



SABMiller p/c

Consumer Analyst Group
of New York

Graham Mackay, Executive Chairman
Jamie Wilson, Chief Financial Officer

19 February 2013



Forward looking statements

This presentation includes 'forward-looking statements' with respect to certain of SABMiller plc's plans, current goals and expectations relating to its future financial condition, performance and results. These statements contain the words "anticipate", "believe", "intend", "estimate", "expect" and words of similar meaning. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding the Company's financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to the Company's products and services) are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company will operate in the future. These forward-looking statements speak only as at the date of this document. The Company expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based. The past business and financial performance of SABMiller plc is not to be relied on as an indication of its future performance.

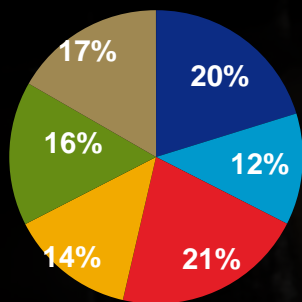
All references to "EBITA" in this presentation refer to earnings before interest, tax, amortisation of intangible assets (excluding software) and exceptional items. EBITA also includes the group's share of associates' and joint ventures' EBITA on the same basis. All references to "organic" mean as adjusted to exclude the impact of acquisitions and disposals, while all references to "constant currency" mean as adjusted to exclude the impact of movements in foreign currency exchange rates in the translation of our results. References to "underlying" mean in organic, constant currency.

A balanced portfolio of businesses

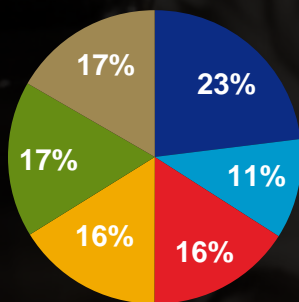
World's 2nd largest brewer, most diversified of peer group

- # 1 or 2 position in > 90% of markets
- Leading local brands honed to local insights to build the category and local profit pools
- The leading Coke bottler in Africa and Central America

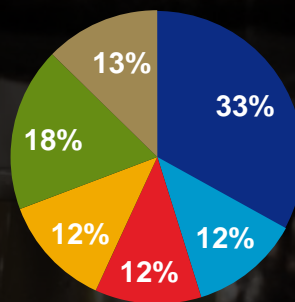
Total volumes (299 mhl)*



Group Revenue (US\$33.1 bn)*



EBITA (US\$6.1 bn)*



Market equity
capitalisation
of \$79 billion
as of 7 February 2013

Latin America Africa Asia Pacific North America South Africa Europe

* Annual as of
September 30 2012

Strategic partnerships



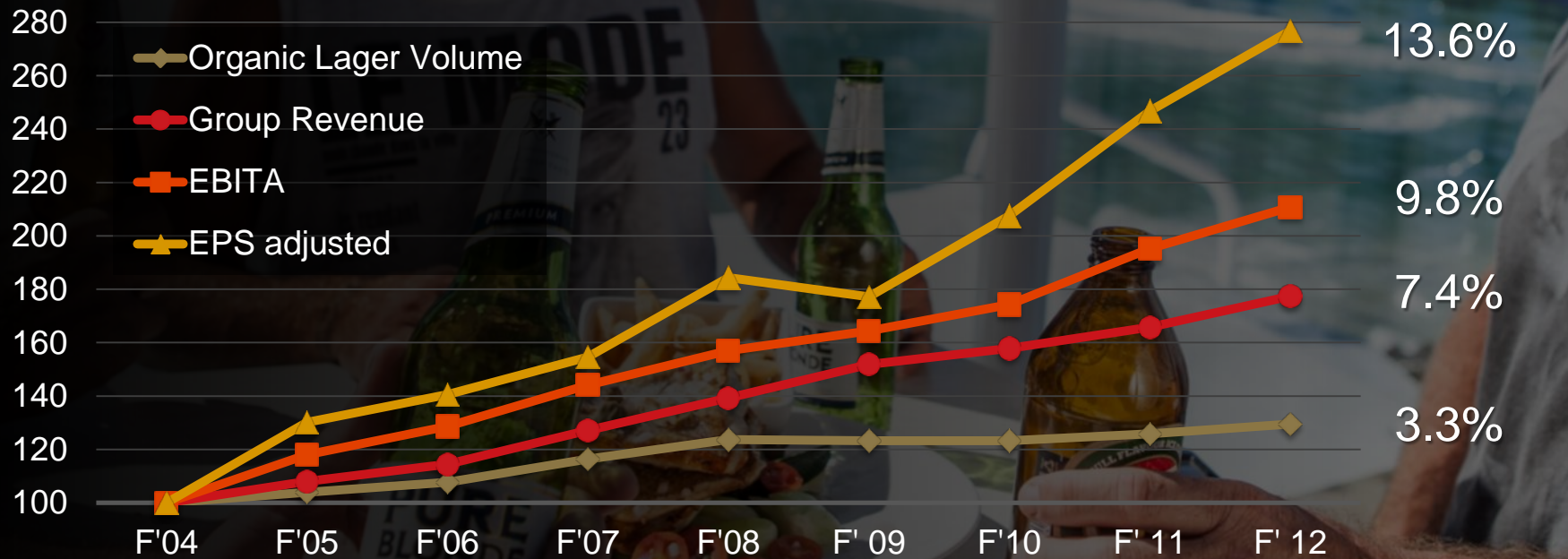
The Coca-Cola Company



OVERVIEW

A decade of sustained growth

F04 index = 100

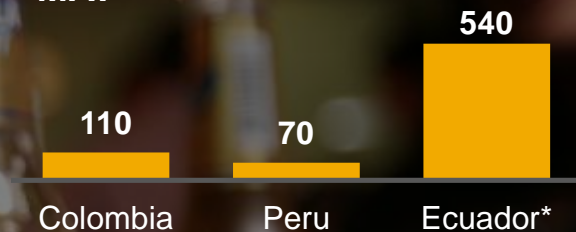


Source: SABMiller results F04 = 100, growth – organic constant currency

Latin America

- Further alcohol share gains
- Packaging innovation driving affordability
- Brand mix and productivity driving margins
- Economic headwinds:
reduced exports in certain sectors

