



# OUTSTANDING 2001 RESULTS

Analyst Presentation

Brussels, March 13th, 2002

# Summary



- Outstanding 2001 results
- Superior execution of our strategy and focus on shareholder value creation
- Increased focus on generating excellent organic growth
- Continued commitment to EPS before goodwill targets irrespective of scope

# Key Highlights (Before Exceptionals)

BASS INCLUDED\*



	2001 (IAS)	2001 (IAS) versus 2000 (IAS)	2001 (IAS) versus 2000 (reported)
<b>EBITDA</b>	€ 1,533m	+33% (was € 1,156m)	+28% (was € 1,198m)
<b>EPS before goodwill**</b>	€ 1.44	+38% (was € 1.04)	+19% (was € 1.21)
<b>Dividend</b>	€ 0.29	+38% (was € 0.21)	+38% (was € 0.21)

# Presentation Outline



- 1. Our Vision and Strategy**
- 2. Strong 2001 Results**
- 3. Focus Point – North America  
and Beck & Co Acquisition**
- 4. Conclusion & Outlook**



# 'The World's Local Brewer' Vision realised Through Parallel Execution of Four Strategic Themes



## Strategic themes

1

Building and leveraging local platforms drive profitable growth

2

Broad brand portfolio allows access to all segments

3

Superior risk-return profile with balance of mature and developing markets

4

Market consolidation secures position and creates value

## Rationale

Local brands and access to economic scale in distribution are key value drivers in most geographical markets

A broad portfolio of brands can be tailored to local needs and requirements which enables value capture in all segments of the beer market

Stability of mature market cash-flows allows flexibility for investment in higher-risk but higher growth areas

Consolidation is a major driver of value creation through scale economies and market leadership

# Best Beer Brand Portfolio

## Offering Outstanding Choice and Quality

International  
Premium  
lagers



Stella Artois

The European beer with noble traditions



Beck's

Authentic freedom/German provenance

International  
Speciality  
Beers



White  
beers

Hoegaarden

Intriguing  
Spontaneous  
refreshment



Ales

Bass

The definitive  
U.K. ale



Abbey  
beers

Leffe

Authentic  
Belgian  
Abbey beer



Fruit-flavoured  
beers

Belle-Vue

World's leading  
lambic beers &  
their blends

Belgium



Canada



Central Europe



Eastern Europe



South-Korea

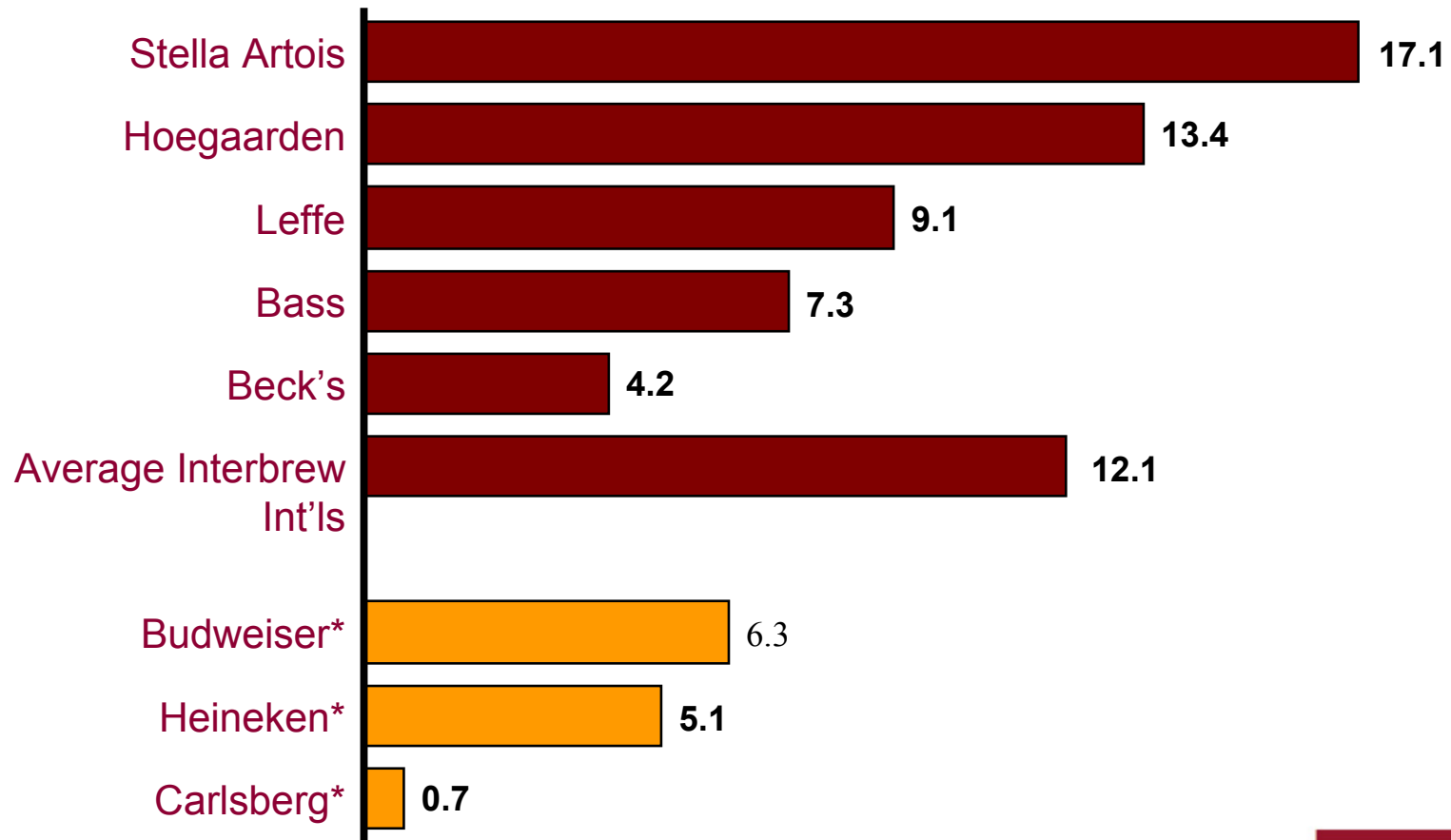


Strong Local  
Brands

# Interbrew's Portfolio of Premium and Speciality Brands



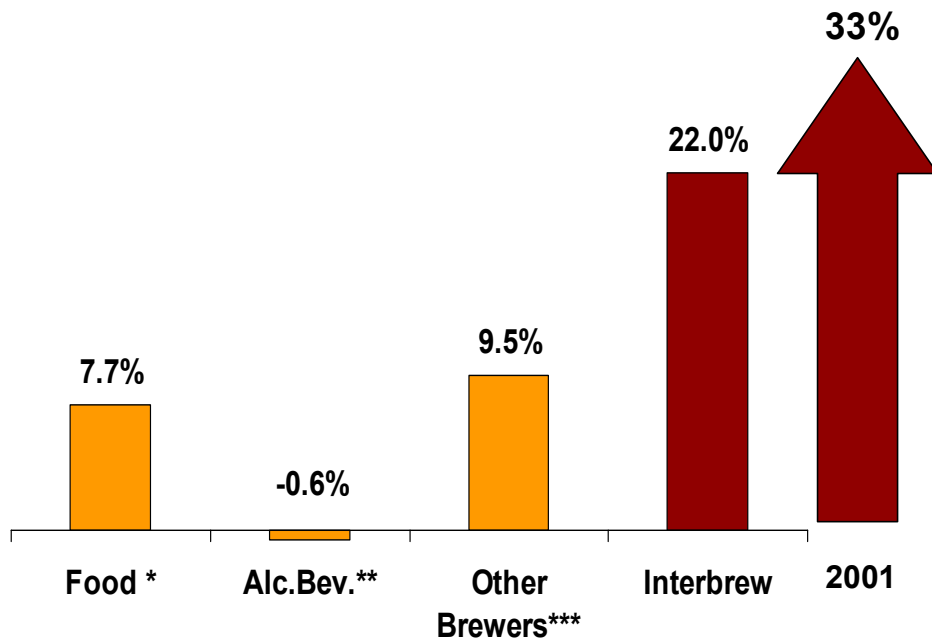
Volume growth of International Brands 1996-2001, CAGR (%)



