InBev Progress Report:
Advancing from Biggest to Best

HY05 results presentation – September 8th, 2005
Today’s agenda

▪ Progress Report
  Advancing from Biggest to Best
  Global flagship brands
  Commitment to value creation
  Optimal resource allocation

▪ Half year 2005 results

▪ Outlook
Progress Report
Advancing from Biggest to Best

- Organic volume growth in line with 4% to 5% target
- Successful best practice implementation
- Cost discipline roll-out
- Focused brand initiatives
- 26.1% EBITDA margin
## Financial Highlights (€ million)

<table>
<thead>
<tr>
<th></th>
<th>HY05</th>
<th>HY04</th>
<th>Organic Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Volume (million HL)</strong></td>
<td>104.2</td>
<td>97.4</td>
<td>+5.4%</td>
</tr>
<tr>
<td><strong>EBITDA (1)</strong></td>
<td>€1,363</td>
<td>€1,099</td>
<td>+20.8%</td>
</tr>
<tr>
<td><strong>EBITDA Margin</strong></td>
<td>26.1%</td>
<td>23.0%</td>
<td>+296 bp</td>
</tr>
<tr>
<td><strong>EBIT (1)</strong></td>
<td>€935</td>
<td>€591</td>
<td>+31.8%</td>
</tr>
</tbody>
</table>

(1) Before non-recurring items of € -30 million on EBITDA and € -45 million on EBIT level
ACTIVE, EFFORTLESS, FULL OF FLAIR AND INGENUITY, PASSIONATE AND SENSUAL
IS THE ONLY AUTHENTICALLY BRASILIAN PREMIUM LAGER THAT IS HIGHLY REFRESHING AND EASY TO DRINK
Global Flagship Brands Progress Report

▪ Brahma
  Global launch: Too early to predict success, but...
  • Strong distribution gains and encouraging sales throughputs
  • Early figures show great consumer acceptance
  • Outperforming expectations based on sound consumer research

▪ Beck’s
  • Distribution rights in the UK acquired
  • Entrance in Poland

▪ Stella Artois
  • Argentinian and Brazilian launch
  • Volume growth excluding UK: 6.4%
Commitment to value creation built on margin expansion and EBITDA growth

- Successful best practice implementation
  - Plant Optimization
  - World Class Commercial Program

- Cost discipline roll-out
  - Ownership culture
  - Zero Based Budgeting (ZBB)

- Performance-based culture enables improvements
Focus on optimal resource allocation

- Improved Financial Structure
  - Pivovarna Union (Slovenia) sold
  - Uniline (Herzegovina): production unit sold; commercial unit kept
  - Bremer Erfrischungsgetränke (German Coca-Cola operation) sold
  - Damm (Spain) sold

- Well-equipped to Create Economic Value
  - SIL (Russia/Ukraine): buy-out of minority shareholders
  - Merger of Brazilian entities: simplification with favorable tax impact
  - Share buy-backs
HY05 Results

*Volume and revenue growth in line with targets*

<table>
<thead>
<tr>
<th>Volume (1)</th>
<th>HY 04</th>
<th>Organic Growth</th>
<th>Acquisitions/Divestitures</th>
<th>Currency translation</th>
<th>HY 05</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hl million</td>
<td>97.4</td>
<td>5.1</td>
<td>1.7</td>
<td></td>
<td>104.2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenue</th>
<th>HY 04</th>
<th>Organic Growth</th>
<th>Acquisitions/Divestitures</th>
<th>Currency translation</th>
<th>HY 05</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ million</td>
<td>4,768</td>
<td>315</td>
<td>45</td>
<td>92</td>
<td>5,220</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenue/ Hl</th>
<th>HY 04</th>
<th>Organic Growth</th>
<th>Acquisitions/Divestitures</th>
<th>Currency translation</th>
<th>HY 05</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ per Hl</td>
<td>49.0</td>
<td>+5.4%</td>
<td>+6.8%</td>
<td></td>
<td>50.1</td>
</tr>
</tbody>
</table>

(1) Proportional volumes for proportionally consolidated subsidiaries
Cost of Sales/Hl and Operating Costs

Growth kept below average inflation

- Cost of Sales/Hl
  - HY 04: 23.0 € per Hl
  - HY 05: 22.2 € per Hl
  - Growth: +1.5%

- Cost of Sales
  - HY 04: 2,243 € million
  - HY 05: 2,308 € million
  - Growth: +1.5%

- Operating Costs
  - HY 04: 1,933 € million
  - HY 05: 1,977 € million
  - Growth: +3.5%
Profit Growth
*Driven by volume, mix and operational enhancements*

<table>
<thead>
<tr>
<th></th>
<th>HY 04</th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>EBITDA (1)</strong></td>
<td>1,099</td>
<td>223</td>
<td>-12</td>
<td>53</td>
<td>1,363</td>
</tr>
<tr>
<td>€ million</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>+20.8%</td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

|                | 591   | 216            | 81                        | 47                   | 935   |
| **EBIT (1)**   |       |                |                           |                      |       |
| € million      |       |                |                           |                      |       |
|                | +31.8%|                |                           |                      |       |

