

# ABInBev

# 1Q21 results

6 MAY 2021



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# Agenda



Doing our part for the recovery



1Q21 results



Beyond Beer



Financials



Q&A

# Doing our part for the recovery



# Beer is an engine of economic recovery, with an inherently local value chain



**Extensive value chain**  
with tens of thousands of  
partners upstream  
(farmers, brewers, bottling)  
and millions of retailers  
downstream



**Engine for job creation**  
for every brewery job in the  
US, >30 jobs are created in  
the supply chain (even  
higher for developing  
economies)



# We are investing in the economic recovery across our markets



Investing \$1B  
in manufacturing &  
**sustainability** across  
26 states over the  
next two years



Investing in our brewing  
footprint and capabilities  
in China with our **latest**  
smart, green brewery  
in Wenzhou



£115M investment in  
two major UK breweries,  
Magor and Samlesbury,  
to increase **capacity** and  
efficiency and create jobs



New brewery in  
Marracuene with a  
capacity of 2.4 million hl,  
representing the **biggest**  
investment in the sector

# Supporting vaccination efforts to bring people together again



At the global level, we developed a toolkit in partnership with UNITAR to create successful vaccination campaigns



In the US, Budweiser did not advertise during the Superbowl for the first time in 37 years, instead donating airtime for COVID-19 vaccine awareness



In Colombia, we led a private sector vaccination communication campaign in partnership with the Ministry of Health



In Argentina, we set up a vaccination site, administering 1 000 vaccines a day





# 1Q21 results





# 1Q21 operating performance

Total volumes **+13.3%**

Own beer **+14.9 %** and non-beer **+4.0 %**

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Total revenue **+17.2 %**

Revenue per hl **+3.7 %**

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EBITDA **+14.2%**

EBITDA margin contracted by **91 bps** to **34.7 %**

Normalized EPS increased from **-\$0.42** to **\$0.51**

Underlying EPS increased from **\$0.51** to **\$0.55**

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Strong  
momentum with  
beer volumes

**+2.8%**  
vs 1Q19



# 1Q21 commercial highlights

## Reaching more consumers with a diverse portfolio:

- Share gains in core and value segments
- Premium and Beyond Beer grew revenue by double-digits

## Digital platforms gaining scale across our markets:

- BEES delivered \$3B in gross merchandise value (GMV) & 1.5M monthly active users (MAU) as of March
- Owned e-commerce quadrupled in size



# 1Q21 key market takeaways



## **US**

Consistent execution of our commercial strategy driving top and bottom-line growth



## **Mexico**

Strong and balanced top-line growth, ahead of the industry



## **Colombia**

Ongoing healthy recovery with top and bottom-line growth above 20%



## **Brazil**

Top-line momentum with volumes growing ahead of 2019



## **Europe**

Strong growth in off-premise volumes powered by premiumization



## **South Africa**

January alcohol ban impacted top-line, though cost discipline drove bottom-line growth



## **China**

Strong momentum driving revenue and EBITDA growth ahead of 2019



## Our premiumization strategy is working

- Premium now represents **>30%** of our revenue (up from **~24%** in 2017)
- Our premium portfolio grew revenue by **28%** in 1Q21
- This growth is also accretive to our bottom-line, as our premium brands carry a **higher dollar profit per hl** than our core brands



# Our global brands are leading the way in premiumization

Global brands in 1Q21 grew revenue by +29.5% and by 46.4% outside of home markets vs. 1Q20



# Beyond Beer





## Beyond Beer emerging as a 4<sup>th</sup> category with significant potential

Beyond Beer has emerged as the 4<sup>th</sup> category, at the intersection of traditional alcohol categories

Beyond Beer is expected to grow to a \$58B category by 2024 (45% absolute growth)