SABMiller LAE share gain (bps) - MAT



*based on June data

Aguila pack range



Europe

- Heightened support behind flagship brands
- Structural changes in beer industry
- Re-based businesses competing effectively in “new norm”
- Innovation contributing to growth
- Efes positive to financials





North America

- Revenue management, mix and cost efficiencies driving margins and funding marketing
- Consistent strength of Coors Light, focus on Miller Lite
- Tenth & Blake outpacing growth in crafts
- Strong pipeline in above premium

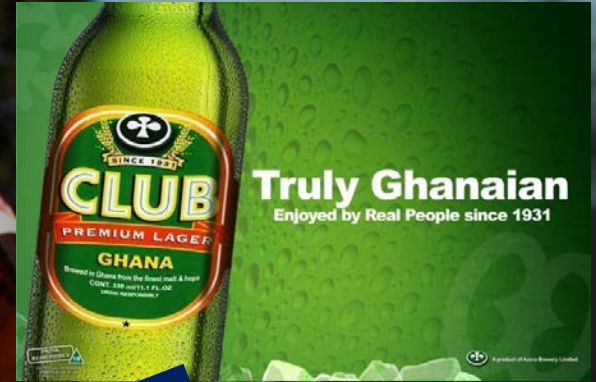


Group revenue/hl (H1)



Africa

- Robust volumes despite East Africa headwinds
- Significant strides in S&D penetration and in-trade execution
- Premium and affordable segment growth
- Operating leverage and Angola synergies boosting margins





Asia Pacific

- China share increase led by Snow
 - Industry slowing, competitive intensity rising
 - Inputs and wages constraining margins
 - Recent Kingway acquisition increases exposure to attractive Guangdong province
- India: accelerated growth, broadened portfolios
 - Growth strategies differentiated by state, driving EBITA and margins
 - Continued regulatory headwinds

Australia

- Continuation of long term beer and alcohol industry trends
- Consumer confidence levels remain weak
- Volume decline mitigated by improved revenue management
- SABMiller actions becoming visible
 - Brand portfolio repositioning
 - Retailer relationships
 - Beer focused sales force
- Integration and synergies in line with plan

An Mervin
Chief Executive Officer
Carlton & United
Breweries

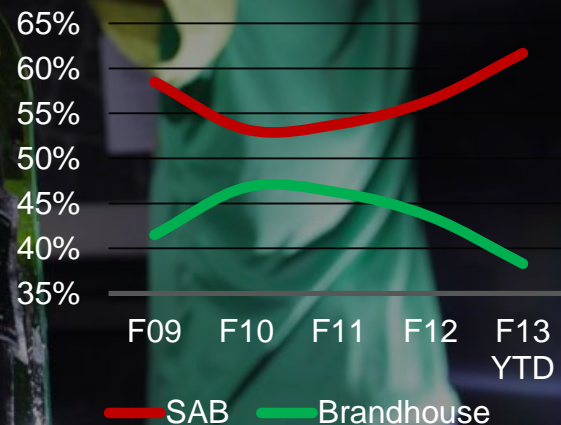


South Africa

- Premium led revenue growth
- Strength of Castle and Castle Lite
- Marketing and sales leadership
- Affordability and retail service extension drive in soft drinks
- Supply side savings driving margins



SAB share of premium beer



Solid performance in 3rd quarter

- F13 Q3 organic group revenue +8%*
 - Organic revenue / hectolitre +5%* - pricing and mix gains
 - Growth high margin markets
- Strong growth continuing across most LatAm markets
- Europe growth softened by Czech and Poland
- Coors Light and 10th & Blake supporting MillerCoors volume
- Volume and share in S. Africa boosted by Castle Lite
- Africa momentum continues despite Tanzania excise rise
- China held back by cold weather, strong growth in India
- CUB turnaround beginning in Australia, led by growth in VB

Organic lager volume growth %	Q3 F13
Latin America	6%
Europe	1%
North America	-1%
South Africa	3%
Africa	4%
Asia Pacific	-1%
Group	2%



Graham Mackay

Executive Chairman
SABMiller Plc

*Charles Glass 1895
Founding brewer*



Beer's old paradigm





1718

We've been perfecting our beer for almost three hundred years

Timisoreana
THE STORY GOES ON

A beer with tradition should be consumed with moderation

**THIS IS NOT AN
ACQUIRED TASTE
IT'S A DESIRED TASTE**

Why should you have to suffer through a bitter stout when you can enjoy a dark, rich and smooth Castle Milk Stout. Purchase with a different taste in mind.



ALCOHOL VOLUME 6%

CASTLE
MILK STOUT

Enjoy Responsibly. Not For Sale To Persons Under The Age Of 18.

