



Full Year 2011 Results

8 March 2012

Forward looking statements

There are statements in this document, such as statements that include the words or phrases "*outlook*", "*will likely result*", "*are expected to*", "*will continue*", "*is anticipated*", "*estimate*", "*project*", "*may*" or similar expressions that are "*forward looking statements*". These statements are subject to certain risks and uncertainties. Actual results may differ materially from those suggested by these statements due to, among others, the risks or uncertainties listed below.

These forward looking statements are not guarantees of future performance. Rather, they are based on current views and assumptions and involve known and unknown risks, uncertainties and other factors, many of which are outside our control and are difficult to predict, that may cause actual results or developments to differ materially from any future results or developments expressed or implied by the forward looking statements. Factors that could cause actual results to differ materially from those contemplated by the forward looking statements include, among others: local, regional, national and international economic conditions, including the risks of a global recession or a recession in one or more of our key markets, and the impact they may have on us and our customers and our assessment of that impact; limitations on our ability to contain costs and expenses; our expectations with respect to expansion, premium growth, accretion to reported earnings, working capital improvements and investment income or cash flow projections; our ability to continue to introduce competitive new products and services on a timely, cost-effective basis; the effects of competition and consolidation in the markets in which we operate, which may be influenced by regulation, deregulation or enforcement policies; changes in consumer spending; changes in applicable laws, regulations and taxes in jurisdictions in which we operate, including the laws and regulations governing our operations, changes to tax benefit programs as well as actions or decisions of courts and regulators; changes in pricing environments; volatility in the prices of raw materials, commodities, water and energy; difficulties in maintaining relationships with employees; the monetary and interest rate policies of central banks, in particular the European Central Bank, the Board of Governors of the U.S. Federal Reserve System, the Bank of England, *Banco Central do Brasil* and other central banks; continued availability of financing and our ability to achieve our targeted coverage and debt levels and terms, including the risk of constraints on financing in the event of a credit rating downgrade; financial risks, such as interest rate risk, foreign exchange rate risk, commodity risk, asset price risk, equity market risk, counterparty risk, sovereign risk, liquidity risk, inflation or deflation; regional or general changes in asset valuations; greater than expected costs (including taxes) and expenses; the risk of unexpected consequences resulting from acquisitions; tax consequences of restructuring and our ability to optimize our tax rate; the outcome of pending and future litigation and governmental proceedings; changes in government policies; natural and other disasters; any inability to economically hedge certain risks; inadequate impairment provisions and loss reserves; technological changes; and our success in managing the risks involved in the foregoing.

Where mentioned in the presentation, EBITDA and EPS are presented on a "normalized" basis before non-recurring items.

Our statements regarding financial risks, including interest rate risk, foreign exchange rate risk, commodity risk, asset price risk, equity market risk, counterparty risk, sovereign risk, inflation and deflation, are subject to uncertainty. For example, certain market and financial risk disclosures are dependent on choices about key model characteristics and assumptions and are subject to various limitations. By their nature, certain of the market or financial risk disclosures are only estimates and, as a result, actual future gains and losses could differ materially from those that have been estimated.

Without prejudice to our obligations under Belgian and US law in relation to disclosure and ongoing information, we undertake no obligation to update publicly or revise any forward looking statements, whether as a result of new information, future events or otherwise.



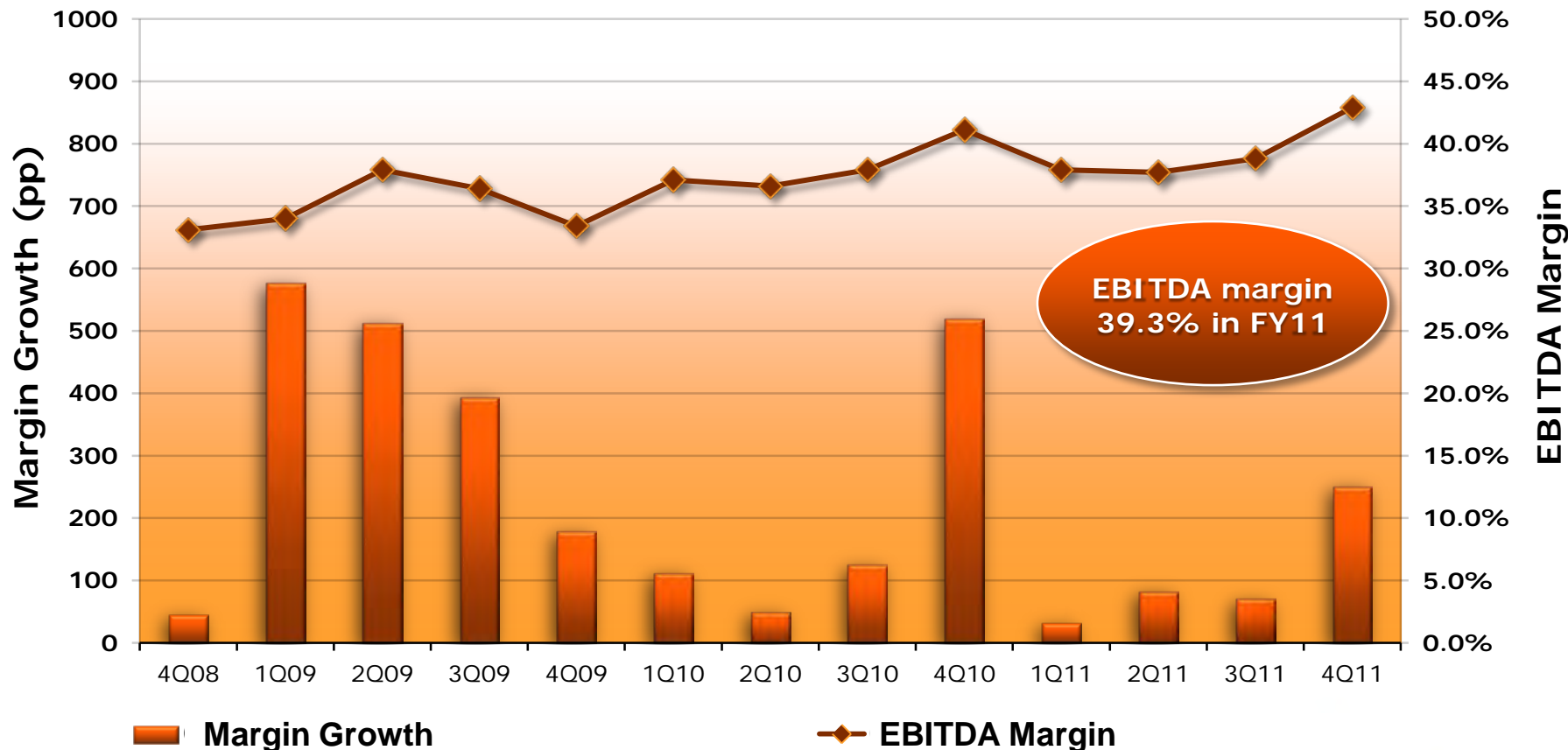
Another year of solid performance

- ▶ Focus Brands **+0.8%** and Global Brands **+3.3%**
- ▶ Revenue **+4.6%**, revenue per hl **+5.8%** on a constant geographic basis
- ▶ EBITDA growth **+10.7% nominal** and **+7.7% organic**
- ▶ EBITDA margin expansion **+113 bp organic** to **39.3%**
- ▶ EPS **+27.4%** to **\$4.04**
- ▶ Cash Flow from Operating Activities **+26%** to **\$12.5 billion**
- ▶ Net Debt to EBITDA ratio reduced to **2.26x**
- ▶ Proposed dividend increase of **50%** to **Euro 1.20 per share**



