



Full Year 2014 Results

26 February 2015

Forward looking statements

Certain statements contained in this report that are not statements of historical fact constitute forward-looking statements, notwithstanding that such statements are not specifically identified. In addition, certain statements may be contained in the future filings of the Company with the competent securities regulators or other authorities, in press releases, and in oral and written statements made by or with the approval of the Company that are not statements of historical fact and constitute forward-looking statements.

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Certain of the synergies information related to the combination with (or acquisition of shares of) Grupo Modelo discussed herein constitute forward-looking statements and may not be representative of the actual synergies that will result from the combination with (or acquisition of shares of) Grupo Modelo because they are based on estimates and assumptions that are inherently subject to significant uncertainties which are difficult to predict, and accordingly, there can be no assurance that these synergies will be realized.

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FY14 Highlights

- Solid **financial performance**
- Strong **commercial results** in most of our top markets
- Continuing growth of **Focus and Global Brands**
- Very strong **revenue and revenue per hectoliter** growth
- **Volume** and **brand equity** benefits from **2014 FIFA World Cup**
- Good **EBITDA growth** and **margin improvement** driven by top line despite step up in investments behind our brands

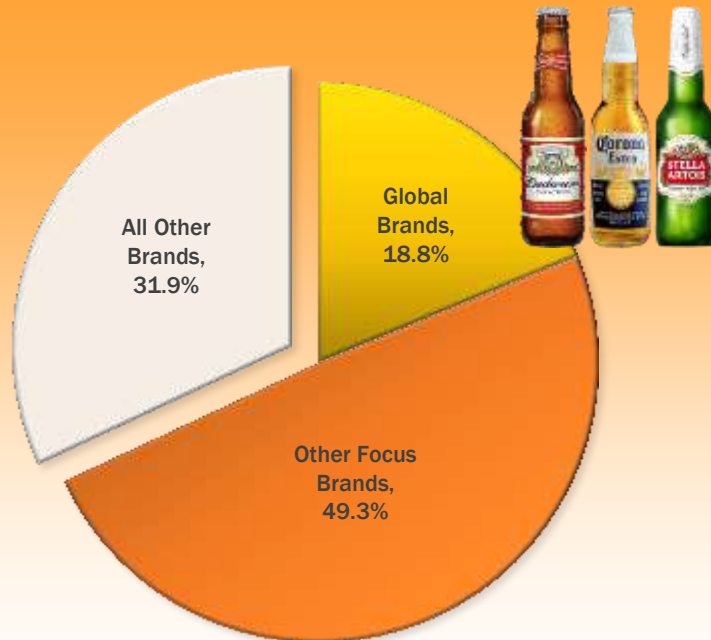
FY14 Financial Summary

- **Total volumes +0.6%**
 - Own beer **+0.5%** and non-beer **+1.3%**
 - Focus Brands **+2.2%** and Global Brands **+5.4%**
- **Total Revenue +5.9%**
 - Revenue per hl **+5.7%** on a constant geographic basis
- **EBITDA +6.6%**
 - EBITDA margin **+25 bps** to **39.4%**
- **Normalized EPS** of **\$5.43**, up 10.6%, versus **\$4.91** in FY13
- Proposed **Final Dividend** of **€2.00** per share, bringing FY14 total to **€3.00**
- \$1 billion share buyback program

Focused on brands with the greatest growth potential

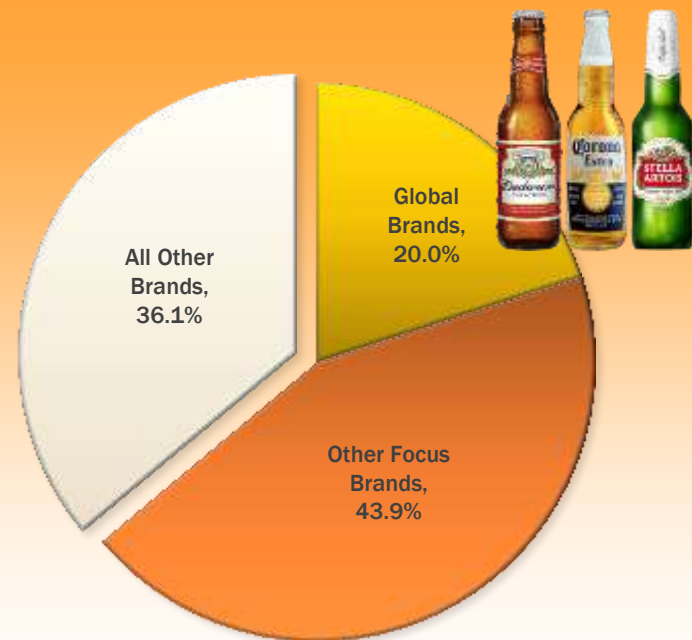
Our Focus Brands accounted for approx. two-thirds of our volume and revenue in 2014

Focus Brands Volumes as a % of FY14 Volume



**Total Focus
Brands = 68.1% of volumes**

Focus Brands Revenues as a % of FY14 Revenue



**Total Focus
Brands = 63.9% of revenues**

Note: Global Brands include Budweiser, Corona (ex-US), Stella Artois.
Focus Brands and Global Brands Volumes and Revenues exclude licensing agreements.

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Global Brand Volumes +5.4%

Budweiser
+5.9%

Good performances in Brazil,
China, Canada & UK



Corona
+5.8%

Driven by growth
in Mexico and major export
markets



Stella Artois
+2.5%

Good growth in Brazil,
Canada, and US. Launched
in Mexico



Innovations accounted for approximately 8% of revenues in FY14



New Ritass Flavors –
US



Johnny Appleseed
Cider – US



Cubanisto –
UK and France



Skol Beats Senses –
Brazil



MixxTail Mojito –
Argentina



25 oz can –
US



550 ml can –
Brazil



16 oz re-closeable
aluminum bottle – US

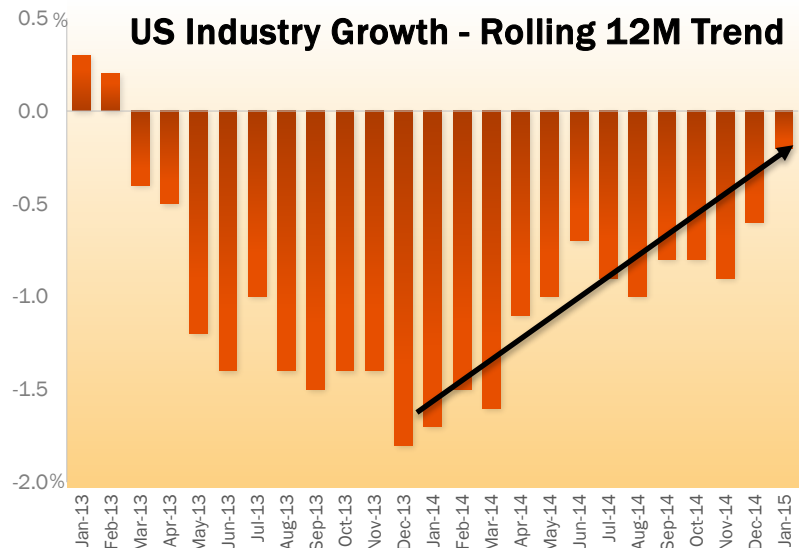
US – FY14 summary

Industry

- STRs **-0.6%** in FY14. STRs **flat** in 4Q14, driven by improving macro & lower oil prices

AB InBev

- STRs **-1.7%** in FY14 & **-1.4%** in 4Q14
- Shipments (STWs) **-1.5%** in FY14 and **flat** in 4Q14
- Market share decline of **50 bps**
- Beer revenue per hectoliter **+1.7%** in FY14 and **+2.1%** in 4Q14
- EBITDA **-1.4%** with **margin contraction** of **72 bps**, due to higher brand investments



Source: Internal estimates based on STRs.