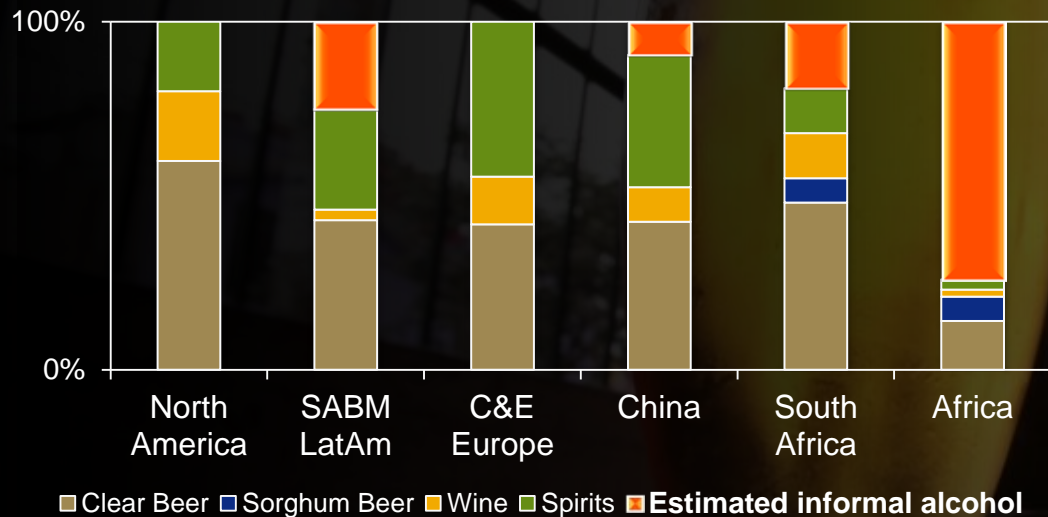
PERFECTLY SMOOOOOTH



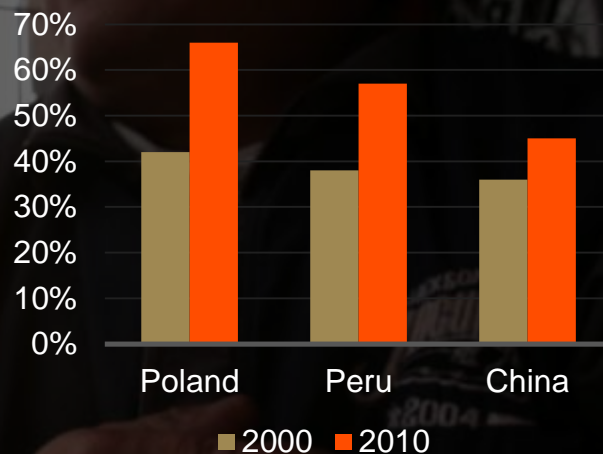


Alcohol shares

Share of alcohol, indicative estimates



Beer share of alcohol



Sources: WHO, Canadian Euromonitor, Hughes & Munday, GURI, internal analysis

Longer emerging market pricing ladders



\$0.10

\$0.30

\$0.50

\$0.80

\$1.00

\$1.20

\$1.50

\$2.00+



Strategic Priorities

Creating a balanced and attractive
global spread of businesses

1

Developing strong, relevant
brand portfolios that win in
the local market

2

Constantly raising the
profitability of local
businesses, sustainably

3

4

Leveraging our skills
and global scale



1999
Primary listing to
London stock
exchange



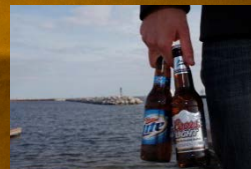
2001
Strategic
alliance with
Castel group



2002
Purchase of Miller
Brewing Company;
SABMiller created



2005
Merger with
Grupo Empresarial
Bavaria



2008
MillerCoors
US JV



2011
Efes Strategic
Alliance agreed



2011
Acquisition of
Foster's

1895

2012

South Africa

1895 South African
Breweries founded

Africa

1910 Zimbabwe
1978-82 Botswana, Lesotho
Swaziland
1993 Tanzania
1994 Mozambique,
Angola, Zambia
1997 Ghana, Uganda
2001 Castel alliance
2004 Morocco, Algeria
2008 South Sudan
2011 Nigeria

Europe

1988 Canary Islands
1993 Dreher in Hungary
1995 Poland
1996 Romania
1997 Slovakia
1998 Russia
1999 Czech Republic
2003 Italy
2008 Ukraine, Netherlands
2011 Efes alliance

Americas

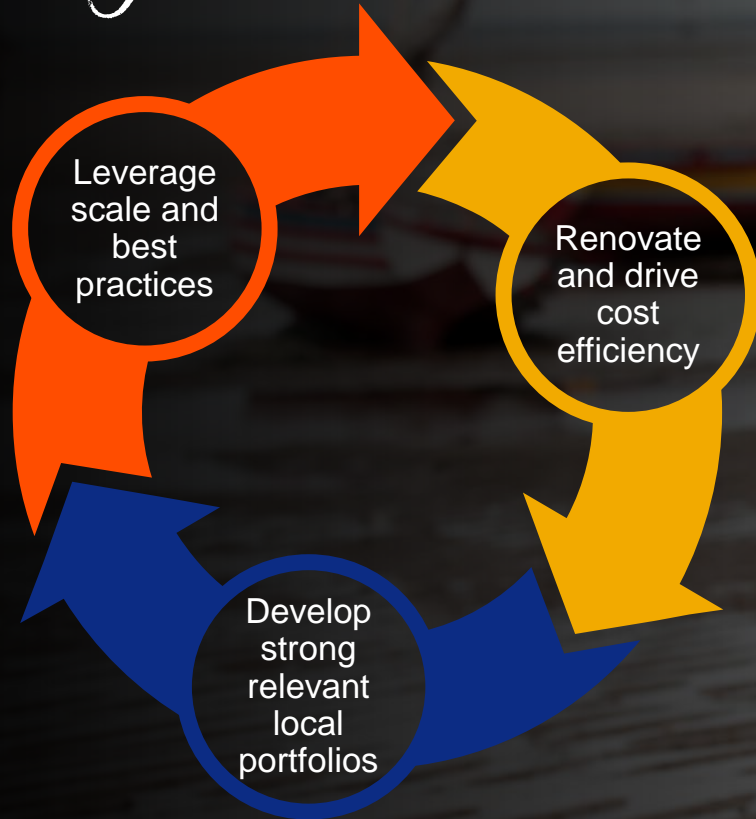
2001 Honduras, El Salvador
2002 USA
2005 Colombia, Ecuador,
Peru, Panama
2010 Argentina

