Second Quarter 2019 Results

25 July 2019

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- 2Q19 Highlights
- Regional Update: Middle Americas
- Financials
- Q&A

Highlights of the quarter

- **Best quarterly volume performance in >5 years**, driven by many of our key markets including Mexico, Brazil, Europe, South Africa, Nigeria, Australia and Colombia

- Solid **top-line growth** of 6.2% and **EBITDA growth** of 9.4% with **margin expansion** of 123 bps to 42.0%

- **Continued success of premiumization strategy,** with **double digit revenue growth** of our High End Company and global brand portfolio

- We are already **halfway to reaching our goal of securing 100%** of our purchased **electricity from renewable** sources by 2025

2Q19 Financial Summary

Total Revenue +6.2%

- Revenue per hl +3.8%
- Global Brands +8.0%, +11.3% outside of their home markets

Total Volumes +2.1%

- Own beer +2.2%, non-beer +1.8%

EBITDA +9.4% and EBITDA margin expanded by **123 bps** to **42.0%**

Normalized EPS increased by $0.15 from $1.09 in 2Q18 to $1.25 in 2Q19

Underlying EPS increased by $0.06 from $1.10 in 2Q18 to $1.16 in 2Q19

Net debt to EBITDA ratio decreased from 4.61x at FY18 to 4.58x at HY19

Global Brand Portfolio

2Q19 Revenue +8.0%

+11.3% outside of home markets

5.6%

2Q19 Revenue Growth outside of the US

Signed multi-year sponsorships with the Premier League and LaLiga

12.0%

2Q19 Revenue Growth outside of Belgium

Grew top-line by double digits in >25 countries

23.7%

2Q19 Revenue Growth outside of Mexico

Corona’s Better World campaign led to the clean-up of over 100 islands

We won 20 awards

at Cannes Lions 2019

1 Gold

4 Silver

15 Bronze

Budweiser
Aguila
Brahma
Bud Light
Busch
Guaraná Antarctica
Corona Extra

Leveraging consumers’ #1 passion point: football

Budweiser announces multi-year sponsorships with the **Premier League** and **LaLiga**

Budweiser becomes first official beer sponsor of the **US National Women’s Soccer League**

We activated several brands across our markets behind **Copa América**, a key cultural moment for our consumers in the Americas

We’ve made significant progress on our Better World agenda

unitar
United Nations Institute for Training and Research

We celebrated a milestone in our UNITAR and AB InBev’s Global Partnership for Safer Roads with the launch of an e-learning platform Road Safety toolkit

We achieved a **Broad Based Black Economic Empowerment (BBBEE) Level 3** status in South Africa, the **first time in the company’s history**

Major market highlights

US: Revenue and EBITDA growth, with **premium portfolio and innovations gaining share**

Mexico: Double digit volume growth, **with market share gains** and successful first phases of OXXO roll-out

Colombia: Sequential gains in share of total alcohol, with **global brands growing >50%**

Brazil: **Volume growth ahead of the industry** led by global brands growing double digits

South Africa: Healthy **volume and revenue growth,** despite challenging macroeconomic environment

China: Top and bottom-line growth with margin expansion **driven by ongoing premiumization**

Europe: Volumes up by mid-single digits, with **market share gains across all major markets**

