

Q2 FY 2022

Results & Outlook



AUGUST 2, 2022

FORWARD LOOKING STATEMENTS

This presentation includes "forward-looking statements" within the meaning of the U.S. federal securities laws. Generally, the words "expects", "intend," "goals," "plans," "believes," "continues," "may," "anticipate," "seek," "estimate," "outlook," "trends," "future benefits," "potential," "projects," "strategies," and variations of such words and similar expressions are intended to identify forward-looking statements. Statements that refer to projections of our future financial performance, our anticipated growth and trends in our businesses, and other characterizations of future events or circumstances are forward-looking statements, and include, but are not limited to, statements under the "Full Year Outlook" section, with respect to expectations regarding the residual impacts of the Quebec labor strike, expectations regarding the impact of the coronavirus pandemic on our operations, liquidity, financial condition and financial results, expectations regarding future dividends, overall volume trends, consumer preferences, pricing trends, industry forces, cost reduction strategies, including our revitalization plan, expectations of cost inflation, anticipated results, expectations for funding future capital expenditures and operations, debt service capabilities, timing and amounts of debt and leverage levels, shipment levels and profitability, market share and the sufficiency of capital resources. Although the Company believes that the assumptions upon which its forward-looking statements are based are reasonable, it can give no assurance that these assumptions will prove to be correct. Important factors that could cause actual results to differ materially from the Company's historical experience, and present projections and expectations are disclosed in the Company's filings with the Securities and Exchange Commission ("SEC"). These factors include, among others, the impact of the coronavirus pandemic; the impact of increased competition resulting from further consolidation of brewers; competitive pricing and product pressures; the health of the beer industry and our brands in our markets; economic conditions in our markets; our ability to maintain brand image, reputation and product quality; ESG issues; the impact of climate change and the availability and quality of water; loss or closure of a major brewery or other key facility; our ability to maintain good labor relations; labor strikes, work stoppages and other employee-related issues; our reliance on third party service providers and internal and outsourced systems; a breach of our information systems; investment performance of pension plan holdings and related pension plan costs; failure to comply with debt covenants or deterioration in our credit rating; increase in the cost of commodities used in the business; dependence on the global supply chain and impacts of supply chain constraints and inflationary pressures, including the adverse impacts of the Russia-Ukraine conflict; additional impairment charges; estimates and assumptions on which our financial projections are based which may prove to be inaccurate; our ability to implement our strategic initiatives, including the executing and realizing cost savings; availability or increase in cost of packaging materials; unfavorable legal or regulatory outcomes affecting the business; risks relating to operations in developing and emerging markets; changes in legal and regulatory requirements, including the regulation of distribution systems; fluctuations in foreign currency exchange rates; success of our joint ventures; and other risks discussed in our filings with the SEC, including our most recent Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q. All forward-looking statements in this press release are expressly qualified by such cautionary statements and by reference to the underlying assumptions. You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. We do not undertake to update forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

Non-GAAP Information

Please see our most recent earnings release to find disclosure and applicable reconciliations of non-GAAP financial measures discussed in this presentation.



Chief Executive Officer
Gavin Hattersley



A dark blue world map serves as the background. Three specific regions are highlighted with white location pins and text callouts. The first pin is in Canada, the second in the United States, and the third in the United Kingdom. The text for each callout describes growth in volume, share, or dollar share for Molson Coors in those respective countries.

Molson Coors grew volume and share in **Canada** in Q2 outside of Quebec.

Molson Coors grew dollar share in the **U.S.** in the 13-week quarter for the first time in over a decade.

Molson Coors grew share and achieved the highest trailing twelve-month average share of the **U.K.** beer industry in over a decade.

Growing Our **Top Line Globally**

Core Brands Strong and Outpacing the Beer Industry

United States

Coors Light, Miller Lite and Coors Banquet combined to grow total industry share.

Coors Banquet, one of our fastest growing brands up double digits in dollar sales, is also gaining industry share fueled by a new generation of drinkers.