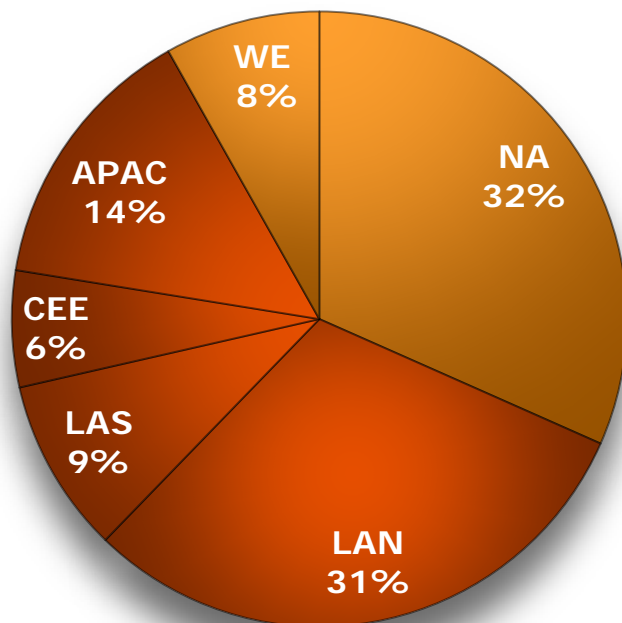
13 consecutive quarters of EBITDA margin expansion