Bud Light ended year with good momentum

- The most important brand in our portfolio & our #1 focus
- Bud Light is gaining share of premium lights. Bud Light total share down 20 bps in FY14
- “Up for Whatever” campaign was very successful and new packaging has delivered results
- Ritas are performing well, with 10 bps of share gain in FY14 – and Lemon-Ade-Rita to come in FY15
- MixxTail joining the Bud Light family in 2015



A large crowd of people is gathered for a Budweiser Philadelphia event. In the foreground, a large Budweiser logo is superimposed over the image. The crowd is dense, and many people have their arms raised. In the background, a stage is visible with a large Budweiser logo and the word "PHILADELPHIA" on it. A tall building is visible in the distance.

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Above premium

- Michelob Ultra and High End share grew 40 bps in 4Q14 and FY14
- Montejo rollout going well
- High End business unit in place and pursuing a portfolio approach – including M&A in Craft



Recent additions to our craft portfolio



**10 BARREL
BREWING CO**



Mexico – FY14 summary

Industry

- Industry growth of **+2.6%** in FY14, driven by stronger economy

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- Volume: **+1.6%** with strong contribution from **Focus Brands** particularly Corona, Bud Light and Victoria
- Some share loss due to **regional mix**
- Revenue per hectoliter growth of **3.7%**
- EBITDA growth of **+21%**
- EBITDA margin expansion of over **600 basis points** to **47.3%**

Focus Brand volumes +5.6% in FY14

Corona +6.5%, Bud Light almost doubling and Victoria approx. +10%



Victoria New Can



Corona 2014 FIFA World Cup Campaign



Bud Light "Since Today" Campaign

Bud Light 2015 Super Bowl Campaign



Bud Light Ritas Launch Campaign

Modelorama renovation...

Coronization is underway



Significant
**increase
in volumes**
passing through
Modelorama
as a result of
renovations

