

BID Heineken

Presentatie 01

Uitwerking beeldtaal



Brew a better world
Brew a better world

Brew a better world
Brew a better world



HEINEKEN Investor Presentation

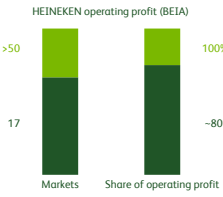
February 2020 | Heineken NV. | Heineken Holding NV.





Limited reliance on individual markets

HEINEKEN operating profit (BEIA)



Markets Share of operating profit

- Two countries have >10% of profits; Mexico & Vietnam
- Diversified mix of countries:
 - Established markets with steady improvements
 - Developing markets at different stages of growth
- Large collection of small markets with growth potential

Heineken® volume +8.3%

- Positive performance across all regions
- Double digit growth in over 40 markets including Brazil, Mexico, South Africa, Nigeria, the UK, Romania and Germany
- 12 markets sell more than 1 million hectolitres
- Successful roll-out of Heineken® 0.0 continues
- Official Beer Partner of UEFA EURO 2020™ and extension of UEFA Champions League partnership for 2021-2024





Regional Review

2019 FY Organic Growth %

	Heineken NV	Africa, Middle East & Eastern Europe	Americas	Asia Pacific	Europe
Consolidated beer volume	3.1	4.6	2.6	11.8	-0.2
Price mix on a constant geographic basis	3.4	2.9	7.1	0.8	1.8
Net revenue (beia)	5.6	8.9	7.5	10.9	2.0
Operating profit (beia)	3.9	-0.2	4.6	12.1	-0.8



Sourcing sustainably

- 37% of raw materials sourced sustainably (target: 50% by 2020)
- Increased local sourcing of agricultural raw materials in Africa to 44% supporting smallholder farmers. More to do to reach 60% target, investing in malting capacity in SA and Ethiopia.
- 97% compliance with HEINEKEN's 4 step Supplier Code Procedure across operating companies, ahead of target
- We enhanced the supplier screening process to identify high-risk suppliers





**Let's
connect the
best of both
worlds.**



Inhoudsopgave

- Ambities en uitdagingen
- De ontwikkeling van Fujitsu
- Doorkijk naar de toekomst
- Samenwerking Heineken
- Transitie en transformatie



Together we can make it work better.

The Fujitsu logo, consisting of the word "FUJITSU" in white capital letters with a stylized infinity symbol above the 'i'.

FUJITSU

Subtitel, thema, spreker of andere aanduiding

Plaats voor een titel
in een of meer regels

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Subtitel, thema, spreker of andere aanduiding

