



ABInBev

**INVESTOR
SEMINAR
2018**



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**TREVOR
SANDERSON**

Vice President of
Supply for Africa



- Born in Bulawayo, Zimbabwe
- 23 Years in our company
- I'm most proud of the legacy of excellence and job creation I have been part of, as a result of the breweries we have built across Africa



Integrating SAB and AB InBev in Africa

ABInBev





We have a clearly defined supply dream

ABInBev

SUPPLY 2020

Sustainable Operations in Africa

3

V

4

Peop

5

Bet

ent



6

Cost Reduction

7

Efficiency & Reliability

8

Capacity & Other Investments

9

Innovation & Technology

10

Vertical Operations





We aligned our structures to the operating model

ABInBev

SAB Country Model

- Two Zones
- Decentralized
- Country P&L
- Country-led support functions
- Inconsistent standards
- Duplication of capabilities



AB InBev Zone / BU Model

- One Zone
- Centralized
- Zone and BU P&L
- Zone-led support functions
- Standardization & best practices
- Lean structures





We implemented voyager plant optimization

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Strong management practices

- Plant management routines
- Organizational support structure
- Linking of means and results

VOYAGER PLANT OPTIMIZATION

Best of Both

GEM – Global Evaluation
of Manufacturing

- Autonomous operations
- Operator problem solving
- Self-supporting shift teams

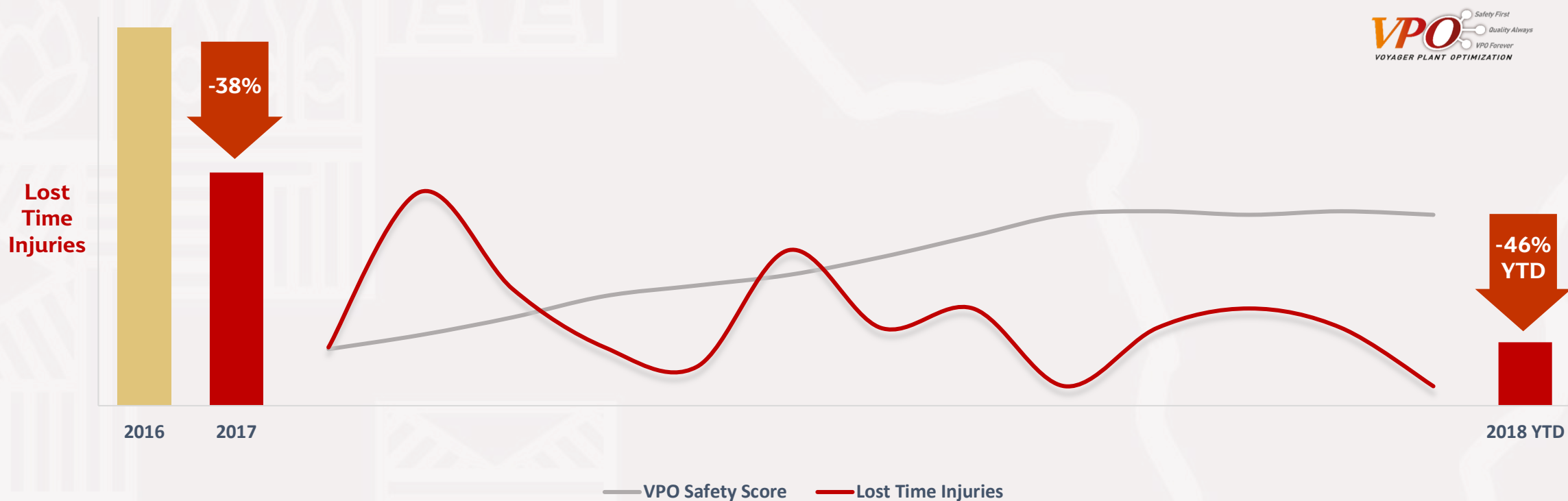




Executing VPO for better results

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Significant reduction in injuries





Living VPO
and bringing
our dreams
alive





Strong shop floor practices

ABInBev



Accra Brewery, Ghana



Prospecton Brewery, RSA





ABInBev





We are proud of our brewing principles

ABInBev





We brew quality

ABInBev

QUALITY

WE NEVER COMPROMISE ON QUALITY

We leverage the best brewing and packaging expertise in the world, adhere to a benchmark against global food safety standards, and we demand breweries capable of adhering to those standards.