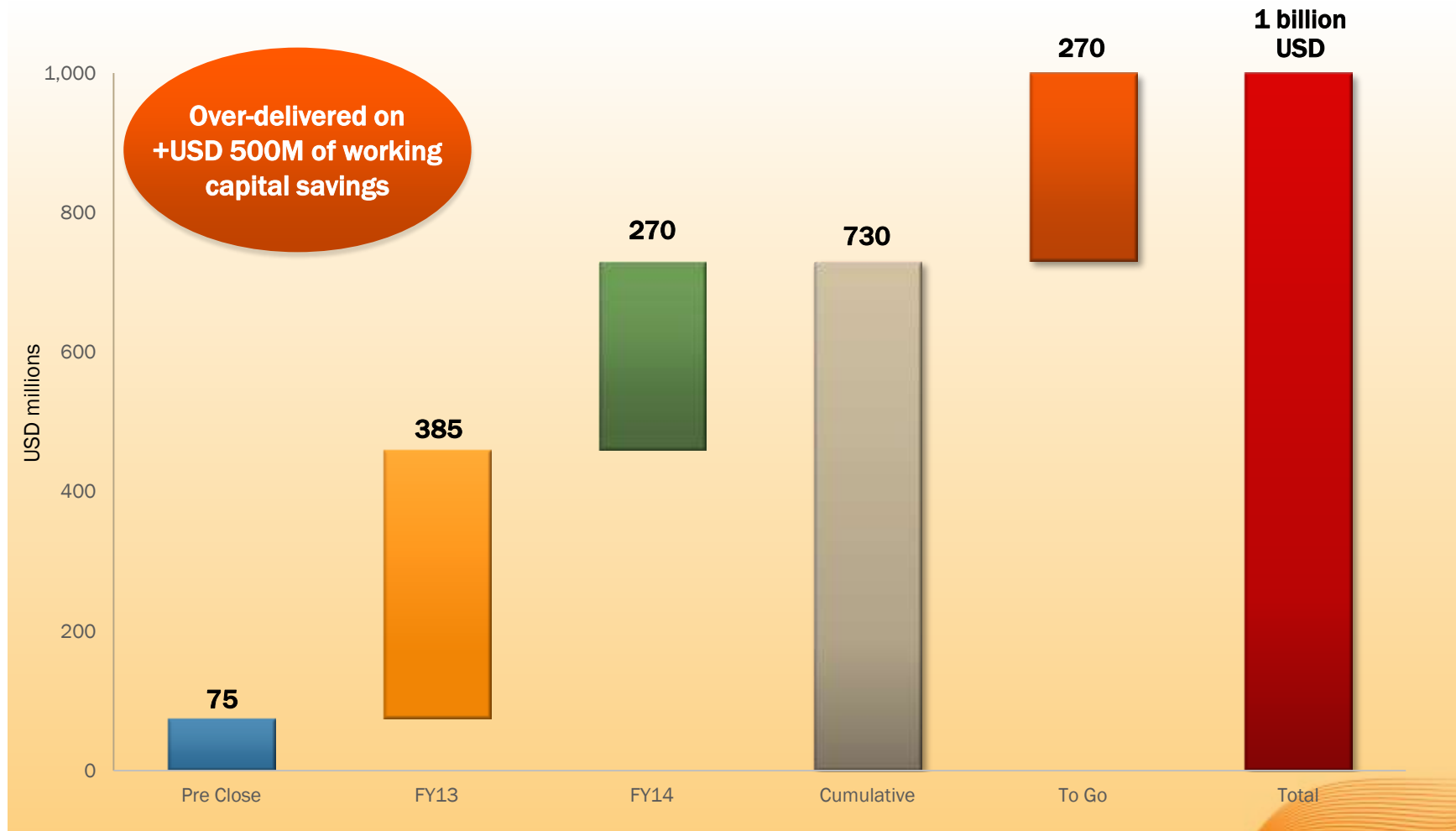


Outside



Inside

Grupo Modelo cost synergies being delivered ahead of schedule



Brazil – FY14 summary

Industry

- Beer industry volumes **+4.3%** boosted by the World Cup

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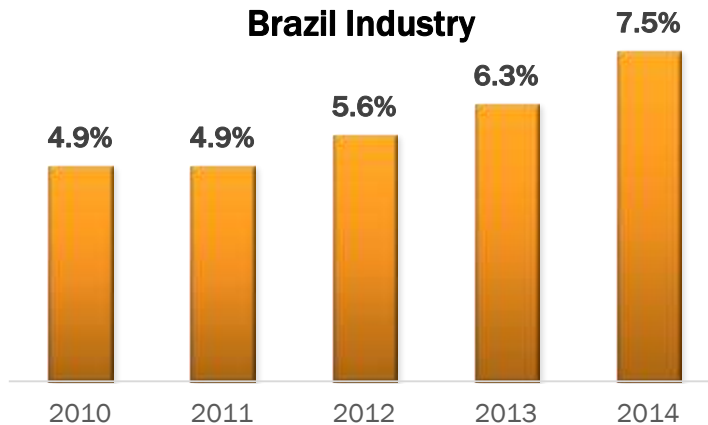
- Beer volumes **+4.7%**, non-beer volumes **+1.4%**
- Beer market share increased **30 bps** to **68.2%** and up 50 bps in the quarter to 68.0%
- Beer revenue per hectoliter growth **+6.2%** in FY14
- EBITDA growth of **5.7%**
- Margin contraction of **246 bps** to **52.4%** driven by strong top line performance, offset by sales & marketing investments

Committed to leadership in Premium

From core plus to specialties

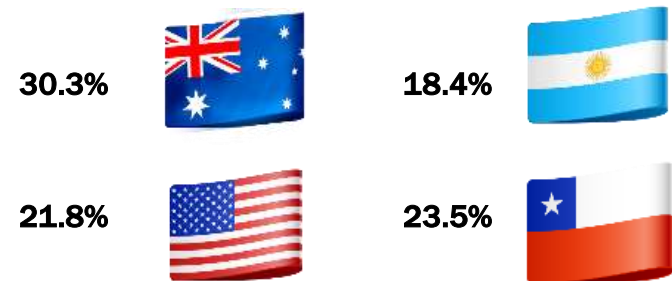


**Premium Beer Weight
Brazil Industry**



Source: Industry estimates

**Premium Beer Weight
in other Markets**

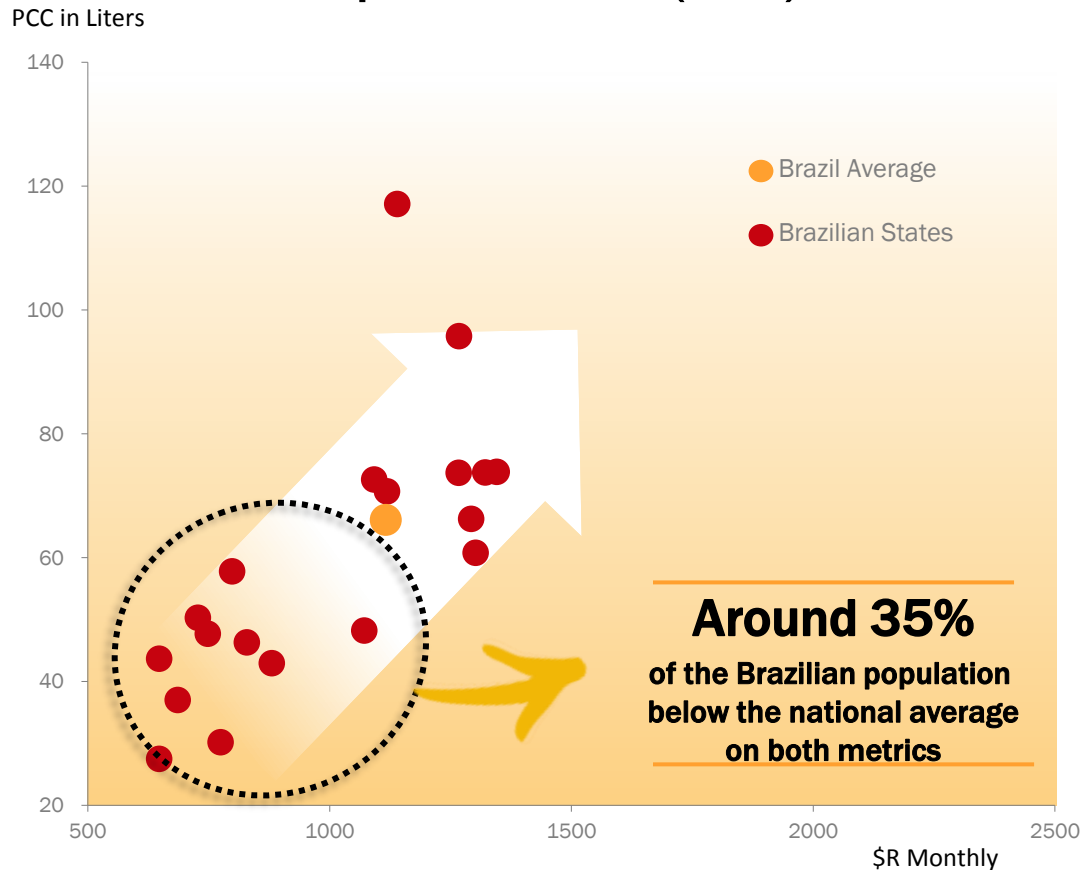


Source: Euromonitor (2013)

**Strong increase in premium volumes since 2011
with significant room for growth**

Brazil – Confidence in the future

Beer per capita consumption (PCC) vs. personal income (2013)



Source: Internal data

- **Favorable Demographics**
– growth in legal drinking age (LDA) population for next 10 years
- Income disparity leads to **per capita consumption** and **regional growth** opportunities
- **Premiumization** of the beer category

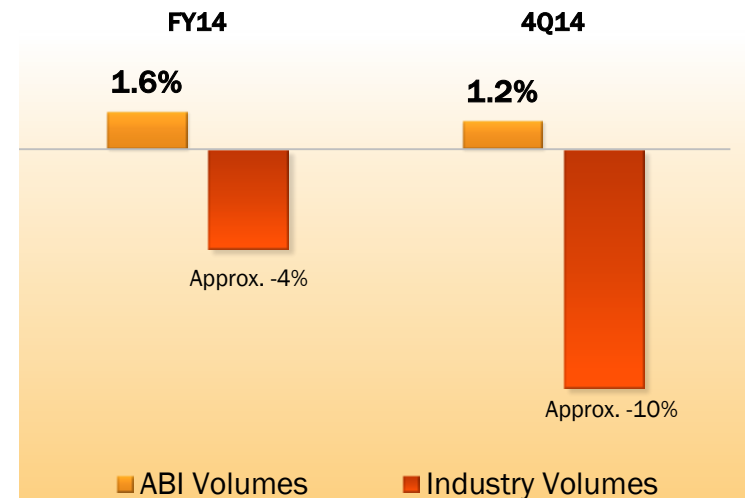
China – FY14 summary

Industry

- Beer industry volumes **down approx. 4% in FY14** and down approx. 10% in 4Q14

AB InBev

- Beer volume **+1.6%**
- Strong growth of Focus Brands **+7.8%**, especially **Budweiser** and **Harbin**
- Organic market share growth of approximately **90 bps** to **15.9%** in FY14, or **16.8%** including acquisitions
- Revenue per hectoliter **+9.9%** driven mainly by **brand mix** and consumer **trade up** to core plus and premium brands
- EBITDA growth of **+29.0%**, to over **700 million USD**, with margin up more than **250 bps** to **18.5%**