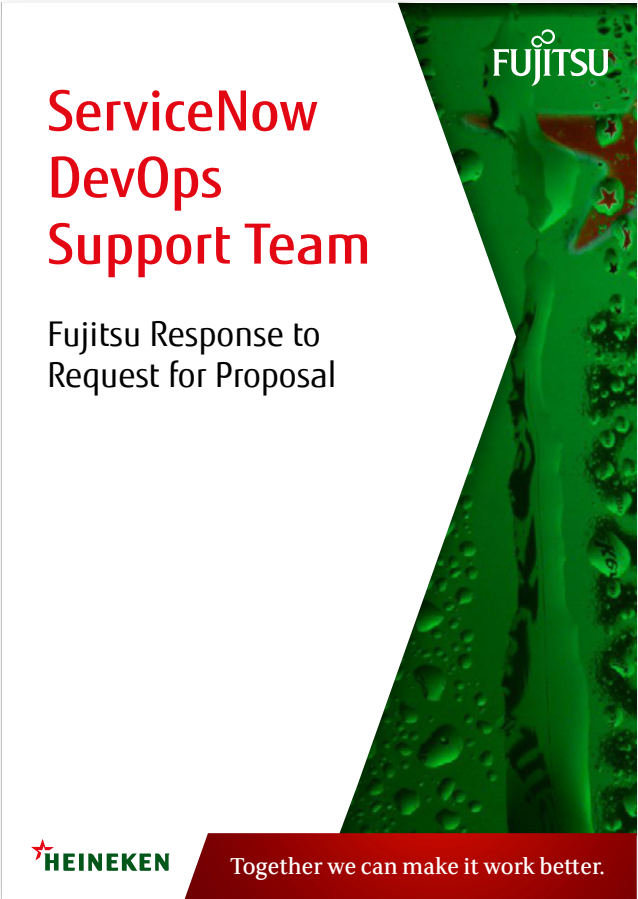
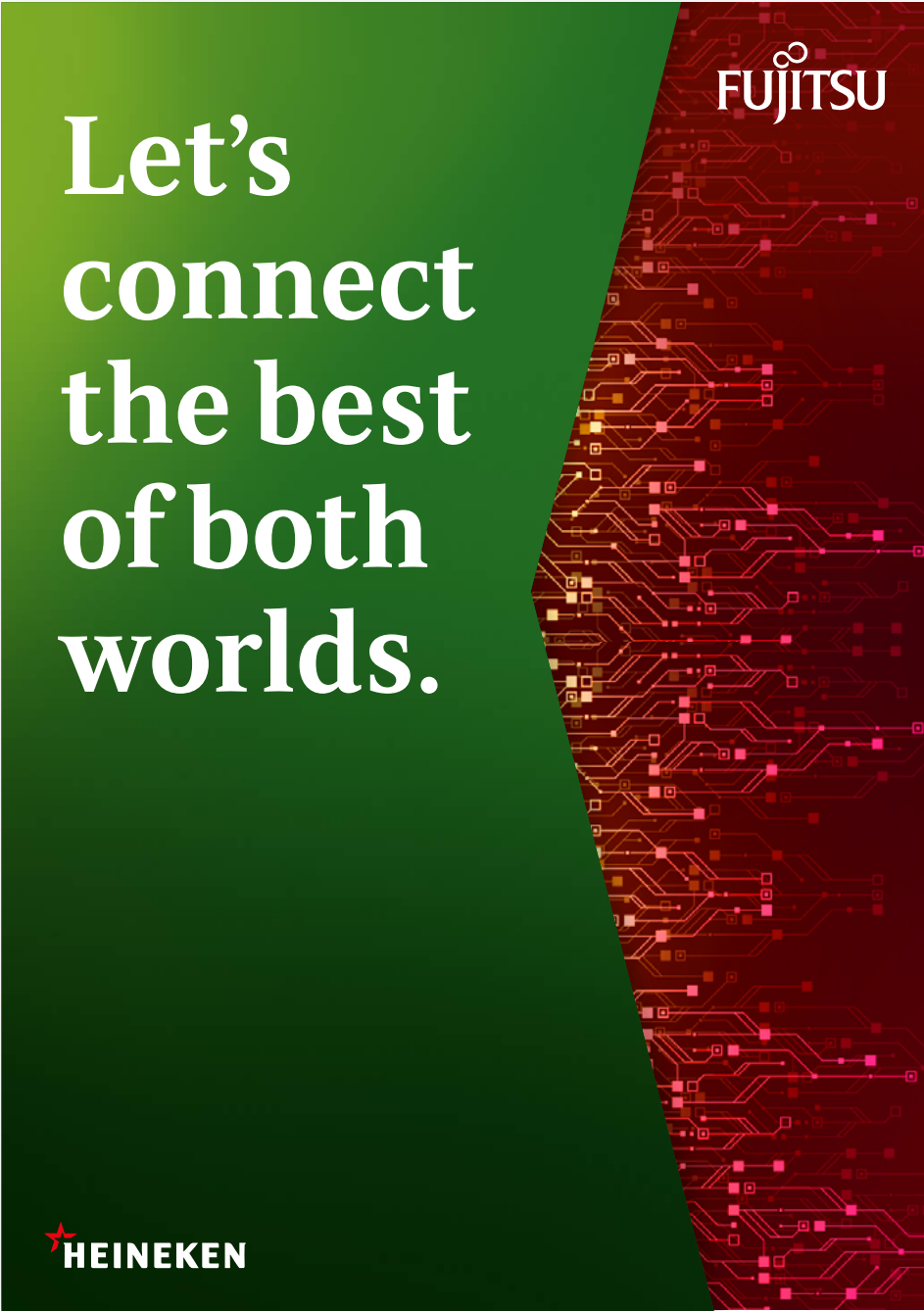
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