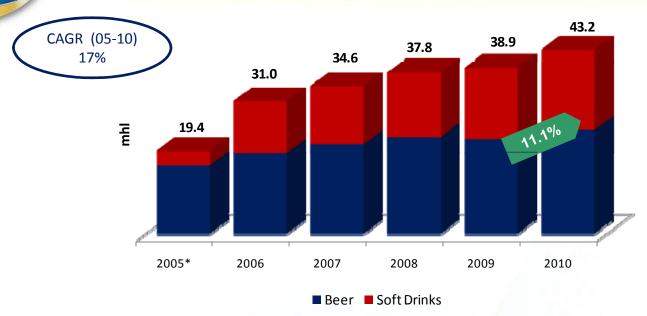
Pop: 31.4 mn

GDP per cap: \$2,626



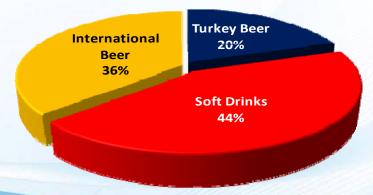


Consolidated Sales Volume Development



^{*} In 2005 Turkey soft drink operations were consolidated by equity pick-up basis

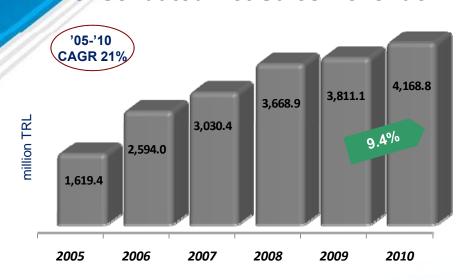
Breakdown of Consolidated* Sales Volume-FY2010



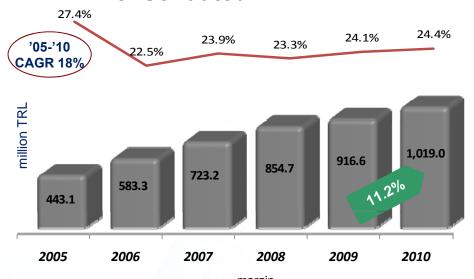


Consolidated Financial Performance

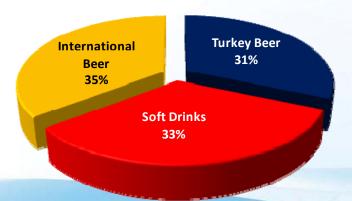
Consolidated Net Sales Revenue*



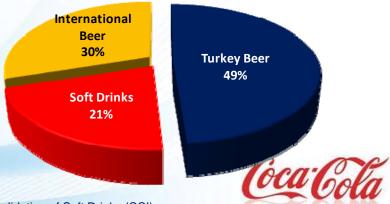
Consolidated EBITDA*



Breakdown of Consolidated* Net Sales Revenue-2010

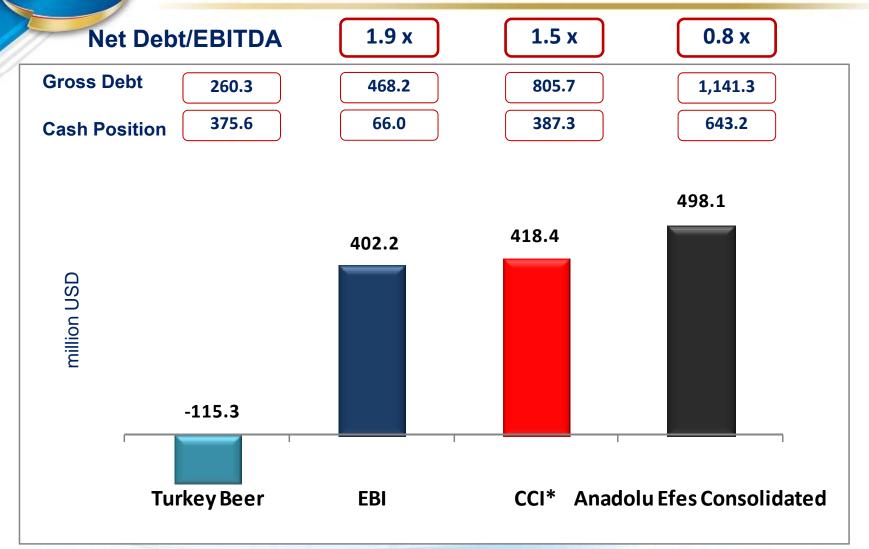


Full year EBITDA is as previously reported, not restated as per CMB's new reporting format. Breakdown of Consolidated **EBITDA-2010**