Canada

Molson Canadian is growing share of the total beer industry for the first time in 8 years.

U.K.

Carling, the largest beer brand in the U.K., further solidified its #1 total trade position.



Largest global Above Premium portfolio
since the Miller Coors Acquisition in 2016 –
with the fastest-growing hard seltzer portfolio
of any major beverage company
in the U.S.

Changing the shape of our portfolio – for
the Q2 trailing twelve-month period, net sales
revenue of our U.S. Above Premium portfolio
became higher than that of our U.S. economy
portfolio



**Continue to Gain
Traction in
Above Premium
& Beyond Beer
Segments**



Above Premium Growth Drives Global Premiumization

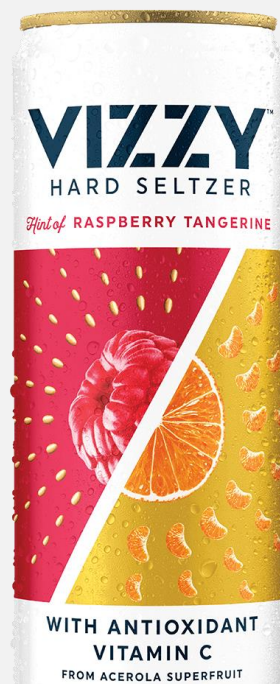
Blue Moon and Peroni

Brand volumes for Blue Moon were up high single digits while Peroni's were up high teens on a year-to-date basis



Vizzy

Grew U.S. hard
seltzer share in the
second quarter
2022



Topo Chico Hard Seltzer

Fastest-growing hard
seltzer brand in the U.S.



Simply Spiked Lemonade

Has achieved 3.5 share and is already one of the top FMBs in several major grocery retailers



Madri

The brand has sold >200K
HLs in the first half of 2022
alone – making it one of
the U.K.s top 20 beer
brands



Six Pints

Craft Beer Division -
Growing at four times the
rate of the craft beer
category in Canada



Economy Brands Growing Segment Share

Economy beer segment is strengthening in the U.S.

- **3 of our 4** key economy brands grew segment share in Q2
- Our Economy portfolio **grew share of industry in Q2** when excluding discontinued brands
- Economy portfolio has had its **best quarterly performance** versus the industry in the last three years





Another Quarter Of **Continued Progress**



We generated net sales revenue growth on a constant currency basis for five consecutive quarters.



We grew dollar share in the U.S. over the quarter for the first time in over a decade.



We are managing our costs amid a challenging inflationary environment.

In 2022, Molson Coors plans to deliver the highest top- and bottom-line growth in over a decade.



Chief Financial Officer
Tracey Joubert



Consolidated Second Quarter 2022 Results

+2.2%

NSR
(constant currency)

+7.1%

**NSR/HL –
Brand Volume Basis**
(constant currency)

-22.8%

**Underlying Income
before Income Tax**
(constant currency)

KEY TAKEAWAYS

NSR increased driven by strong global net pricing, favorable sales mix from portfolio premiumization, and positive channel mix after cycling higher on-premise restrictions, partially offset by lower financial volumes.

NSR / HL increased driven by strong global net pricing and favorable brand and channel mix.

Underlying COGS/HL increased 11.5% due to cost inflation, including higher input and transportation costs, mix impacts from premiumization and factored brands in EMEA&APAC, and volume deleverage, partially offset by lower depreciation expense.

Underlying MG&A increased 7.5% on higher G&A due to higher people-related costs, including travel & entertainment and increased marketing investment to support core brands and innovations.

Americas Second Quarter 2022 Results

-1.7%

NSR
(constant currency)

+6.2%

**NSR/HL –
Brand Volume Basis**
(constant currency)

-20.0%

**Underlying Income
before Income Tax**
(constant currency)

KEY TAKEAWAYS

NSR decreased as lower financial volumes were partially offset by higher net pricing growth and positive brand mix. Financial volumes decreased largely due to cycling higher U.S. shipments as a result of the prior-year distributor inventory recovery efforts and lower brand volumes partly related to the Quebec labor strike.