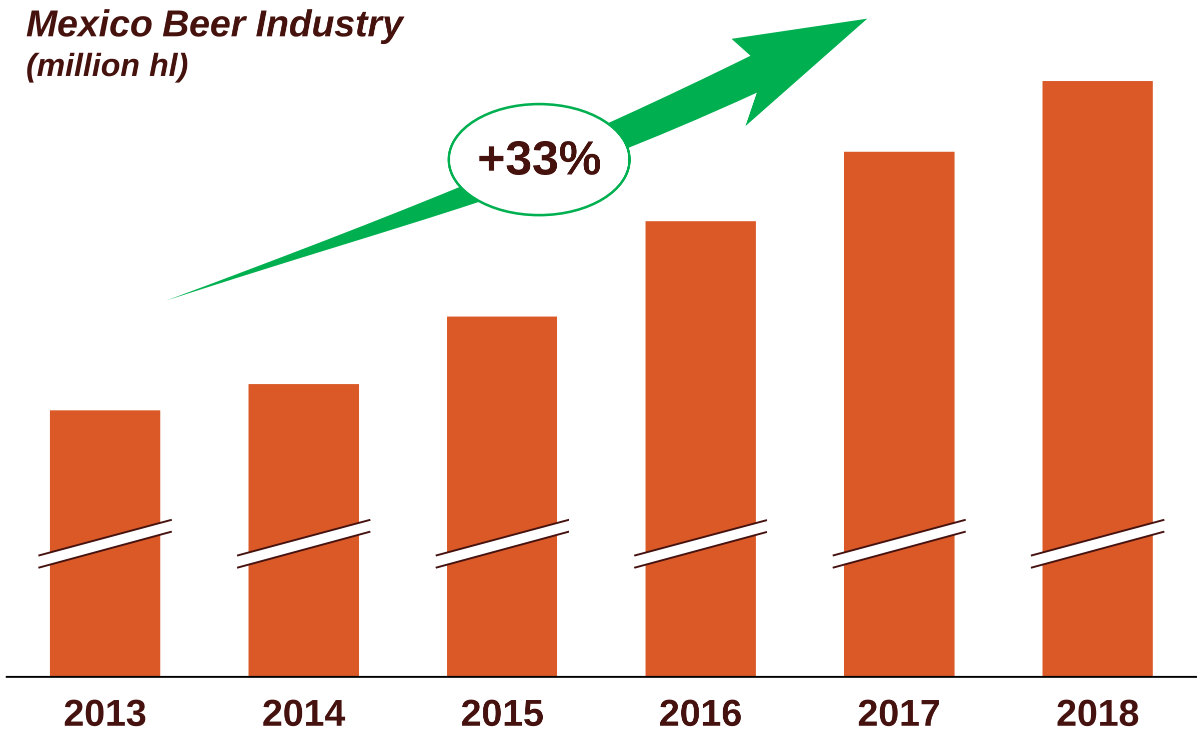
Regional Update: Middle Americas

The Middle Americas region consists of Mexico, Colombia, Peru, Ecuador, Central America and the Caribbean

ABInBev

Since our combination with Grupo Modelo, the beer category in Mexico has been growing and we've been gaining share

We have been focused on growing the beer category by expanding occasions to reach more consumers



*Source: Mexico Beer Industry Chamber

We have been gaining market share, with growth across all segments of our portfolio

>5%

Core Portfolio
3YR Volume CAGR

>90%

Premium Portfolio
3YR Volume CAGR

ABInBev

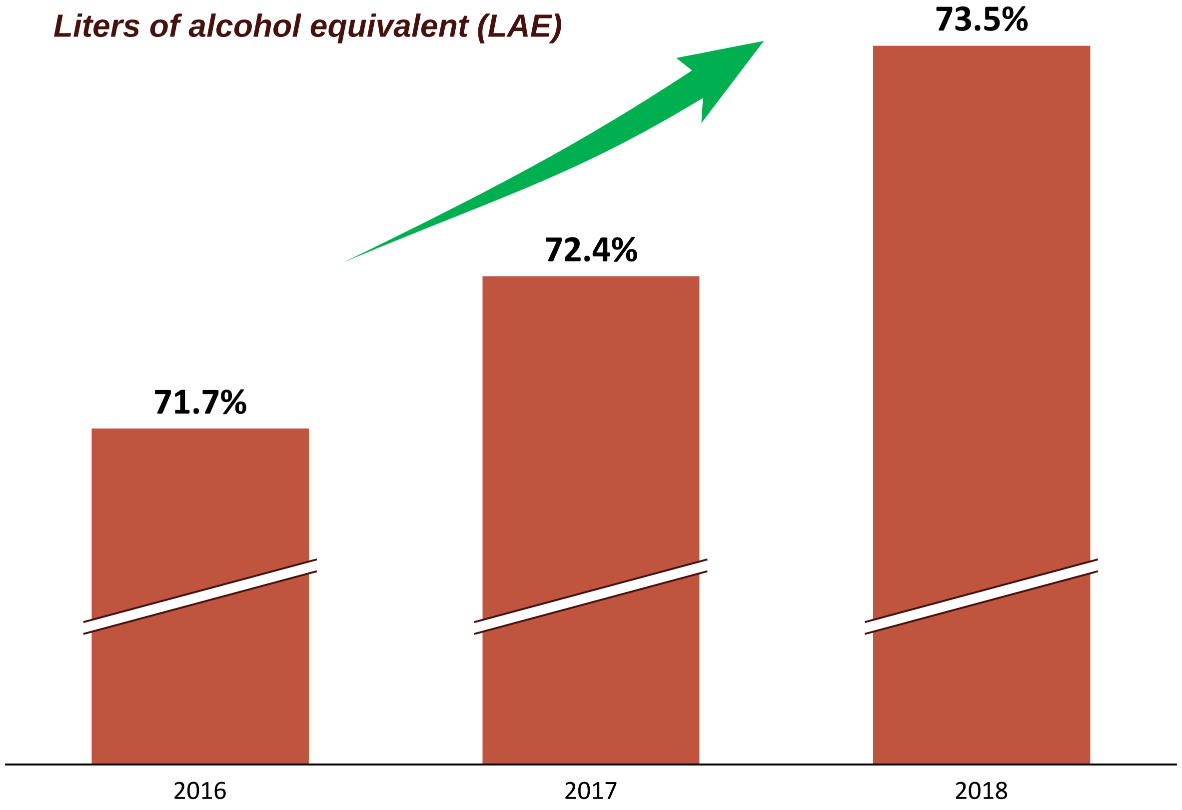
Successful roll-out of our brand portfolio to >4 000 OXXO locations