Almost 1000 bps of EBITDA Margin Expansion since 4Q08

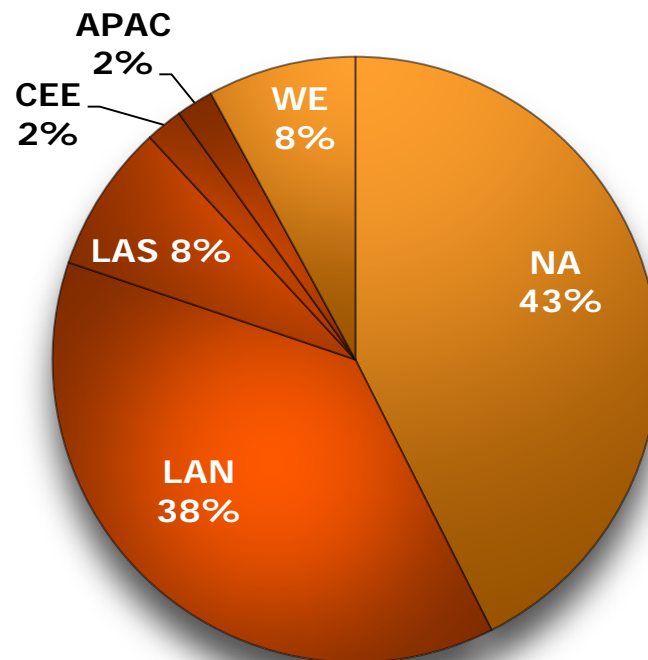


Balanced exposure to Developed & Developing markets

FY11 Volumes



FY11 EBITDA



	Developed	Developing
Volume	40%	60%
EBITDA	51%	49%



AB InBev

Strong Global Brands performance +3.3%

+3.1%



After +1.7% in 2010

+5.9%



Double-digit growth in the USA and Argentina

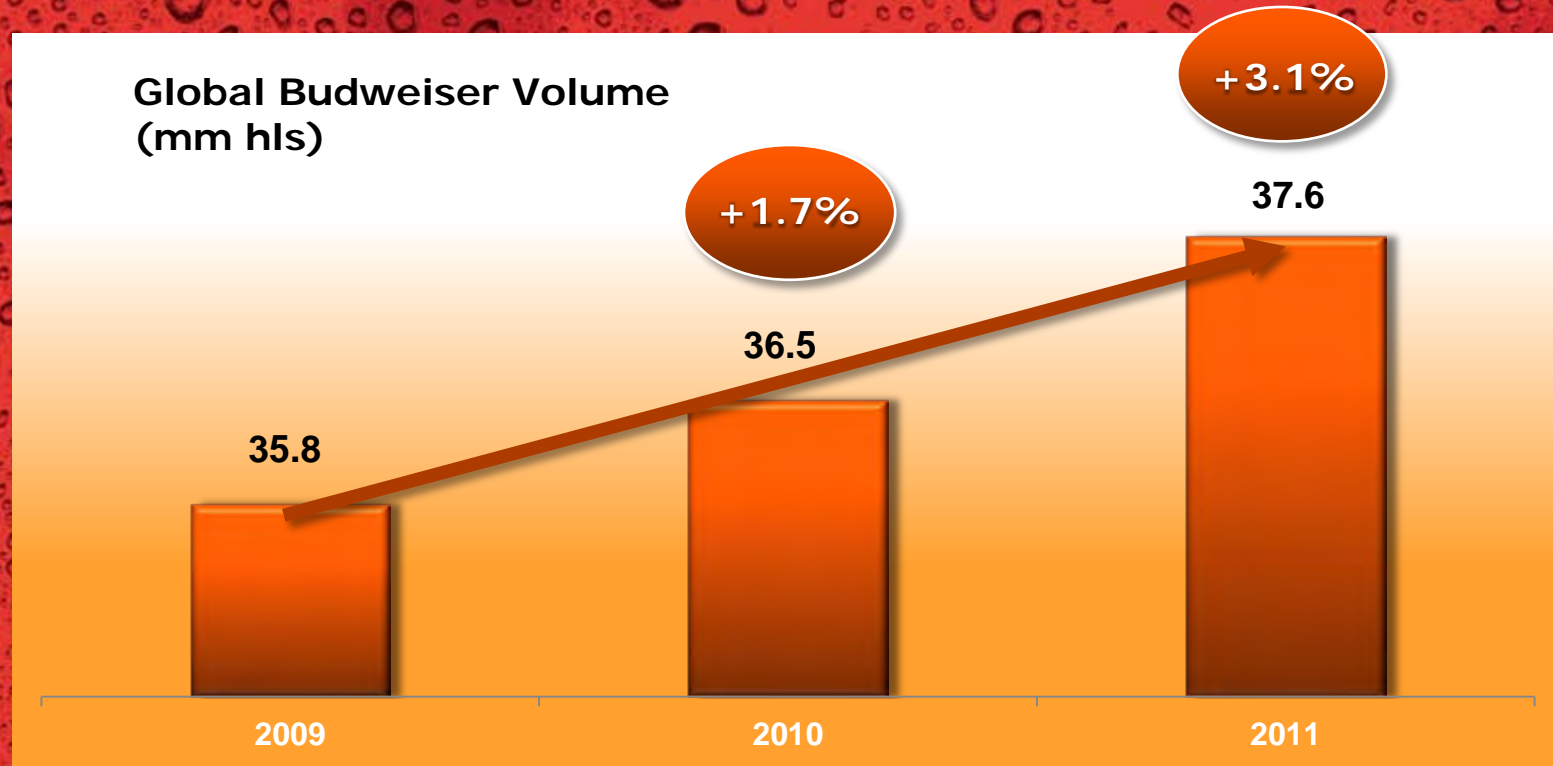
+0.8%



4+% growth in home market of Germany



Global Budweiser growth



Solid Budweiser growth in all of our key markets



▶ Rate of decline cut by half during 2011



▶ Double digit growth, highest on record



▶ Highest share ever, over 13%



▶ 2nd highest volume on record



▶ Almost 1% share of the market



▶ Exceeding expectations



▶ Rest of world doing well



Stella Artois continues its global expansion



USA
+24%

Argentina
+13%

Brazil
+200%

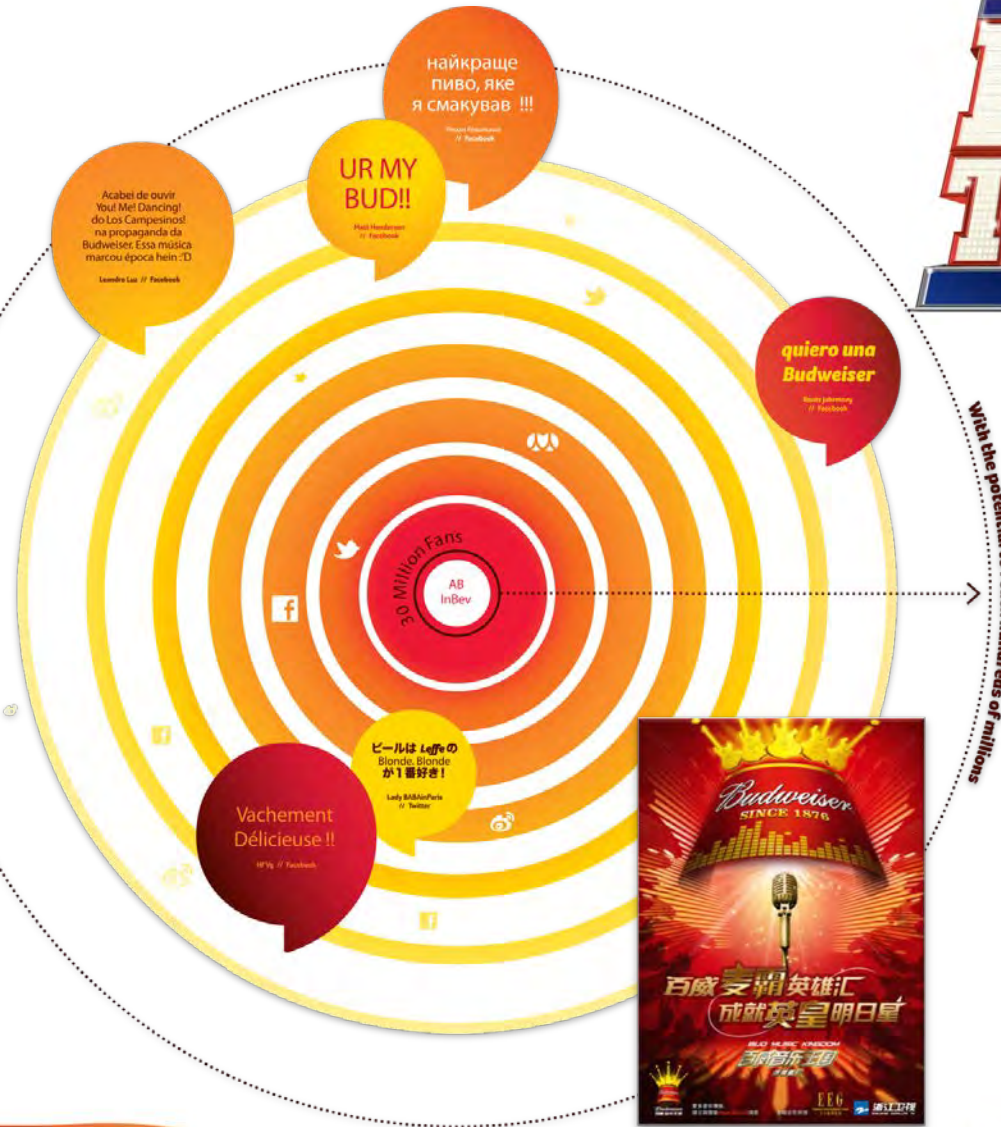
UK
Successful
Launch of
Cidre



Renovations and Innovations driving growth



Beer: the original social network



The Power of our Dream



Best Beer Company
in a **Better** World



Responsible
Drinking



Environment



Community

Our message in every bottle.

Responsibility means different things to different people. To a parent, it's talking to your kids about underage drinking. To a group of friends, it's choosing a designated driver. To a bartender, it's checking IDs. And to 114,000 Anheuser-Busch InBev colleagues around the world, it's doing everything we can – with every beer we brew – to ensure that our products are enjoyed responsibly.

To learn more, visit www.ab-inbev.com.