### Beyond Beer

*(ready-to-drink beverages, hard seltzer, cider, flavored malt beverages)*



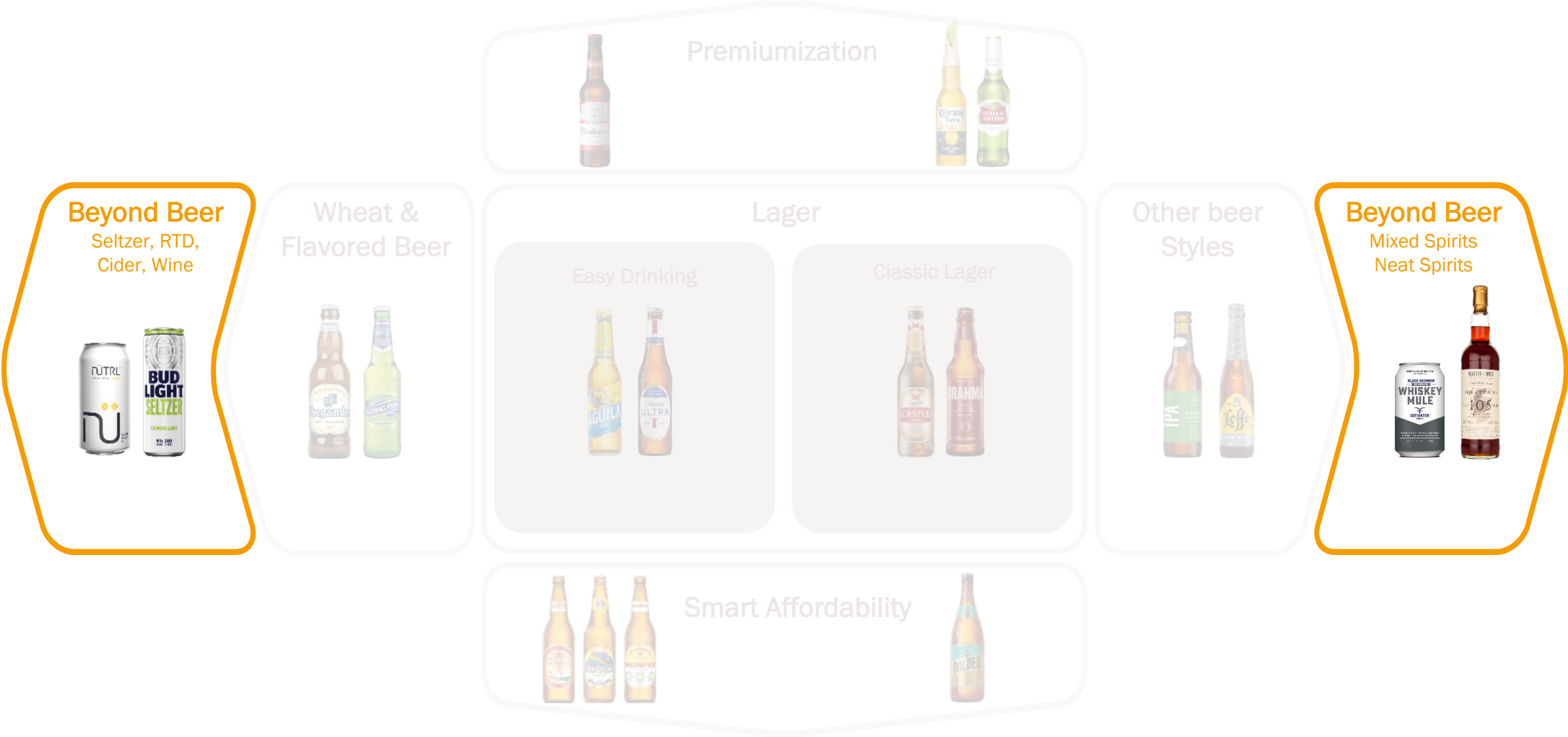
**Beyond Beer**  
\$58B by '24  
(45% '19-24 growth)

