#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 8-K

#### CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 7, 2014

#### **Monster Beverage Corporation**

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

0-18761

(Commission File Number)

**39-1679918** (IRS Employer Identification No.)

1 Monster Way

**Corona, California 92879** (Address of principal executive offices and zip code)

(951) 739 - 6200

(Registrant's telephone number, including area code)

N/A

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01. Regulation FD Disclosure.

On January 7, 2014, Rodney C. Sacks, Chairman and Chief Executive Officer, and Hilton H. Schlosberg, Vice Chairman, President and Chief Financial Officer, of Monster Beverage Corporation (the "Company") will host an investor meeting to provide an update on the Company's business and operations at the Harvard Club of New York.

The Company's presentation will be open to all interested parties as a live webcast at approximately 4:15 p.m. Eastern Time on the "Events & Presentation" section of the Company's web site at www.monsterbevcorp.com. A copy of the slides that will be used in the meeting is furnished as Exhibit 99.1 hereto.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

The following exhibit is furnished herewith:

Exhibit 99.1 Presentation slides.

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Monster Beverage Corporation

Date: January 7, 2014

/s/ Hilton H. Schlosberg

Hilton H. Schlosberg Vice Chairman of the Board of Directors, President and Chief Financial Officer



### Safe Harbor Statement

#### Investor Presentation Safe Harbor Statement Rider

Certain oral and written statements in this presentation and in response to questions may constitute forward-looking statements for purposes of the safe harbor provisions of The Private Securities Litigation Reform Act of 1995, including statements in connection with or related to any discussion of or reference to management's expectations with respect to our future operations, opportunities or fin an cial performance and other future events. Man agement cautions that these statements are based on management's current knowledge and expectations and are subject to certain risks and uncertainties, many of which are outside of the control of the Company that could cause actual results and events to differ materially from the statements made herein. Such risks and uncertainties include, but are not limited to, the following. un anticipated litigation concerning the Company's products; changes in consumer preferences; changes in demand due to both domestic and international economic conditions, activities and strategies of competitors, including the introduction of new products and competitive pricing and/or marketing of similar products; actual performance of the parties under new distribution agreements, potential disruptions arising out of the transition of certain territories to new distributors; changes in sales levels by existing distributors; un anticipated costs in curred in connection with the termination of existing distribution agreements or the transition to new distributors; changes in the price and/or availability of raw materials; other supply issues, including the availability of products and/or suitable production facilities; product distribution and placement decisions by retailers; changes in governmental regulation; our ability to satisfy all criteria set forth in any U.S. model energy drink guidelines, including, with out limitation, those proposed by us in a letter to senators or to be proposed by the American Beverage Association, of which we are a member, and the impact on us of such guidelines; the imposition of new and/or in creased excise and/or sales or other taxes on our products; criticism of energy drinks and/or the energy drink market generally; the impact of proposals to limit or restrict the sale of energy drinks to minors and/or persons below a specified age and/or restrict the venues and/or the size of containers in which energy drinks can be sold; political, legislative or other governmental actions or events, including the outcome of any state attorney general and/or government or quasi-government agency in quiries, in one or more regions in which we operate. For a more detailed discussion of these and other risks that could affect our operating results, see the Company's reports filed with the Securities and Exchange Commission including our most recent annual report on Form 10-K filed on March 1, 2013 and our most recent quarterly reports on Form 10-Q. The Company's actual results could differ materially from those contained in the forward-looking statements. The Company assumes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