- Our brands are **prominently displayed** with **fair share of beer shelf space** in the stores where they are currently offered

- The **next phase** of our roll-out will begin in **early 2020**

In Colombia, we've been growing the beer category, with almost 2pp of share of alcohol gains since 2016

Share of Alcohol % Evolution
Liters of alcohol equivalent (LAE)

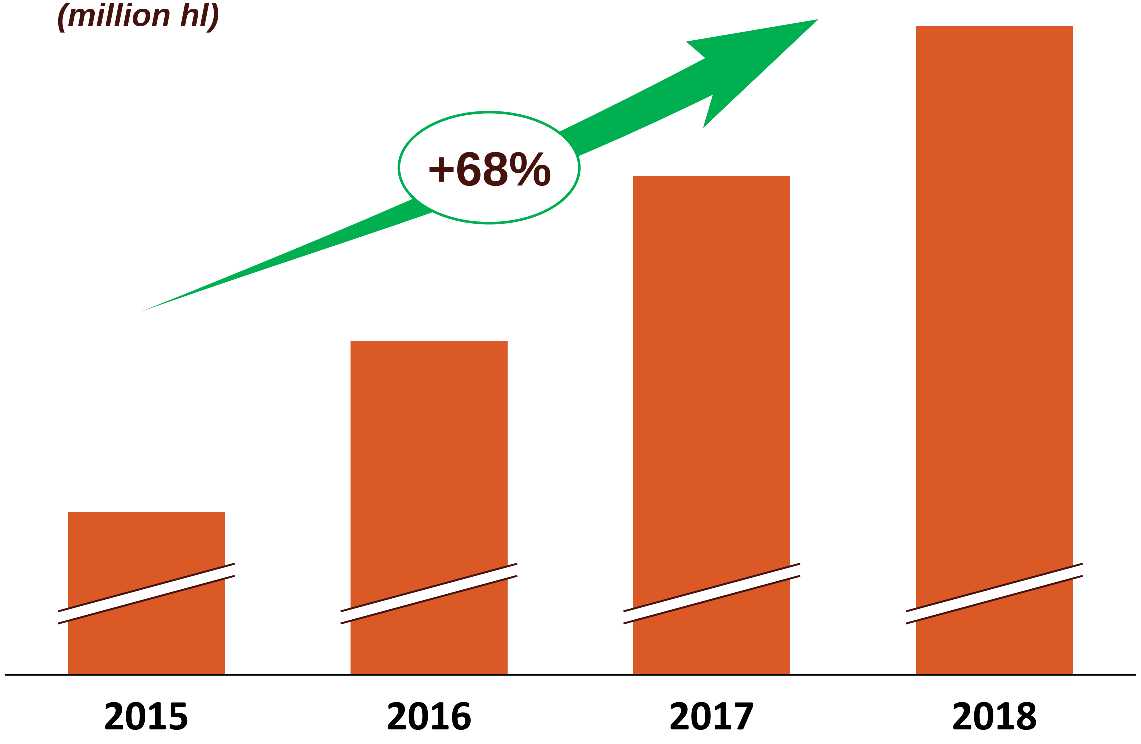


Source: Nielsen

We have been leading the development of the premium segment, with the top two international premium brands in Colombia

