



11 November 2013

Lefkosia, Cyprus,

## **ANNOUNCEMENT**

Re: Approval and Publication of the Third Quarter 2013, Sun Interbrew Plc Group, Unaudited Results

The Board of Directors of Sun Interbrew Plc (the "Company") at a meeting held today, considered and approved the Third Quarter 2013, Sun Interbrew Plc Group, Unaudited Results (the "Results").

The Results are attached, and will also be uploaded on the website of the Company (www.suninterbrew.com) from where they may be printed, and will be published and made available according to the applicable Transparency legislation and stock exchange rules.

## **NAP Regulatory Compliance Services Ltd Regulatory Compliance Officer for the Company**

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CC: Cyprus Securities and Exchange Commission

## Third Quarter 2013, Group, Unaudited Results

LEFKOSIA, CYPRUS – Sun Interbrew Plc (Lux: SUNB5-LX), a leading brewer in Russia and Ukraine, today announces its Group, unaudited, financial results for the third quarter 2013.

Given the declining industry and challenging regulatory environment that has been experienced, especially in Russia, the Group is concentrating on creating better premiums and improving the profitability of its brand portfolio. The Group is also undertaking significant restructuring of its cost base, as well as optimizing cost of sales and distribution expenses. In 3Q2013, the Group completed the closure of its brewing and malting facilities in Novocheboksarsk in Russia.

In **Russia**, the beer volumes sold by Group companies declined by 13.4% during 3Q2013 due to weak industry performance. It is estimated that there was gained market share sequentially in the quarter, and the Group continues to focus on balancing profitability with volume and market share. Beer volumes sold, fell by 13.2% during 9M2013.

In **Ukraine**, the beer volumes sold by the Group companies, declined by 26.2% during 3Q2013 and 13.4% during 9M2013. The 3Q2013 decline was driven by destocking in September, following weak industry performance.

**EBITDA** decreased by 38.2% to 67 million USD during 3Q2013 and by 17.2% to 184 million USD during 9M2013.

Results of the first nine months of 2013 as compared with corresponding period of 2012.

Central and Eastern Europe, million USD	9M12	Currency translation	Organic growth	9M13	Organic growth
Total volumes (thousand his)	17,842		(2,375)	15,468	-13%
Revenue	1,293	(14)	(151)	1,128	-12%
Cost of sales	(703)	7	81	(614)	-12%
Gross profit	590	(7)	(70)	514	-12%
Distribution expenses	(145)	2	27	(116)	19%
Sales and marketing expenses	(295)	4	10	(281)	4%
Administrative expenses	(77)	1	12	(64)	16%
Other operating income/(expenses)	5	-	(5)	0	-94%
Normalized EBIT	78	(1)	(24)	53	-31%
Normalized EBITDA	224	(2)	(38)	184	-17%
Normalized EBITDA margin	17.3%			16.3%	-107bp

Results of the third quarter of 2013 as compared with corresponding period of 2012.

Central and Eastern Europe, million USD	3Q2012	Currency translation	Organic growth	3Q2013	Organic growth
Total volumes (thousand hls)	6,547		(1,239)	5,308	-19%
Revenue	467	(4)	(77)	386	-16%
Cost of sales	(248)	2	43	(203)	17%
Gross profit	219	(2)	(34)	183	-16%
Distribution expenses	(47)	-	7	(39)	15%
Sales and marketing expenses	(87)	1	(15)	(101)	-17%
Administrative expenses	(26)	-	7	(18)	28%
Other operating	3	-	(3)	0	-100%
Normalized EBIT	63	-	(38)	25	-60%
Normalized EBITDA	110	(1)	(42)	67	-38%
Normalized EBITDA margin	23.6%			17.4%	-615bp