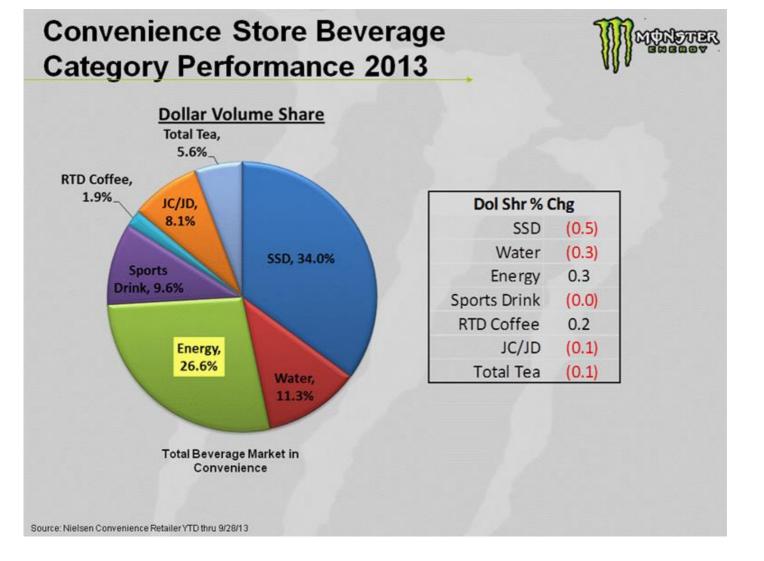
### **Solid Financial Results**



• 21 consecutive years of increased sales since acquisition of the Hansen beverage business in 1992.

• Achieved \$2.37 billion in gross sales in 2012. Net Sales were \$2.06 billion in 2012.

• Net sales for the third quarter of 2013 increased to \$590.4 million, up 8.9% from the same quarter last year. Net income for the third quarter of 2013 increased to \$92.2 million, up 7.0% from the same quarter last year.



### Convenience Store Beverage Category Performance 2013



# **Energy Drink Category Overview**



The Energy Category continues to grow in all channels over the last 13 wks:

- All Measured Channels including Walmart:
- Convenience and Gas Channel:

The Energy Drink Category continues to expand its consumer base, with 32% of adults 18+ now consuming energy drinks.<sup>3</sup>

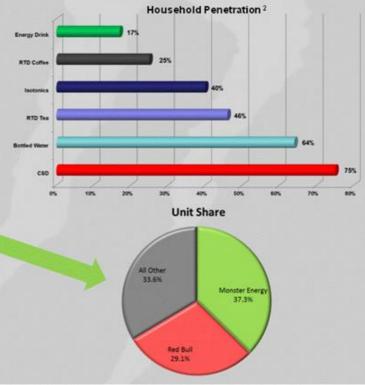
Energy drink consumers are also continuing to embrace innovation and flavor alternatives.

Premium brands continue to dominate the category with Monster Energy and Red Bull representing a 66.4% unit share in the Convenience and Gas Channel.<sup>4</sup>

Sources: <sup>1</sup>AC Nielsen Total US – 13 weeks Ending 11/23/13 <sup>2</sup>Simmons Consumer Panel June 2012 <sup>3</sup>Mintel Energy Drink & Energy Shot Repot – US August 2013 <sup>4</sup>AC Nielsen Total US Convenience – 13 Weeks Ending 11/23/13

## **Energy Drink Category**

#### Value change: +5.5%; Unit change: 8.3%<sup>1</sup> Value change: +7.1%; Unit change: 9.8%<sup>1</sup>

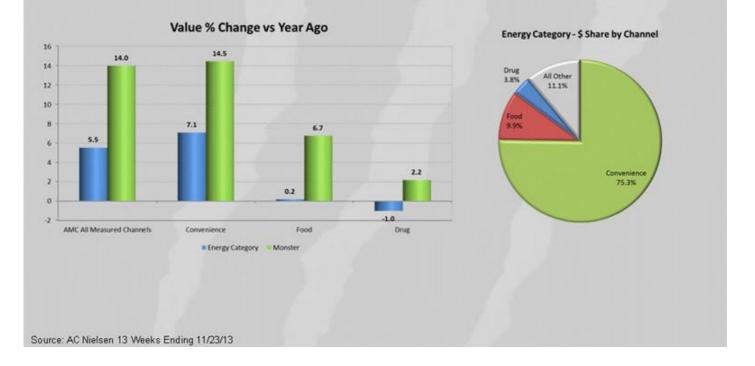


Monster is leading the growth in the Energy Category, up +14.0% vs Total NA Energy +5.5%. Monster has gained 2.6 share points, to become the #1 brand in the Category with 34.3% \$ Share.