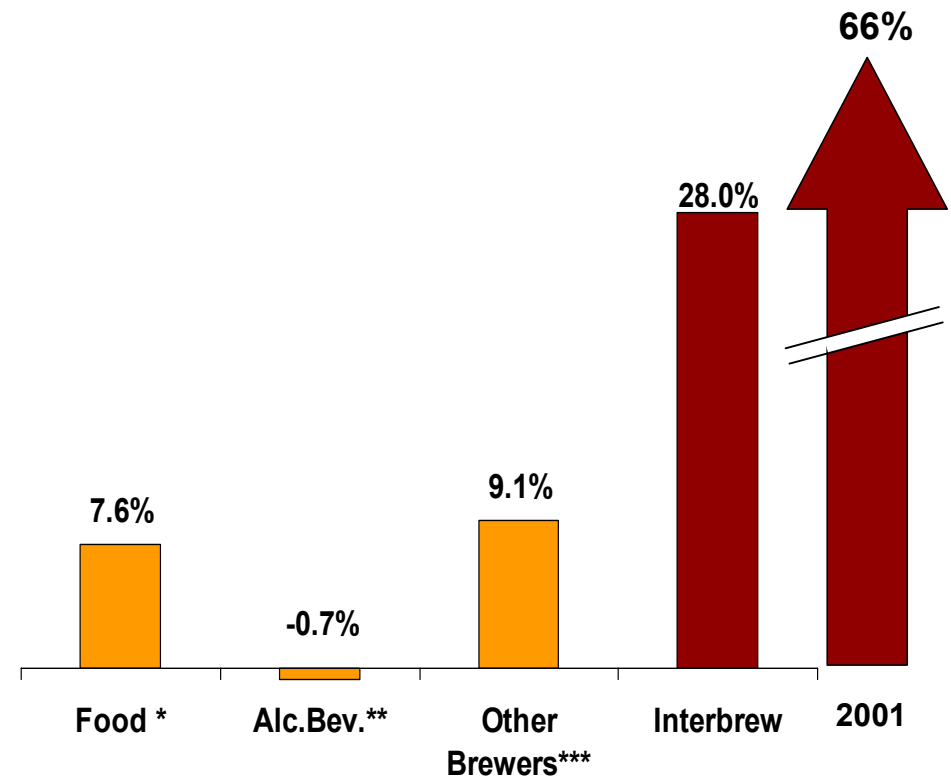
# 10 Years of Operational Excellence



EBITDA Growth 1990-2000, CAGR



EBIT Growth 1990-2000, CAGR



\* Average of Danone, Nestlé and Unilever

\*\* Average of Allied Domecq and Diageo

\*\*\* Average of Anheuser-Busch, Heineken, Carlsberg, Scottish & Newcastle

Source: Annual reports

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# 10 Years of Acquisition Outperformance



	Blended acquisition multiple*	Million Hectolitres 2001
Labatt	5.9	9.1
Emerging Markets	6.0	31.3
United Kingdom**	8.8	10.9

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# Adopting International Standards



- As part of our IPO commitment, Interbrew is one of less 400 European companies fully IAS compliant in 2001
- Impact of move to IAS
  - Non-recurring one-time charges are now in the EBIT line, not below
  - EPS before goodwill for 2000 is significantly reduced (from € 1.21 to € 1.04) due to IAS compliance for the treatment of IPO costs, capital gain on treasury shares and deferred taxes and FEMSA Cerveza equity pick up
  - Fully diluted number of shares is slightly reduced

# Scope of Reporting & Presentation

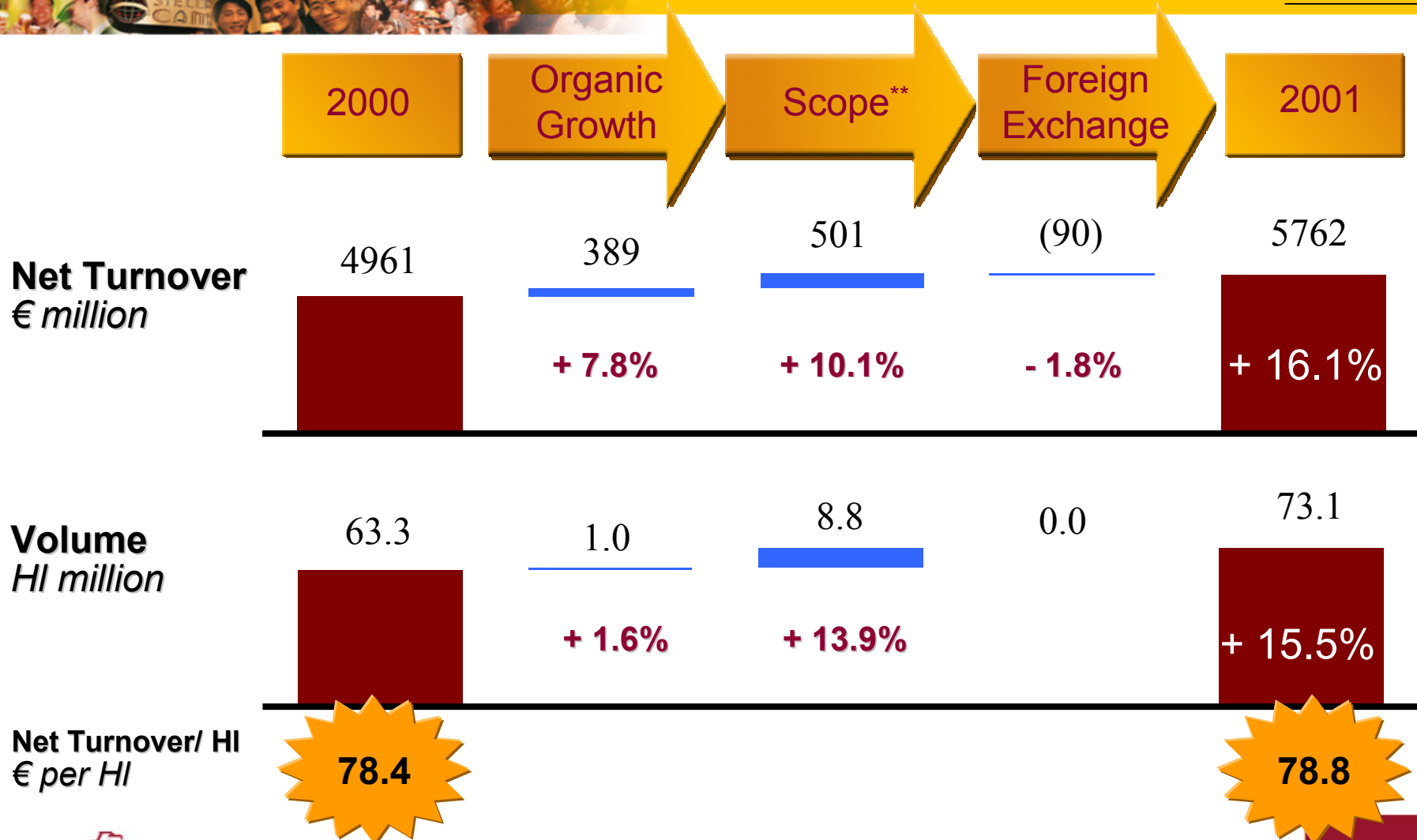


- Consistent with previous reporting, our presentation excludes the Bass UK operations in 2001. As before, we do include the Bass Brewers Worldwide operations
- The Bass positions in Scotland & Northern Ireland which we have retained will be accounted for as scope changes in 2002
- FEMSA Cerveza is accounted for as an equity pick-up
- And, of course, all reporting is now IAS compliant