Newlands Brewery, South Africa

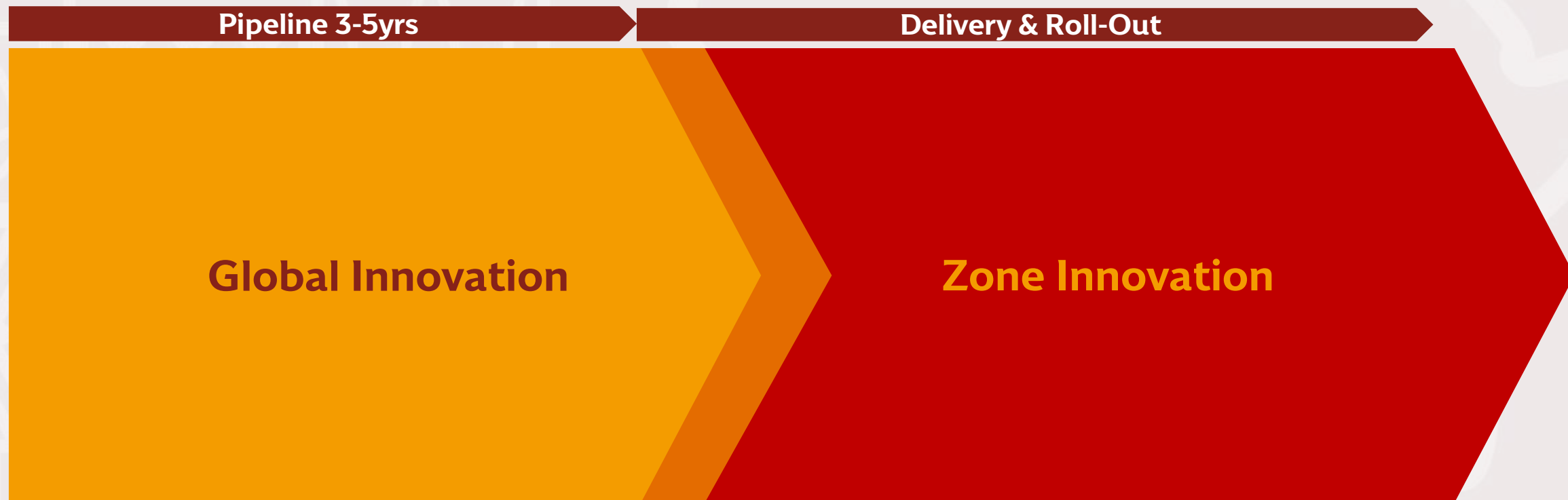




Continuously innovating for our future

Global & Zones working together to deliver winning innovations

ABInBev

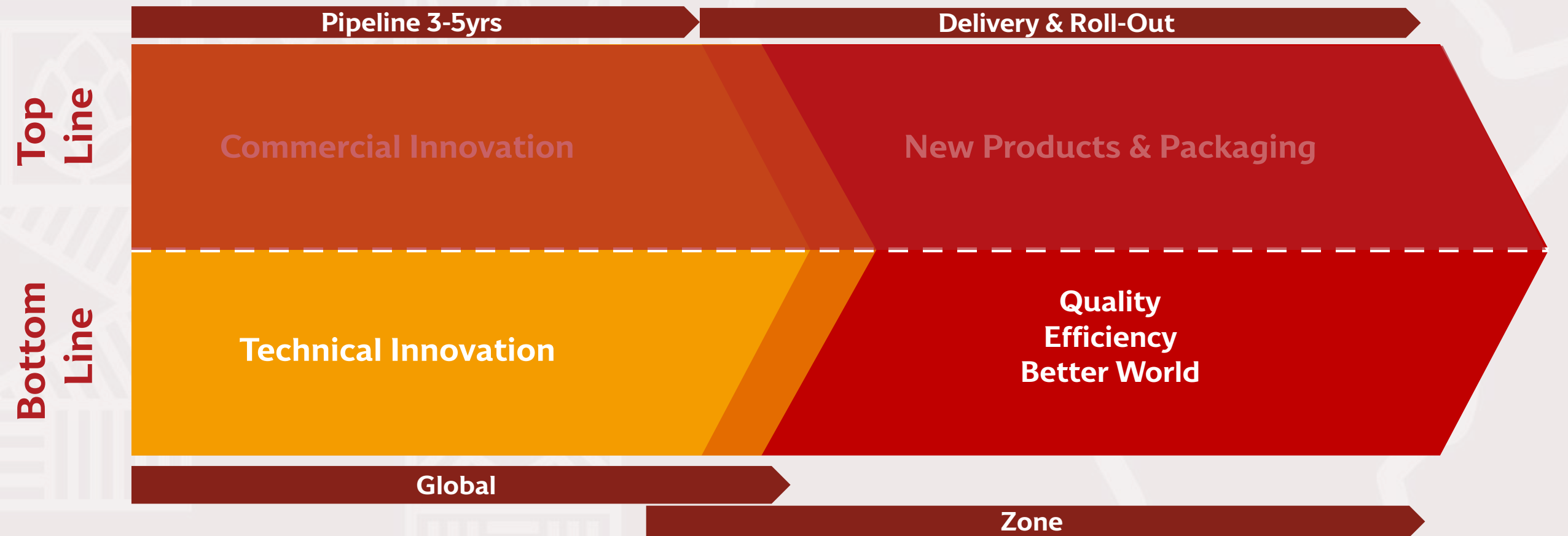




Continuously innovating for our future

Global & Zones working together to deliver winning innovations

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Exciting commercial innovations

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Premium



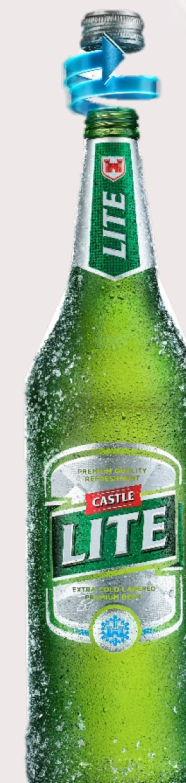
Core



Affordable



No Alcohol



In Home





Winning technical innovations

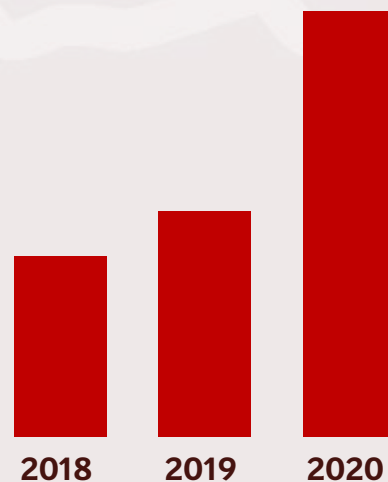
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Better World