Source: Internal estimates

China Focus Brands



- Budweiser grew double digits in FY14
- Budweiser Supreme and aluminum bottle added to the portfolio
- Chinese New Year celebrations



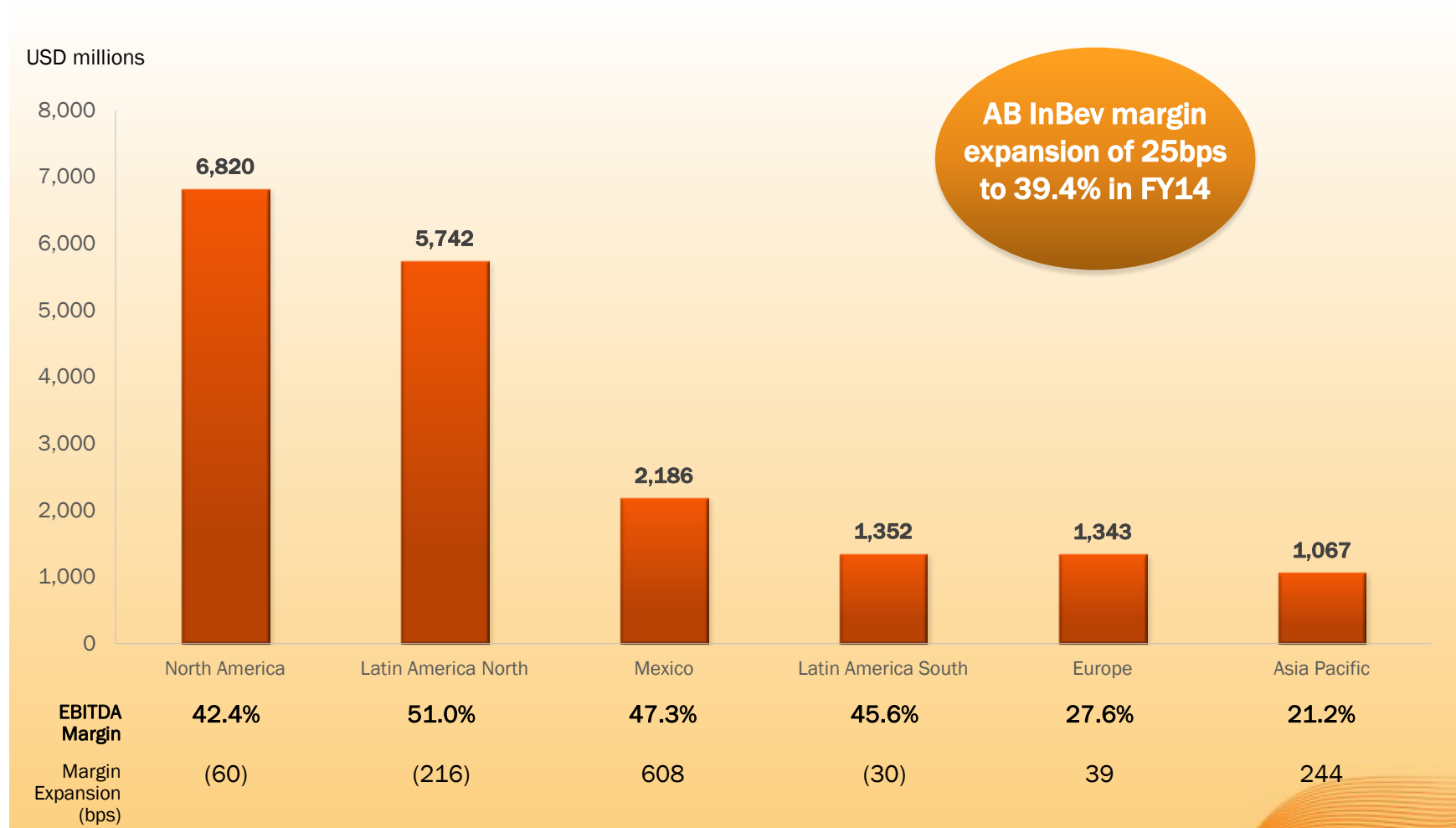
+7.8% in FY14



- Harbin opened the largest and most interactive beer museum in China
- Successful NBA activations in 4Q14
- Harbin continues to amplify the NBA property