Net Financial Indebtedness

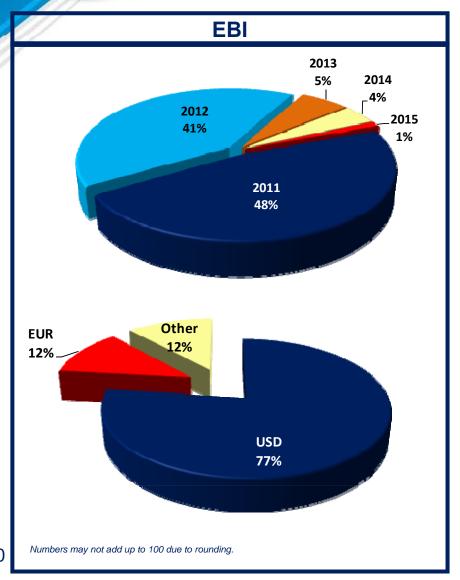
EFES Net Fina

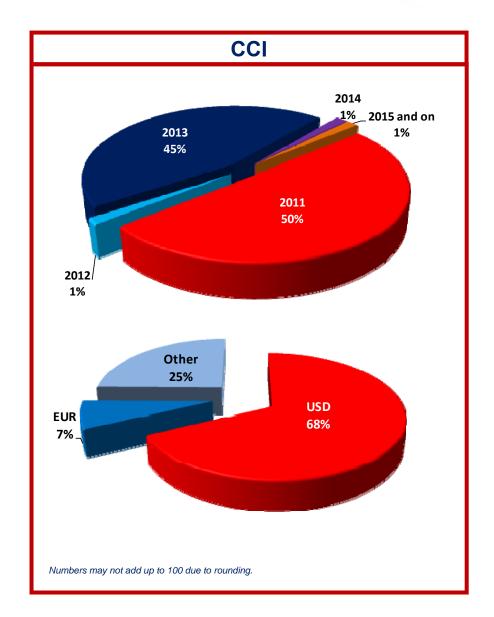






Debt Maturity & Currency Breakdown

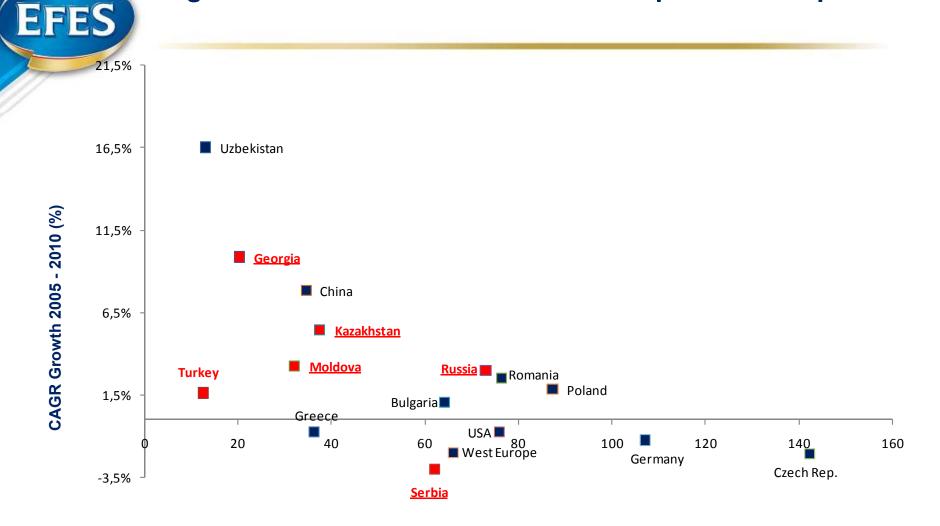






Beer Operations

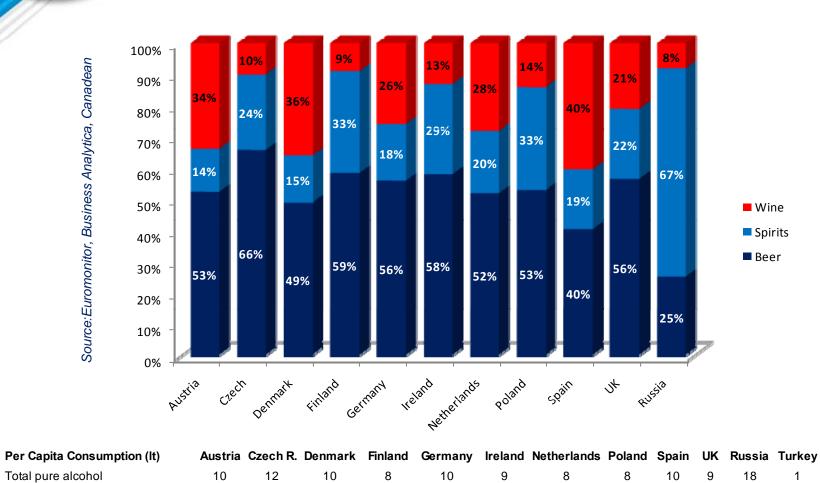
High Growth Beer Markets- Low Per Capita Consumption



Per Capita Consumption (It)



Breakdown of Pure Alcohol Consumption



Beer



Strong Positions and Brands



TURKEY #1













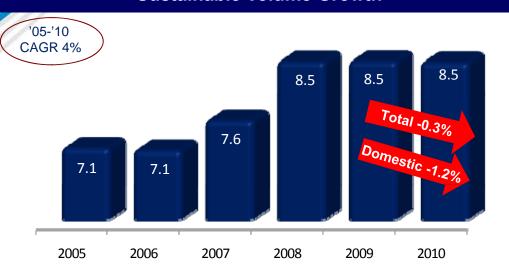


Turkey Beer Operations



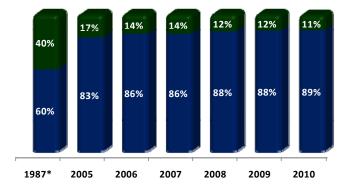
A Leading Position in the Turkish Beer Market Steadily Growing and Increasing Market Share

Sustainable Volume Growth*



*Sales volume including exports

Market Share Development



16 Source: Nielsen
* Company estimate

■ Efes ■ Other

Sales volume in Turkey beer operations increased by 8.4% in 4Q2010 y-o-y, contributed by;

- ✓ Favorable weather conditions in October and November
- ✓ Low base of last year

<u>Despite</u> significant price increases due to excise tax hikes;

- 14% increase in average sales price by the beginning of 2010 to reflect 35% hike in excise taxes
- simultaneously introduced average price increase of 17% with the most recent excise tax hike of 26% effective as of October 28, 2010

Off-Premise Development Initiatives

Before

EFES



Before



After



After



Off-Premise Development Initiatives

Before

EFES



Inside



After



Inside



On-Premise Development Initiatives



EFES



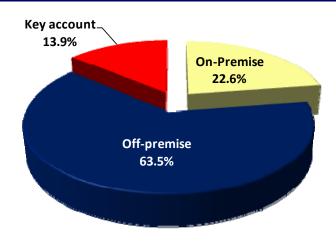




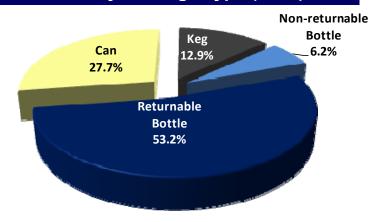


Turkish Beer Market – Fundamentals & Dynamics

Sales Volume by Consumption Channel (2010)