(1) Before non-recurring items of € -30 million on EBITDA and € -45 million on EBIT level
Geared to Growth

HY05: % of EBITDA\(^{(1)}\)

- Central & South America: 48%
- Western Europe: 24%
- North America: 12%
- Holding Cies & Global Export: 1%
- Asia Pacific: 5%
- Central & Eastern Europe: 10%

\(^{(1)}\) Before non-recurring items of € -30 million
North America

Revenue/hl: € 113.1 – normalized EBITDA (1) /hl: € 24.7

(1) Normalized EBITDA is EBITDA before non-recurring items of -32 million
Breakdown of Growth in North America

*High profit growth in challenging markets*

<table>
<thead>
<tr>
<th>HY 04</th>
<th>Organic Growth</th>
<th>Acq./Divest.</th>
<th>Currency transl.</th>
<th>HY 05</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volume</td>
<td>8.3</td>
<td>879</td>
<td></td>
<td>6.9</td>
</tr>
<tr>
<td>HL million</td>
<td></td>
<td>-0.2</td>
<td>-1.2</td>
<td></td>
</tr>
<tr>
<td></td>
<td>-2.3%</td>
<td>-100</td>
<td>-1</td>
<td>6.9</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>HY 04</th>
<th>Organic Growth</th>
<th>Acq./Divest.</th>
<th>Currency transl.</th>
<th>HY 05</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA € million</td>
<td>136</td>
<td>53</td>
<td>-24</td>
<td>170</td>
</tr>
<tr>
<td></td>
<td>+47.6%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Revenue € million | 81           | 51           | -8               | 128   |
|                  | +69.2%        |              |                  |       |

(1) Before non-recurring items of € -32 million on EBITDA and € -42 million on EBIT level
North America

- **Cost focus**
  - Optimized brewery footprint
  - ZBB embraced by management team

- **Canada**
  - Market Share 41.0% (-0.7%)
  - Retail revenue management to offset Ontario discount segment competition
  - Profitable growth in Québec
  - Growth specialty & global premium brands: +21.0%

- **U.S. depletions**

<table>
<thead>
<tr>
<th></th>
<th>HY</th>
<th>Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>-3.5%</td>
<td>-1.6%</td>
</tr>
<tr>
<td>American brands</td>
<td>-18.6%</td>
<td>-17.1%</td>
</tr>
<tr>
<td>Canadian brands</td>
<td>-2.1%</td>
<td>+0.9%</td>
</tr>
<tr>
<td>European brands</td>
<td>+6.5%</td>
<td>+7.3%</td>
</tr>
<tr>
<td>Becks, Brahma, Stella Artois</td>
<td>+11.9%</td>
<td>+13.6%</td>
</tr>
</tbody>
</table>
Central & South America
Revenue/hl: € 34.5 – EBITDA/hl: € 13.8
Breakdown of Growth in Central & South America: Further margin expansion

<table>
<thead>
<tr>
<th></th>
<th>Volume (H1 million)</th>
<th>HY 04</th>
<th>HY 05</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>42.7</td>
<td>47.4</td>
<td>+10.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Revenue (€ million)</th>
<th>HY 04</th>
<th>HY 05</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>1,255</td>
<td>1,634</td>
<td>+21.6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>EBITDA (€ million)</th>
<th>HY 04</th>
<th>HY 05</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>412</td>
<td>656</td>
<td>+49.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>EBIT (€ million)</th>
<th>HY 04</th>
<th>HY 05</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>273</td>
<td>539</td>
<td>+65.6%</td>
</tr>
</tbody>
</table>
Central & South America

- Brazil
  - +13.3% volume growth, 2.0% market share growth to 68.3%
  - Excellent performance of Skol and Antarctica
  - Stable marketing spend in 2005 (in absolute figures)

- Excellent growth in Argentina, Bolivia, Paraguay, Uruguay and Venezuela

- Brahma volumes:
  - +15.9% in Brazil
  - +18.2% in Central & South America
  - +20.0% globally
Western Europe
Revenue/hl: € 87.5 – EBITDA/hl: € 16.2

Volume 19.3%
Revenue 33.7%
EBITDA 23.8%
Breakdown of Growth in Western Europe

Volume (Hl million): HY 04 18.6, HY 05 20.1; Growth -3.7%, Acq./Divest. -0.7, Currency transl. 2.2, Acq./Divest. Division.

EBITDA (€ million): HY 04 322, HY 05 325; Growth -11.8%, Acq./Divest. -24, Currency transl. -1, Acq./Divest. Division.

Revenue (€ million): HY 04 1,654, HY 05 1,757; Growth -2.4%, Acq./Divest. -40, Currency transl. -8, Acq./Divest. Division.