	AMC Conv Food Drug Mass incl WM	\$ Vol	\$ Vol Year Ago	\$%∆vs YearAgo		\$ Share	\$ Share ∆ vs Year Ago
	TNA TOTAL NON-ALCOHOL ENERGY	2,506,498,821	2,375,382,127	5.5%	131,116,694	100.0%	0.0
1	TOTAL MONSTER	860,017,750	754,438,201	(14.0%)	105,579,549	(34.3%)	2.6
2	TOTAL RED BULL	850,878,690	795,955,697	0.9%	54,922,993	33.9%	0.4
3	TOTAL 5-HOUR ENERGY	262,043,421	284,547,714	-7.9%	(22,504,293)	10.5%	(1.5)
4	TOTAL ROCKSTAR	196,141,491	187,773,564	4.5%	8,367,927	7.8%	(0.1)
5	TOTAL NOS	69,737,178	60,586,038	15.1%	9,151,140	2.8%	0.2
6	TOTAL STARBUCKS COFFEE	67,979,631	67,118,676	1.3%	860,955	2.7%	(0.1)
7	TOTAL AMP	61,137,628	72,104,645	-15.2%	(10,967,017)	2.4%	(0.6)
8	TOTAL FULL THROTTLE	28,847,848	29,081,039	-0.8%	(233, 191)	1.2%	(0.1)
9	TOTAL PRIVATE LABEL	13,951,396	15,335,752	-9.0%	(1,384,356)	0.6%	(0.1)
10	TOTAL STARBUCKS REFRESHERS	11,638,726	12,952,125	-10.1%	(1,313,399)	0.5%	(0.1)
	All Other	84,125,062	95,488,676	-11.9%	(11,363,614)	3.4%	(0.7)
ource	AC Nielsen 13 WeeksEnding 11/23/13 - All M easured Chann	els (Convenience Gro	cerv Drug and Mlass (	in cluding Wal M	artil		

# 2013 Channel Trends

Monster continues to outpace Energy Category growth across all channels. Per Nielsen, Monster sales are up +14.5% for the 13 weeks ending November 23, 2013, versus Category growth of +7.1%, in the Convenience and Gas channel.

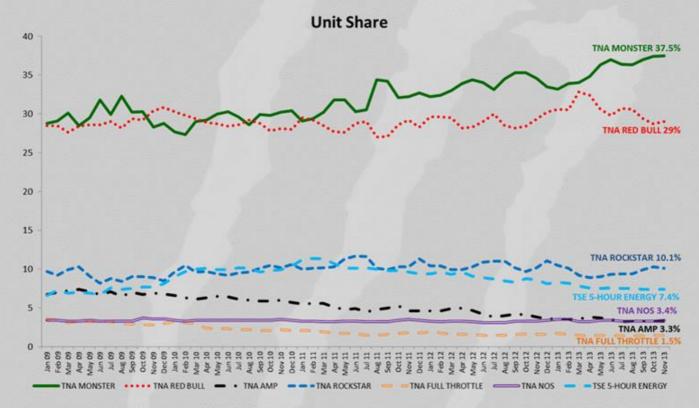




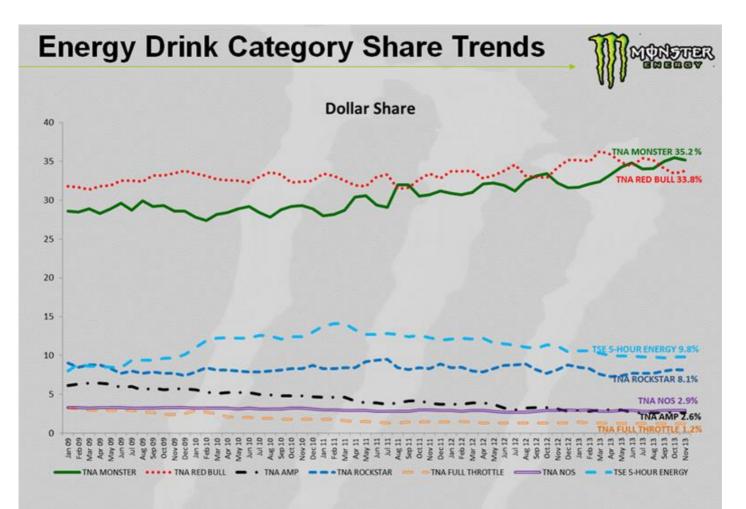
### **Energy Drink Category Share Trends**

Mintheres

The Monster Energy brand continues to widen the share gap with Red Bull, expanding the gap 8.5 share points in the latest 4 week Nielsen period.