Sales Volume by Package Type (2010)

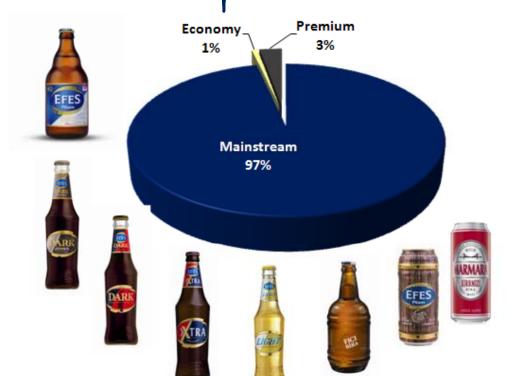


DYNAMICS OF THE TURKISH BEER MARKET

- Consolidated market top 2 players represent more than 99% of the market
 - √ lack of sizeable acquisition targets
 - ✓ consolidated distribution structure
- Returnable market Bottles & kegs amount to ca.65%
 - ✓ 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.14% share of Efes sales volumes

Strong Brand Portfolio significant share of "Efes" brand





- 100% brand awareness for Efes
- **Exports to 80 countries**
- # 1 in consumer spending in Food &
 Beverage category 7.3 % as of
 December2010 (The Nielsen Company)
- 98.2% penetration in Turkey



Unmatched Brand Equity

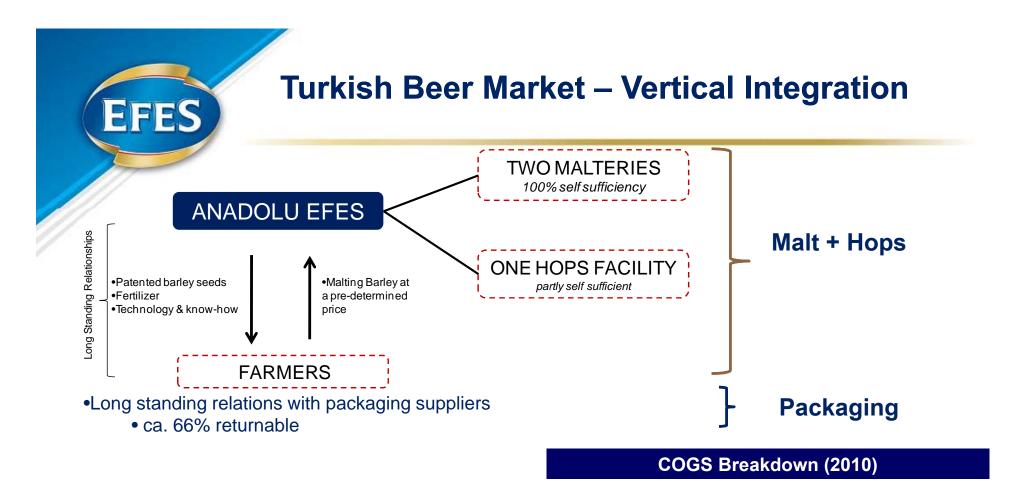
TURKEY

Top Brands – % of spending

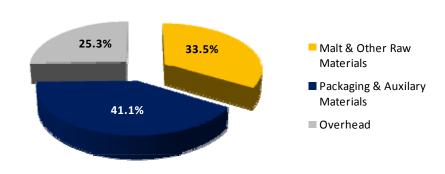
Source: The Nielsen Company YTD December 2010

Total Trade		%
1.	Winston (tobacco)	5.9
2.	Marlboro (tobacco)	5.3
3.	Lark(tobacco)	4.7
4.	Parliament (tobacco)	4.2
5.	EFES PILSEN	3.3
6.	Tekel 2001 (tobacco)	3.2
7 .	Viceroy (tobacco)	3.2
8.	Muratti (tobacco)	2.5
9.	L&M (tobacco)	2.2
10.	Coca-Cola	2.1

Food & Beverage	%
1. EFES PILSEN	7.3
2. Coca-Cola	4.5
3. Ülker	4.0
4. Eti	3.6
5. Yeni Rakı	3.4
6. Pınar	2.9
7. Çaykur	2.5
8. Sütaş	1.9
9. İçim	1.5
10. Fanta	1.4

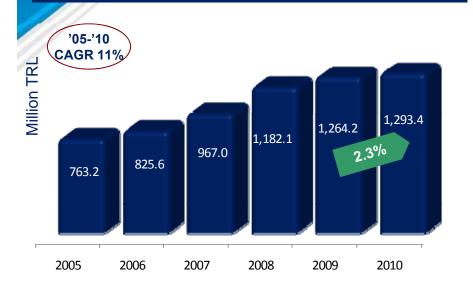


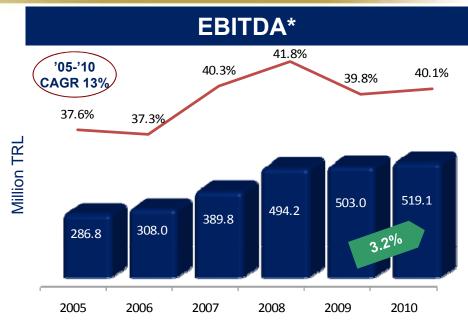
Vertical integration is a key factor in efficient production cost management



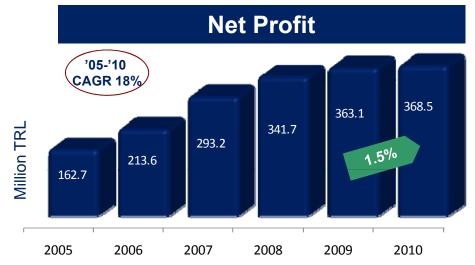
Turkey Beer Operations' Financial Performance

Net Sales Revenue





*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.