# Interbrew Has Invested for Value

BASS EXCLUDED\*



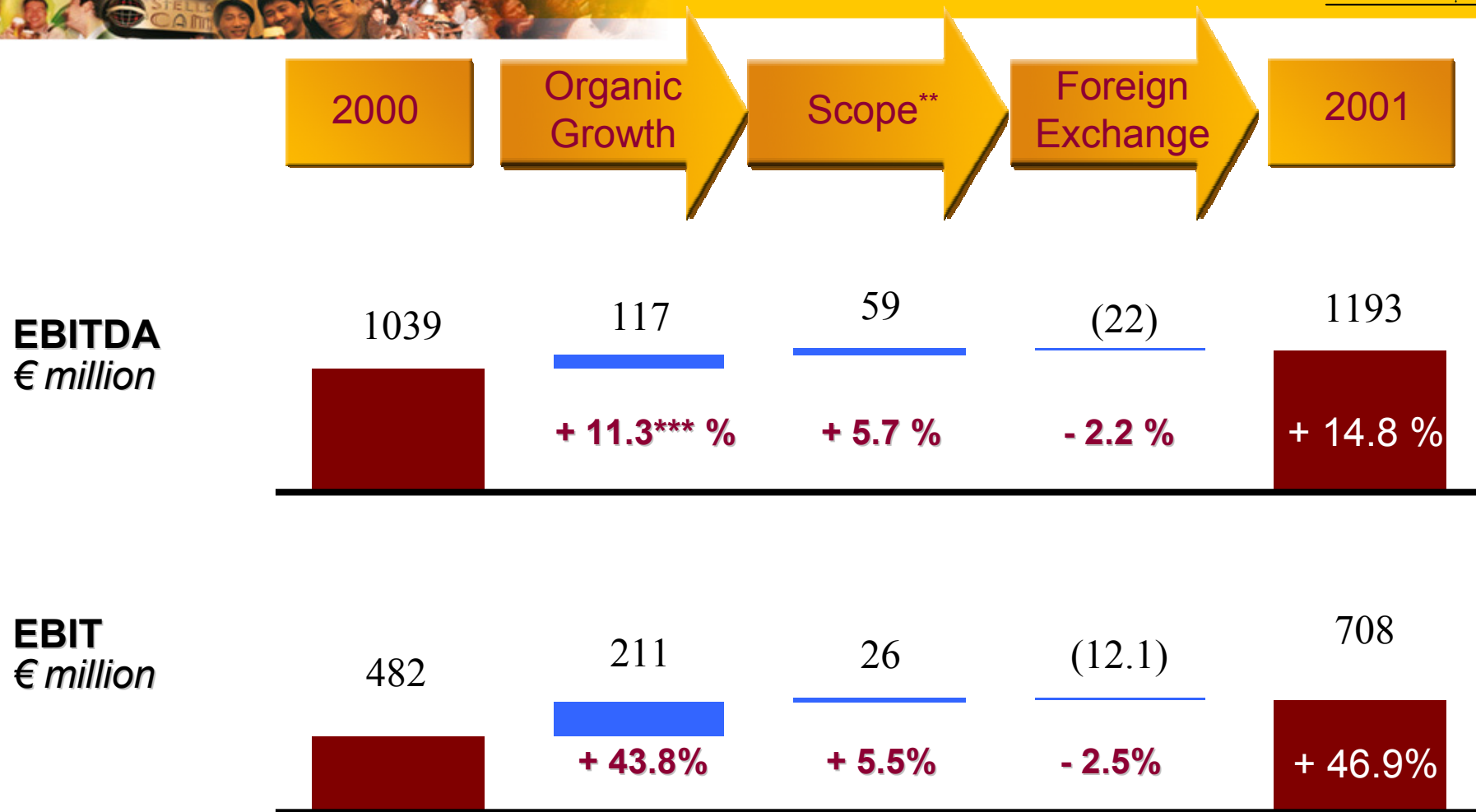
\* Excluding Bass UK operations and FEMSA Cerveza

\*\* Scope is acquisition and divestment

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# Interbrew Realised Strong Organic Growth

BASS EXCLUDED\*



# Our Balanced Geographic Reach

BASS EXCLUDED\*



	2001 EBITDA** € million	2001 EBITDA split, %
Western Europe*	413	36%
North America***	429	35%
Emerging Markets	338	28%
Parent / export	13	1%
<b>Subtotal</b>	<b>1,193</b>	<b>100%</b>
FEMSA Cerveza (30%)****	198	
<b>Total</b>	<b>1,391</b>	

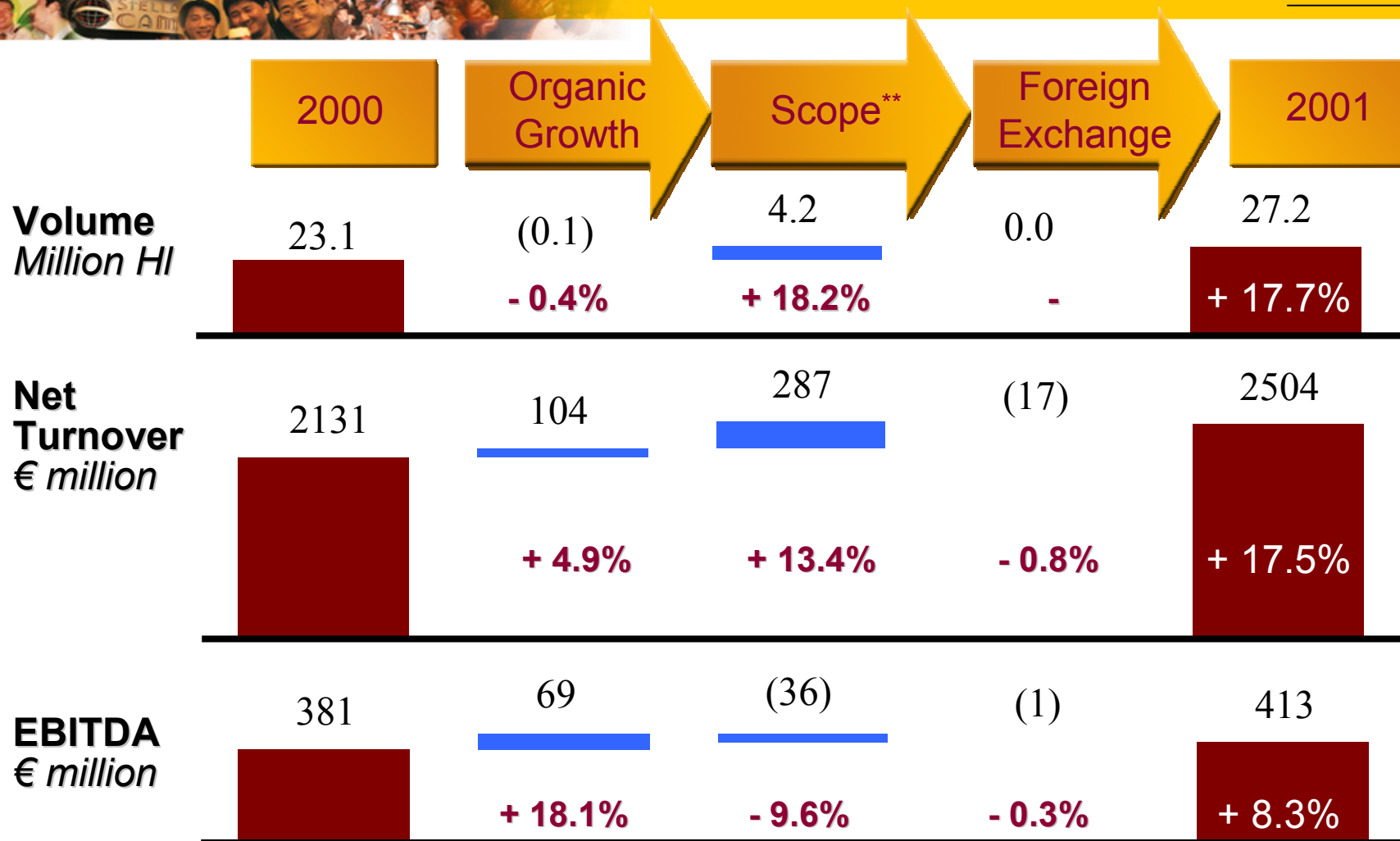


- \* Excluding Bass UK operations
- \*\* After allocation of service fees
- \*\*\* Excluding FEMSA Cerveza
- \*\*\*\* Not reflected in financial statements; treated as an equity pick-up

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# Breakdown of Growth in Western Europe

BASS EXCLUDED\*



# Western Europe



- Scope change: Interbrew UK + Diebels
- Price increases, market share improvement
- Jupiler continued its growth 1.8%
- Great growth of Stella Artois 14.2%
- Further developed innovation programme (products and packaging)

# Stages of the UK Acquisition



## Key Events

## Rationale / Reaction

Bass acquisition blocked in the UK, Jan 2001

The UK government blocked Interbrew's £ 2.3bn takeover of Bass Brewers, citing competition issues.

Interbrew £ 750m non-cash charge, Jan 2001

Interbrew took a £ 750m (€1,235) non-cash charge as a prudent reaction, and initiated a judicial review.

Successful judicial review, May 2001

The successful judicial review allowed Interbrew to discuss options requiring only a partial disposal of Bass.

Patricia Hewitt ruling Sep 2001 in favour of Carling Brewer remedy

The UK government ruled that Interbrew could retain the Bass Brand, the Scotland & Northern Ireland Bass business, as well as BBW and the Prague Breweries.

Disposal of Carling Brewers, Dec 2001

Sale of the remainder of the Bass business to Coors for £ 1.2bn.