Source: AC Nielsen Total US Convenience - 4 Weeks Ending 11/23/13



### 2013 Key Accomplishments



Monster's Original 16oz continues to grow, up +7.1% in units over a year ago in the Convenience and Gas Channel.<sup>1</sup>

Monster Java is the #1 Energy Coffee brand in the Convenience and Gas Channel and is up +15.3% in units, outpacing the RTD Energy Coffee category at +13.9%.<sup>2</sup>

Muscle Monster established Monster as a legitimate player in the protein drink category with a 20.3% Market Share.<sup>2</sup>

The Zero Ultra line is expanding Monster's consumer base to include those consumers looking for a light tasting zero calorie alterative.

Source: <sup>1</sup>AC Nielsen Total US- 13 Weeks Ending 11/23/13 <sup>2</sup>AC Nielsen Total US Convenience - 13 Weeks Ending 9/28/13

### **Monster 2013 Champions**



<u>Nviah Huston</u> X Games Skateboarding Champion



J.B Mauney 2013 PBR World Champion



Kyle Bush 12 Nationwide NASCAR Wins



Stephane Peterhansel 11-Time Dakar Rally Champion

# **Monster 2013 Champions**





<u>BJ Baldwin</u> Back-to-Back Baja 1,000 Champion



Jorge Lorenzo 8 MotoGP Wins



Ryan Villopoto Three-Peat Supercross Champion



Liam Loran Rally Cross Champion



Pol Espagaro MotoGP 2 World Champion



<u>John John Florence</u> Back-to-Back Triple Crown of Surf Champion

# 2013 X Games- Monster Sponsored Athletes Achievements



Monster Sub-Brands

Rehab

Java

Ultras

Abs Zero

Lo Carb

Green

Extra Strength, Import, Juice, DUB, M3, Uber, Assault, Cuba Lima



### **New Products**



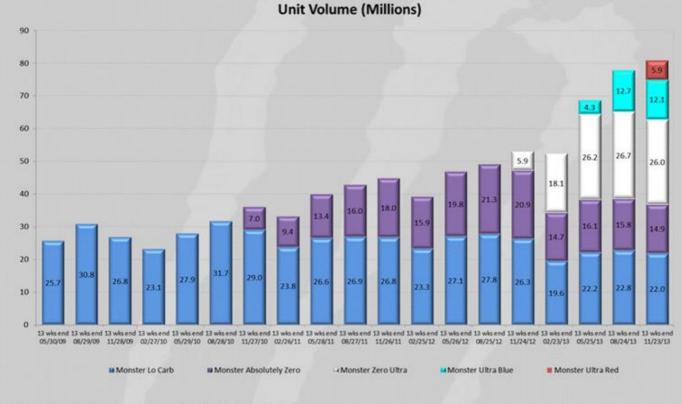


- Just over one year old, the Ultra line is Monster's #2 Sub-brand.
- Zero Ultra (white can) is Monster's #2 SKU.