FY2011 OUTLOOK TURKEY BEER OPERATIONS

- Higher beer prices will create pressure on demand in 2011
- Low-single digit decline in domestic sales volume
- •We expect gross margin to remain flat with a slight contraction in our EBITDA margin in 2011



International Beer Operations

Challenges Prevalent In International Markets



• In the last quarter of 2010, EBI's consolidated sales volume rose by 12.4% over the same quarter of 2009, despite lower contribution from the base effect in this quarter compared to the previous ones

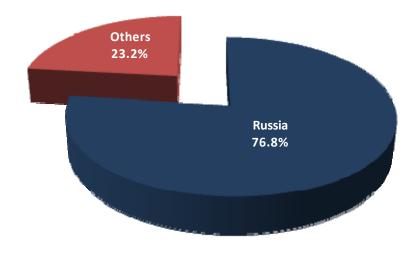
Breakdown of Sales Volume - FY2010

EBI continued to report positive growth rates in all operations in 4Q2010 with the contribution of;

- •continued focus on strategic brands
- moving from quantitative to qualitative availability

despite

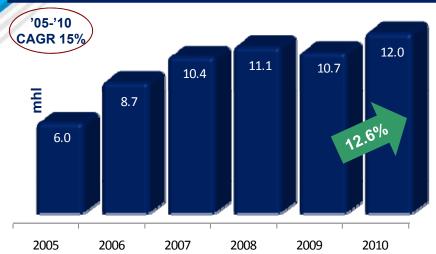
higher beer prices to reflect higher taxes





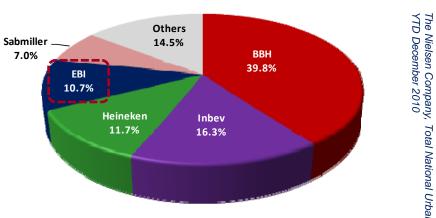
Outperforming The Market In Russia

Volume Development



- Russian beer market contracted in volume by 7% in 2010 compared to 2009, down 3.2% in 4Q2010 compared to 4Q20091
- Despite continued negative effect of significantly higher beer prices in Russia due to higher excise taxes, EBI's sales volume increased significantly by 12.6% in FY2010 due to;
 - Consumer promotions and pioneered innovation contributing to the outperformance of EBI's strategic brands in their respective segments
 - Successful initiatives to increase availability in the country
 - •Well-planned pricing moves
 - Superior performance of lower mainstream segment in which EBI has a strong

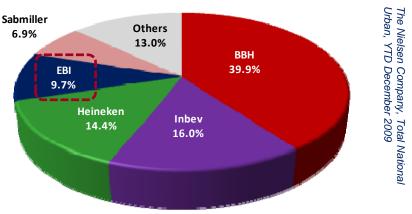
Market Share by Volume – 2010



Due to changes in the Nielsen Company's methodology as of January 2011, the previously announced market share data for 2010 has been changed. For comparison purposes, the adjusted market share data is also provided for 2009.

Total National Urban,

Market Share by Volume - 2009



Numbers may not add up to 100 due to rounding.

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

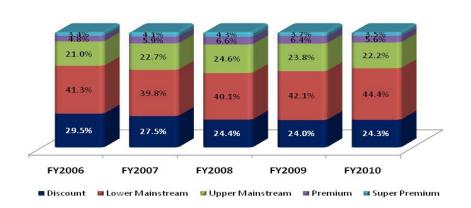


Russian Beer Market – Fundamentals & Dynamics EFES

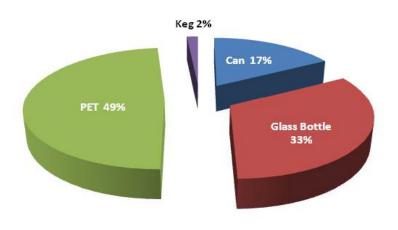
Outlet Split (2010)



Market Segment Development *



Packaging Split (2010)



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



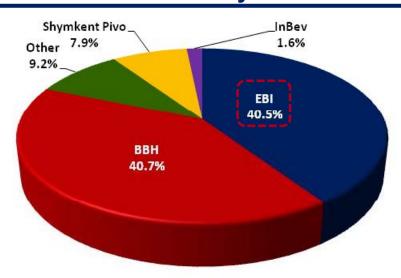
Other Operating Countries

Market Share by Volume



■ #2 brewer

■ Capacity: 2.4 mhl



The Nielsen Company, YTD December 2010

*As of August 2010, Efes Kazakhstan captured #1 position in the market.

Moldova

■ #1 brewer

■ Capacity: 1.4 mhl

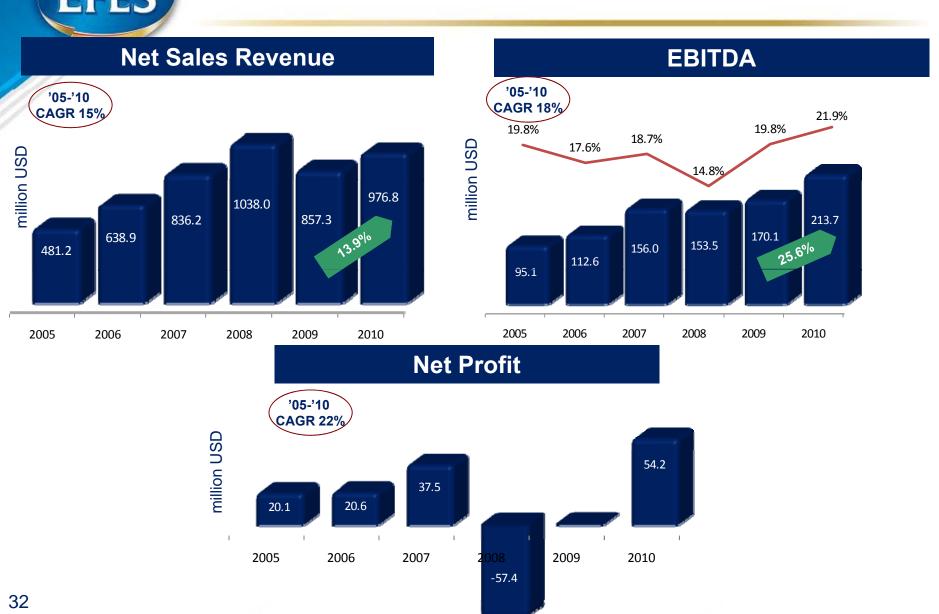
Georgia

■ #1 brewer

■ Capacity: 1.2 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





FY2011 OUTLOOK INTERNATIONAL BEER OPERATIONS

In 2011, demand will be under pressure, especially in Russia due to;