Net acquisition  
multiple of 8.8

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# Reversal of Exceptional Write-Down of Goodwill (IAS Compliant)



- Factors leading to a reversal
  - When the non-cash charge was taken in January 2001, Interbrew prudently assumed no synergies between Bass and Whitbread (since it was ordered to sell Bass)
  - The sale price of the Carling Brewers business was higher than anticipated
  - The retention of the Scotland and Northern Ireland business (20% of Bass volume) now allows for capture of some synergies
- The combination of a better sale price and capture of some synergies as a result of the larger scope of the UK business, leads to a reversal of **€ 360m**
- De-merger costs, disposal costs and fees for the Carling Brewers sale, and prudent deal-related provisions leads to an exceptional charge of approximately **€ 199m**
- Therefore, this results in a net exceptional reversal of impairment of **€ 161m**

# Strong, Stable and Competitive UK Position



- **Bought Whitbread for GBP 400 million**

1999 EBIT of GBP 40 million, ROIC of 10%

2001 EBIT of GBP 63 million, ROIC of 16%



- **Acquired Scotland/Northern Ireland in 2002**

Brings scale, distribution coverage, cash flow

Gives Interbrew a UK market share of 16%

No.1 in Scotland; No.2 in Northern Ireland

Premium portfolio poised for continued growth



- **New UK platform: EBIT almost doubled, growing ROIC**

Room for improvement in cost of logistics and brewing capacity

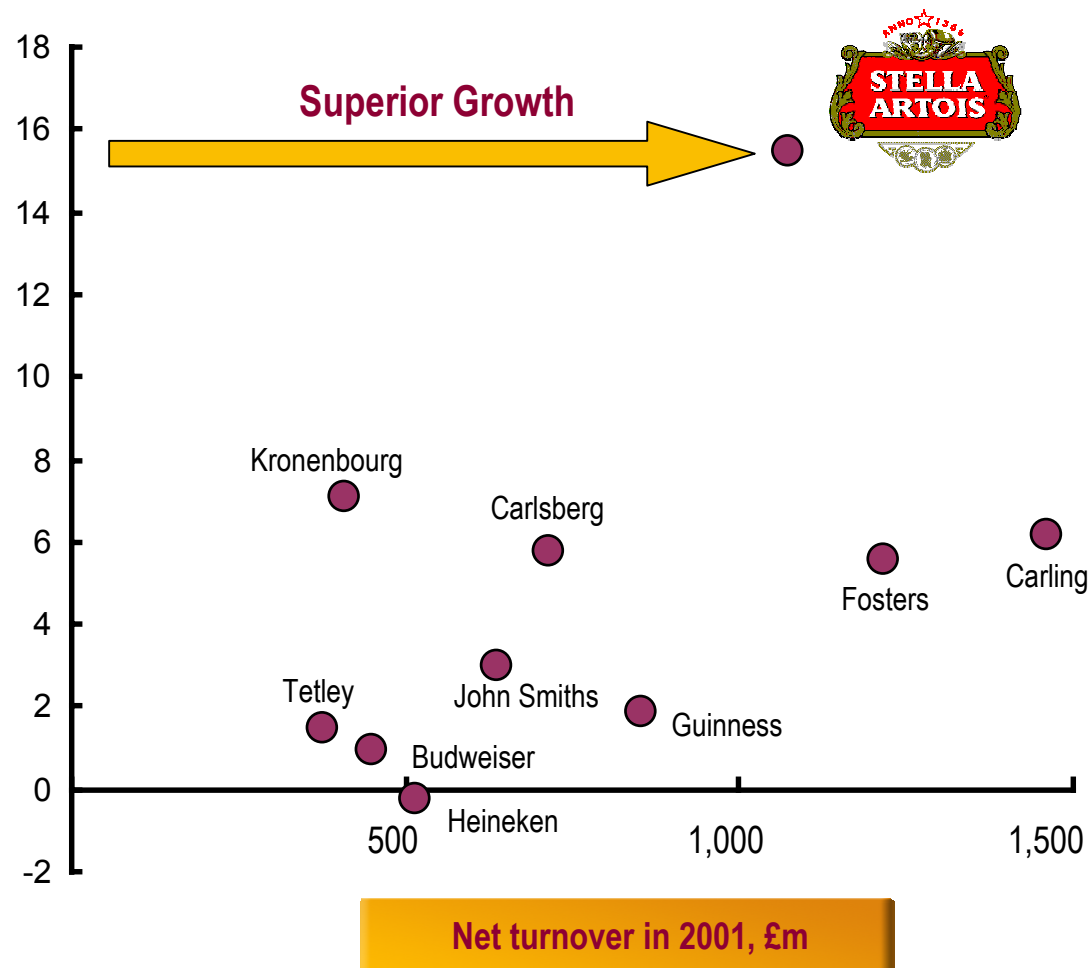


**Shareholder Value Creation & well positioned for the future**

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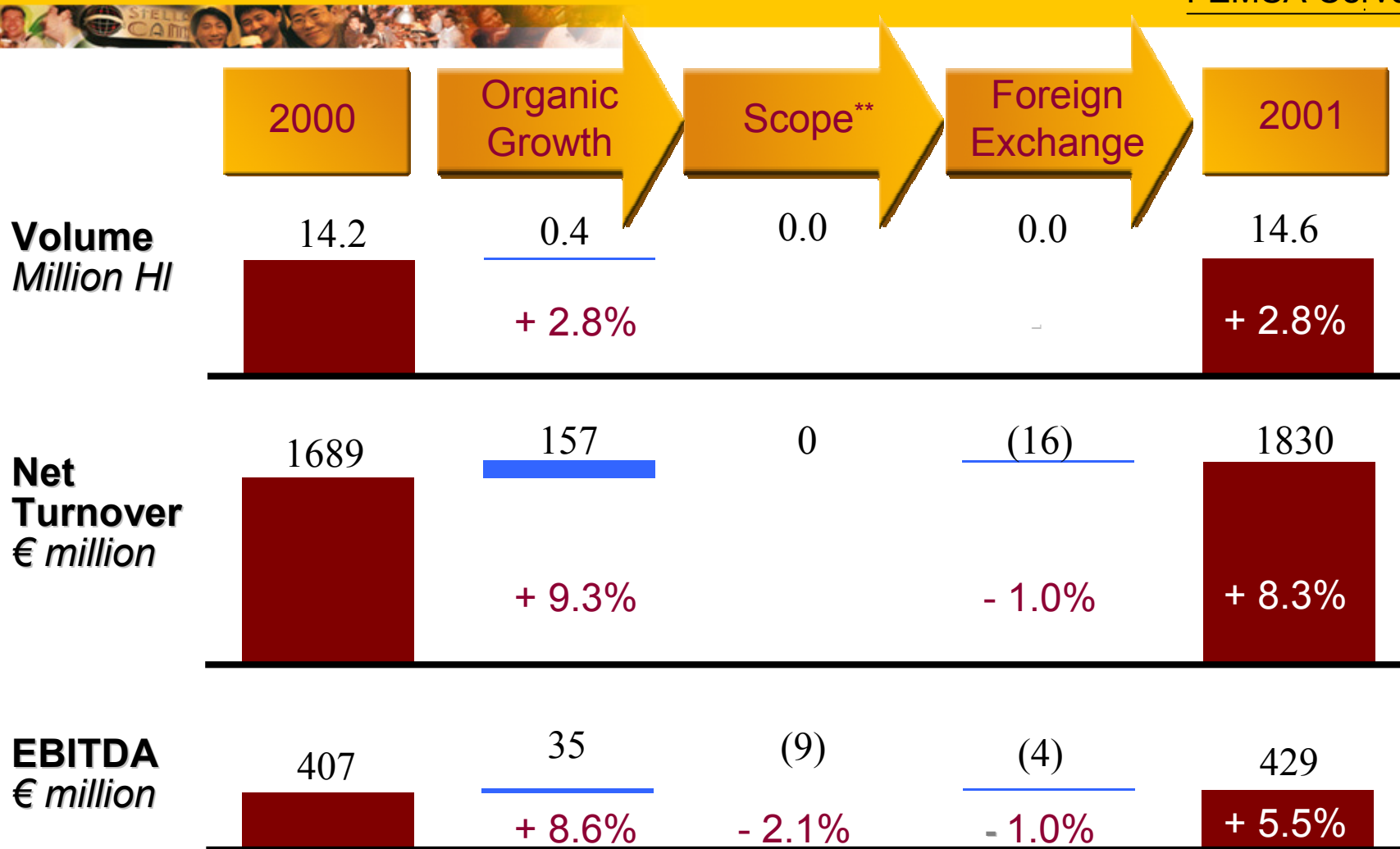