### **Monster's Diet Portfolio**

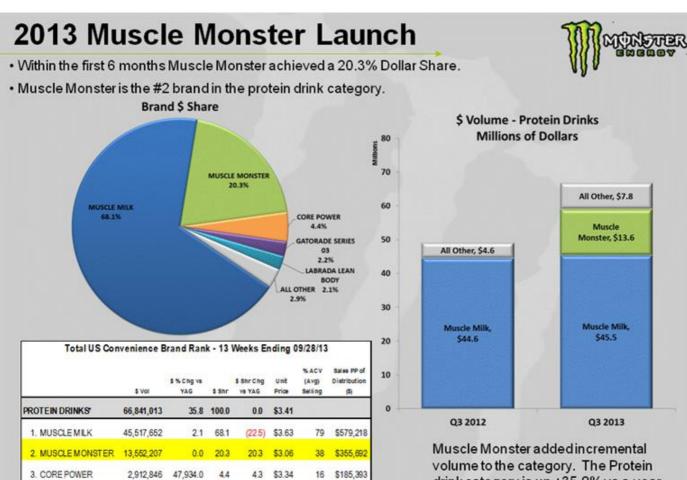


Monster's Diet portfolio provides sustainable growth.



Source: AC Nielsen Total US Convenience - 13 Weeks Ending 11/23/13





16 \$185,393 drink category is up +35.8% vs a year 12 \$121,080 ago. 4 \$310,988

1,372,890 Source: AC Nielsen Total US Convenience- 13 Weeks Ending 09/28/13

1,445,780

0.0 22

21

140.9

22 \$1.90

0.9 \$4.03

4. GATORADE SRS 03

5. ABB PURE PRO 50

### **Punch Monster**



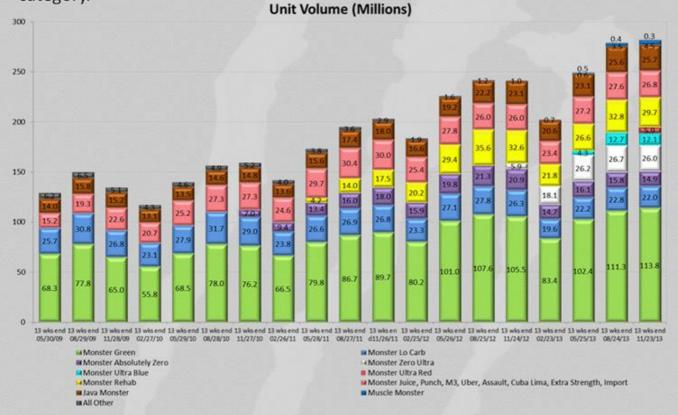


# New Graphics Shipping Q1, 2014

## **Monster Energy Line Extensions**



Monster Energy's innovation continues to generate incremental sales in the category.





# **Global Expansion**

### **Global Initiatives - 2013**



- Call of Duty is the number one *first-person-shooter* franchise of all time.
- Co-Marketing program was developed between Monster Energy and Activision.
- Through the on-pack promotion, consumers were awarded exclusive prizes when they purchased Monster Energy.
- Promotion ran on selected Monster Energy cans and 4-packs.
- Monster Energy ran the promotion in 30 plus countries.



# Global Initiatives 2013 - 2014





Title Sponsor:

- MotoGP Barcelona
- MotoGP Le Mans

On - Track Branding:

- Qatar
- Japan
- Silverstone
- Bruno

#### Broadcast:

- 209 Countries
- · 280 million households

Source: Doma 2013



Factory Yamaha Sponsor – Premier Class Jorge Lorenzo – 2 time World Champ Valentino Rossi – 9 time World Champ

Tech 3 Sponsor – Premier Class Pol Espagaro – Moto 2 World Champ Bradley Smith

Moto 2 Class Sam Lowes Tito Rabat Mika Kalio Moto 3 Class Alex Rins Alex Marquez

# Global Initiatives 2013 - 2014

### eSports- Gaming



### Global Initiatives 2013 - 2014



### eSports - Gaming



#### Team Evil Geniuses "EG"

- A 23-player team, which specializes in the world's top eSports titles, including StarCraft 2, League of Legends, DOTA2 and Street Fighter.
- EG player "Jaedong" is the highest earning eSports player ever.
- Team EG achieved podium finishes 75%
   of the time
- Established training houses in the US and Korea.



#### Team Alliance

- A 12-player team based in Europe, which specializes in StarCraft 2 and DOTA2.
- The Alliance DOTA2 team won the "Internationals" and \$1.4 million in prize money.
- Established training houses in Sweden and Germany.