**Spirits**  
\$694B by '24  
(20% growth)

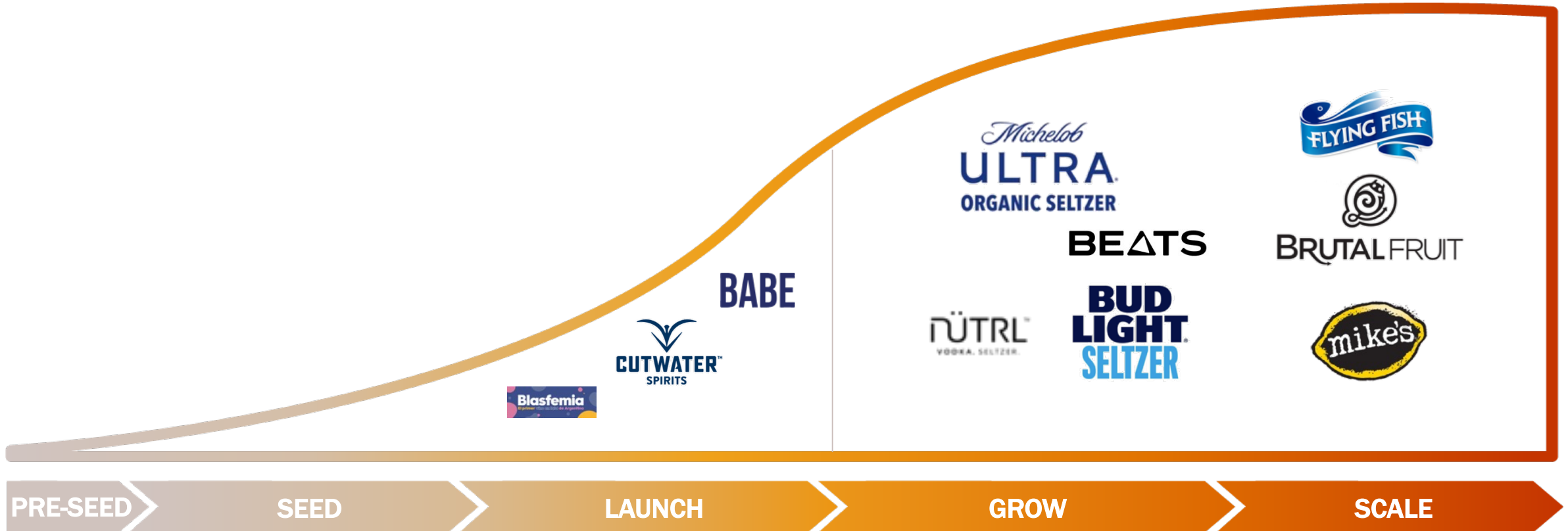
**Beer**  
\$766B by '24  
(13% growth)