# Stella Artois Holds a Highly Attractive Position in the UK

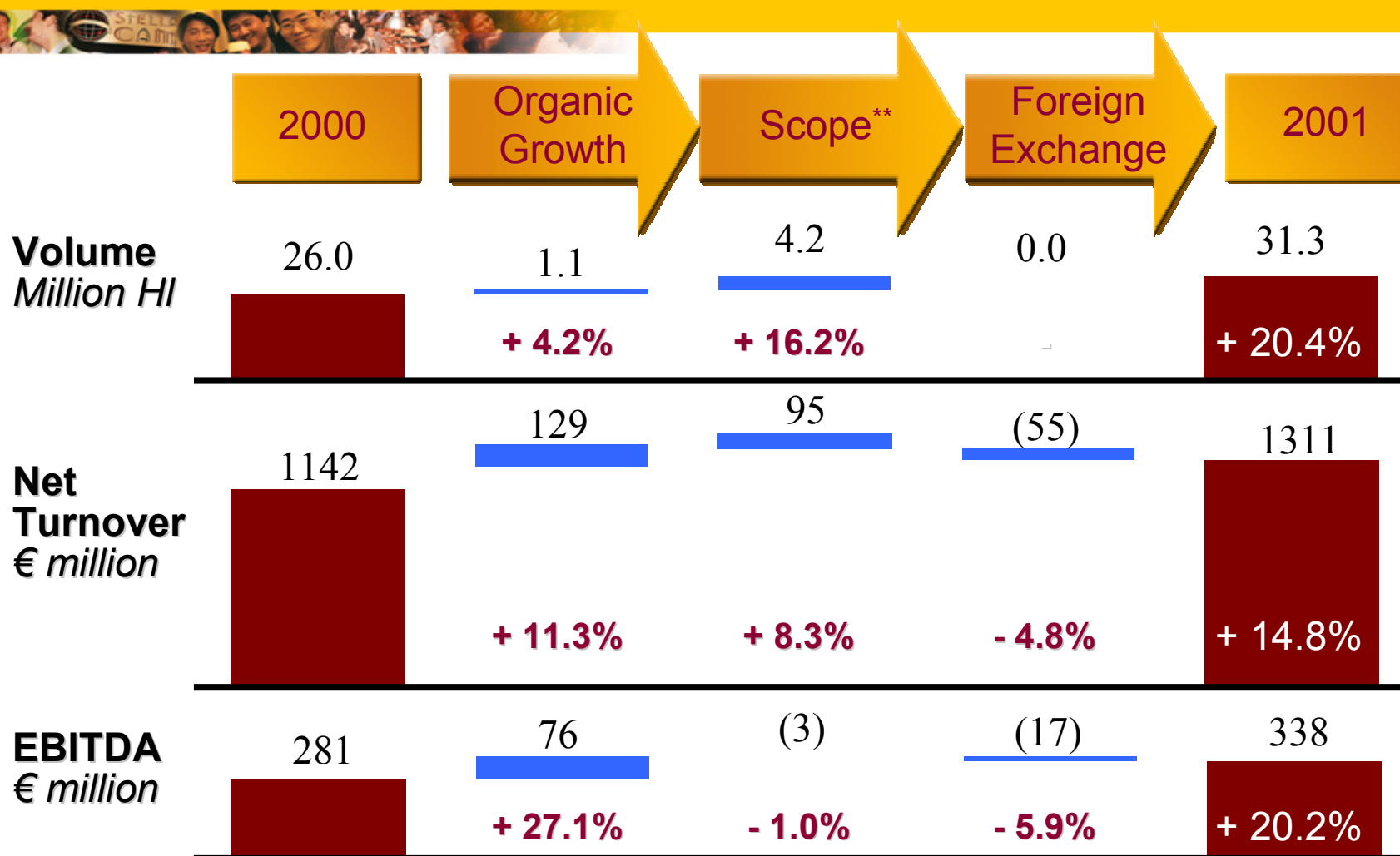


# Breakdown of Growth in North America

FEMSA Cerveza excluded\*



# Breakdown of Emerging Markets Growth



# Central Europe



- Volume: 32% of the Emerging Markets total
- EBITDA: 31% of the Emerging Markets total
- Focus on strong national brands
- Market share increases in 6 of the 7 countries
- Excellent performance in Croatia, Hungary and the Czech Republic

# Eastern Europe



- Volume: 41% of the Emerging Markets total
- EBITDA: 28% of the Emerging Markets total
- 12.8% Russian market share
- 34.6% Ukrainian market share
- Mix improvement creates value growth
  - Russia € 35 per Hl
  - Ukraine € 22 per Hl so significant potential

# Eastern Europe - continued



- Outperform where we have a full portfolio in both brands & packaging
- Important capex commitments already made – new packaging formats
- Sybirskaya Korona repositioned to domestic premium (in Sep 2001)
- Ukraine:  
Chernigivske volumes + 59% and market share doubled to 14%
- Divestment of Krym and integration of Rogan

# Asia



- Volume: 27% of the Emerging Markets total
- EBITDA: 41% of the Emerging Markets total
- Strong growth Cass brand
- Integration underway in South Korea leading to excellent financial results
- South Korean market attractive (7% market growth); option agreement in place to acquire remainder of business in 2004
- Regained market leadership in Nanjing region

# Continued Increase of Return on Invested Capital



	Invested Capital € mio	ROIC 2001** Percent	Basis Points Change 2001 vs 2000
- Western Europe*	1,093	20.5	565
- North America	1,212	25.8	521
- Emerging Markets	1,801	9.0	290
- Parent / Export	142	N/A	***
<b>Total (excl Bass UK)</b>	<b>4,248</b>	<b>16.7</b>	<b>133</b>
 Total incl FEMSA Cerveza (30%)	 5,069	 14.0	 94
- Bass Brewers UK	2,714	6.5	263
<b>Consolidated Total</b>	<b>7,784</b>	<b>11.4</b>	<b>0</b>



# Sound Financial Structure

BASS INCLUDED\*



	2000	2001
Net financial debt	€ 2,930m	€ 2,662m
Net financial Debt / EBITDA	2.5	1.7
Cash interest coverage	2.8	5.4

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# Building Equity through the Growth of Premium Brands in North America



## Strategic themes

## Rationale

1

Local Platforms

- Labatt in Canada / Labatt USA

2

Broad Brand Portfolio

USA



CANADA



CUBA



3

Superior Risk/Growth

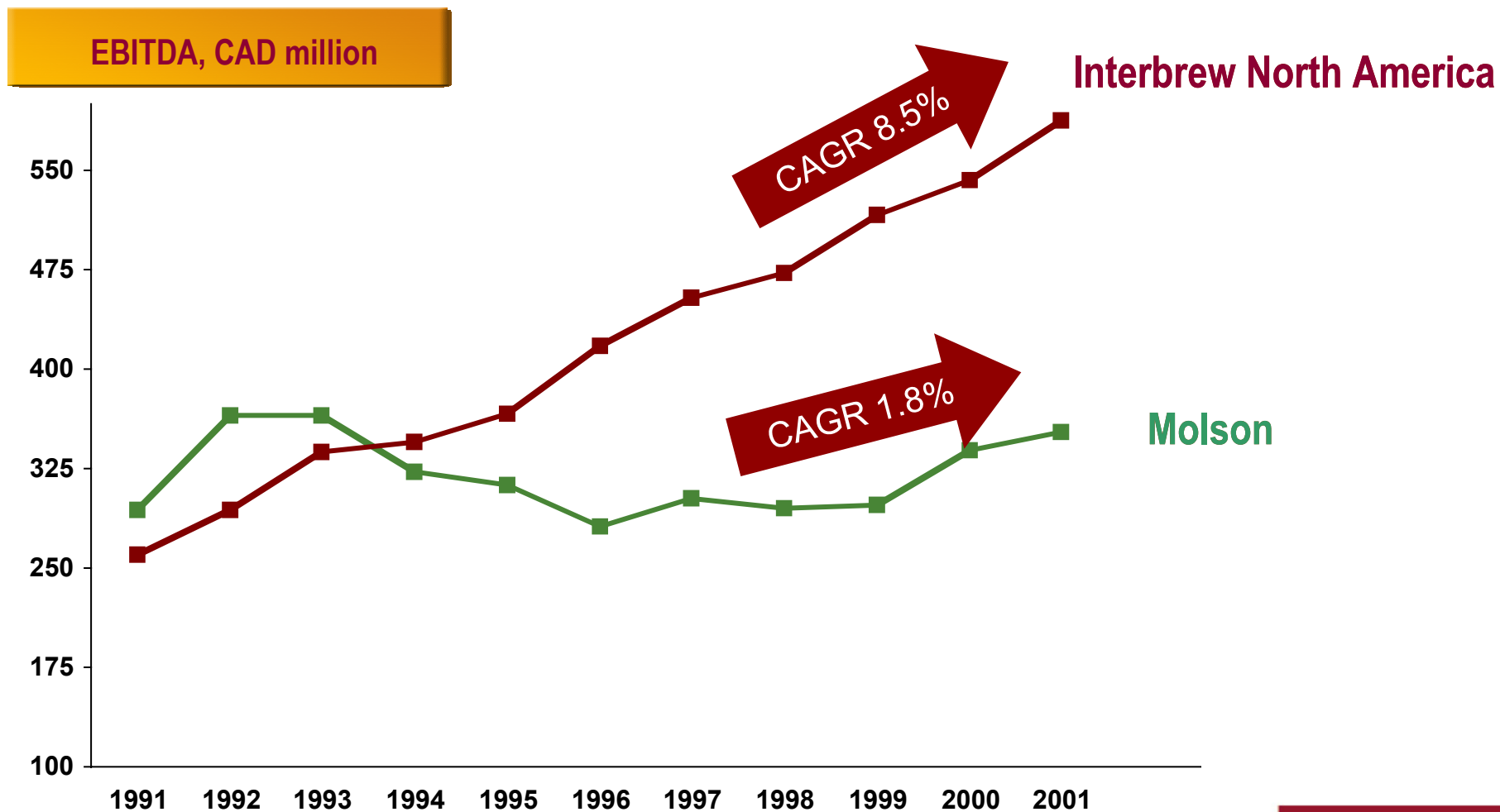
- Interbrew North America well positioned in most attractive segments for superior growth
- Cuba provides new engine for growth (recently reinforced our position) and gives well-balanced risk/growth exposure