Organic EBITDA increase of almost \$1.2 bn (+6.6%) in FY14

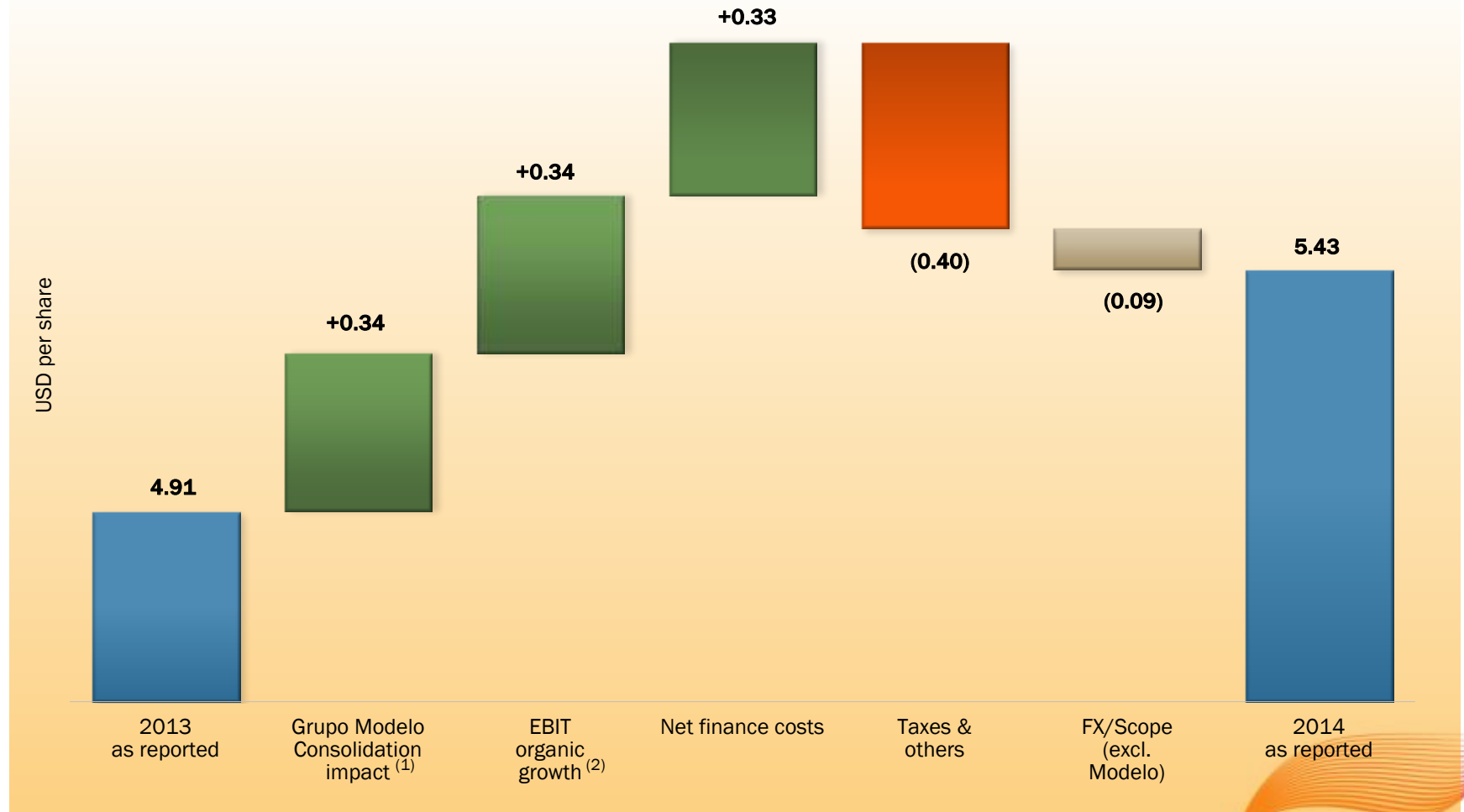


Note: Excludes Global Export and Holding Companies (GEHC), for simplicity

Highlights from other top countries – FY14

- In **Argentina**, beer volumes were down 1.7%, with some market share loss. Successful launch of MixxTail Mojito
- Own beer volumes in **Belgium** were essentially flat, benefitting from a strong FIFA World Cup activation. Market share stable
- In **Canada**, our beer volumes were down 0.7%. We grew market share, led by Budweiser, Bud Light, Corona and Stella Artois
- In **Germany**, own beer volumes declined by 3.4% in a very competitive market. Beck's and Franziskaner held share
- **South Korea**, beer volumes were down 6.4% in 4Q14 due to a weak industry, and some share loss. New campaigns have been implemented for both Cass and OB
- The **United Kingdom** had a very strong year, despite industry volume decline. Volumes of own products were +1.5% led by Budweiser, and market share gains in the off-premise

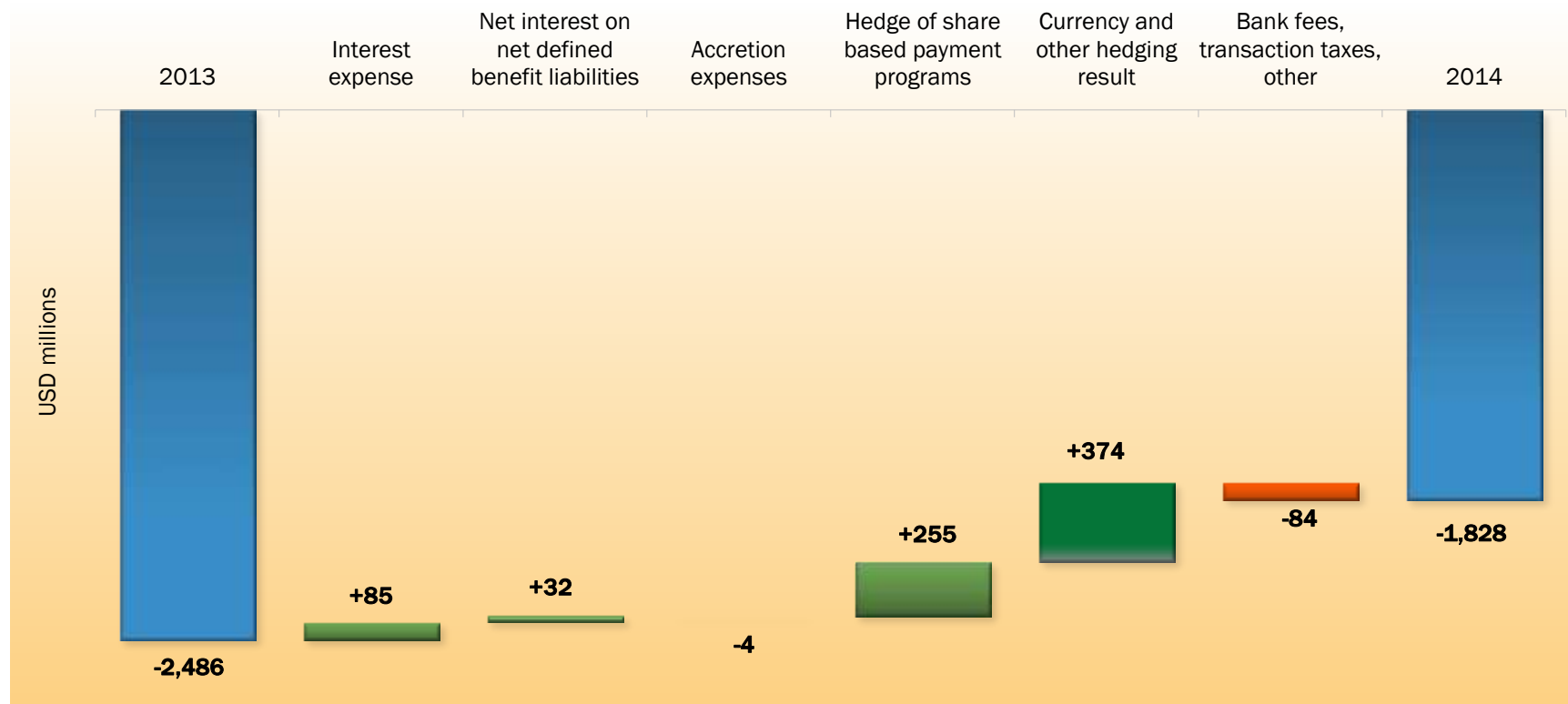
Normalized EPS increased to \$5.43 in FY14, driven by organic EBIT growth and lower Net Finance Costs



1) Includes five months of EBIT (January to May 2014) for Grupo Modelo, less five months of Share of Results of Associates relating to Grupo Modelo (January to May 2013).

2) Includes seven months of EBIT organic growth of Grupo Modelo (June to December 2014).