**Wine**  
\$390B by '24  
(9% growth)

# Building a superior portfolio with the category expansion framework



## We have established a Beyond Beer innovation funnel that works

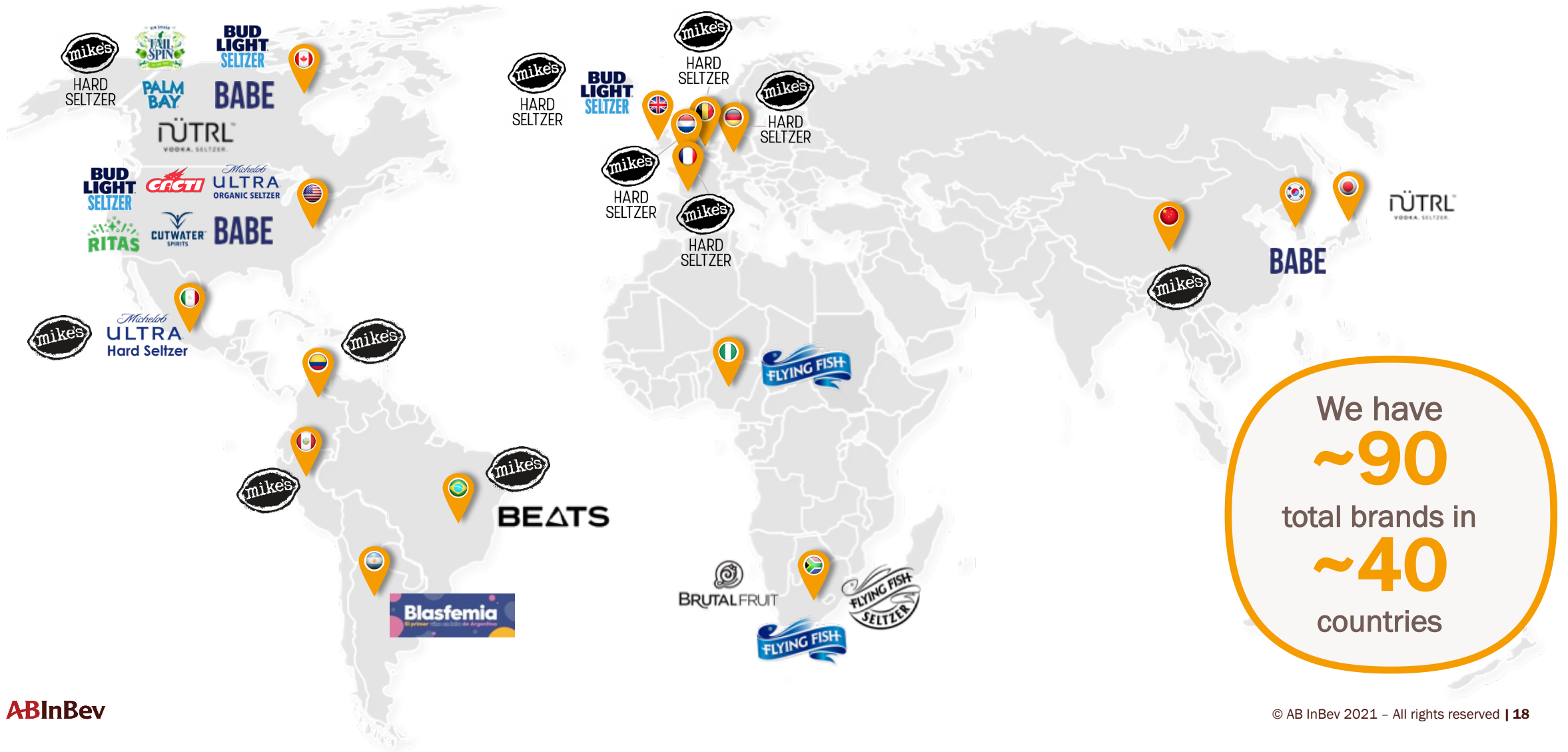


Organic innovation: agile, learn, pivot quickly, prepare for scale  
Inorganic innovation: investing in promising emerging companies

Leverage the power of AB InBev's global scale and distribution network across geographies



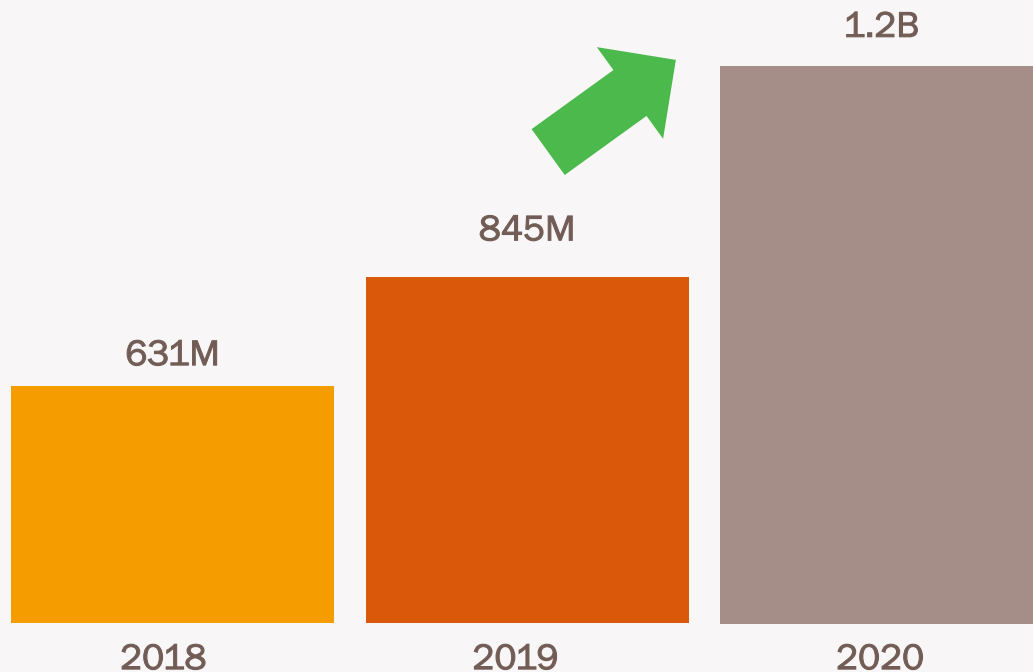
We have a strong portfolio of Beyond Beer products across the globe



# Our Beyond Beer portfolio is growing fast, at a higher gross profit per hl

Beyond Beer delivered 1.2B USD in revenue in 2020 and grew >40% in 1Q21

Revenue (USD)



On average, our Beyond Beer products are ~20% more profitable than our traditional beer portfolio