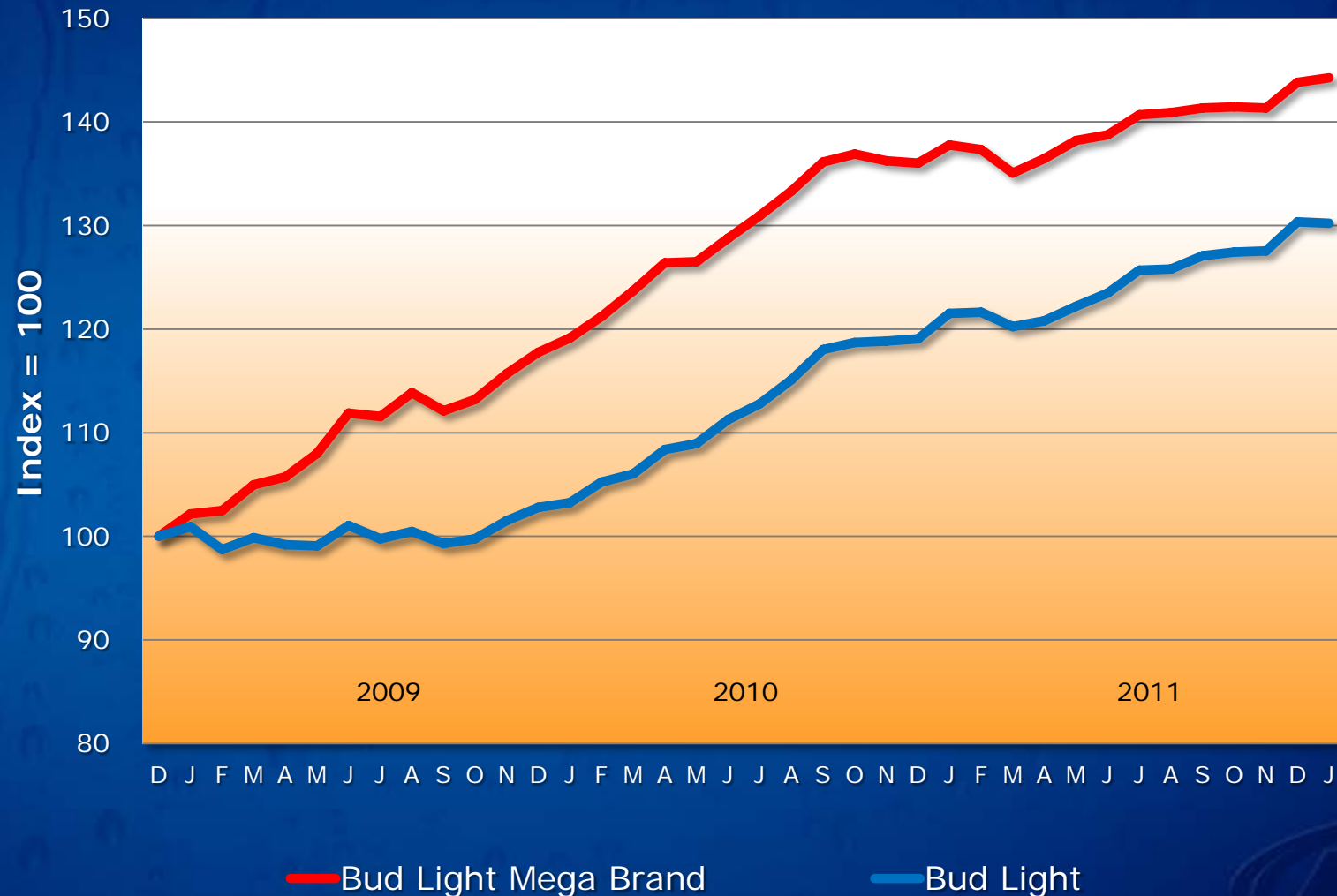


Priorities for the United States

- ▶ Focus Brands
- ▶ Renovation and innovation pipeline
- ▶ Revenue management
- ▶ Excellence in sales and route to market execution



Bud Light: record "Favorite Brand" scores



NFL: Fan-focused strategy

- ▶ Great display activity
- ▶ Increased media investment
- ▶ NFL team associations



CONGRATULATIONS SUPER BOWL XLVI CHAMPS!



CELEBRATE THE GIANTS 4TH CHAMPIONSHIP

Successful Super Bowl execution

- ▶ Bud Light +3.9% YoY in Jan 2012
- ▶ Bud Light Hotel
- ▶ Half-time show music downloads
- ▶ Great social media response

LIMITED EDITION SUPER BOWL CHAMPS BOTTLE

★★★★★ **HERE WE GO**

Bud Light Platinum ahead of expectations

- ▶ More than 1% market share
- ▶ Almost 90% distribution



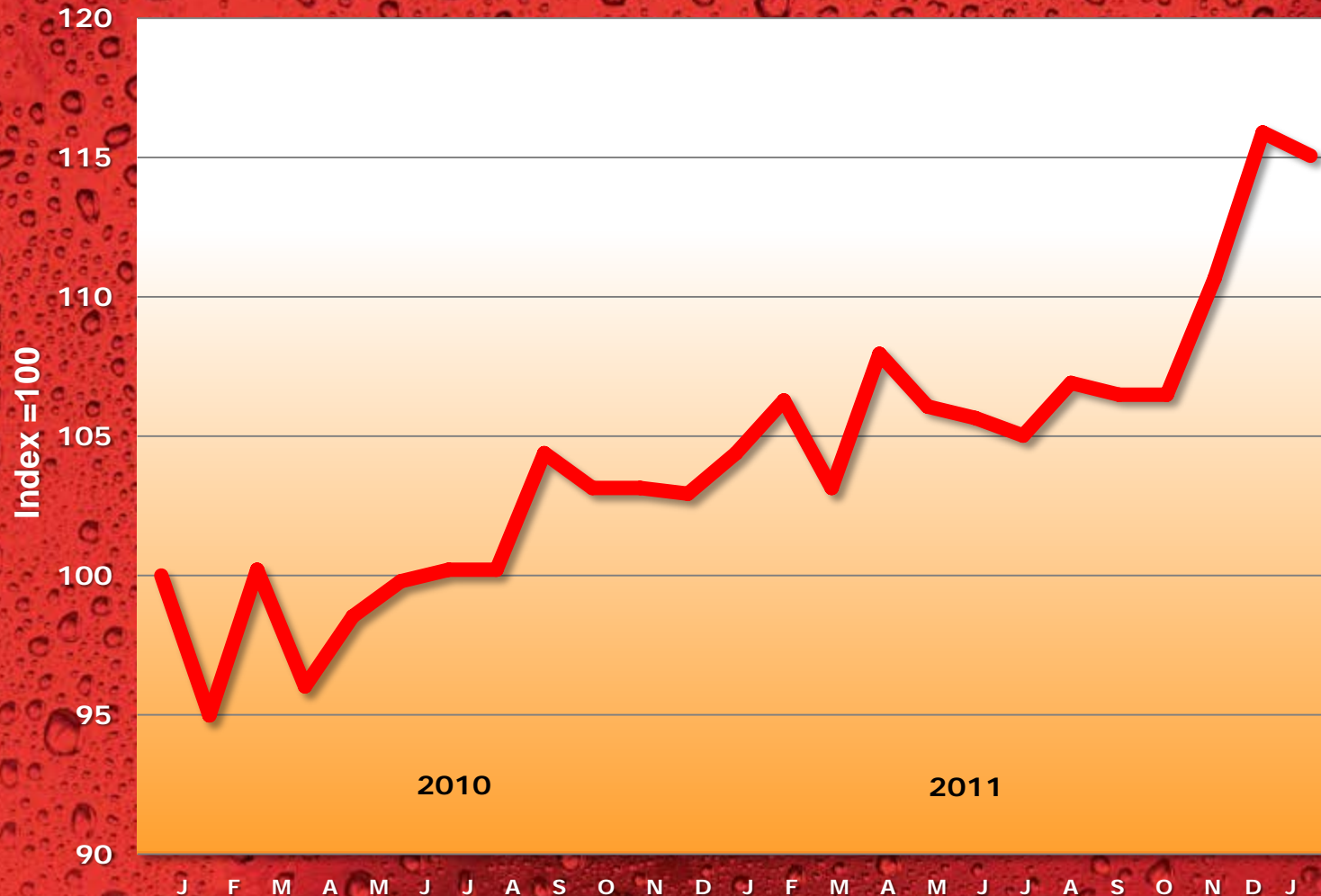
Best Budweiser performance in years

- ▶ Share decline cut by half in 2011
- ▶ Wholesalers excited by 2012 programs



Budweiser gaining reappraisal

"Favorite Brand" scores
(21-34 Age Group)