Asia Pacific

1994 China
2000 India
2006 Vietnam
Australia JV



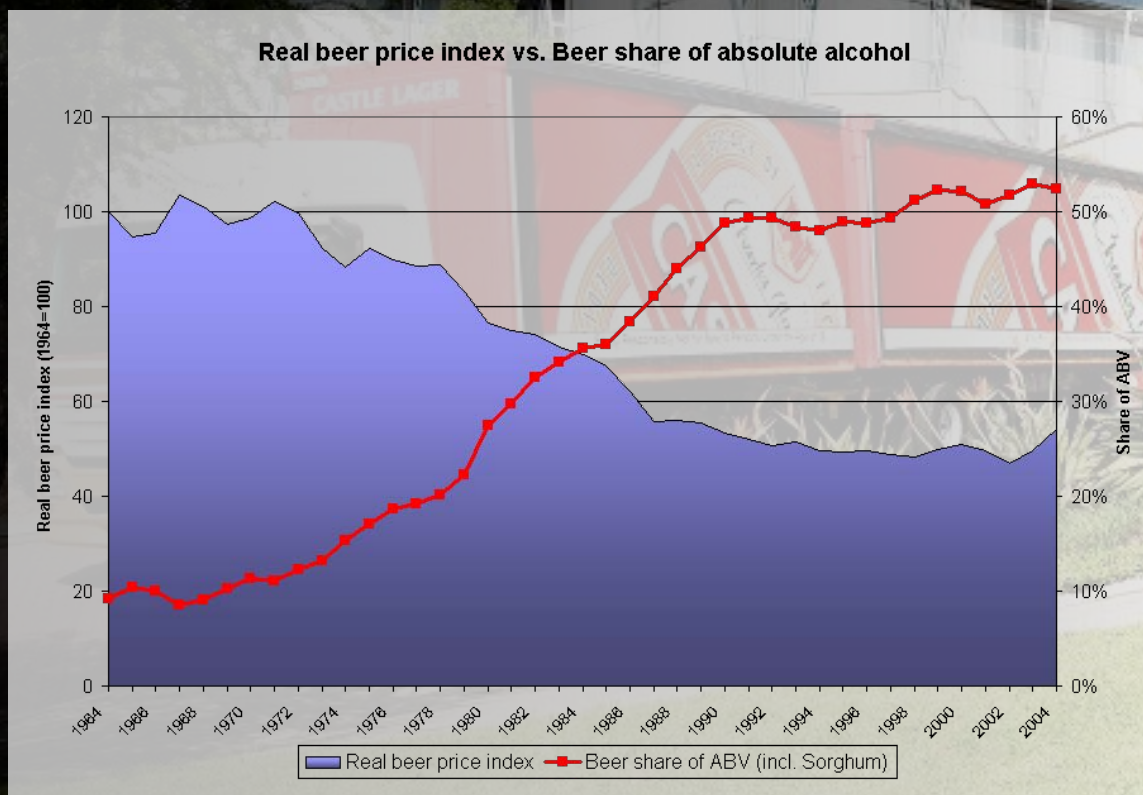
Driving a decentralised approach

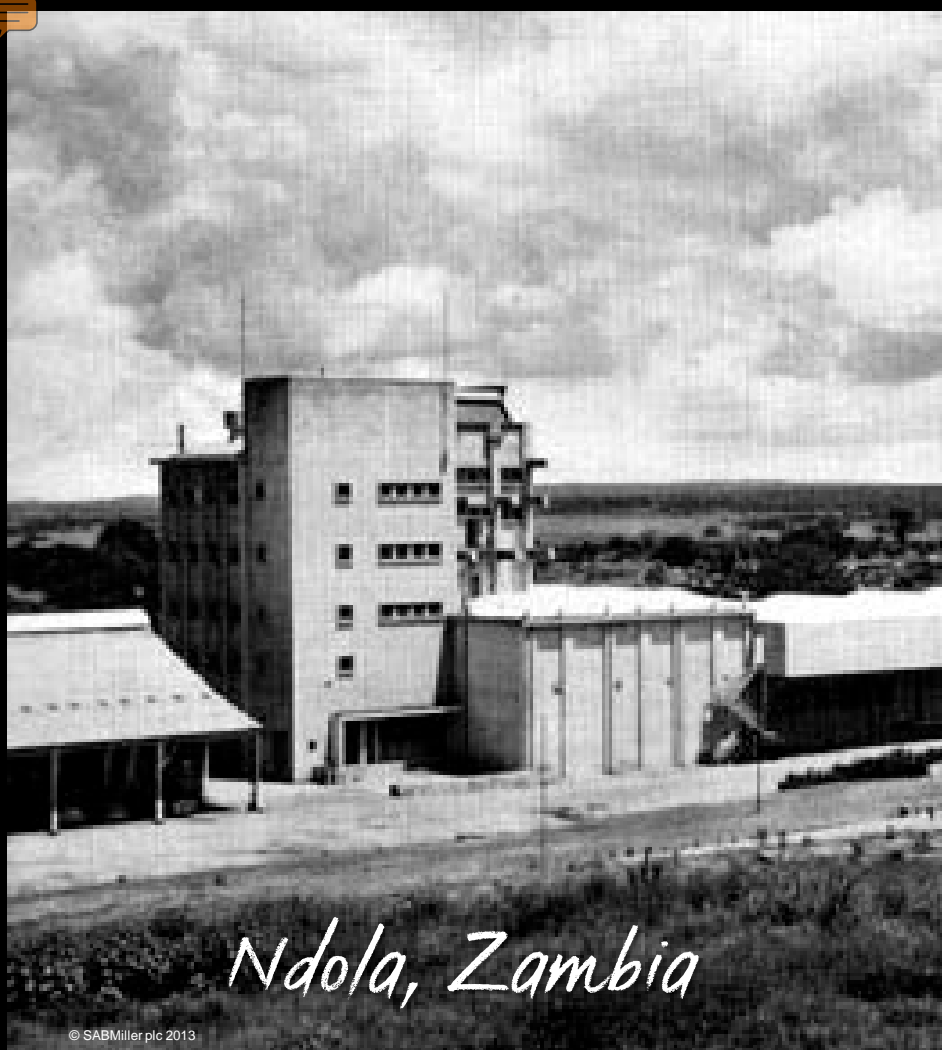