Gross profit per hl

**~20%**  
higher gross profit per hl vs  
beer, on average

Traditional Beer

Beyond Beer

Michelob  
**ULTRA**  
ORGANIC SELTZER

**BUD  
LIGHT**  
SELTZER

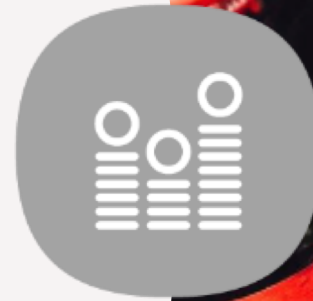
mike's

**CRCTI**

**NÜTRL**  
VODKA, SELTZER

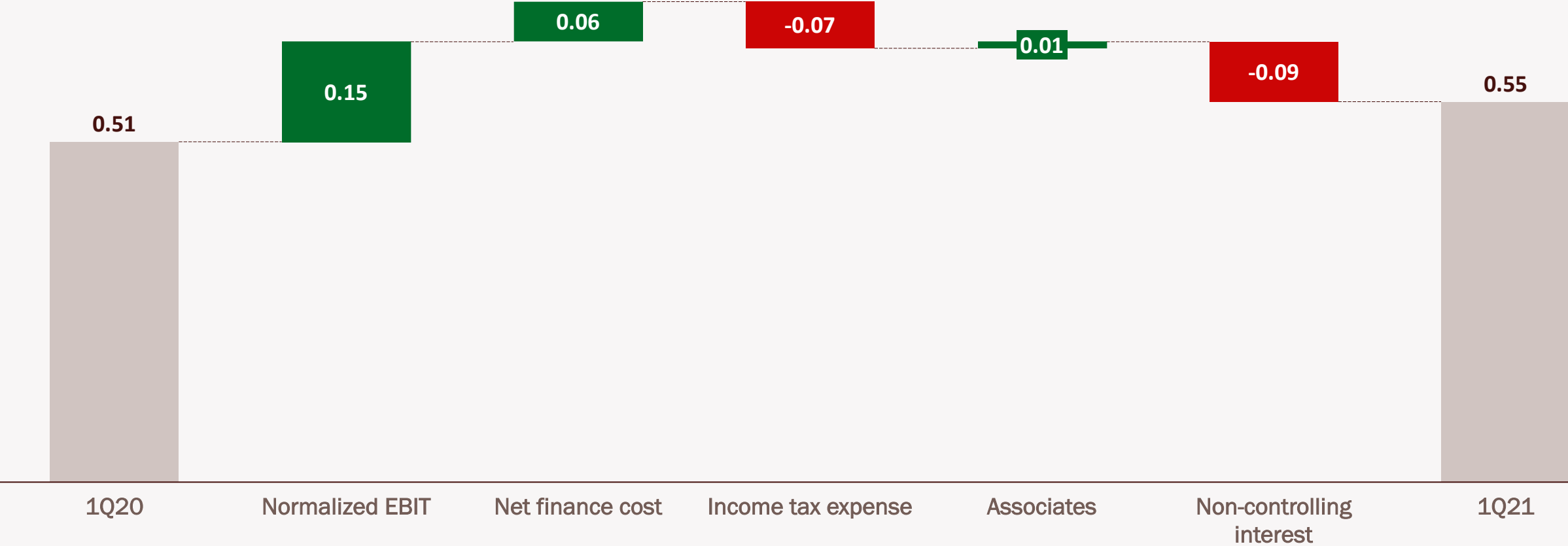
**FLYING FISH**

# Financials



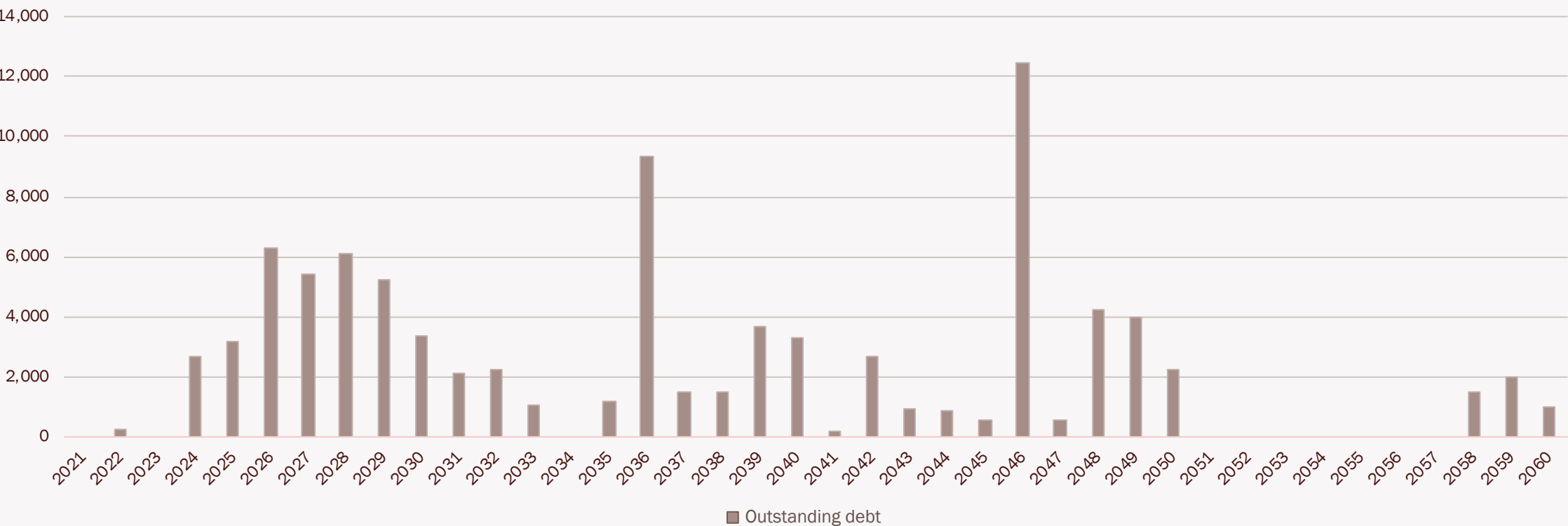


# Underlying EPS increased from \$0.51 in 1Q20 to \$0.55 in 1Q21



# Bond maturity profile

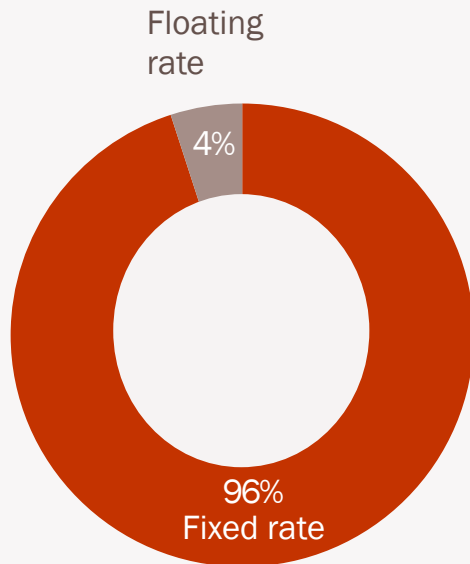
Well-distributed due to our proactive liability management



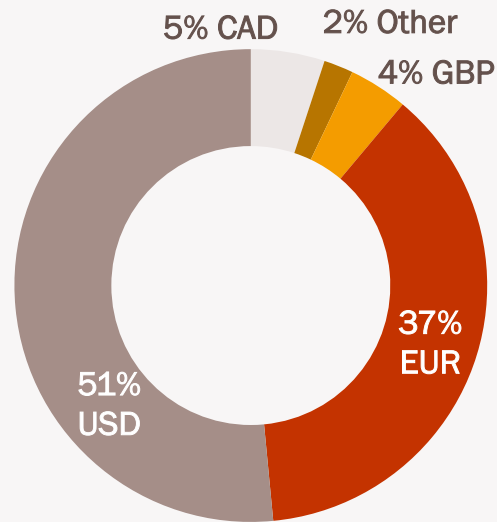
Note: Represents full bond portfolio, after hedging, valuing all bonds at par as of 31 March 2021

Our bond portfolio is largely protected against interest rate volatility, with long-weighted average maturity and no financial covenants

96% of our bond portfolio is fixed rate



Diverse currency mix reduces risk



Addressed upcoming maturities to eliminate near-term refinancing pressure

**>16 yrs**  
weighted average maturity

Very manageable pre-tax coupon

**~4.0%**  
pre-tax coupon

Note: Represents full bond portfolio, after hedging, valuing all bonds at par as of 31 March 2021.



# Capital allocation priorities

Our optimal capital structure calls for a Net Debt/EBITDA ratio of approximately 2x

1

## Organic growth

Investing in the organic growth of our business

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2

## Deleveraging

Deleveraging to around the 2x level remains our commitment

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3

## Selective M&A

Non-organic, external growth is a core competency and we will continue to consider suitable opportunities when and if they arise, subject to our strict financial discipline and deleveraging commitments

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4

## Return of cash to shareholders

Returning excess cash to our shareholders in the form of dividends and/or share buybacks



# Q&A



# Thank you