4

Consolidation

- Beck & Co in USA from 2002

# Interbrew North America has a Superior Track Record



Note: Interbrew 2001 is year-end December 2001; Molson 2001 is year-end March 2001  
Source: Annual reports

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# Oland Specialty Beer Company (est. 1997)



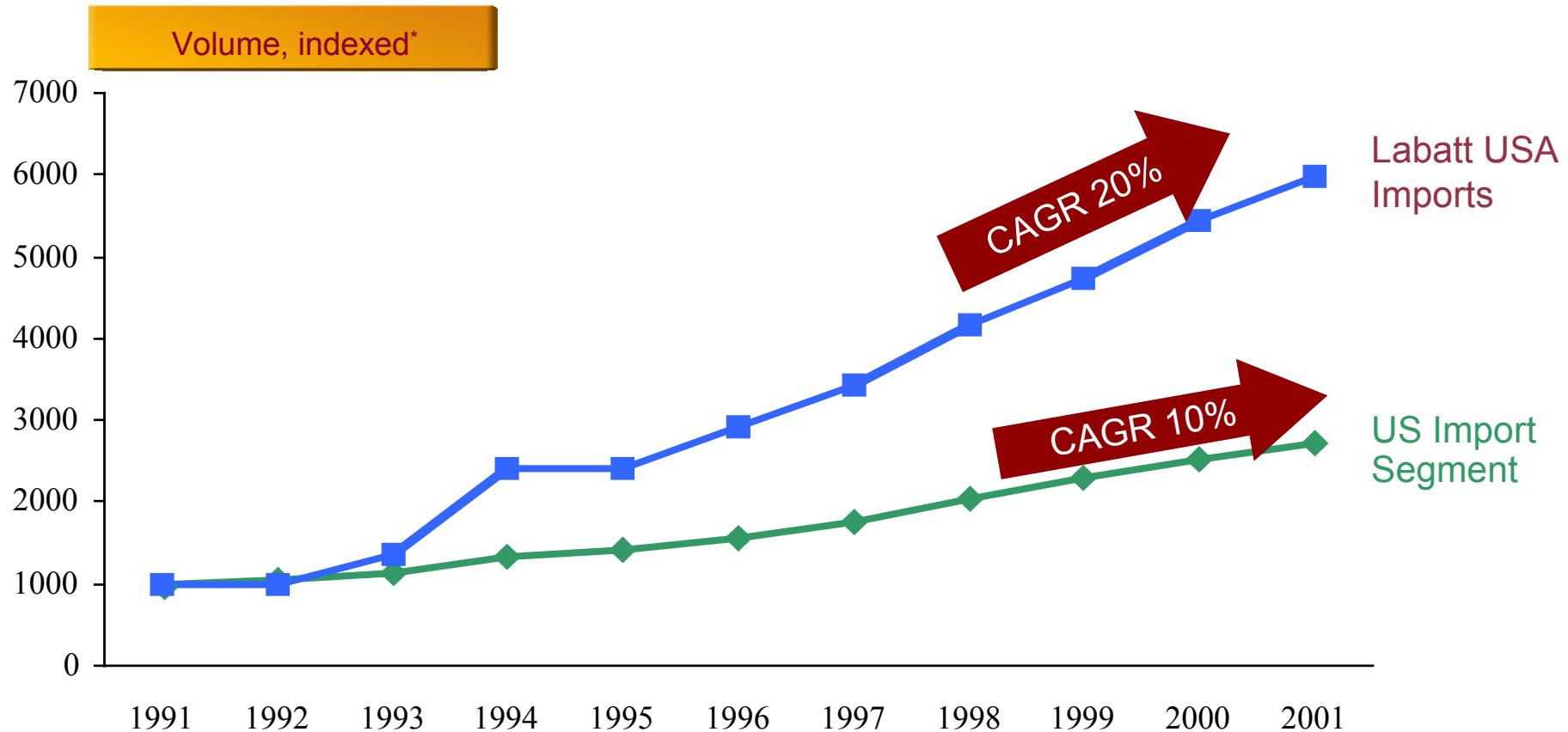
- Focus on premium brands in Canada
  - OSBC brands and Stella Artois



- Achieved strong market position
  - Canadian market share 2% by volume (3% by value) in first 5 years
  - Total 2001 volume 437,000 hls, 32% CAGR since 1997



# Labatt USA Imports have Significantly Outperformed the US Import Segment



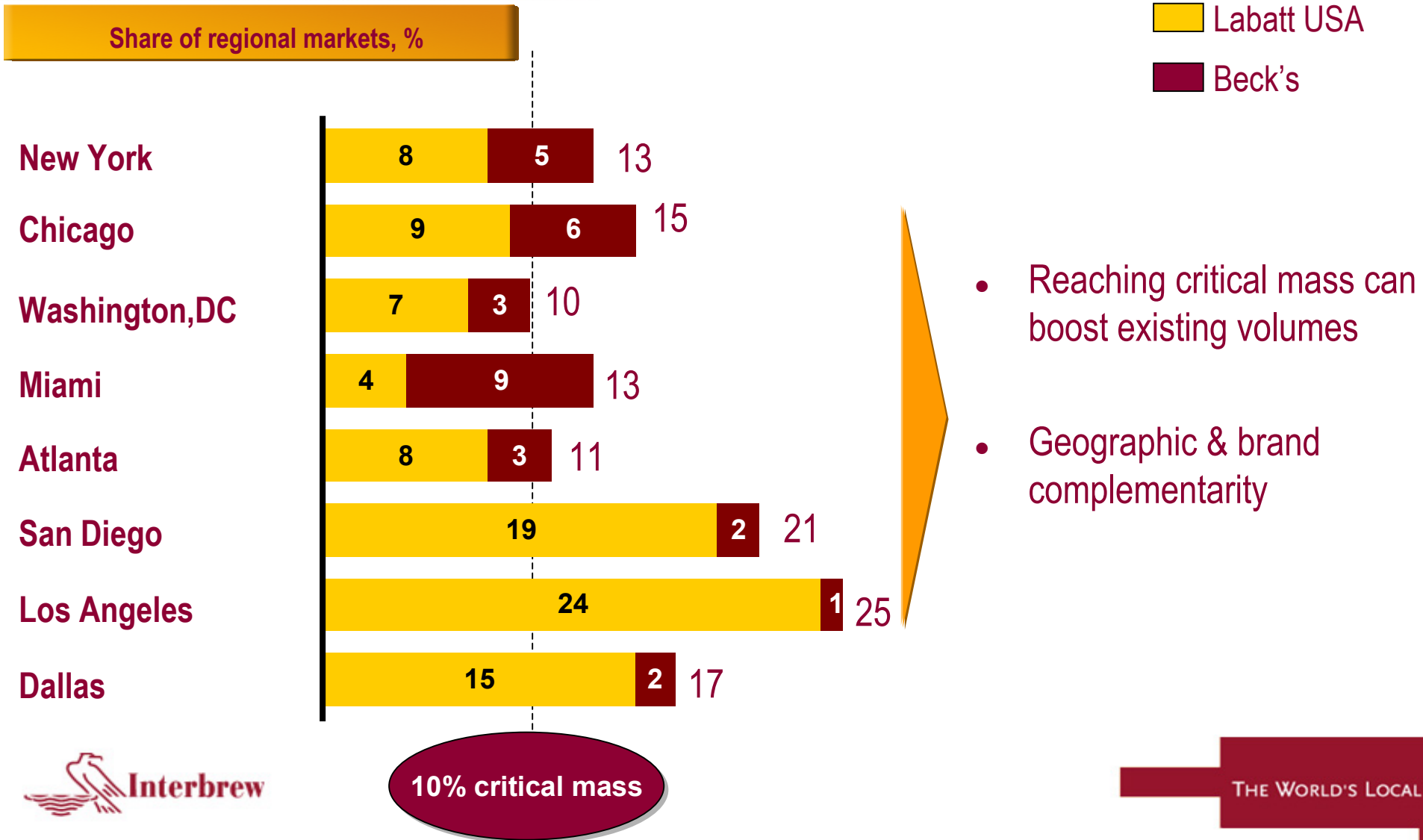
**Labatt USA share of imports : 1991 - 6.8 % (617,000 HI)**  
**2001 - 14.9 % (3.69m HI)**