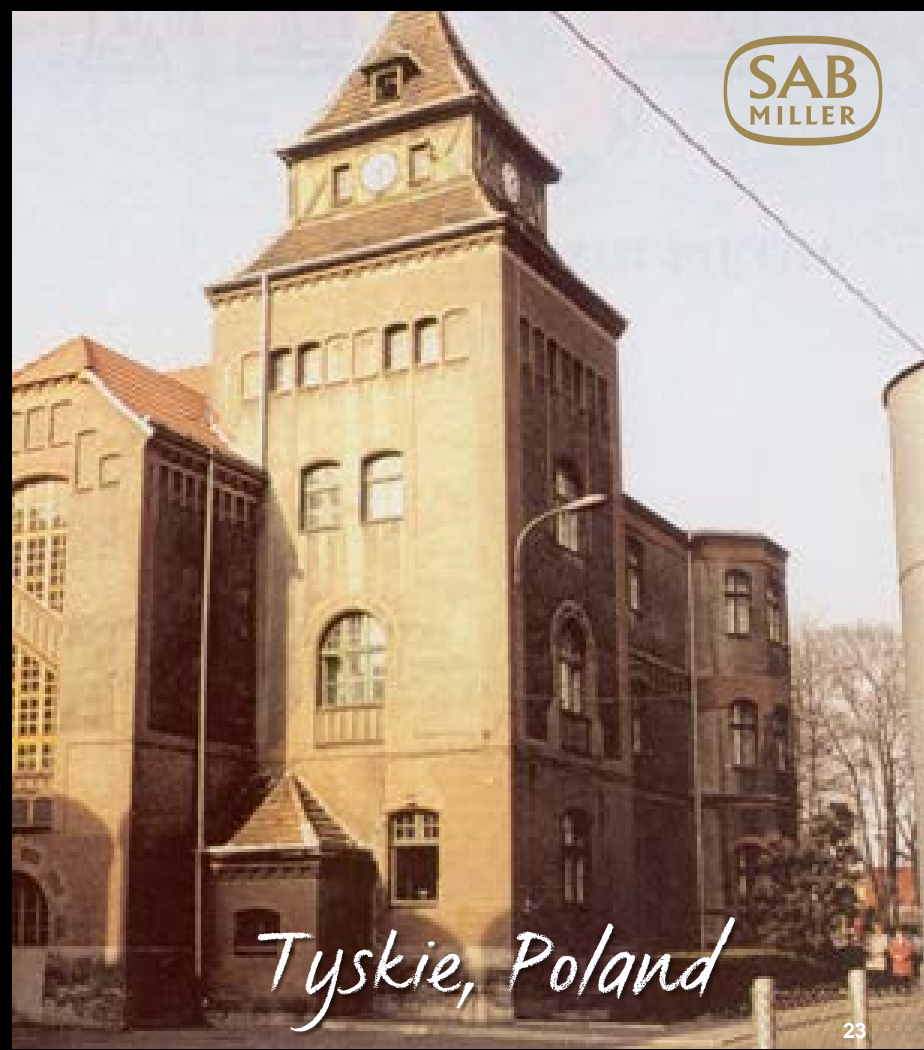


South Africa 1964-2004

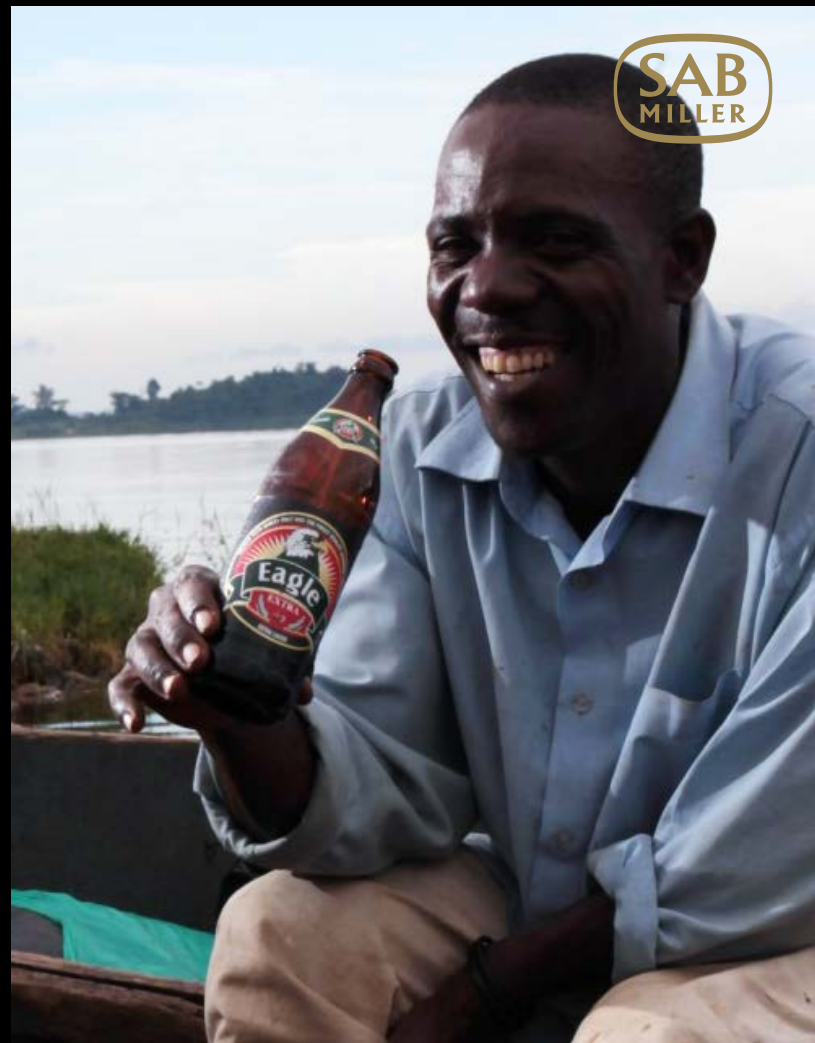




Ndola, Zambia



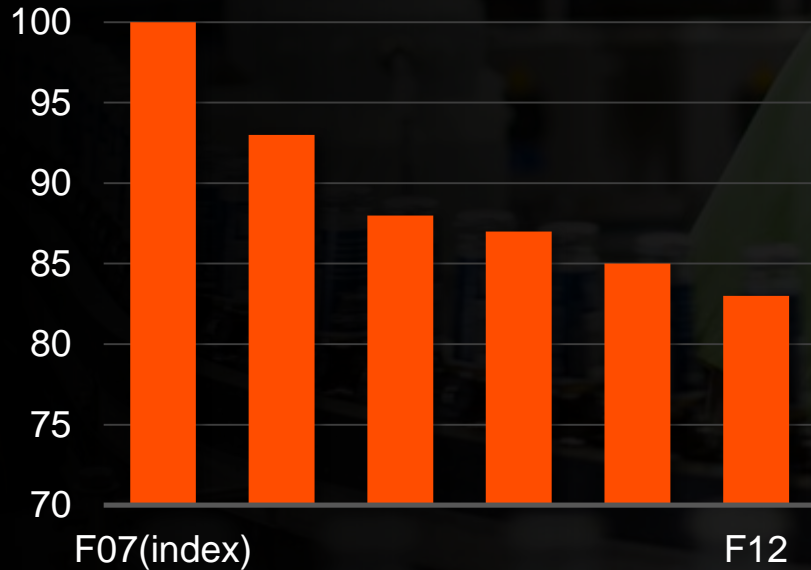