Michelob Ultra +5.9%

- ▶ Market share +14 bp
- ▶ Active lifestyle positioning





Stella Artois +24%

- ▶ Market share +11 bp
- ▶ Consistent positioning and execution



Strong growth in our high end brands



High end
share
+ 136 bp

Shock Top
+ 96%

Leffe
+ 50%

Goose Island
> + 20%



More to come: pipeline is healthy



Priorities for Brazil

- ▶ Focus Brands
- ▶ Renovation and innovation pipeline
- ▶ Grow premium volumes
- ▶ Regional expansion



Skol – Young and Innovative

- ▶ 4th largest beer brand in the world
- ▶ 2011 highlights:
 - Continued growth in brand preference
 - Skol 360 roll-out
 - Skol Sensation
 - Digital platform



Brahma – “Brahmeiro” spirit

- ▶ 7th largest beer brand in the world
- ▶ Soccer platform
 - Local teams
 - FIFA 2014 World Cup
- ▶ Carnival
 - 2012 Salvador 
 - Brahma box in Rio



Antarctica – “Gente Boa”

► Integration with local culture

- Rio street carnival
- Support of Samba events
- São João Circuit

► Roll-out of Sub Zero innovation



Budweiser – International appeal

- ▶ “Great times are coming”
- ▶ Successful launch, exceeding expectations
- ▶ Events platform:
 - International concerts



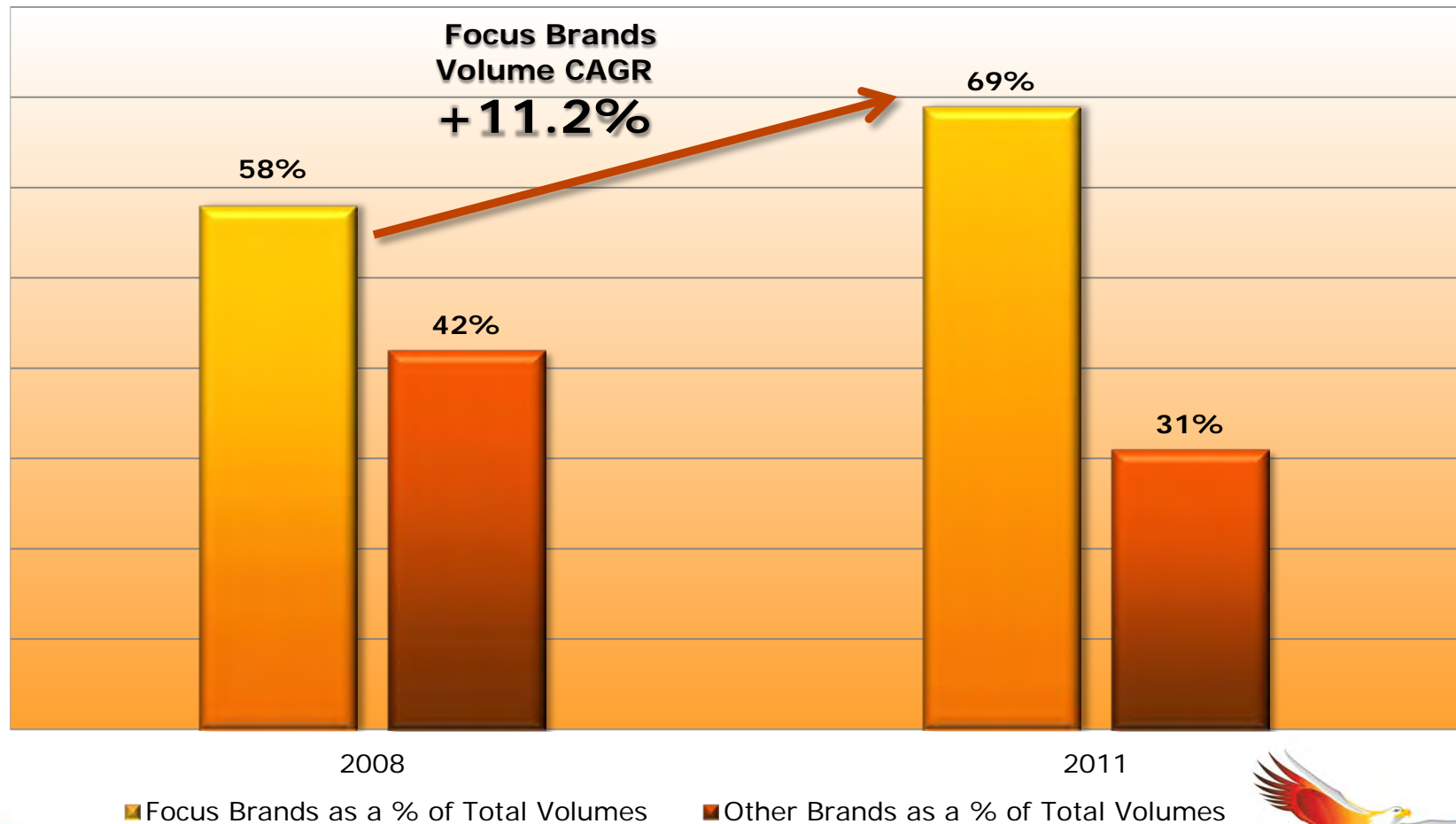
Priorities for China

- ▶ Focus Brands
- ▶ Renovation and innovation pipeline
- ▶ Growing premium volumes
- ▶ Expanding geographically
- ▶ People and processes



China Focus Brands Growth of 13.9% in FY11

- ▶ Driving share gains and profitability



Strong Renovations and Innovation Pipeline

Seed

National

Pilot

South East



**Stella
Artois**



**Bud Alum
473ml**



**Harbin
Ice GD**



**Bud GD
Foil Can**



**Bud
Lime**



**Bud
460ml**



**Mini-Bud
236ml**



**Harbin
1900
Treasure**



**Sedrin Sleeve /
500ml CAN**



6 Greenfields announced



Zone overview

- ▶ **Western Europe beer volumes +0.4%**
 - Jupiler in Belgium
 - Beck's in Germany
- ▶ **Central & Eastern Europe beer volumes -4.0%**
 - Volume share gain in Ukraine
 - Value share gain in Russia
- ▶ **Latin America South beer volumes +3.0%**
 - Share gain in Argentina
 - Beer +4.7%, led by Quilmes
 - Stella Artois +13%