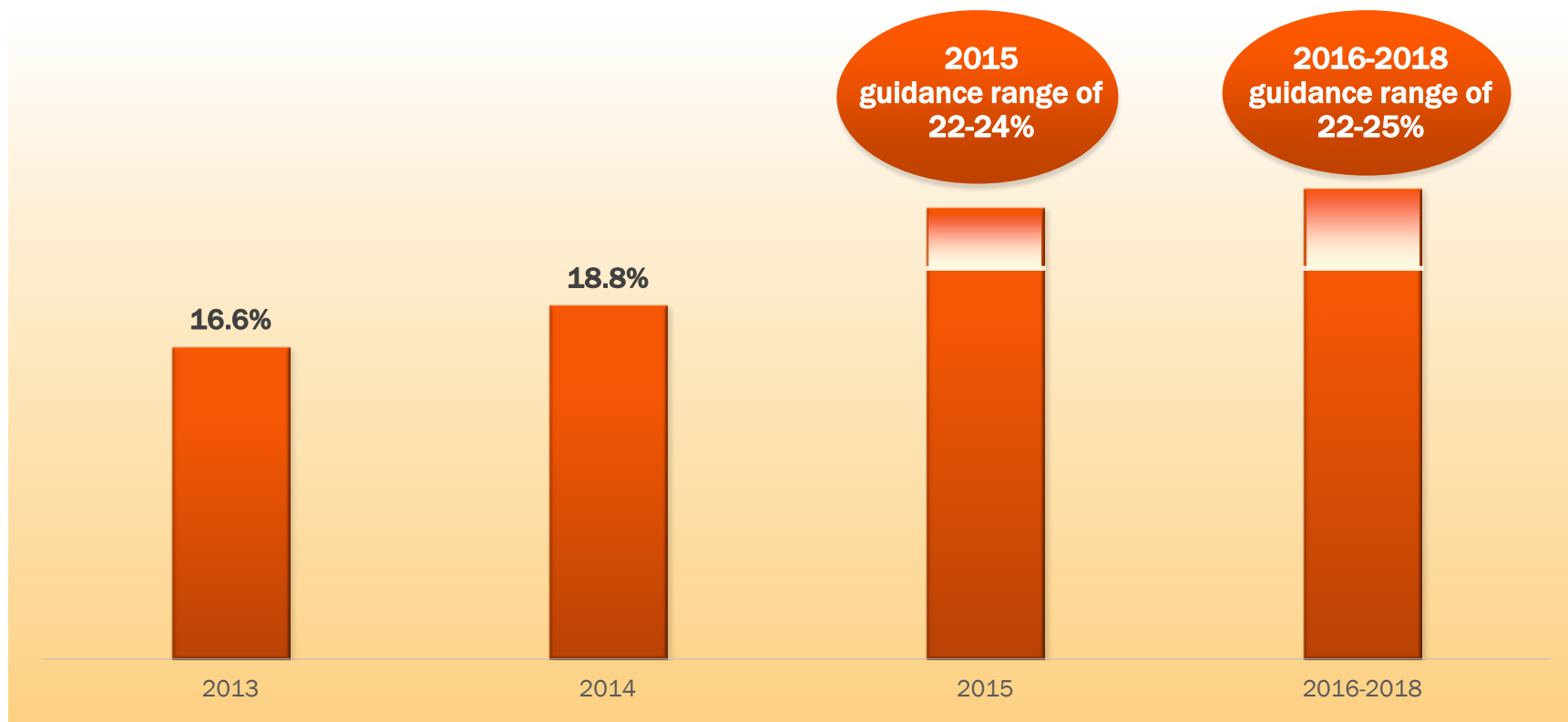
FY14 Net Finance Costs decreased to 1.8bn USD



Decrease in FY14 Net Finance Costs mainly due to:

- Lower interest expense
- Positive impact of the mark-to-market adjustments linked to the hedging of our share-based payment programs
- Positive currency gains and other hedging costs

Normalized Effective Tax Rate (ETR)



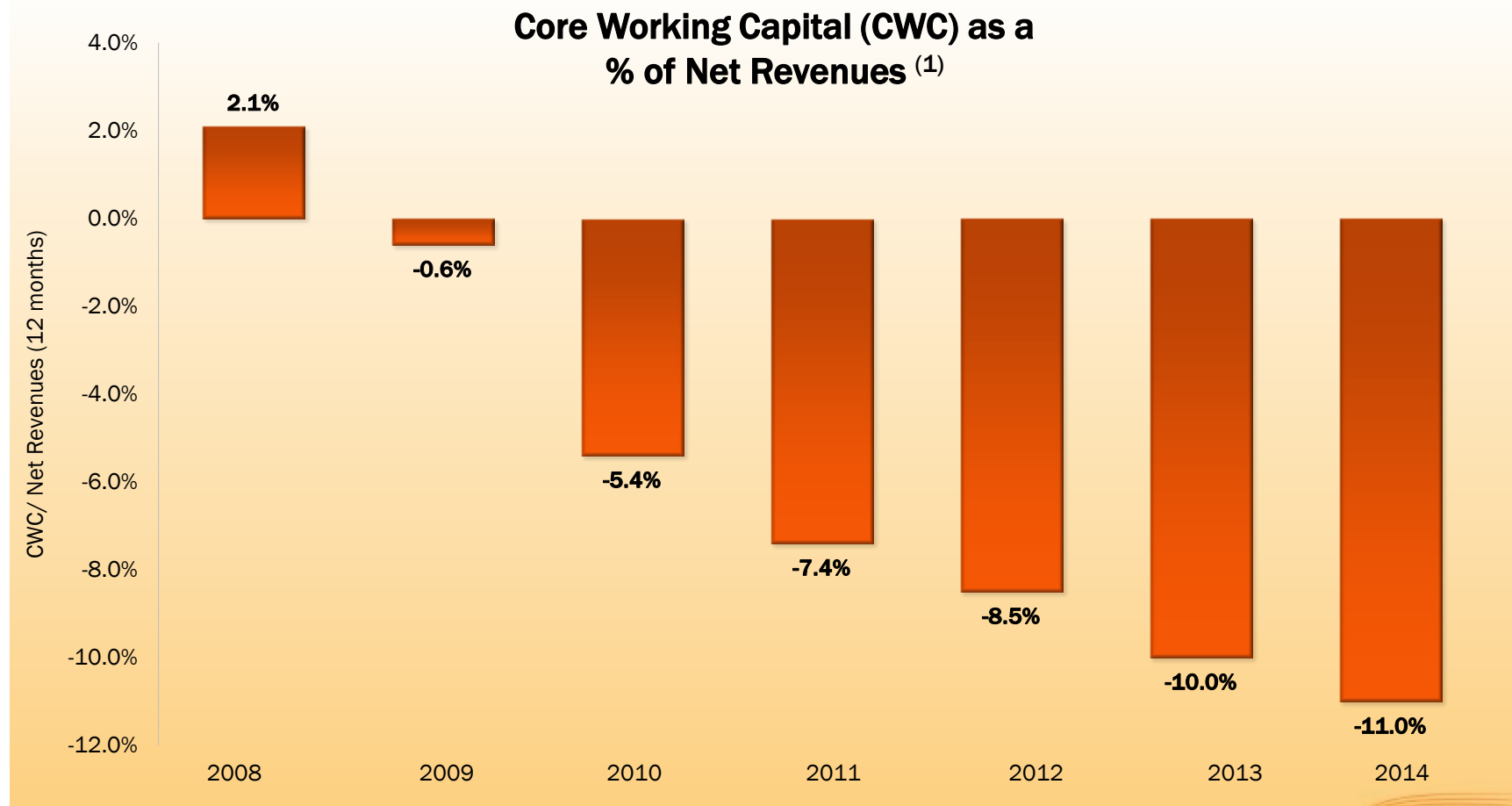
Increase in normalized ETR in FY14 mainly due to:

- Changes in country mix, including the impact resulting from the combinations with Grupo Modelo and Oriental Brewery

Guidance for FY15 reflects an increase versus FY14 mainly due to:

- Lower deductibility of goodwill amortization going forward, country mix and the assumption of zero future gains or losses on the hedging of our share-based payment programs

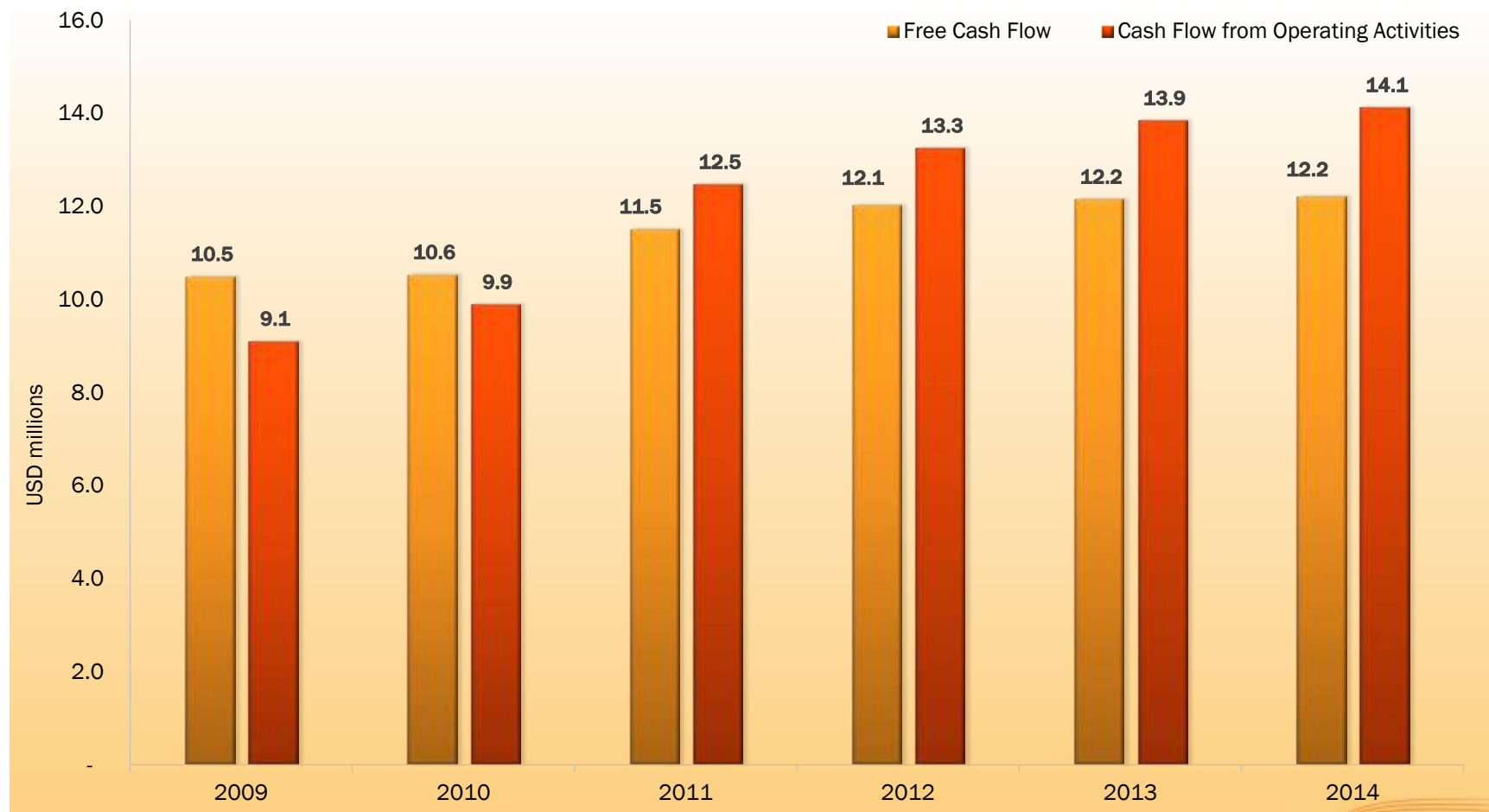
Continued improvement in Core Working Capital



1) Yearly average (on a rolling 12 month basis). CWC includes elements considered "core" to the operations,. For example core receivables would include items such as trade receivables, other receivables (i.e. marketing prepayments), cash guarantees, loans to customers, non-income tax receivables, packaging deposits, and excludes derivatives, payroll-related receivables, deferred consideration on sales of assets, dividend receivables, interest receivables. Core payables includes items such as trade and other payables, non-income tax payables, packaging deposits, and cash guarantees but excludes derivatives, payroll-related payables, deferred consideration on acquisition, dividend payables, interest payable. There is no change to the calculation of Inventories, we include the same amounts for CWC as for Working Capital (as defined in our Financial Statements).

2) 2008 NA includes only 6 weeks of the legacy AB business. Results prior to 2013 exclude Grupo Modelo.

