

A close-up photograph of several green hop cones, which are used in brewing beer. The cones are in sharp focus in the center, with others blurred in the foreground and background. The lighting is soft, highlighting the texture of the hop scales.

CERVEJARIA
ambev

1Q20 Results
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Unless stated, percentage changes in this presentation are both organic and normalized in nature. Whenever used in this document, the term “normalized” refers to performance measures (EBITDA, EBIT, Profit, EPS) before exceptional items adjustments. Exceptional items are either income or expenses which do not occur regularly as part of the normal activities of the Company. They are presented separately because they are important for the understanding of the underlying sustainable performance of the Company due to their size or nature. Normalized measures are additional measures used by management and should not replace the measures determined in accordance with IFRS as indicators of the Company’s performance. Comparisons, unless otherwise stated, refer to the first quarter of 2019 (1Q19). Values in this presentation may not add up due to rounding.

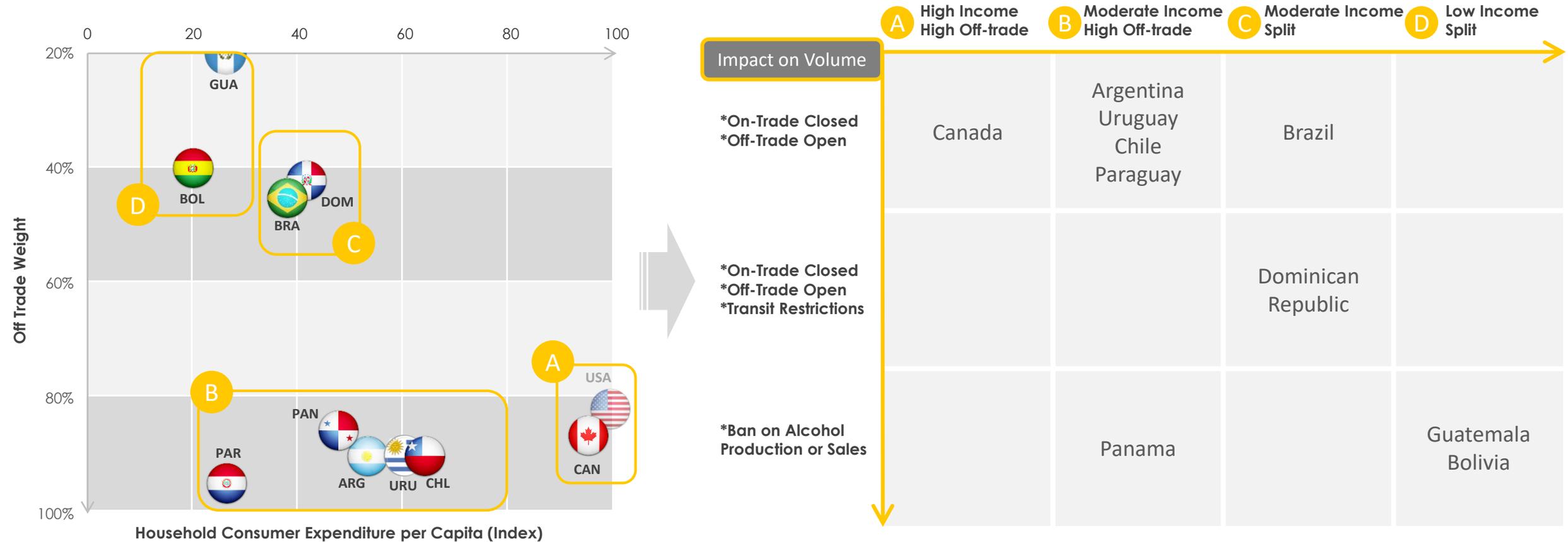
Thank you...

...to our team that has risen to the challenge! In the breweries, distribution centers, serving the market and making the contributions to our communities possible.



Covid-19 has been an unprecedented event...

...and has differently impacted each of our operations, depending on the weight of the off and on-trade channels, the level of income, and the severity of government restrictions imposed to mitigate the pandemic.



* Source: Canback; Internal Sources

But we have been able to move fast based on:

Our People

- Our top priority has been the **safety and health** of our people
- With resilience, agility and sense of ownership, we have come **closer together as a team**

Size&Scale

- We are in a unique position to **share best practices, anticipate issues and get prepared**
- Our **liquidity and financial discipline** were essential, without ever compromising **product quality, the long-term health of our brands and our innovation drive**

Our Strategy

- Ambev as an **ecosystem**
- **Innovation** as a mindset
- Business transformation enable by **technology**

And Covid-19 has accelerated the pillars of our strategy



Ambev as an Ecosystem

Our dream of “**bringing people together for a better world**” is more relevant than ever, so we knew to we had to collaborate and **repurpose the company’s competences and capabilities** to solve collective problems.



Innovation as a mindset

With the **livestream concerts**, we had 375 million views so far, breaking viewing records and were able to successfully accelerate the launch plan of **Brahma Duplo Malte**. In Carnival, we launched **Beats GT**.



Business Transformation enabled by Technology

We boosted our capabilities and reach, **solving client pain points and bringing convenience to consumers**. For example, our B2C platform in Brazil “**Zé Delivery**” more than doubled coverage of POCs since mid-March.

Financial Highlights 1Q20

-1.6% Net Revenue

+4.3% Net Revenue per hL

-5.6% Volume

-18.1% EBITDA

-680 bps EBITDA Margin

-55.6% Normalized Net Profit



Financial performance priorities under COVID-19

Liquidity

- Tracking of our receivables, being flexible where we can to support our wholesalers and the trade
- Partnering with governments to see where we can work together to support the trade
- Revisiting our capex & reprioritizing our investments
- Credit in select markets as an additional safeguard

Revisit costs and expenses

- Revising the budget & reprioritizing, particularly non-working money
- Reviewing our trade spend on the on premise channel and leveraging more our Draffline content creation team
- Our hedging policy for FX and commodities remains in place

A close-up photograph of several green hop cones, which are used in brewing beer. The cones are in various stages of maturity, with some showing more developed, overlapping scales. The background is dark, making the green hops stand out.

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Q&A