\* Volumes for Labatt USA imports and US import segment both indexed equal to 1 in 1991  
Source: Annual reports

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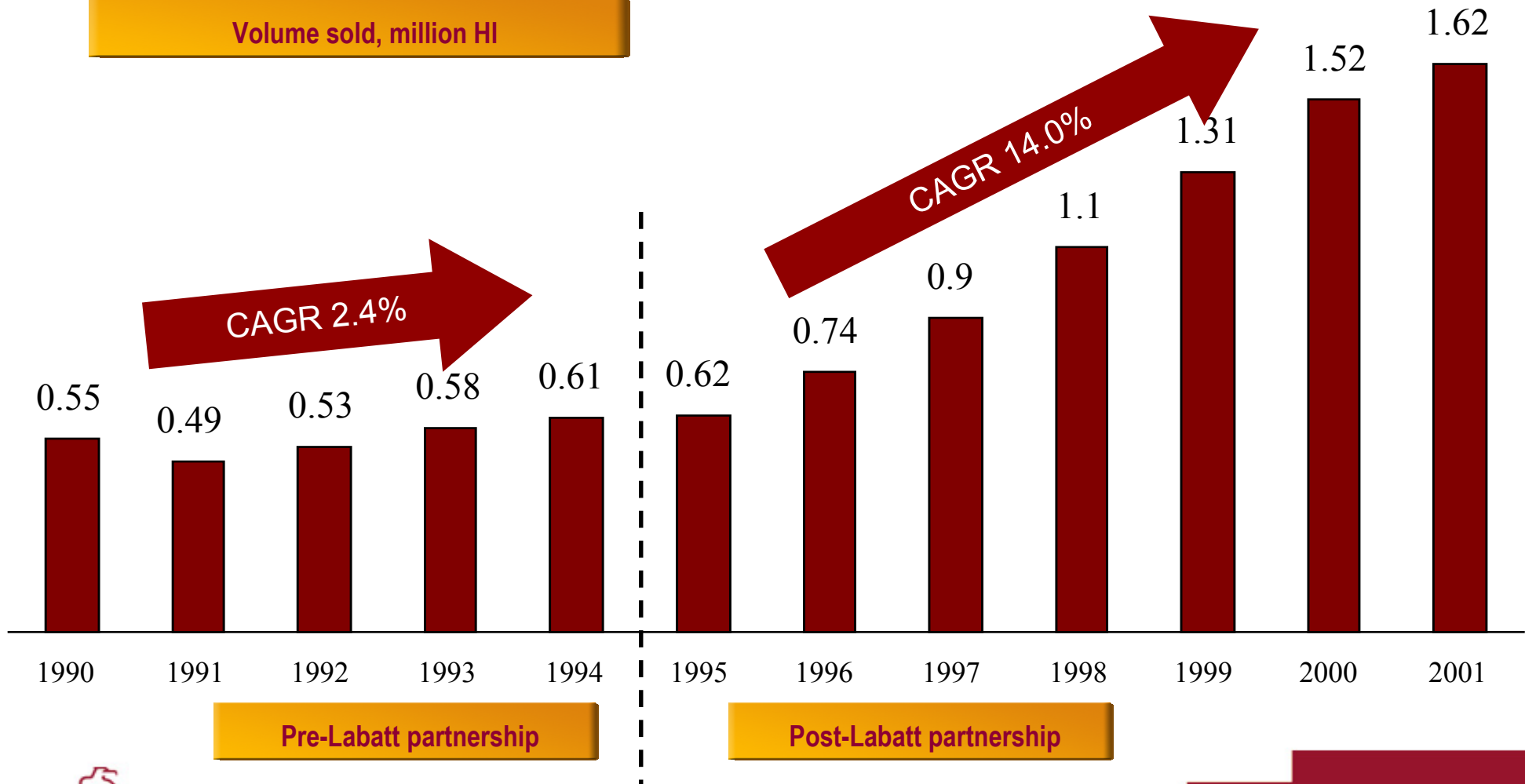
# Labatt USA + Beck's give critical mass in key US markets



# FEMSA Cerveza Volumes in the USA before and after the Labatt Partnership



Volume sold, million HI





# Beck & Co US Synergies



- Becks North America valuation was conservative
  - Confident of revitalised growth in the US under our stewardship
- Working with Beck North America organisation and new global brand team to accelerate planned changes
- Significant cost synergies expected
  - Large overlap between Becks USA and Labatt USA
  - Preparing to restructure and merge to gain cost synergies

# Additional Details on Beck & Co



## Key features of Beck

- Leading domestic German beer and unrivalled international premium brand
- 2H01 Net Sales 15.9% growth vs. 2.7% for German beer market
- Integrated business including beer, container glass and non-alcoholic beverages
- 20% volume growth in top margin segment in 2H01
- Brand equity increased through new ad campaigns and repackaging
- 21 Interbrew integration groups at work

## Beck's Integrated Worldwide Pro-Forma Results, 2001

Net sales	€	852 m
EBIT	€	83 m
EBITDA	€	144 m



- Beer sales reach all-time high
- Pricing higher than expected
- Glass business running well, strong profit growth
- Successful Coke business is market leader

# Beck & Co: Strong, Strategic Acquisition



- **Brand rationale**
  - Second-to-none international premium brand
  - Differentiated price position compared to Stella Artois
  - Differentiated geographic markets from Stella Artois
  - 2 strong international brands covering 6 key markets
- **Attractive market**
  - Strongest truly national brand in Germany
  - Price flexibility
- **Synergies**
  - Synergy benefits and integration with Diebels
  - Complementarity with Labatt USA & Tennents in Italy
  - 4 export divisions into one
- **Financing**
  - Tax shelter
  - Exceptionally low financing costs
- **Result**
  - EPS before goodwill accretive from first full year of consolidation, i.e. 2003

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# Conclusion & Outlook



## TARGET

Organic EBITDA growth for 2001

8%



EPS before goodwill for 2001

12%



Average annual EPS before goodwill growth  
2000 – 2004 (based on e1.21 in 2000)  
*irrespective of scope changes*