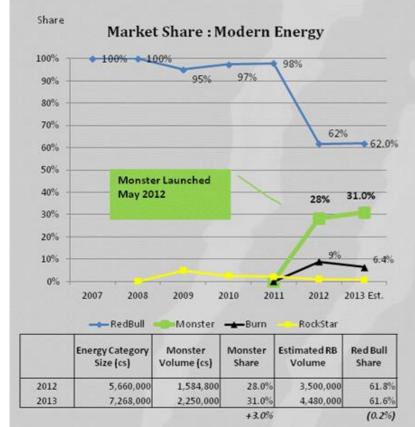


- X Games is broadcast in 209 counties to approx. 500 million households.
  - Two events in 2014: Aspen, CO - January Austin, TX - June
- Monster will be the Energy Drink Category Sponsor
- Monster receives major, highly visible on-course branding.
- Monster will also be integrated into 27 episodes of "World of X" TV Show on NBC.



Source: ESPN, 2013

### Japan





- In only two years, Monster Energy's market share in Japan reached an estimated 31%.
- Commenced production of Monster Energy in Japan.

Source: Asahi Soft Drinks and Retail Data: Inryo-Soken \*Beverage industrial research company, Japan. Excludes traditional energy drinks in small glass bottles.

# Japan – Retail Activation



Through October 2013, Monster Energy vending machine placements totaled more than 20,000; and Asahi has committed to incremental placements throughout 2014.



### 2013: EMEA Value Share Gain

#### YTD through Sept. 30.

Source

Monster captures value share across our markets in Europe + South Africa



### Energy category value growth +6% YTD vs Last Year Monster value growth +31% YTD vs Last Year

2009 & 2010: Aggregated YTD Nielsen value sales for GB, France, Belgium, Netherlands, Norway, Sweden, Czech, Denmark, Estonia, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Northern Ireland, Poland, Poland, Poland, Stovak, Stovenia, Spain, Switzerland to end September
 2011: Aggregated YTD Nielsen value sales for GB, Ireland, Belgium, France, Netherlands, Norway, Sweden, Denmark, Germany, Poland, Italy, Switzerland, Austria, Greece, Hungary, Czech Republic, Bulgaria, Stovakia, Baltica, South Artica to end September
 2012 & 2013: Aggregated YTD & 13 week Nielsen value sales for GB, France, Norway, Sweden, Denmark, Portugal, Belgium, Netherlands, Spain, Italy, Ireland, Germany, Poland, Switzerland, Germany, Switzerland, Germany, Switzerland, Germany, Switzerland, Germany, Poland, Switz

Austria, Greece, Hungary, Czech Republic, Bulgaria, Slovakia, Baltics, Ukraine, South Africa data to end September

### **Selected Market: Mexico**



- Mexico's energy category: +11% last 3 months.
- Monster's value growth: +6% last 3 months.
- Monster's market share is 34.0% for the last 3 months.
- Two low-priced competitors entered the energy drink market during the year. Although Monster's market share declined, sales increased by 12%.



Soriana



Source: Nielsen Mexico AOC incl Drug - September/October/November 2013

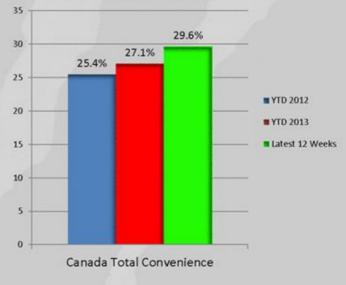
# **Selected Market: Canada**



- Canada's energy category: +4% last 12 weeks.
- Monster's value growth: +16% last 12 weeks.
- · Monster's market share is 29.6% for the last 12 weeks.



Chevron- Burnaby



#### **Monster Market Value Share**

Source: Nielsen Total Canada Convenience - 12 Weeks Ending 11/16/13

# **Selected Market: Great Britain**



- Great Britain's energy category: +8% last 13 weeks.
- Monster's value growth: +20% last 13 weeks.
- · Monster's market share is 10.9% for the last 13 weeks.
- · Monster's value share in Tesco\* is up to 14.2% in the last 13 weeks\*\*.