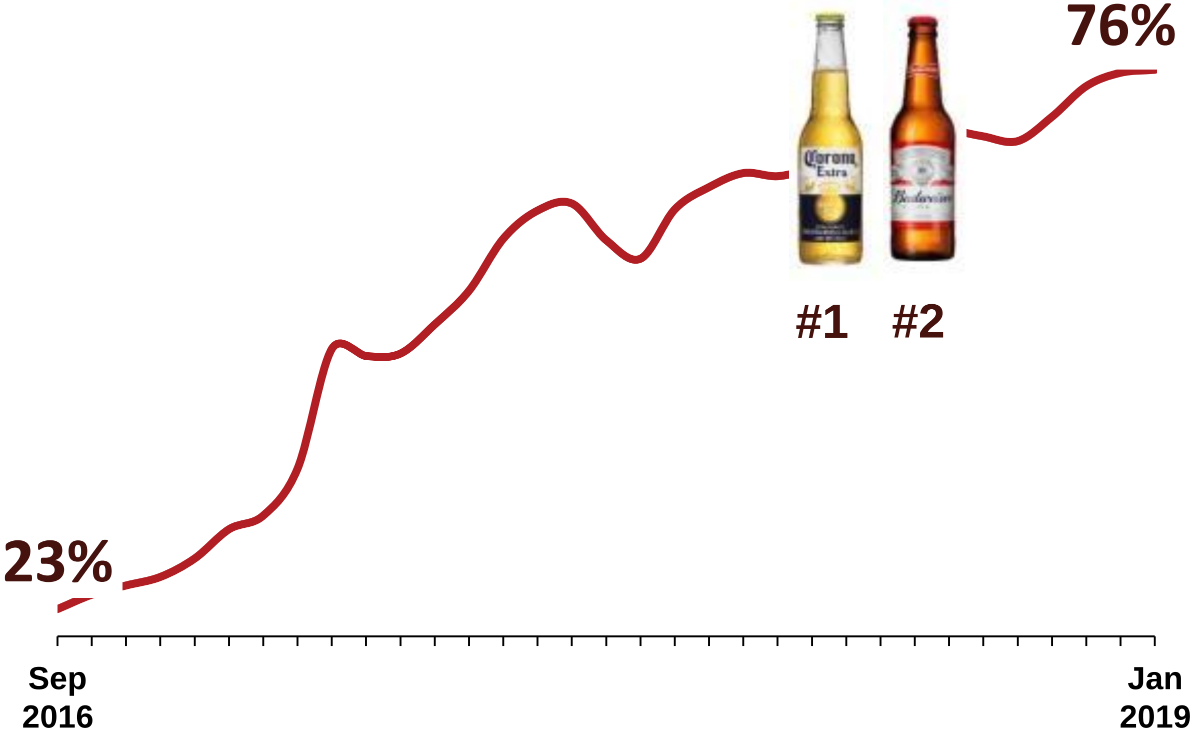
The Super Premium and Premium segments have grown by 68% in the past 3 years

Super Premium and Premium Segments
(million hl)



Budweiser and Corona are now the top two international premium brands in the country

AB InBev Share of International Premium Segment
(%)