- already high level of prices reached after price increases implemented in 2010 to cover excise tax increase of 200%
 - ➤ demand is expected to be negatively effected especially in 1Q as it was only after the season that price increases in 2010 were fully implemented
- further pricing due in order to reflect 11% rise in excise taxes, increasing commodity prices (especially barley & oil) and usual inflationary increases

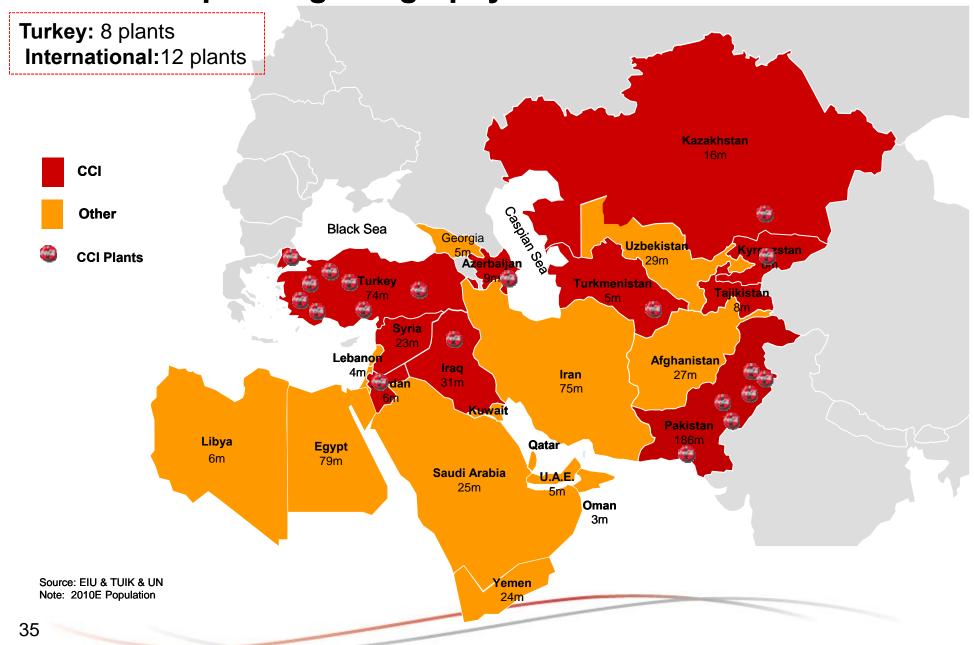
Therefore, we expect Russian beer market to be flat in 2011...

In Russia, cost increases will cause pressure on margins as price increases are difficult to make, despite we had an increase in November and another one to be in April

2011 would not only be challenging but also difficult to forecast and provide a specific guidance before seeing 2Q. However we are confident to overperform the market and keep the impact on margins limited.