Robust Cash Flow generation

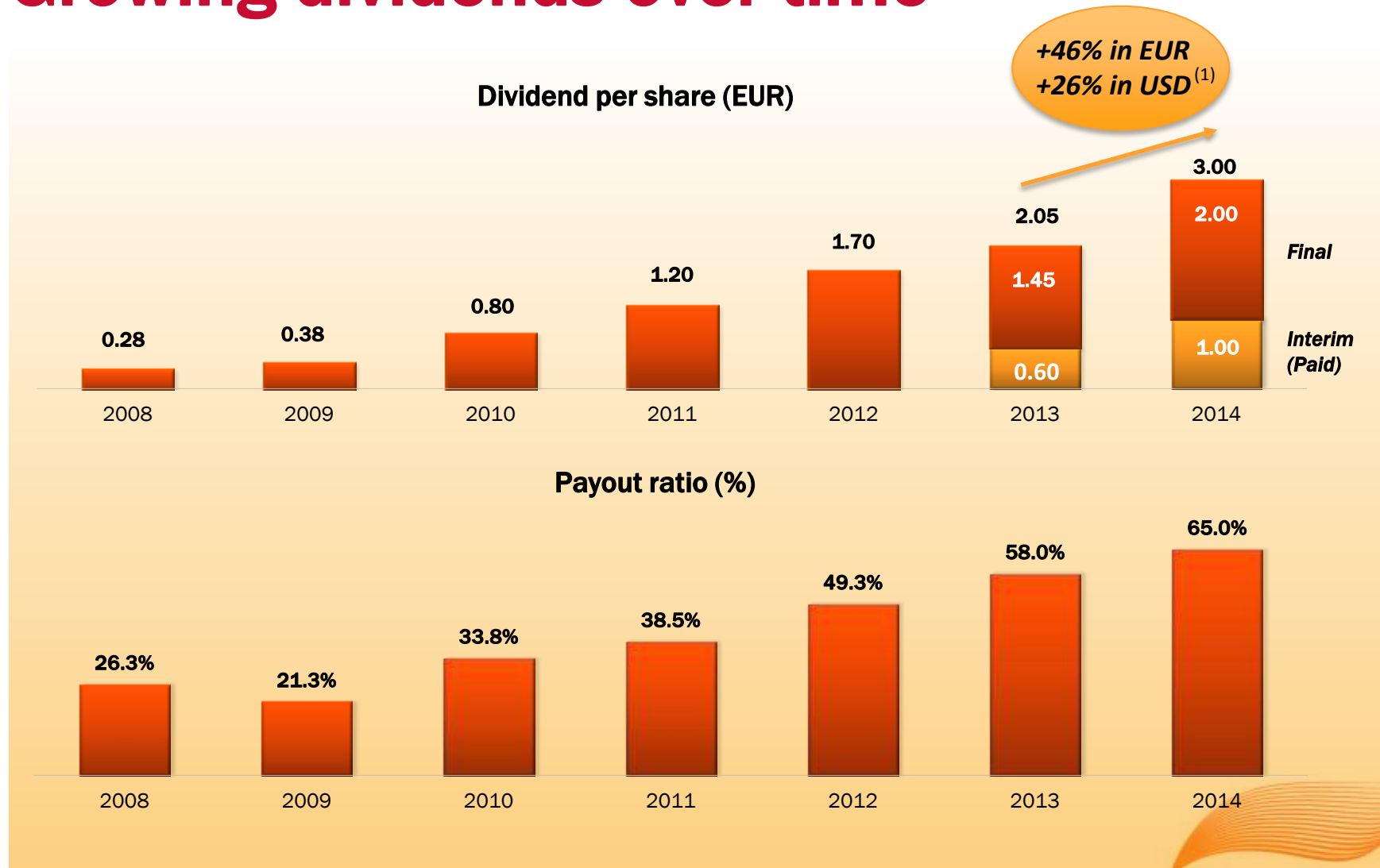


Definition: Note: Free Cash Flow (FCF) defined as Cash Flow from Operating Activities adding back Net Interest, less Net Capex. FCF represents cash available for distribution to equity holders of AB InBev before debt service and debt pay down, and before adjusting for Ambev minorities. Cash Flow from Operating Activities is defined in Figure 17 of the FY14 press release.

Capital Allocation objectives

- **Investment in organic growth** of the business
- **Selective M&A**, strict financial discipline
- **Dividend yield** comparable with other consumer goods companies (3% - 4%)
- **Optimal capital structure** of approximately 2x Net Debt/EBITDA
- At a level of around 2x, the return of cash to shareholders is expected to be comprised of both **dividends** and **share buybacks**

Growing dividends over time



1) For purposes of calculating the dividend growth rate in USD, we have taken the EUR/USD rate at the date of payment, with the exception of the proposed Final FY14 dividend, for which – for illustrative purposes – we used the EUR/USD rate as of 25 February 2015.

Share Buyback Program

- The Board has approved a share buyback program for an amount of **\$1 billion US dollars**, which will be conducted during the course of this year
- Our current intention is to use the shares acquired to **fulfil our various share delivery commitments** under the stock ownership plan
- The program will be executed under the powers granted at the General Meeting of Shareholders on 30 April 2014

Q&A





FY14 Results Supplementary Information

Canada – FY14 summary

- Beer volumes were down 0.7% in FY14, but +0.4% in 4Q14, on the back of a **good industry performance** in the quarter
- We estimate that we **grew market share** in FY14
- **Focus brands** continue to lead the way, with estimated **market share growth** achieved by Budweiser, Bud Light, Corona and Stella Artois



Latin America South – FY14 summary

- Total volumes **-0.2%**
 - Beer volumes **flat**
 - Non-beer **-0.6%**
- Argentina beer volumes **-1.7%**, in FY14
 - Some loss of market share due to competitive pressure
- EBITDA **+17.1%** to a margin of **45.6%**

% organic growth	FY14
Volumes	-0.2%
Revenue	17.9%
Revenue/hl	18.2%
EBITDA	17.1%
EBITDA margin growth	-30 bps



Europe – FY14 summary

- Own beer volumes **-6.1%**
(+0.3% excluding Russia & Ukraine)
 - **Belgium flat**
 - **Germany -3.4%**
 - **UK own products +1.5%**
- **EBITDA +1.5%** with margin expansion of **39 bps**

% organic growth	FY14
Own beer volumes	-6.1%
Revenue	0.1%
Revenue/hl <i>on a constant geographic basis</i>	4.3%
EBITDA	1.5%
EBITDA margin growth	39 bps



South Korea – 4Q14 summary

- Total volumes down -6.4% in 4Q14
- Weak industry, and some estimated share loss
- New campaigns implemented for Cass and OB
- Additional focus on premium brands to drive trial



Net Finance Costs – 4Q14 detail

4Q14 press release – Figure 9	4Q13	4Q14	Drivers
Net interest expense	-389	-374	FY14 coupon guidance at lower end of 4.0 - 4.5%
Net interest on net defined benefit liabilities	-40	-29	Guidance of approx. 35m USD per quarter
Accretion expense	-124	-127	Guidance of approx. 80m USD per quarter.
Other financial results	-116	316	<ul style="list-style-type: none"> • 275mm USD mark-to-market gains on 33.7m shares • Positive FX impact • Bank fees and taxes
Net finance costs	-669	-214	

4Q14 press release – Figure 10	4Q13	4Q14
Share price at the start of the quarter (Euro)	73.58	88.12
Share price at the end of the quarter (Euro)	77.26	93.86
Number of equity instruments (millions)	28.3	33.7

Net Finance Costs (excluding non-recurring net finance costs) were **214** million USD in 4Q14 compared with **669** million USD in 4Q13

Other Financial Results	in million EUR
MtM Gain (€93.86 - €88.12) * 33.7m shares	193
Carrying cost / FX	7
Net Dividend (€1.00 per share, less 25% WHT)	25
Total Gain	225
Converted to USD @ \$1.214	275 m USD