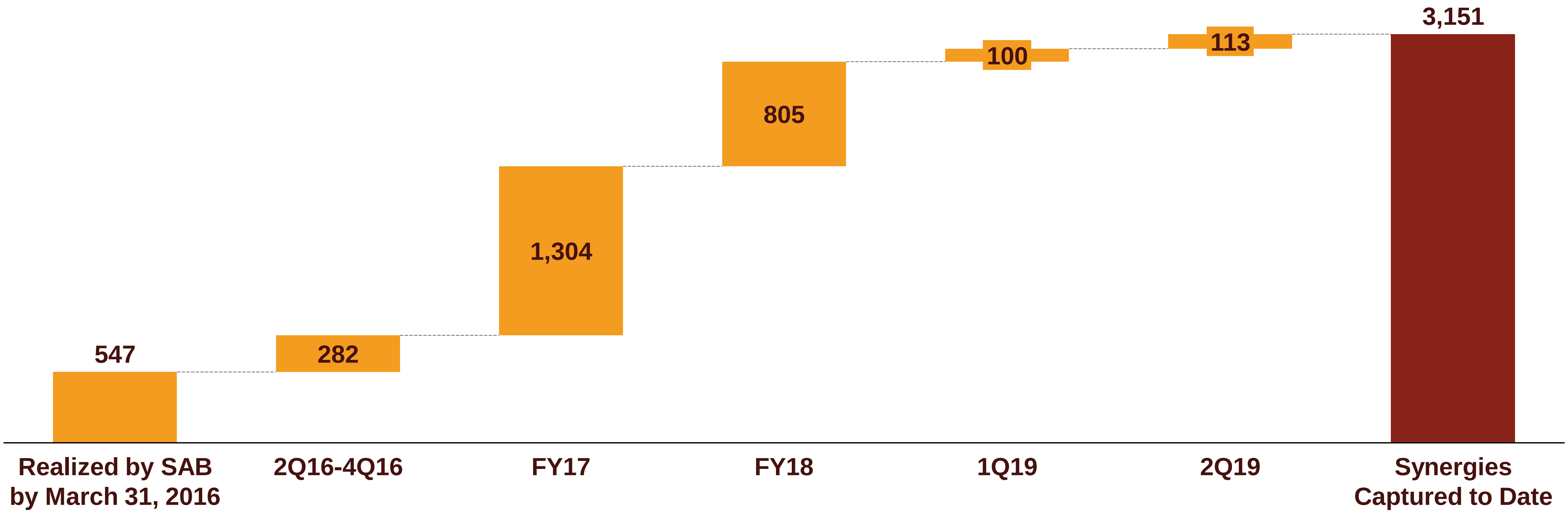


Source: Nielsen & internal estimates

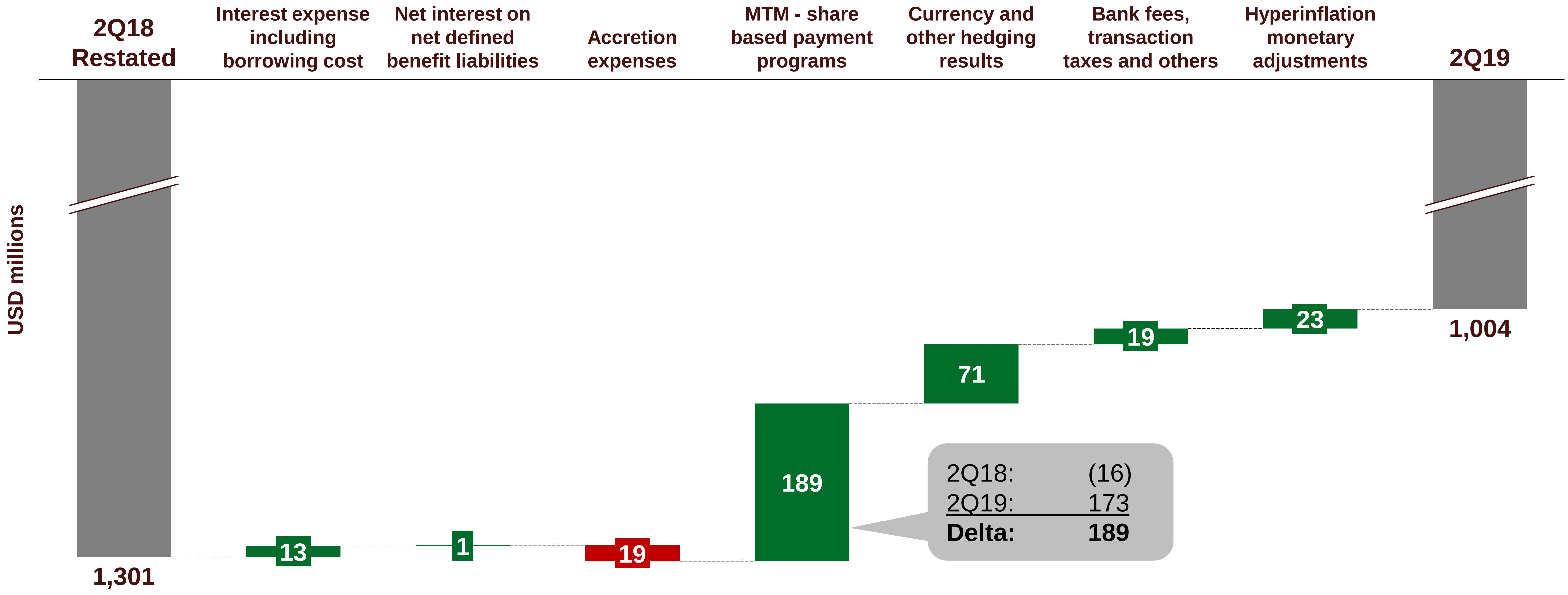
Financials

Synergy capture continues

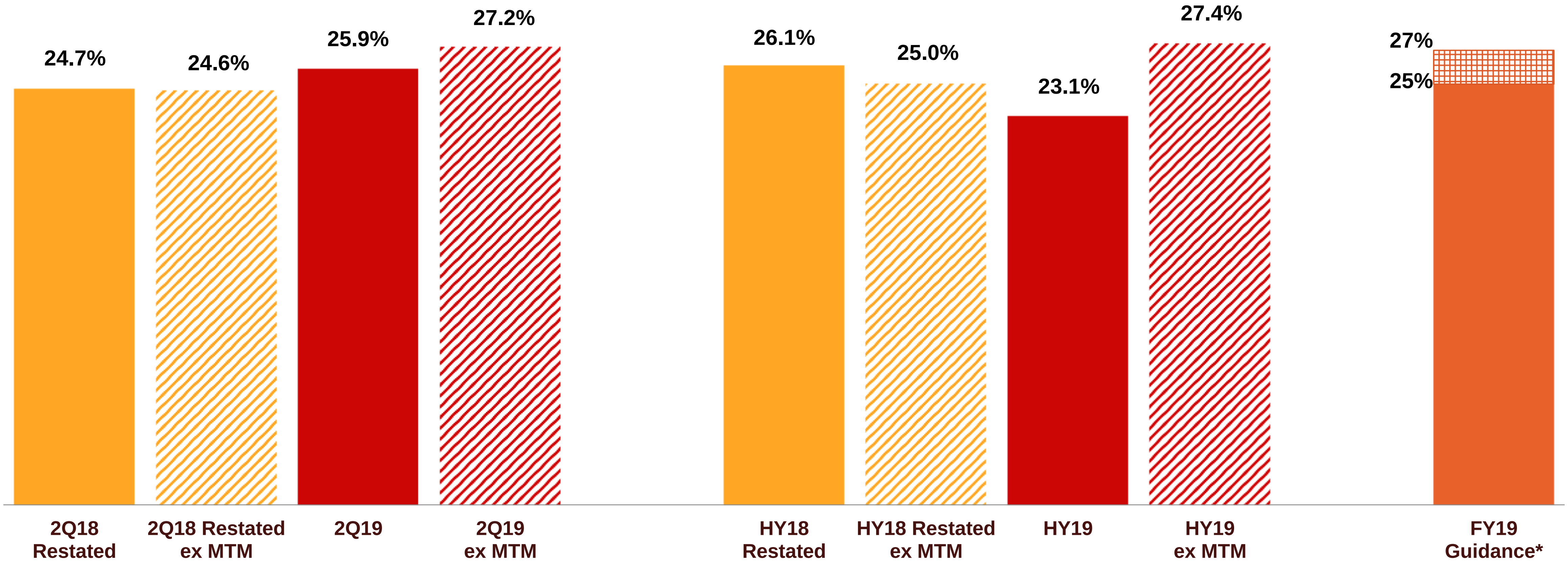
- Continue to expect estimated incremental pre-tax synergies of **3.2 billion USD per annum** (on a constant currency basis as of August 2016), including the 1.05 billion USD cost and efficiency savings identified by SAB, to be **delivered by the end of 2019**. These figures do not include any top line or working capital synergies
- Estimated one-off cash costs of **~1 billion USD** over the first 3 years following the close of the combination, of which **865 million USD** has been spent to date



Decrease in net finance costs excluding non-recurring items driven primarily by the swing in MTM on the share-based payment programs