Tyskie, Poland



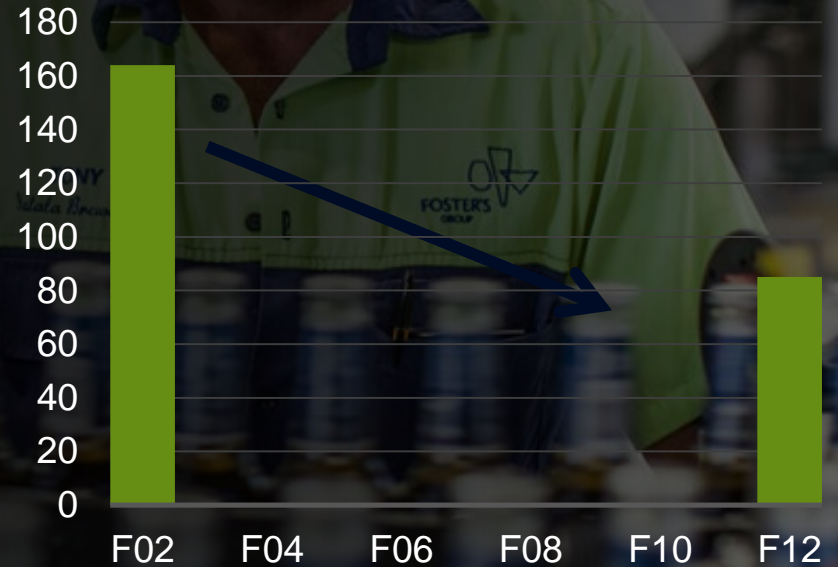


Continually driving efficiency

LatAm Fixed Costs (CFC/HI indexed)



Thermal Energy (MJ/HI)