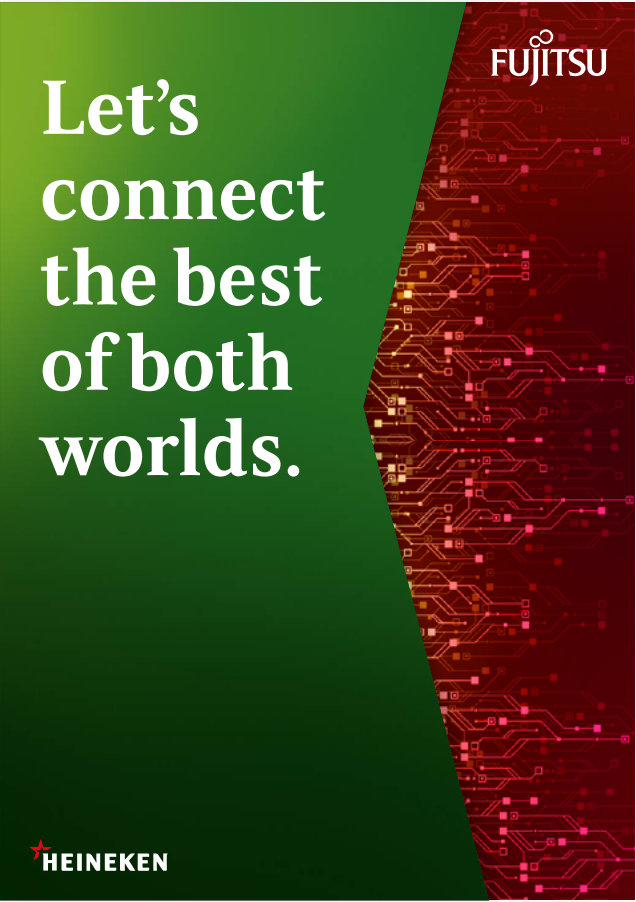
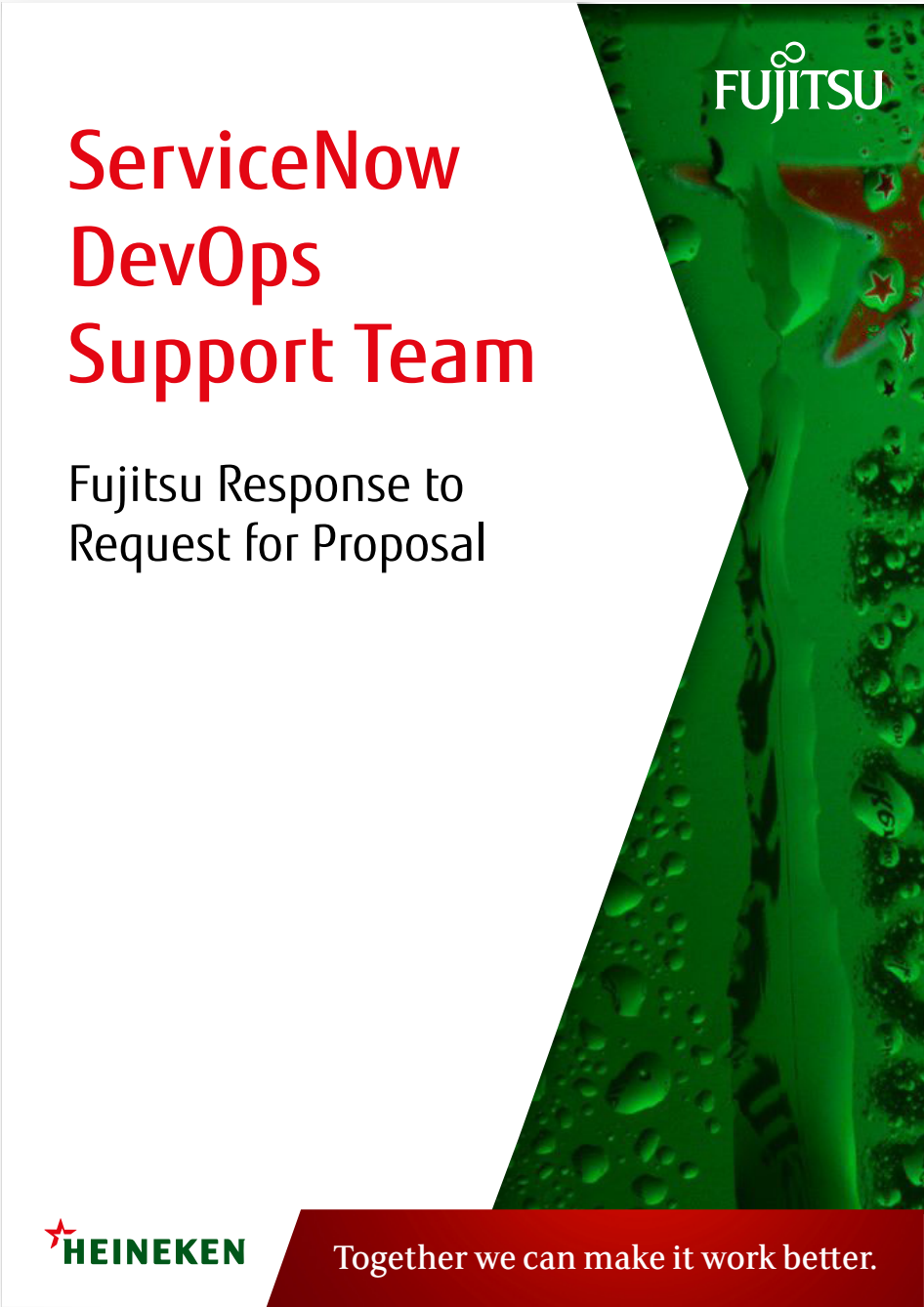
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