NSR/HL increased, driven by net pricing growth and favorable brand mix.

Underlying COGS/HL increased due to inflation, including higher brewery, packaging and brewing materials and freight, as well as volume deleverage and mix impacts from premiumization, partially offset by lower depreciation expense.

Underlying MG&A increased due to higher people-related and increased marketing investments behind core brands and innovations, including Topo Chico Hard Seltzer and the national launch of Simply Spiked Lemonade, and local sponsorships.

EMEA & APAC Second Quarter 2022 Results

+20.5%

NSR
(constant currency)

+15.5%

**NSR/HL –
Brand Volume Basis**
(constant currency)

-22.7%

**Underlying Income
before Income Tax**
(constant currency)

KEY TAKEAWAYS

NSR increased due to higher financial volumes, net pricing growth and favorable mix. Top-line performance benefited from fewer on-premise restrictions in the U.K.

NSR/HL increased due to positive sales mix with on-premise re-openings, strength in Above Premium brands as well as net pricing growth.

Underlying COGS increased due to rising inflationary pressures and increased factored brands sales.

Underlying MG&A increased due to cycling lower relative G&A spend in the prior year period and higher marketing investments to support our brands.

Capital Allocation Priorities

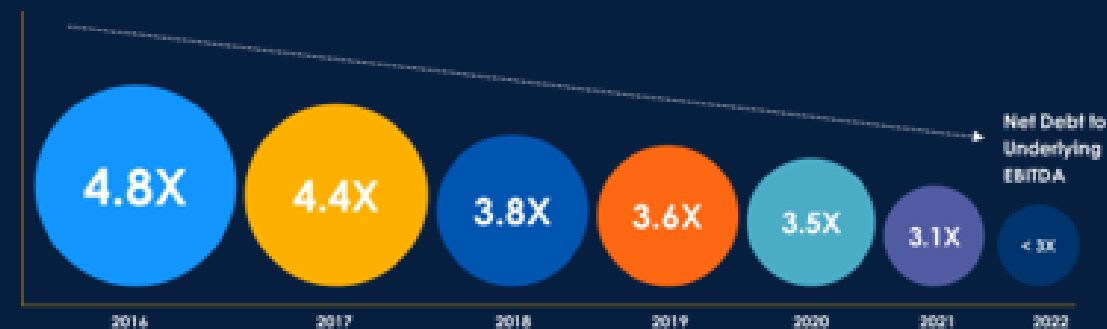


Invest in Our Business

Directed towards brewery modernization and production capacity to support innovation and growth initiatives, increase efficiencies and advance towards sustainability goals

Reduce Net Debt

Reaffirmed our target net debt to underlying EBITDA ratio to be below 3.0x by the end of 2022; Ended Q2 with a net debt of \$6.4 billion and repaid our \$500 million 3.5% USD notes upon maturity on May 1, 2022



Return Cash to Shareholders

In Q2, Molson Coors paid a quarterly dividend of \$0.38 and paid \$12.1 million for 230 thousand shares under its share repurchase program

Reaffirming Our 2022 Financial Guidance

Full Year Outlook

Note: Net Sales Revenue and Underlying Income before Income Tax growth rates are YOY 2022 vs. 2021 on a constant currency basis.

Mid-single-digit
Net Sales Revenue
growth, on a constant
currency basis

High-single-digit
**Underlying Income
before Income Tax**
growth, on a constant
currency basis

Underlying Free Cash Flow
of \$1 billion, +/- 10%

Net Interest Expense
of approximately
\$265 million, +/- 5%

**Underlying Depreciation &
Amortization** of
\$750 million, +/- 5%

**Underlying Effective
Tax Rate** in the range
of 22% - 24%



CONFIDENT
in our Strategy and
Pleased with our Progress



DRIVING
Toward Sustainable Long-Term
Top- and Bottom-Line Growth



MOLSON
COORS beverage
company

Questions & Answers