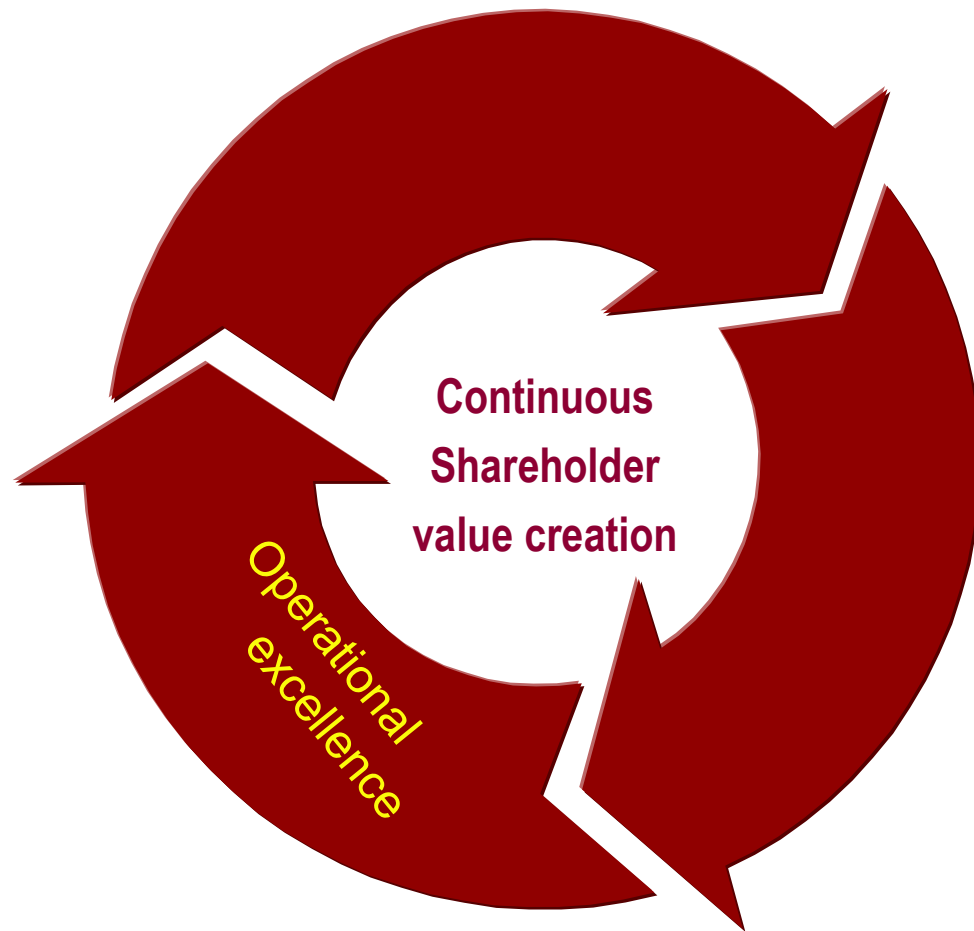
Double-  
digit

On track

# Continuous Shareholder Value Creation of Interbrew



- Decision to focus on operational excellence
- Hired 167 middle and senior managers. (net 150)
- Appointment of COO and delayering of some structure
- Successful acquisition integration for Beck & Co (21 Teams dedicated)
- We are good at it!



# Focus of Operating Committee

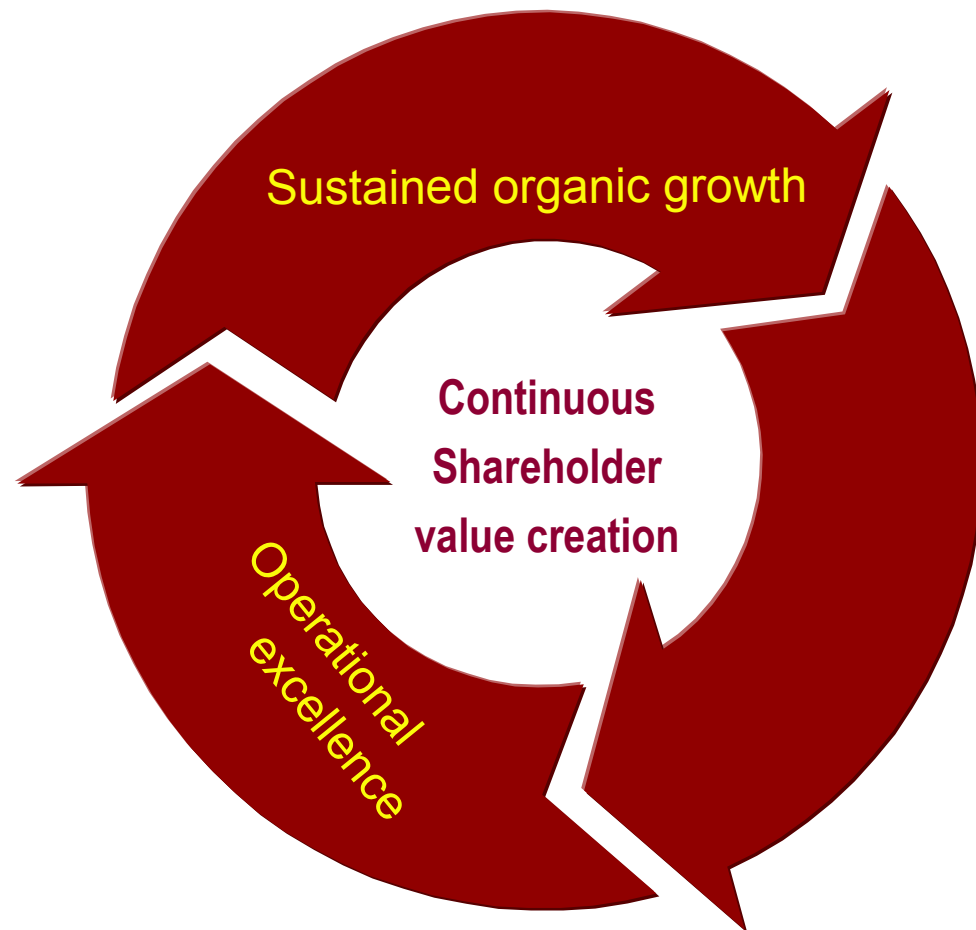


- Market share gains
- Growth in the mix of International Speciality Brands
- New Product Development and Innovation
- Production efficiencies and Least Cost Producer Status
- Standardisation of Operating Systems
- Customer Service
- Improved Return on Invested Capital
- Investment in People
- Organic Growth of EBITDA and EBIT

# Continuous Shareholder Value Creation of Interbrew



- This renewed focus on operational excellence
- Leads to a superior and sustainable organic performance
- And the development of new competencies

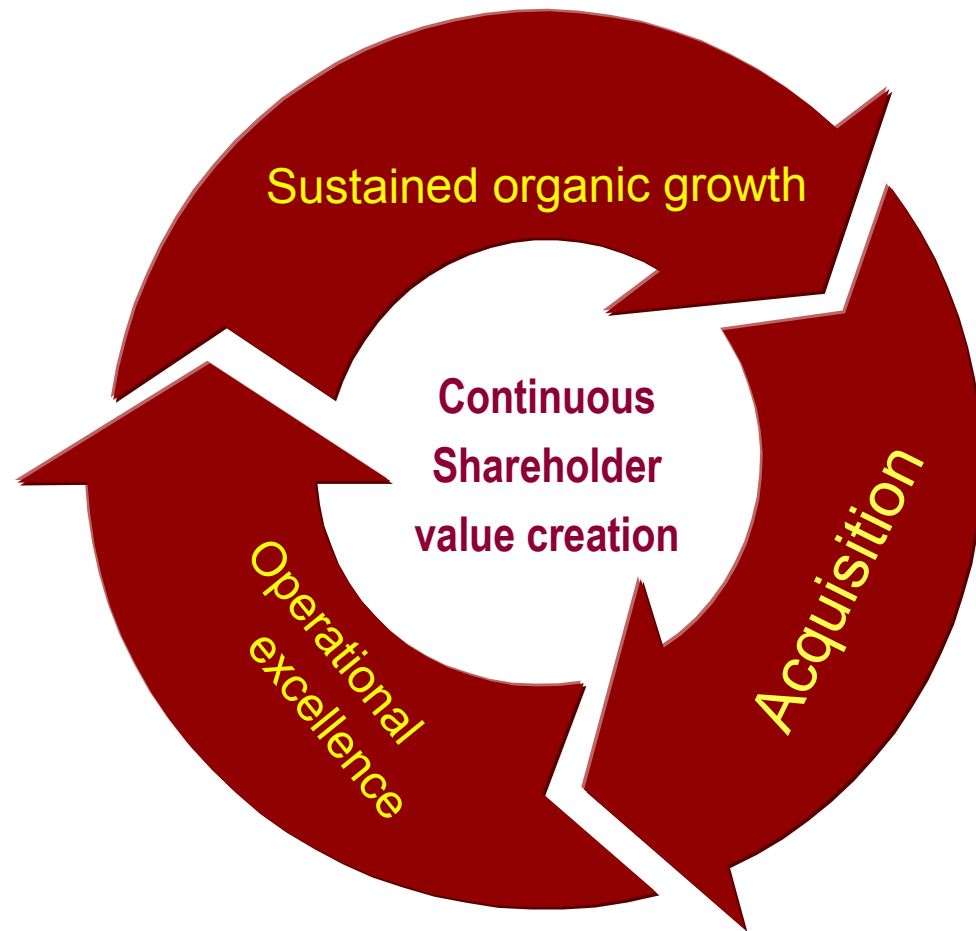




# Continuous Shareholder Value Creation of Interbrew



- Strong organic performance enables us to choose transactions wisely
- To achieve faster integration, with higher synergies, because we bring new core competencies learned from our operational focus
- Thereby assuring that each completed transaction is **ACCRETIVE**
- **THIS IS INTERBREW'S VIRTUOUS CIRCLE**



# We Remain Committed To:



Double digit, average annual  
EPS before goodwill growth,  
2000-2004

IRRESPECTIVE OF SCOPE CHANGE

# INTERBREW – The World's Local Brewer



Together, we will live the Spirit of Interbrew.  
Our Passion for Knowledge Management and innovation leverages our global strengths to ensure that our individual operations outperform the best local competitor and that our international brands also outperform their peers in the local market.