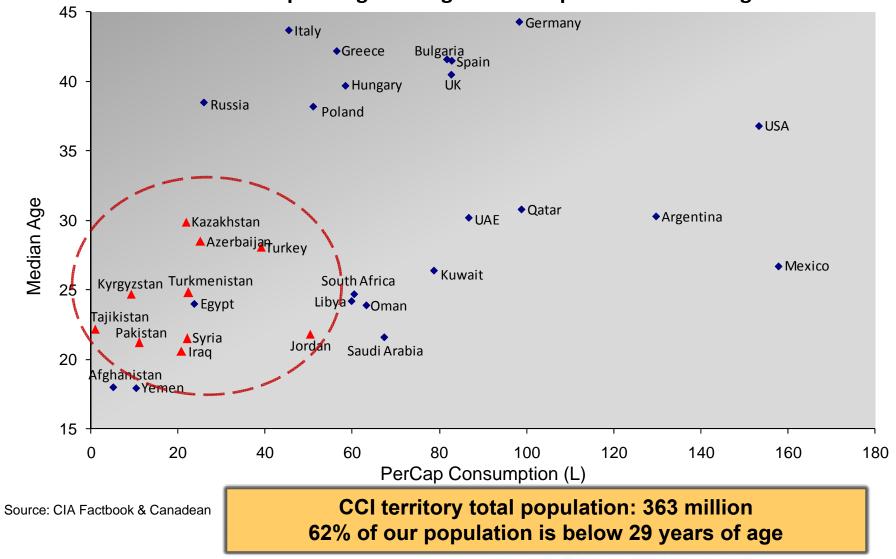


Operating Geography Soft Drinks Business



Future Opportunities

2009 Sparkling Beverages Consumption vs Median Age

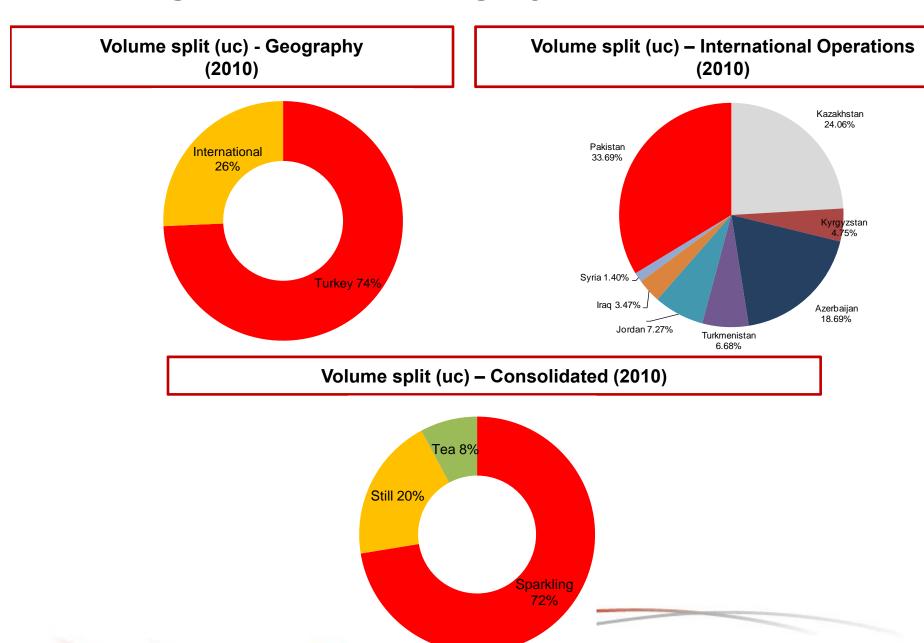


Country Data

		Population (mn) in 2010	% of population below 29 years	GDP per capita in 2010 (\$) **	Per capita consumption of sparkling bev. (L) in 2009	CCI's market share in sparkling bev. in 2010	2010 Volume (mn uc)	Volume Growth in 2010
C *	Turkey	73.7	51%	10,079	40.3	69%	494	13%
C	Pakistan	185.5	65%	1,049	11.0	29%	118	8%
	Kazakhstan	16.2	51%	8,326	21.9	34%	43	23%
C*	Azerbaijan	9.0	51%	5,765	24.1	56%	32	19%
الله اكبر	Iraq	31.4	68%	2,626	20.0	-	20	34%
•	Jordan	6.4	68%	4,435	53.0	12%	12	-10%
(\$\frac{1}{2}\tau^2\)	Turkmenistan	menistan 4.9		3,663	21.3	-	11	85%
©	Kyrgyzstan	5.5	58%	816	9.3	-	8	21%
* *	Syria	22.5	65%	2,892	23.0	9%*	5	-15%
	Tajikistan	7.7	68%	732	1.0	-	-	-

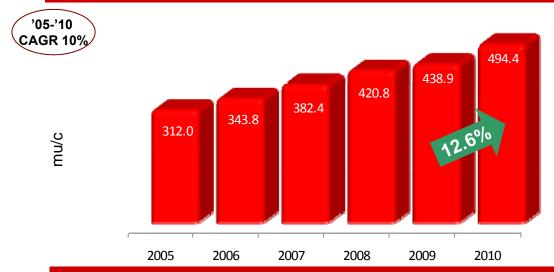
Sources: IMF, EIU, UN Estimate, TCCC, Nielsen *MEMRB ** IMF

Geographic and Category Split of Business

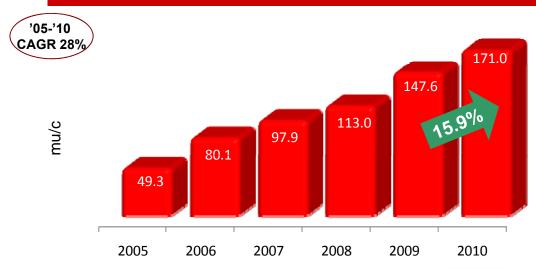


Dynamic Growth in All Markets

TURKEY SOFT DRINKS VOLUME DEVELOPMENT

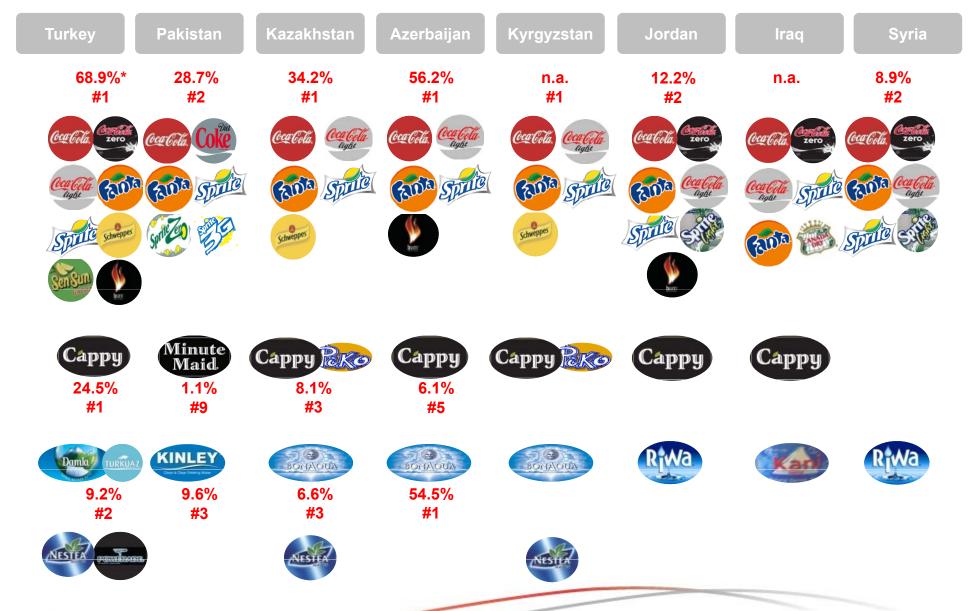


INTERNATIONAL SOFT DRINKS VOLUME DEVELOPMENT

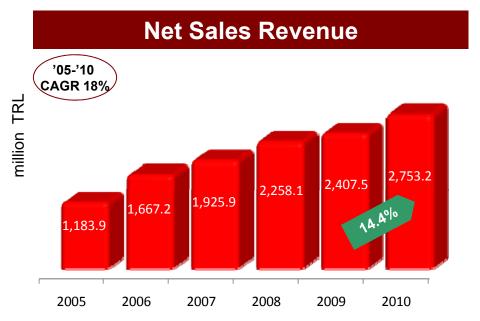


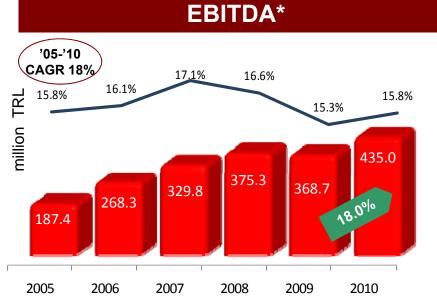


Leading Brands and Market Positions



Soft Drink Operations' Financial Performance*





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



Thank You!



