

financial highlights

YEAR ENDED DECEMBER 31 (in millions, except where noted)	2004	2003	% Change
Barrels of beer sold:			
Domestic	103.0	102.6	0.4
International	13.8	8.4	64.8
Worldwide Anheuser-Busch brands	116.8	111.0	5.3
International equity partner brands	19.3	18.8	2.7
Total brands	136.1	129.8	4.9
Gross sales	\$17,160.2	\$16,320.2	5.1
Excise taxes	\$ 2,226.0	\$ 2,173.5	2.4
Net sales	\$14,934.2	\$14,146.7	5.6
Gross profit	\$ 5,951.7	\$ 5,697.6	4.5
As a percentage of net sales	39.9%	40.3%	(0.4) pts.
Operating income	\$ 3,361.0	\$ 3,199.3	5.1
As a percentage of net sales	22.5%	22.6%	(0.1) pts.
Equity income, net of tax	\$ 404.1	\$ 344.9	17.2
Net income	\$ 2,240.3	\$ 2,075.9	7.9
Diluted earnings per share	\$ 2.77	\$ 2.48	11.7
Operating cash flow before change in working capital	\$ 3,121.9	\$ 2,938.3	6.2
Earnings before interest, income taxes, depreciation and amortization (EBITDA) ⁽¹⁾	\$ 4,997.4	\$ 4,641.2	7.7
Return on shareholders equity	83.3%	72.0%	11.3 pts.
Return on capital employed ^{(2) (3)}	19.0%	18.4%	0.6 pts.
Total assets	\$16,173.4	\$14,689.5	10.1
Debt	\$ 8,278.6	\$ 7,285.4	13.6
Capital expenditures	\$ 1,089.6	\$ 993.0	9.7
Depreciation and amortization	\$ 932.7	\$ 877.2	6.3
Common dividends paid	\$ 742.8	\$ 685.4	8.4
Per share	\$.93	\$.83	12.0
Total taxes	\$ 3,634.6	\$ 3,520.7	3.2
Diluted weighted average shares outstanding	808.5	837.0	(3.4)
Number of full-time employees	31,435	23,316	34.8
Number of registered common shareholders	54,654	56,094	(2.6)
Closing stock price	\$ 50.73	\$ 52.68	(3.7)

⁽¹⁾ EBITDA is calculated as pretax income plus depreciation and amortization expense, plus net interest cost (interest expense less capitalized interest), plus equity income on a pretax basis (equity income divided by the reciprocal of the effective tax rate).

⁽²⁾ Return on capital employed is computed as net income before after-tax interest expense divided by average net investment. Net investment is defined as total assets less non-debt current liabilities.

⁽³⁾ Return on capital employed shown for 2004 excludes the impact of Harbin. Including Harbin, return on capital employed was 18.4%.