EBIT (€ million): HY 04 140, HY 05 168; Growth -11.8%, Acq./Divest. -23, Currency transl. -51, Acq./Divest. Division.
Western Europe

- Germany
  - Organic market share +0.2%
  - Beck’s volume +12%
  - Hasseröder volume +6%

- UK
  - Stella Artois volume -9.6%
  - Several actions in place to recover market share

- Benefralux
  - Decision to terminate Jaeger (B brand) in The Netherlands
  - Brand mix improvement
Central & Eastern Europe

Revenue/hl: € 37.0  –  EBITDA/hl: € 7.3

Volume 17.3%

Revenue 12.7%

EBITDA 9.7%
Breakdown of Growth in Central & Eastern Europe

**Volume**
- HY 04: 16.8 million
- HY 05: 18 million
- Change: +7.1%

**EBITDA**
- HY 04: 127 million
- HY 05: 132 million
- Change: +9.6%

**Revenue**
- HY 04: 614 million
- HY 05: 665 million
- Change: +10.6%

**EBIT**
- HY 04: 54 million
- HY 05: 58 million
- Change: +12.7%
Central & Eastern Europe

- Sustained volume growth in Ukraine, Russia, Romania, Montenegro and Bulgaria
- Difficult trading conditions in Serbia, Bosnia, Hungary, Croatia and Czech Republic
- Negative country mix and brand mix, though less so in Q2

Ukraine
- Strong market share performance (+1.8%) in fast growing market (+20.3%)
- Capacity constrained
- Volume Chernigivske +22.1%
- Volume Rogan +34.2%

Russia
- Market share gains (+0.7%) and strong volume growth (+9.0%)
- High logistics costs for shipments to the East
- Acquisition Tinkoff will alleviate this
- Negative brand and packaging mix
Asia Pacific
Revenue/hl: € 31.2 – EBITDA/hl: € 6.6
Breakdown of Growth in Asia Pacific

**Volume (hl million)**
- **HY 04**: 9.9
- **Organic Growth**: +1.4%
- **Acq./Divest.**: 0.1
- **Currency transl.**: 0.9
- **HY 05**: 10.9

**Revenue (€ million)**
- **HY 04**: 294
- **Organic Growth**: +3.1%
- **Acq./Divest.**: 9
- **Currency transl.**: 25
- **HY 05**: 341

**EBITDA (€ million)**
- **HY 04**: 71
- **Organic Growth**: -15.1%
- **Acq./Divest.**: -11
- **Currency transl.**: 7
- **HY 05**: 72

**EBIT (€ million)**
- **HY 04**: 17
- **Organic Growth**: -18.4%
- **Acq./Divest.**: -7
- **Currency transl.**: 27
- **HY 05**: 39
Asia Pacific
Building brand equity in China

- China
  - Organic volume growth +5.5%
  - Excellent Q2 compensated Q1 (extremely harsh winter conditions!)
  - Brand portfolio: focused approach

- South Korea: difficult market
  - Beer market: -5.4%
  - Cass +14.7%
  - OB -30.0%
  - Market share 41.6% (+0.6%)
Below EBIT (€ million)

<table>
<thead>
<tr>
<th>Item</th>
<th>HY05</th>
<th>HY04 As published (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Normalized EBIT(1)</td>
<td>935</td>
<td>319</td>
</tr>
<tr>
<td>▪ Net financing costs(3)</td>
<td>-179</td>
<td>-54</td>
</tr>
<tr>
<td>▪ Share of results of associates</td>
<td></td>
<td>21</td>
</tr>
<tr>
<td>▪ Income tax expense(1)</td>
<td>-186</td>
<td>-67</td>
</tr>
<tr>
<td>Normalized Profit(1)</td>
<td>€570</td>
<td>€219</td>
</tr>
<tr>
<td>▪ Attributable to minority holders</td>
<td>173</td>
<td>14</td>
</tr>
<tr>
<td>▪ <strong>Attributable to equity holders</strong></td>
<td>397</td>
<td>205</td>
</tr>
<tr>
<td>of InBev</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(1) Before non-recurring items
(2) Including IFRS 2 and IAS 19 adjustment
Outlook

- Despite challenging trading conditions in some markets, operational performance in the first half was in line with our plan to deliver solid volume and EBITDA performance for the year of 2005.

- InBev is well positioned to achieve the target EBITDA margin of 30% by 2007.
InBev Progress Report:
Advancing from the biggest to the best
Annexes
Acquisitions and Divestitures (1)

**IN**
- Beer Business Dom. Republic  -1
- Beer Business Peru  -4
- Spaten  17
- Zhejiang China  3
\[ \text{EBITDA} = 13 \]

**OUT**
- Femsa Brands US / Carlsberg US  -18
- Guinness Canada  -1
- Femsa Fees Canada  -5
- Santai China  -1
\[ \text{EBITDA} = -25 \]

(1) Excluding scope changes between zones
Reconciliation IFRS and Brazilian GAAP results
Segment information - Central & South America

- **EBIT under Brazilian GAAP** € 556
  - Profit sharing -20
  - Other -60

**Reclassifications** € -80
- Goodwill amortization 37
- Depreciation 5
- Currency translation 38
- Deferred charges -11
- Other -7

**Adjustments** € 62

- **EBIT under IFRS** € 538