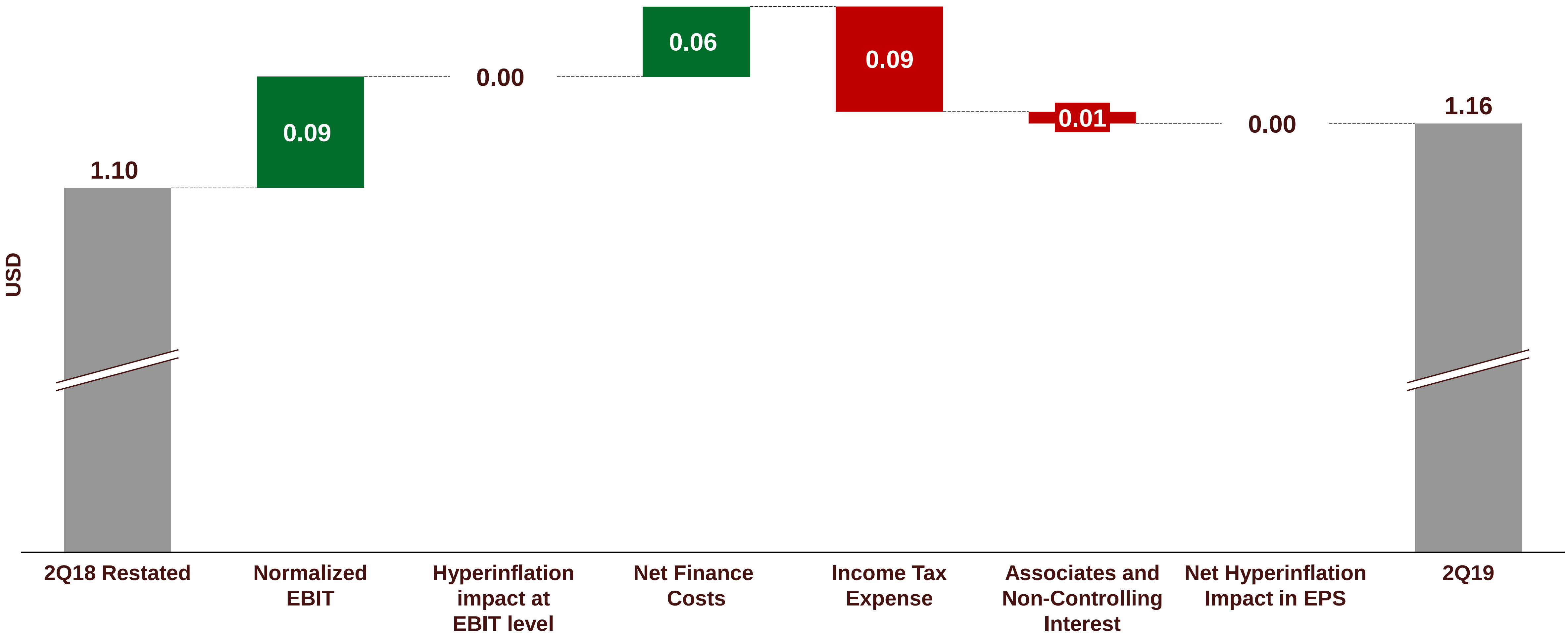


Normalized Effective Tax Rate (ETR)



*Reflects our normalized ETR guidance, excluding any gains and losses relating to the hedging of our share-based payment programs