Quality



Capacity



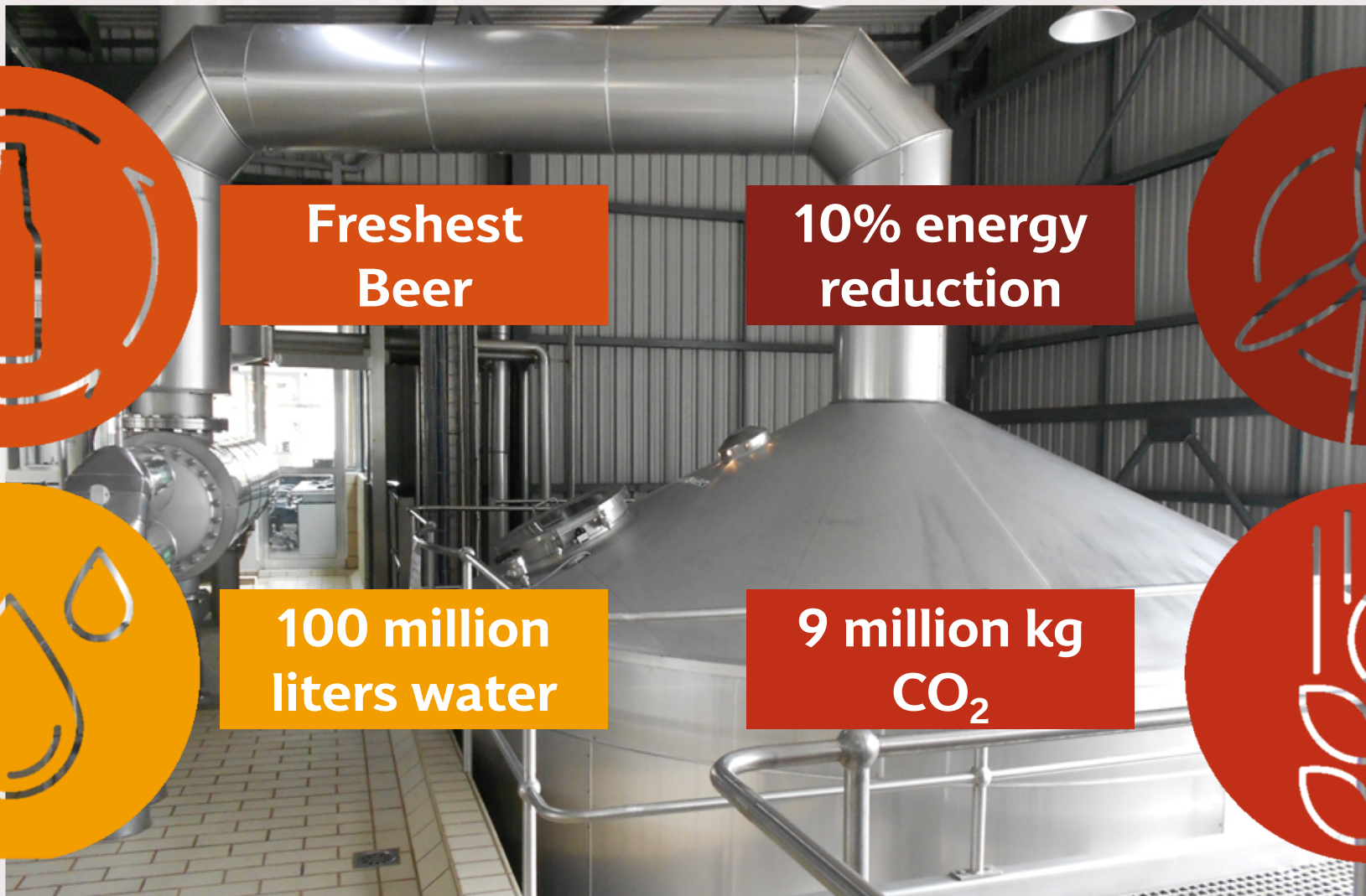
Cost Optimization





Innovating for a better world

ABInBev



**Freshest
Beer**

**10% energy
reduction**



**100 million
liters water**

**9 million kg
CO₂**





Innovating for cost optimization

ABInBev

Driving affordable beer growth using new technology and local raw materials





Continuously investing in our future

ABInBev

Approach

Plan
Avoid
Optimize

Implementation

Project Structure
Best Practices

Outputs

Growth
Efficiency
Workplace
Better World





Continuously investing in our future

ABInBev





Delivering great financial results

ABInBev

Productivity Synergies Africa Zone

Technical work programs

Capital & technical
innovation

Procurement rigor

Champions





It's just the beginning

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