Questions Please ...



Appendix



ANADOLU EFES

Consolidated Income Statements For the Year Ended 31.12.2010 and 31.12.2009 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

	2009/12	2010/12
SALES VOLUME (million hectoliters)	38.9	43.2
SALES	3,811.1	4,168.8
Cost of Sales (-)	(1,907.9)	(2,051.3)
GROSS PROFIT FROM OPERATIONS	1,903.1	2,117.4
Marketting, Selling and Distribution Expenses (-) General and Administrative Expenses (-) Other Operating Income	(928.1) (322.1) 41.5	(1,060.5) (354.0) 25.0
Other Operating Expense (-)	(46.5)	(34.4)
PROFIT FROM OPERATIONS	648.0	693.6
Loss from Associates	(10.9)	(17.9)
Financial Income	375.1	244.3
Financial Expense (-)	(468.4)	(261.5)
PROFIT BEFORE TAX FROM CONTINUING OPERATIONS	543.8	658.6
Continuing Operations Tax Expense (-)	(121.5)	(140.1)
PROFIT FOR THE YEAR	422.3	518.4
Attributable to: Minority Interest Net Income Attributable to Equity Holders of the Parent	(0.3) 422.6	14.8 503.6
EBITDA	916.6	1,019.0

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.





ANADOLU EFES

Consolidated Balance Sheets as of 31.12.2010 and 31.12.2009 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)

			(Hamon TKL)		
	2009/12	2010/12		2009/12	2010/12
Cash & Cash Equivalents	1,053.3	939.3	Short-term Borrowings	949.3	996.1
Financial Investments	21.2	55.1	Trade Payables	234.9	253.3
Trade Receivables	421.5	518.3	Due to Related Parties	15.0	8.6
Due from Related Parties	0.8	0.3	Other Payables	202.3	290.8
Other Receivables	5.8	7.9	Provision for Corporate Tax	16.5	15.3
Inventories	412.4	467.9	Provisions	20.3	23.7
Other Current Assets	141.6	152.0	Other Liabilities	50.3	169.3
				W 10 .	
Total Current Assets	2,056.7	2,140.8	Total Current Liabilities	1,488.6	1,757.2
Other Receivables	0.9	1.3	Long-term Borrowings	908.1	768.4
Investments in Securities	40.1	37.5	Other Payables	126.6	144.4
Investments in Associates	45.4	21.4	Provision for Employee Benefits	40.1	51.3
Biological Assets	0.0	1.5	Deferred Tax Liability	33.8	42.8
Property, Plant and Equipment	1,981.6	2,043.8	Other Liabilities	98.6	9.7
Intangible Assets	357.0	361.9			
Goodwill	855.6	871.1		30 00	
Deferred Tax Assets	46.9	40.0	Total Non-Current Liabilities	1,207.2	1,016.6
Other Non-Current Assets	45.9	69.5			
Total Non-Current Assets	3,373.4	3,448.0	Total Equity	2,734.2	2,815.0
Total Assets	5,430.0	5,588,8	Total Liabilities and Shareholders' Equity	5,430.0	5,588.8

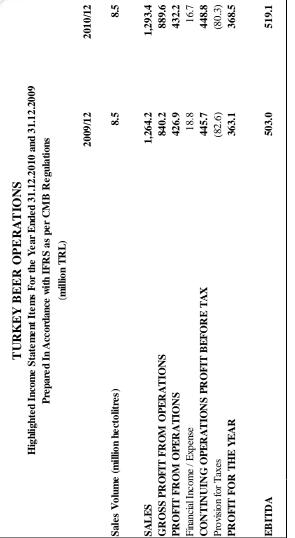
Note 1: CCI's consolidated financial results are consolidated in Anadolu Efes' financial results by proportionate consolidation method as per Anadolu Efes' 50.3% shareholding in CCI.

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

Note 3: "Investment in Securities" in Current Assets includes the time deposits with a maturity more than three months.







EFES

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 31.12.2010 and 31.12.2009	1.12.2009	
Prepared In Accordance with IFRS as per CMB Regulations (million TRL)	ulations	
	2009/12	2010/12
Cash, Cash equivalents and Investment in Securities	440.6	580.6
Trade Receivables	214.1	277.1
Inventories	105.5	0.96
Other Assets	21.5	22.9
Total Current Assets	790.6	992.4
Investments	1 281 5	1 587 7
Property Plant and Equipment	360.4	3753
Other Assets	21.5	35.9
Total Non-Current Assets	1,673.3	2,010.2
Total Assets	2,463.9	3,002.6
Trade Payables	47.4	53.0
Other Liabilities	139.7	206.5
Short-term Borrowings	147.6	325.1
Total Current Liabilities	342.4	587.8
Long-term Borrowings	0.0	77.3
Other Liabilities	160.0	186.6
I ofal Non-Current Liabilities	100.0	703.9
Share holders' Equity	1,961.5	2,150.9
Total Liabilities and Shareholders' Equity	2,463.9	3,002.6