Underlying EPS increased from $1.10 to $1.16 in 2Q19

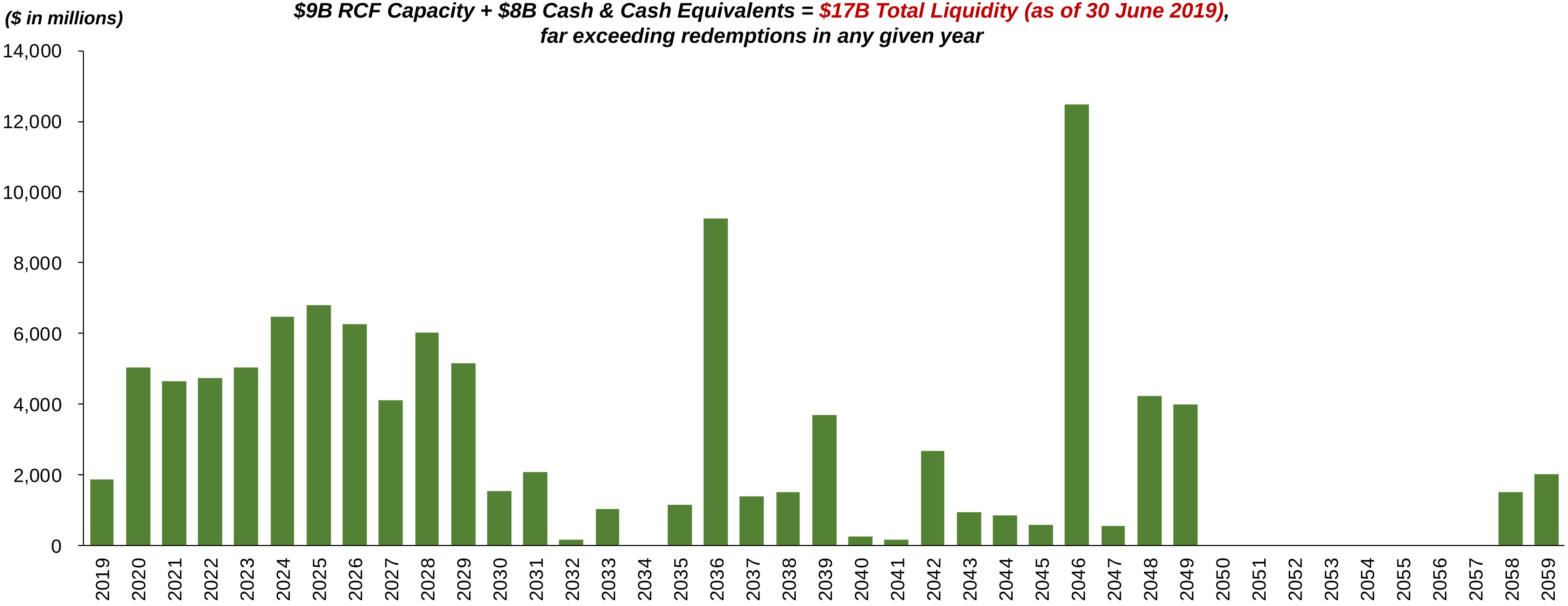


Notes:
(1) Underlying EPS refers to Normalized EPS excluding the impact of mark-to-market related to our share-based programs and hyperinflation adjustment in Argentina
(2) 2Q19 and 2Q18 calculated based upon weighted average number of shares of 1 979 and 1 975 million respectively

Our bond maturity profile is well-distributed, with no refinancing pressure for the foreseeable future

AB InBev Bond Maturity Profile as of 30 June 2019

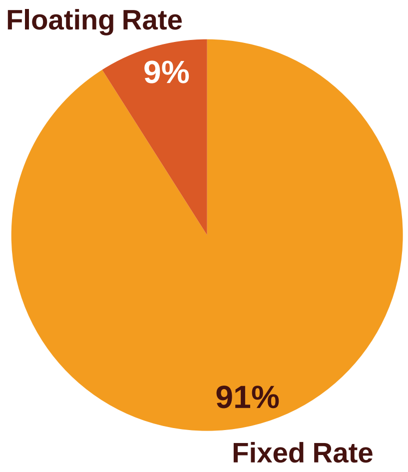
$9B RCF Capacity + $8B Cash & Cash Equivalents = $17B Total Liquidity (as of 30 June 2019),
far exceeding redemptions in any given year



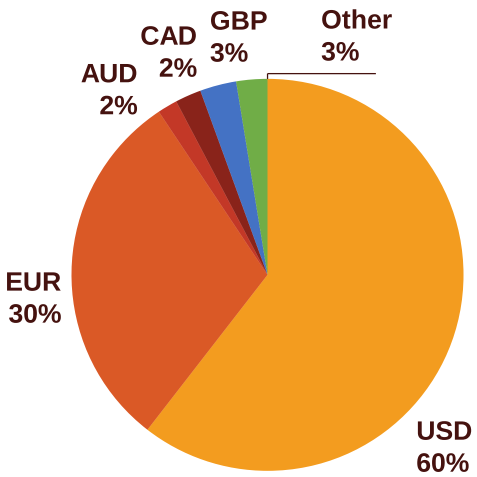
Note: Chart reflects bonds only, which comprise over 98% of our total debt outstanding as of 30 June 2019.

Our debt profile continues to protect us against interest rate and currency risk, with longer weighted average maturity

~91% of our debt is fixed rate



Diverse currency mix of our debt reduces risk



Addressed near term maturities to reduce refinancing pressure

~14 years

weighted average maturity

Very manageable pre-tax gross debt coupon

3.75 - 4.0%

We have agreed to sell our Australian subsidiary to Asahi and continue to evaluate a potential IPO of Budweiser APAC

- We have agreed to divest Carlton & United Breweries (CUB) to Asahi for **16.0 billion AUD (~11.3 billion USD)** for an implied multiple of **14.9x 2018 normalized EBITDA**
- We have granted Asahi the rights to commercialize our portfolio of **global and international brands** in Australia
- Transaction expected to close by **1Q20**
- We anticipate that substantially all of the proceeds will be used to **pay down debt,** with an estimated reduction of our Net Debt to EBITDA ratio of **~0.35x**
- Continue to believe in the **strategic rationale** of a potential offering of a minority stake of Budweiser APAC (ex-Australia) at the **right valuation**

Capital Allocation Objectives

Our **optimal capital structure** is a Net Debt/EBITDA ratio of approximately 2x.

The priorities for the use of cash are as follows:

1. **Organic growth:** Investing in the organic growth of our business

2. **Deleveraging:** Deleveraging to around the 2x level remains our commitment. We expect our net debt to EBITDA ratio to be below 4x by the end of 2020.

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 commitment

4. **Return of cash to shareholders:** Our goal is for dividends to be a growing flow over time from the rebased level in line with the non-cyclical nature of our business. Given the importance of deleveraging, dividend growth is expected to be modest

Q&A