Strong performance in Western Europe

Strong volumes:

- **Belgium** +1.6%
- **Germany** +5.2%
- **United Kingdom** -6.0%

Focus Brand growth of 1.8%

- **Belgium:** Jupiler & Leffe
- **Germany:** Beck's, Hasseröder & Franziskaner
- **United Kingdom:** Budweiser, Stella Artois Cidre



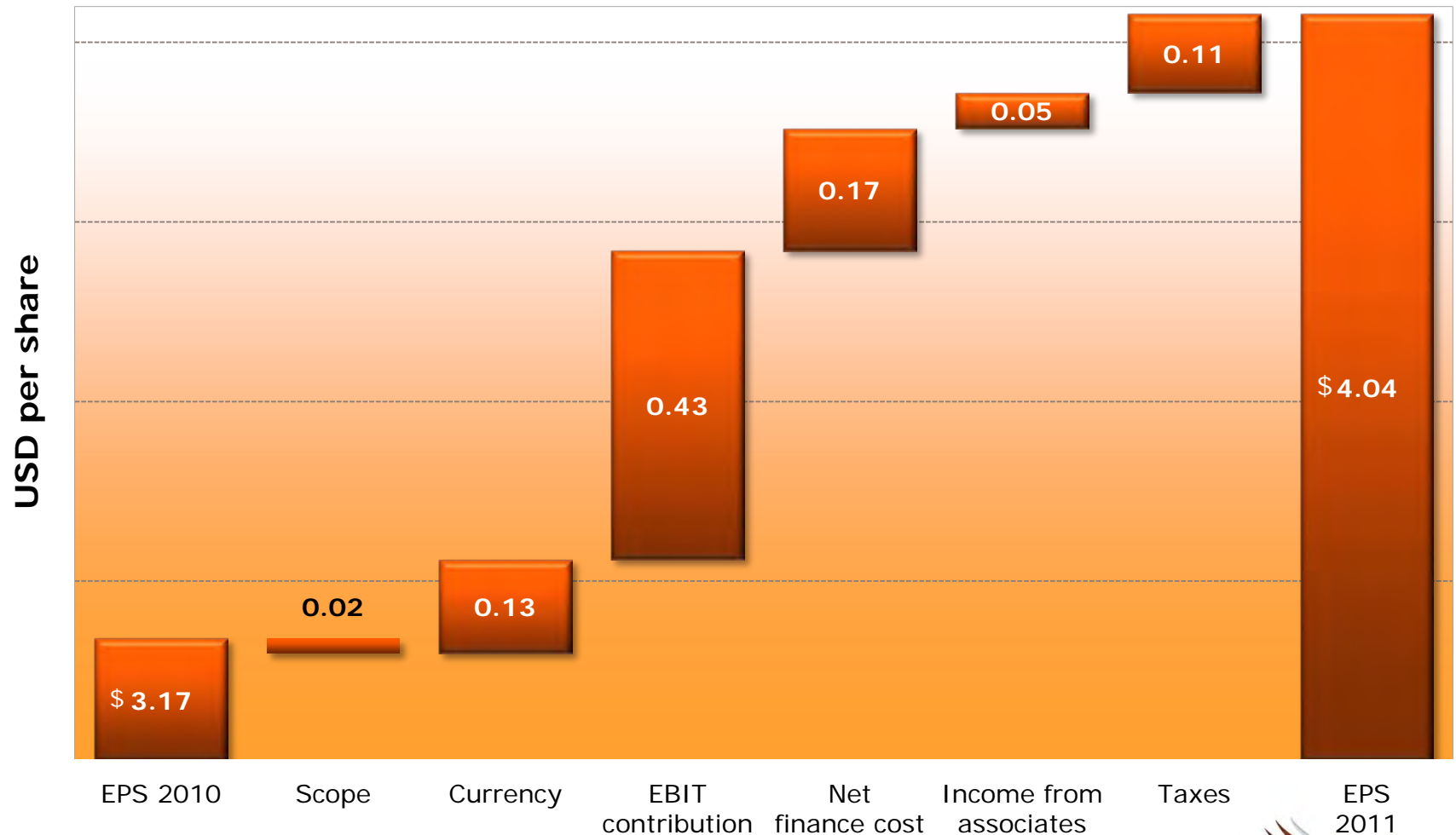
Market share gains in all markets except the UK

Solid Financial performance:

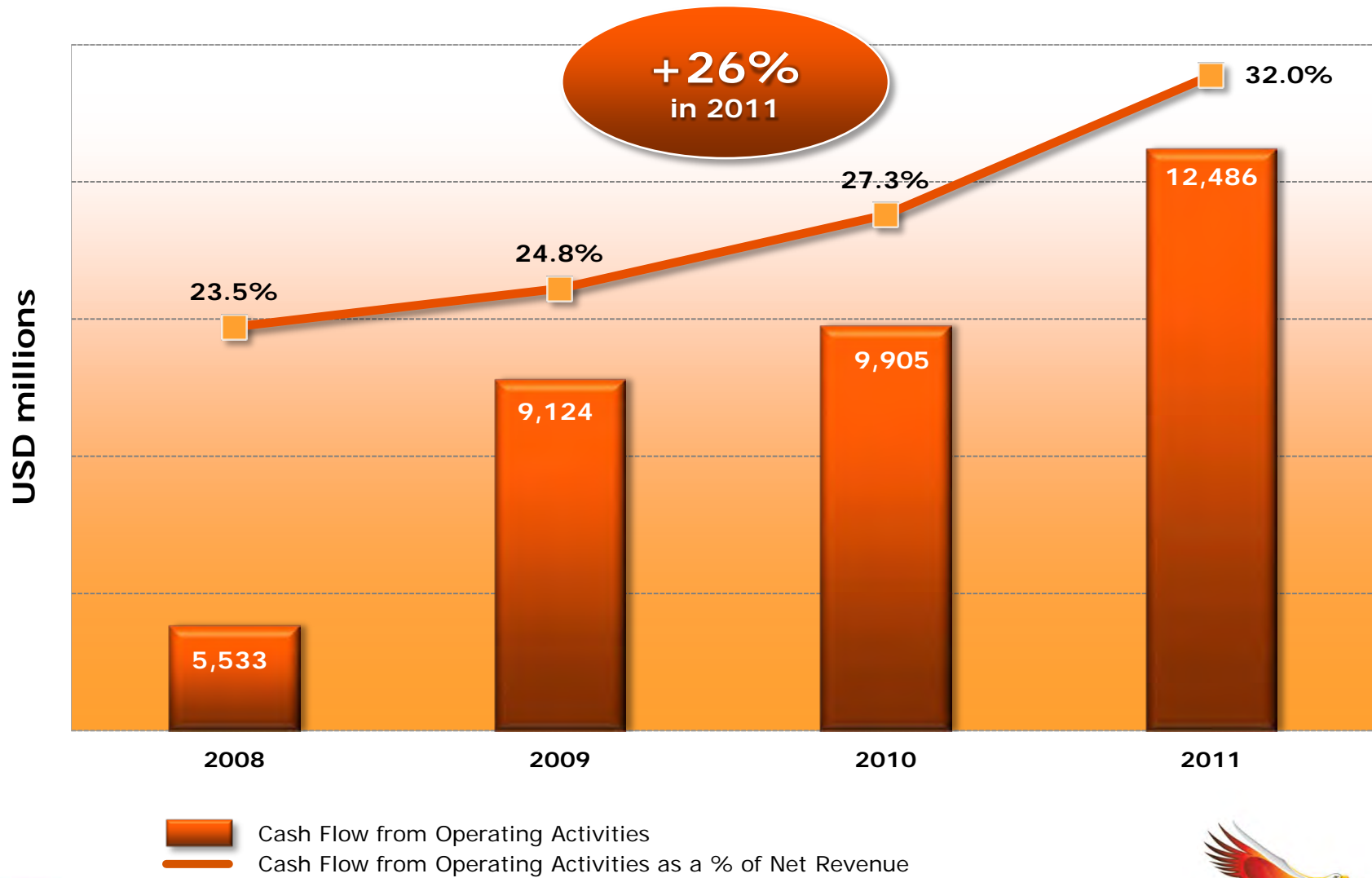
- **EBITDA** +5.5%
- **Margin improvement** +313 bp to 31.0%