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 Year Ended 31.12.2010 and 31.12.2009 Prepared In Accordance with IFRS (million USD)	(EBI) 1.12.2010 and 31.12.2009	
	2009/12	2010/12
Volume (million hectoliters)	13.6	15.7
NET SALES	857.3	8.926
GROSS PROFIT	402.1	468.3
PROFIT FROM OPERATIONS	82.5	112.7
Financial Income / (Expense)	(64.9)	(17.3)
(LOSS)/PROFIT BEFORE TAX	10.5	83.4
Income Tax	(10.7)	(20.6)
(LOSS)/PROFIT AFTER TAX	(0.2)	62.8
Attributable to		
Minority Interest	(0.6)	8.7
Equity Holders of the Parent Company	0.4	54.2
ЕВІТЪА	170.1	213.7

Note 1: EBITDA here means earnings before interest (financial income/(expense) — net), tax, share of net loss of associates, 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) Highlighted Consolidated Balance Sheet Items as of 31.12.2010 and 31.12.2009	NS (EBI) 2010 and 31.12.2009	
Prepared in Accordance with IFKS (million USD)	2009/12	2010/12
Cash and Cash Equivalents	219.1	0.99
Trade Receivables	56.9	55.8
Inventories	126.6	164.7
Other Current Assets	29.3	27.6
Total Current Assets	432.5	314.3
Property, Plant and Equipment	6/6.4	680.1
Intangible Assets (including goodwill)	456.1	454.1
Investments in Associates	30.1	13.9
Other Non-Current Assets	28.8	22.1
Total Non-Current Assets	1,194.5	1,170.1
Total Assets	1,626.9	1,484.5
Trade Payables, Due to Related Parties and Other Payables	154.2	246.0
Short-term Borrowings (including current portion of long-term debt and lease obligations)	228.0	225.8
Total Current Liabilities	382.2	471.7
Long-term Borrowings (including lease obligations)	473.7	242.4
Other Non-Current Liabilities	62.9	12.9
Total Non-Current Liabilities	541.6	255.3
Total Equity	703.2	757.4
Total Liabilities and Shareholders' Equity	1,626.9	1,484.5

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



SOFT DRINK OPERATIONS (CCI) Highlighted Consolidated Income Statement Items For the Year Ended 31.12.2010 and 31.12.2009 Prepared In Accordance with IFRS as per CMB Regulations (million TRL)	CCJ) inde d 31.12.2010 and 31.12.2009 Regulations	
	2009/12	2010/12
Sales Volume(million Unit Case)	586.5	665.4
Sales (net)	2,407.5	2,753.2
GROSS PROFIT	(1,538.9) 868.7	(1,721.6) 1031.5
Operating Expenses	(661.0)	(750.1)
Other Operating Income / (Expense) (net)	28.8	(9.6)
EBIT	236.5	271.8
Gain / (Loss) from Associates	0.0	0.0
Financial Income / (Expense) (net)	(21.1)	(16.6)
INCOME BEFORE MINORITY INTEREST & TAX	215.4	255.3
Income Taxes	(46.2)	(56.9)
INCOME BEFORE MINORITY INTEREST	169.2	198.4
Attributable to, Minority Interest	(0.4)	0.7
Net Income attributable to Shareholders	169.6	197.7
ВІТВА	368.7	435.0

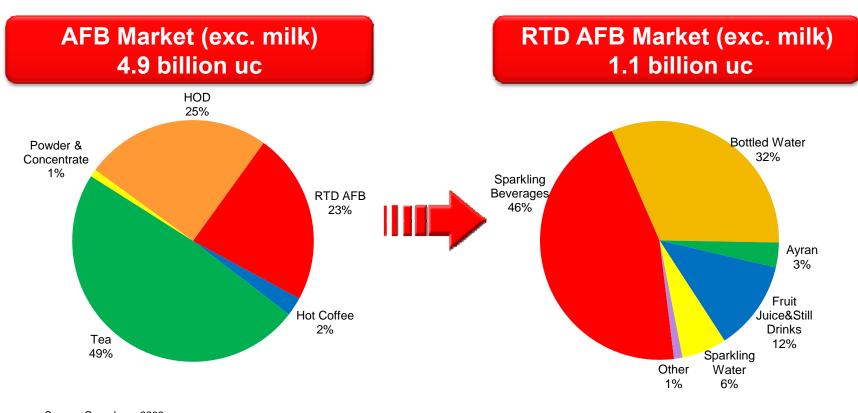
Note 1: EBITDA comprises of profit from operations, depreciation and other relevant non-cash items up to EBIT.

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 Consolidated Balance Sheet Hems as of 31.12.2010 and 31.12.2009 Prepared In Accordance with IPRS as per CMB Regulations	(million 1 KL.) 2009/12 2010/12	7 10V		245.6	211.1		ä	í	0.0	1.190.4	450.3		4,	71	2,863.6 3,014.0	903.6 627.7	123.5	81.5 80.9	5.0 1.0	fits 14.4	12.2	1,137.6 880.6	385.0 617.9	28.7	38.8 41.1	.s 456.1 698.4	1,269.9 1,435.0	
SOFT Highlighted Consolidated Prepared In Acc		Onch and Coch Danit about	Cash and Cash Equivalents Investments in Securities	Trade Receivables and Due from Related Parties (net)	Inventory (net)	Other Receivables	Other Current Assets	Total Current Assets	Investment in Associate	Property, Plant and Equipment	Intaneible Assets (including goodwill)	Deffered Tax Assets	Other Non- Current Assets	Total Non-cure nt Assets	Total Assets	Short-term Borrowings	Trade Payables and Due to Related Parties	Other Payables	Provision for Corporate Tax	Provisions for Employee Benefits	Other Current Liabilities	Total Curre nt Liabilities	Lons-term Borrowings	Provisions for Employee Benefits	Deffered Tax Liabilities	Total Non-Current Liabilities	Total Equity	



Turkey AFB Market



Source: Canadean, 2009

Hot tea category constitutes 49% of alcohol-free beverages