Beer is local



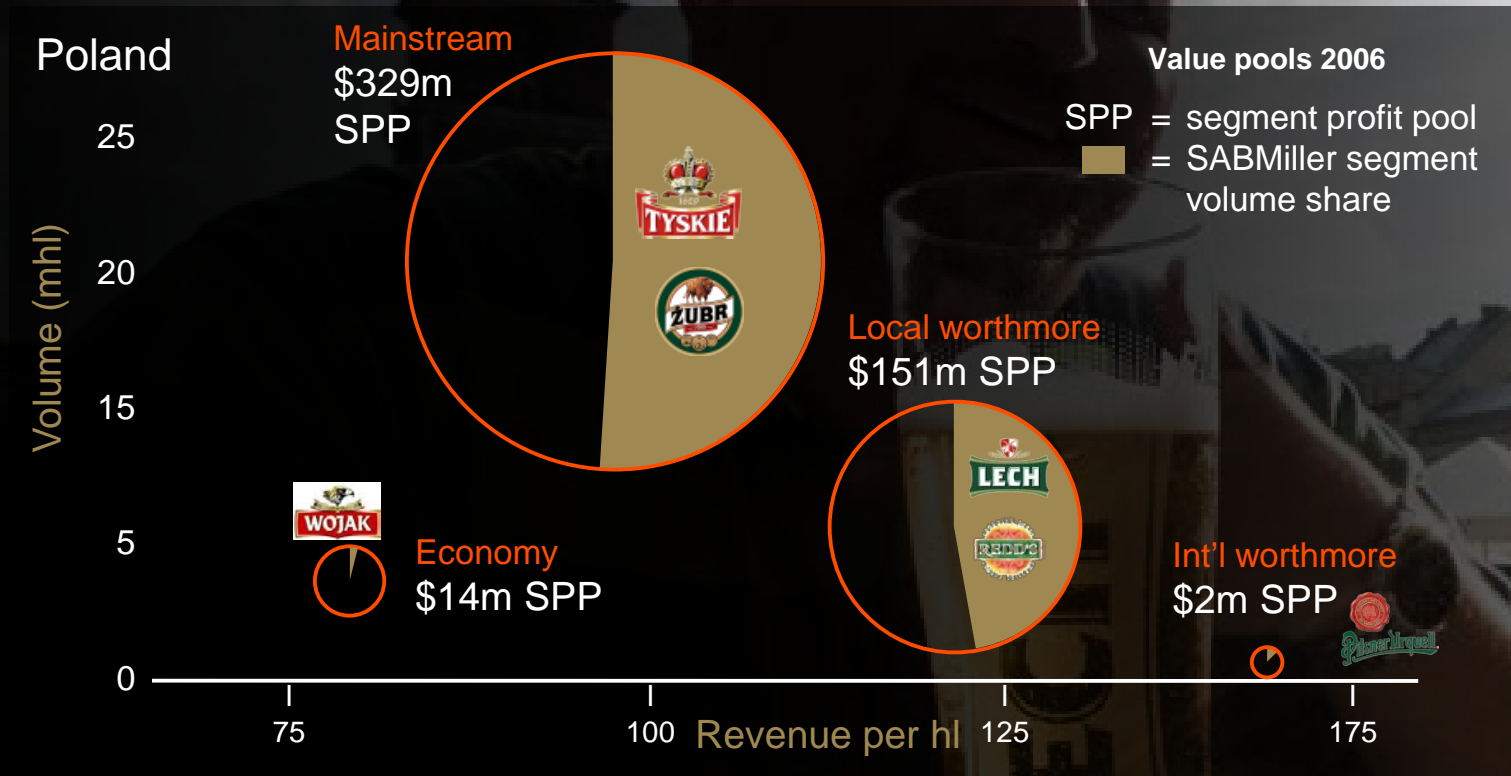


**“You can't be a real
country unless you have a
beer and an airline. It
helps if you have some
kind of a football team, or
some nuclear weapons,
but at the very least you
need a beer.”**

Frank Zappa



Value pools



Building national icons



1996



2003





Local premium in Europe



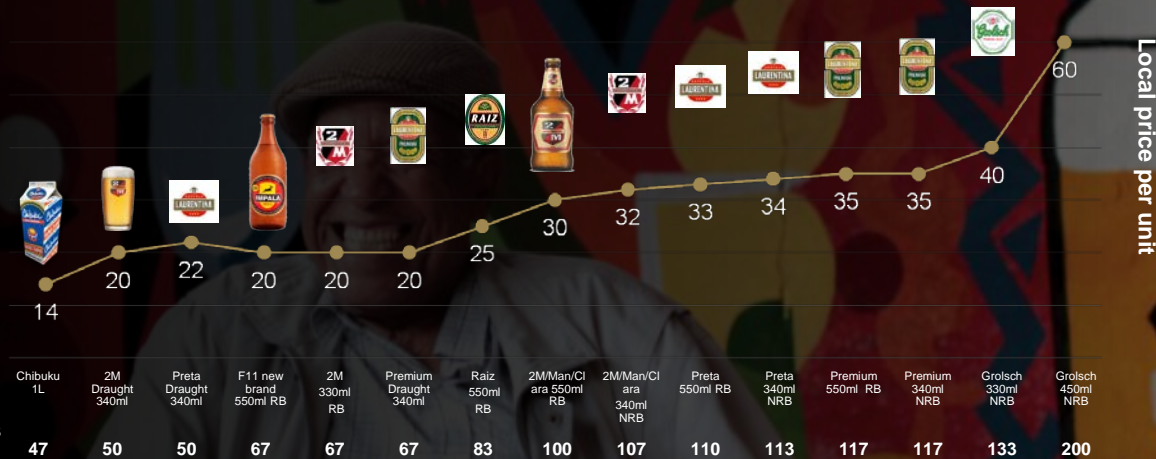


Daylight between brands in LatAm





Mozambique portfolio



Index vs mainstream

47	50	50	67	67	67	83	100	107	110	113	117	117	133	200
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Pioneers in Africa