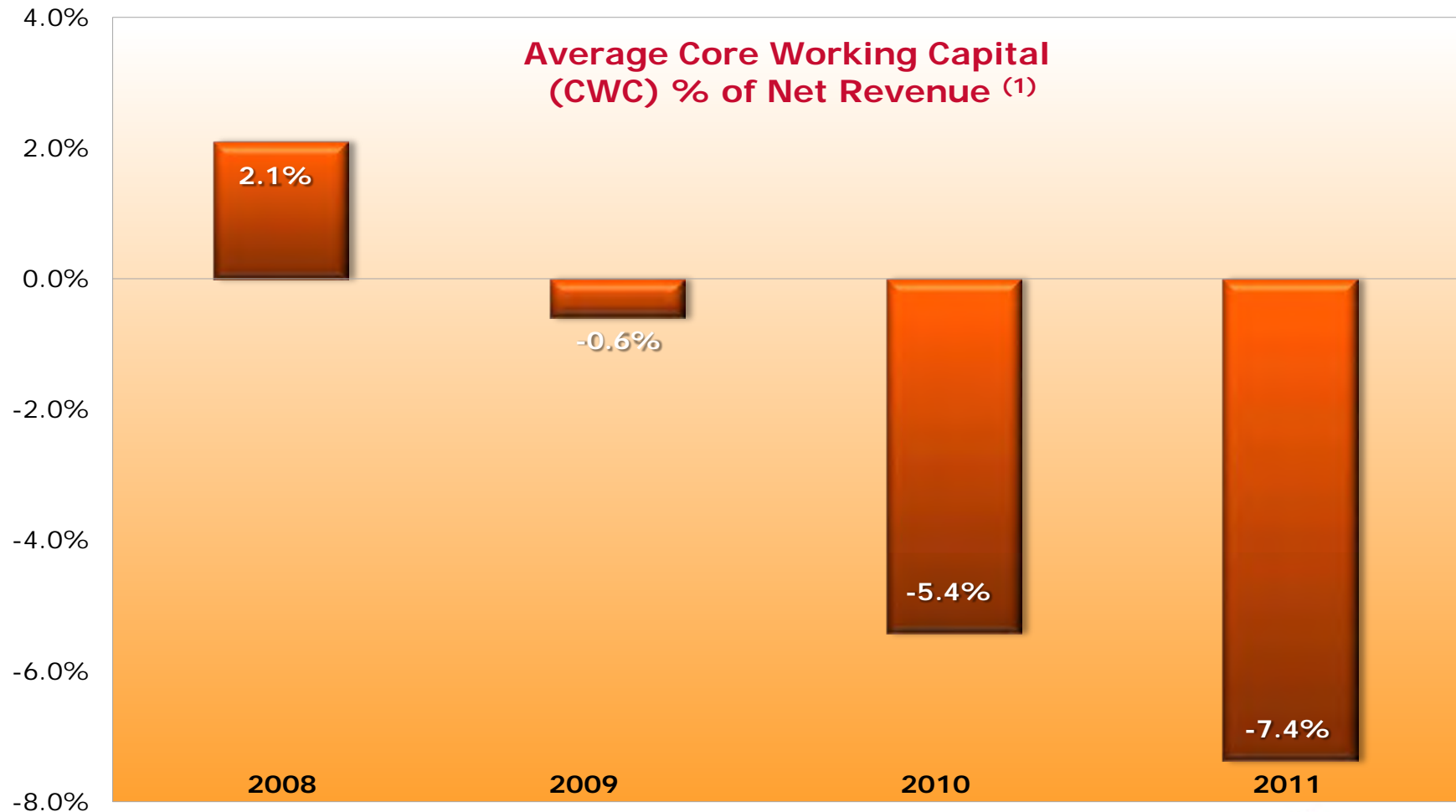
Normalized EPS grew by 27.4% to \$4.04



Best in class cash flow generation



\$3+ billion from Core Working Capital in 3 years

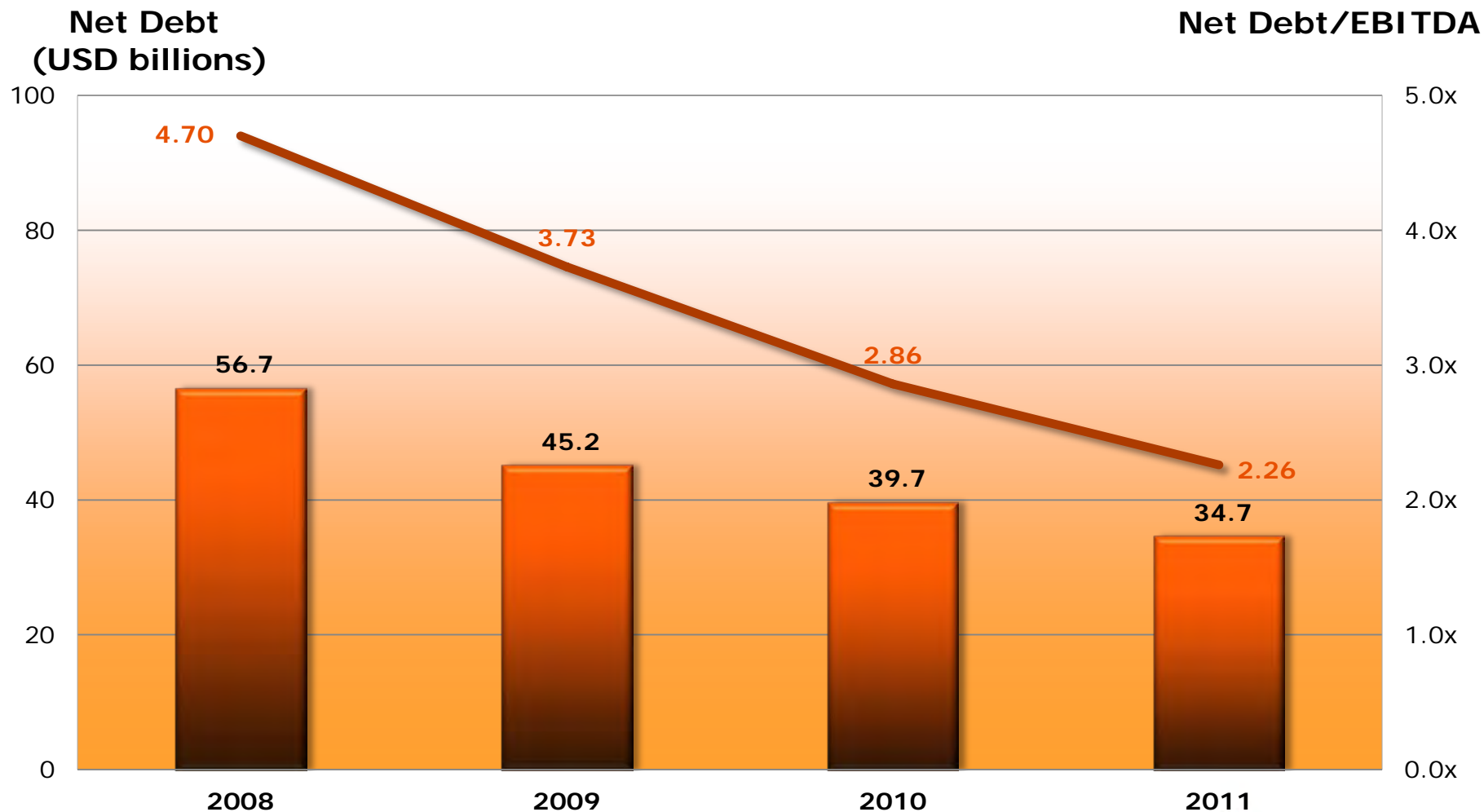


⁽¹⁾ Yearly average (on a rolling 12 month basis). CWC includes elements considered "core" to the operations, i.e., trade receivables, inventories and trade payables

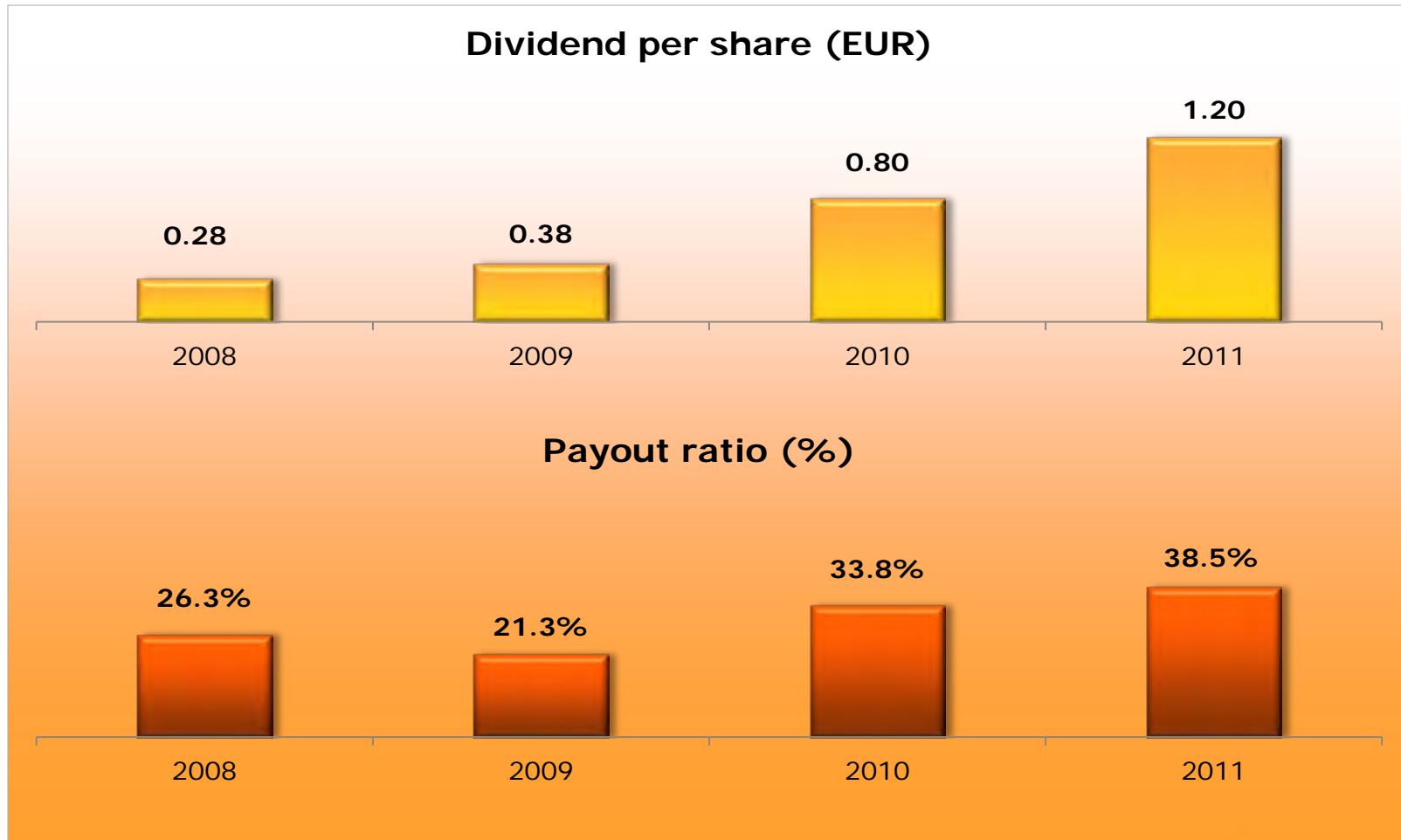
⁽²⁾ 2008 NA includes only 6 weeks of the legacy AB business.



Over \$20 billion of deleveraging since 2008



Growing dividends over time



In Summary

2011

- ▶ Solid performance
- ▶ Balanced exposure
- ▶ Focus Brands strategy
- ▶ Global brands
- ▶ Clear priorities

2012

- ▶ Focus on what we can control and influence
- ▶ Strategic strengths
 - Reach and resources
 - Right brands
 - Right markets
 - Financial discipline
 - People
 - Best Beer Company in a Better World



**From the largest micro-brewery
in the world. Belgium.**