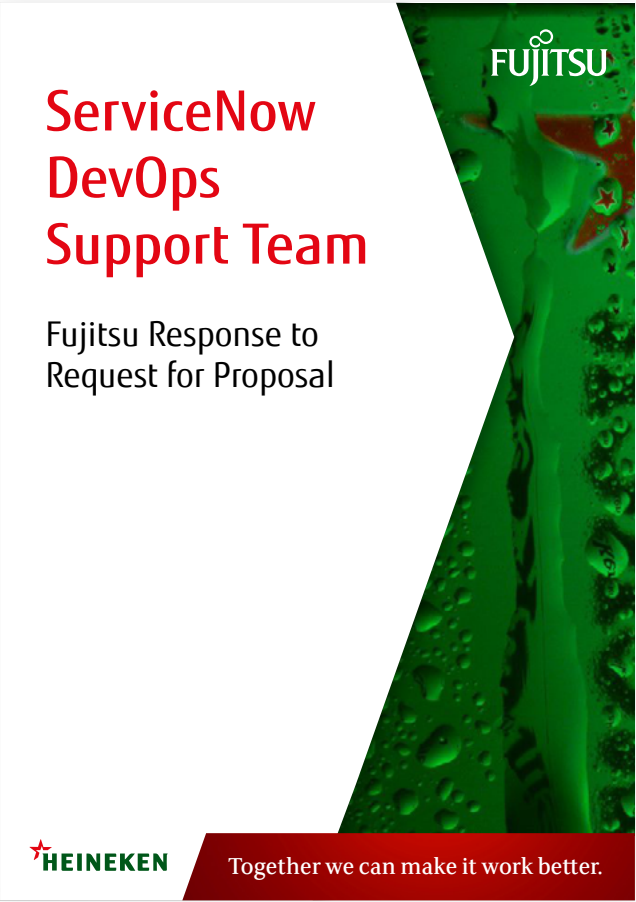
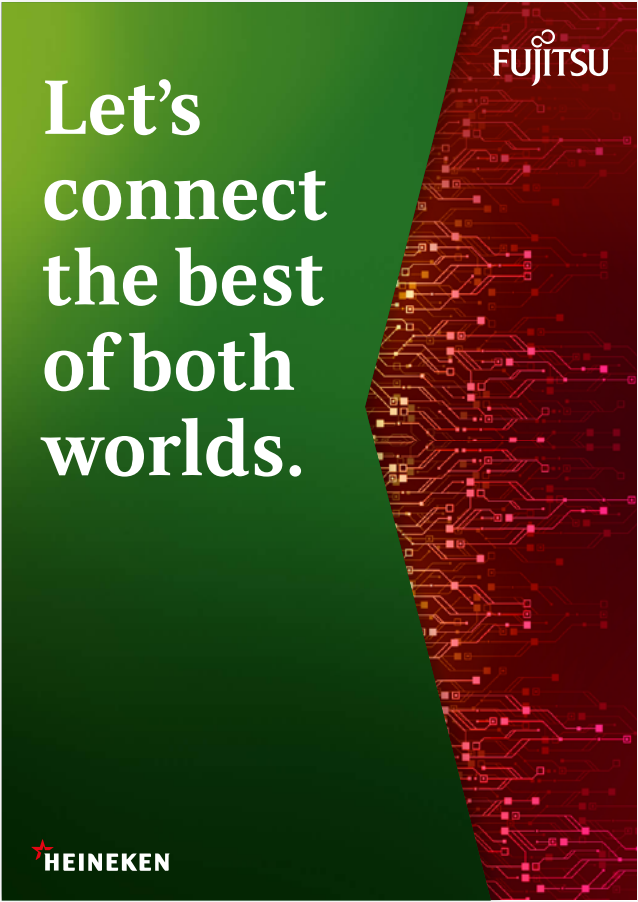
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