Nampula, Mozambique



South Sudan





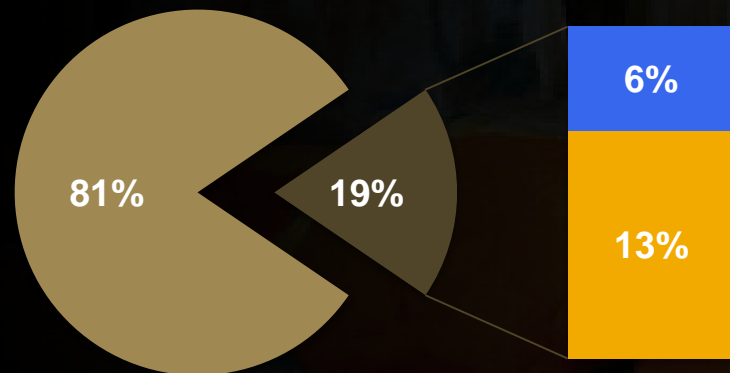
Snow brand China





Local dominates premium

2011 Global Beer Market



■ Mainstream & Economy ■ International Premium ■ Local premium

Sources: Canadean, Internal analysis







MillerCoors innovations



Europe innovations





Latin America Crafts



CLUB COLOMBIA
ROJA

La ar
y lo in

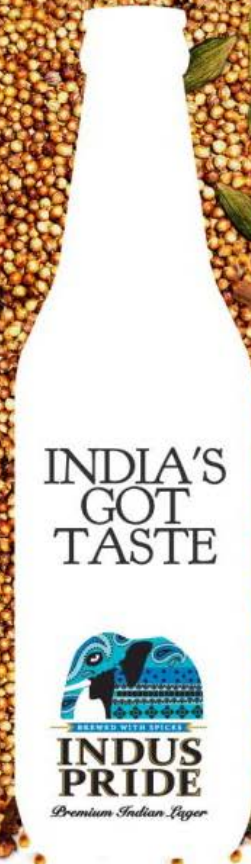


SAB MILLER

Cerveza tipo Lager
LAGER = AL

Palabra cervecera ale







Informal alcohol opportunity





Africa affordable innovations





Emerging market retail





Africa cold beer penetration

% outlets with cold availability

50%

40%

30%

F10

F11

F12



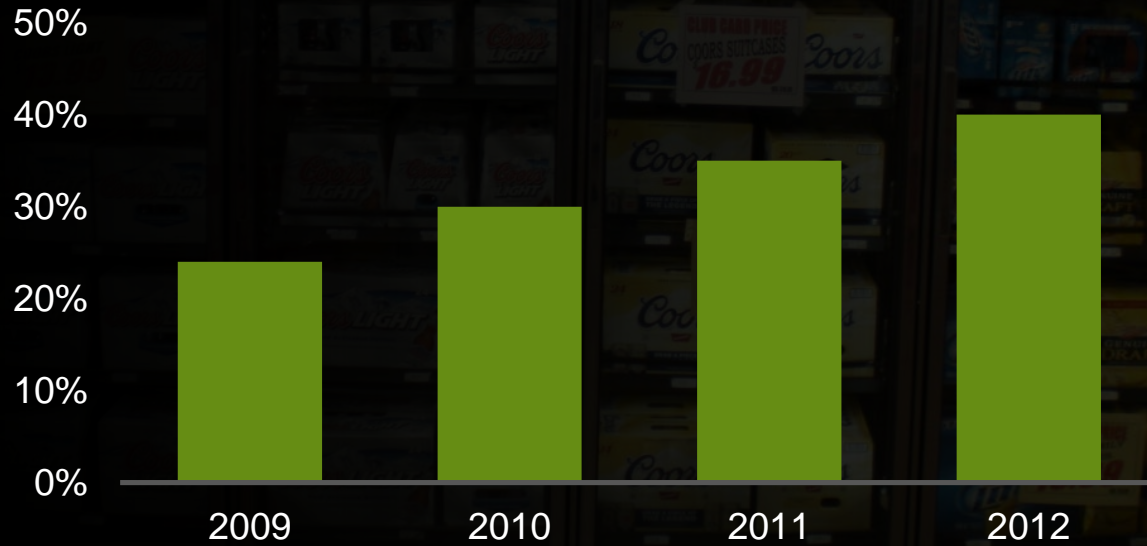


Influencing the modern trade



MillerCoors captainships

MillerCoors chain volume under captainship

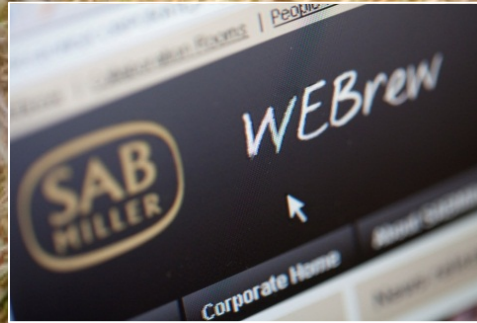


Category Management in Europe and Australia





Organisational efficiency





Codifying knowledge

SABMiller Ways

Marketing Way

Global Brands Way

Manufacturing Way

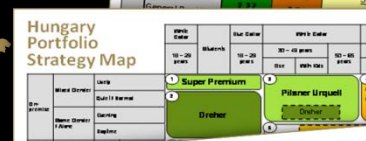
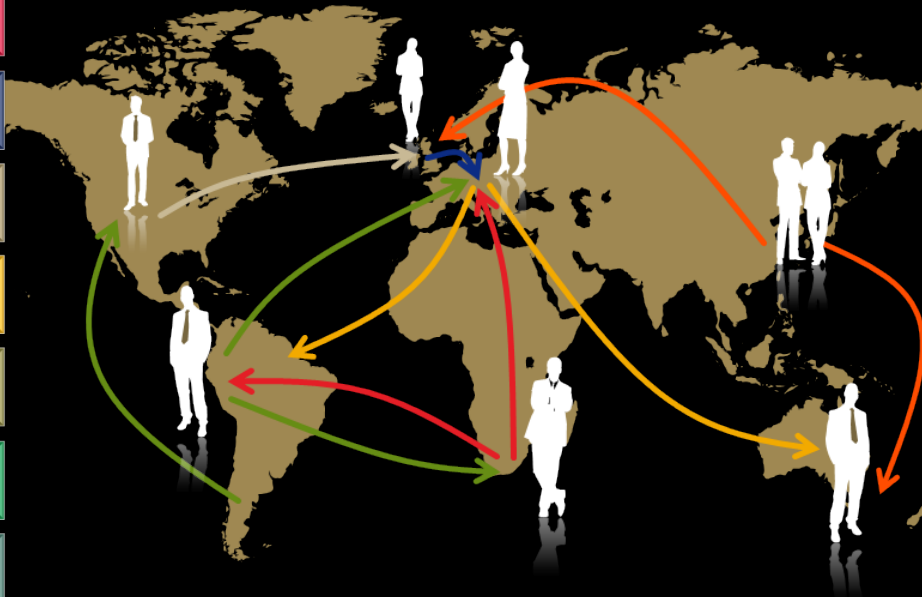
Talent Management Way

Performance Management Way

Licence to Trade Way

Sustainable Development Way

Financial Insights Way







Final thoughts

- SABMiller has an advantaged position
- Beer and beer brands are local and becoming more so
- Commercial capabilities continuously enriched
- Evolving to gain better leverage of scale

*Local portfolios and businesses with
global skills and efficiency*

Q&A