12.0% 10.4% 10.9% 9 YTD 2012 8.0% 6.0% 4.0% 2.0% 0.0% GB Total Market nnels in GB

Monster Market Value Share

Tesco Express Birmingham

Source: Nielsen scantrack data 13 weeks ending 11/2/13\*, Nielsen covers all channels in GB \*Tesco is GB's no.1 Energy Drink retailer selling 18% of the total Energy Drink sales in GB \*\*Source: Nielsen Key Account Data (WE 14/9/13)

## **Selected Market: France**



- · France's energy category: +4% last 13 weeks.
- Monster's value growth: +16% last 13 weeks.
- Monster is the #2 energy brand in France, with a 17.5% market share in the latest 13 weeks.



Leclerc - France

#### Monster Value Market Share



Source: Nielsen data- 13 weeks ending 10/6/13 Nielsen covers the Grocery Channel in France

### **Selected Market: Spain**



- · Spain's energy category is flat last 13 weeks.
- · Monster's value growth: +44% last 13 weeks.
- Monster has gained 7.3% value share YTD.
- Monster's market share is up to 22% in the latest 13 weeks and 24.9% in the last 4 weeks.

9.0%

8.0%

7.0%

6.0%

5.0%

4.0%

3.0% 2.0% 1.0% 0.0%



Caprabo Abrera

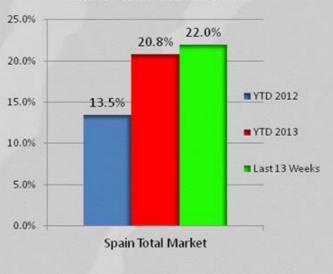
Source: Nielsen data- 13 weeks ending 10/6/13 Nielsen covers all channels in Spain

# Selected Market: Germany

- · Germany's energy category: +5.5% YTD.
- Monster's value growth: +27% YTD.
- Monster's market share is 8.4% in the latest 13 weeks and 8.6% in the last 4 weeks.\*



Rewe Supermarket



Monster Value Market Share

Monster Market Share €
8.6% 8.4%
7.1%
¥YTD 2012
YTD 2013

Last 13 Weeks

Germany Total Market



Source: Nielsen value sales total market excl. Hard Discounters- 13 weeks ending 10/31/13\*

Tank & Rast Petrol

### **Selected Market: Greece**



- Greece's energy category: -4% Last 13 Weeks.
- Monster's value growth: +25% Last 13 Weeks.
- · Monster's market share is up to 25.1% in the last 13 weeks.



Source: IRI data- 13 weeks ending 9/30/13 IRI covers all channels in Greece

# **Selected Market: South Africa**



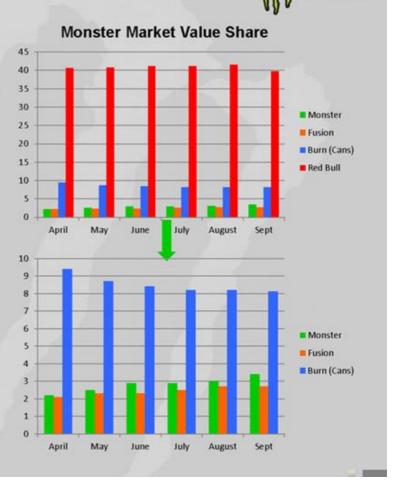
- South Africa's energy category: +25% Last 13 Weeks.
- Monster's value growth: +48% Last 13 Weeks.
- · Monster's market share is up to 22.8% in the latest 13 weeks.



Source: Nielsen data- 13 weeks ending 10/31/13 Nielsen covers all channels in South Africa

Brazil

- Transition to Ambev in January, 2013
- Numerical distribution increased from approx.18,000 to approx.115,000 retail accounts at year end.
- Monster Energy had the highest share growth in the energy category in R\$, from 2.2% to 3.4% in 2013.
- Introduction of 6 unit case pack in August 2013 facilitates greater distribution in the small independent stores.



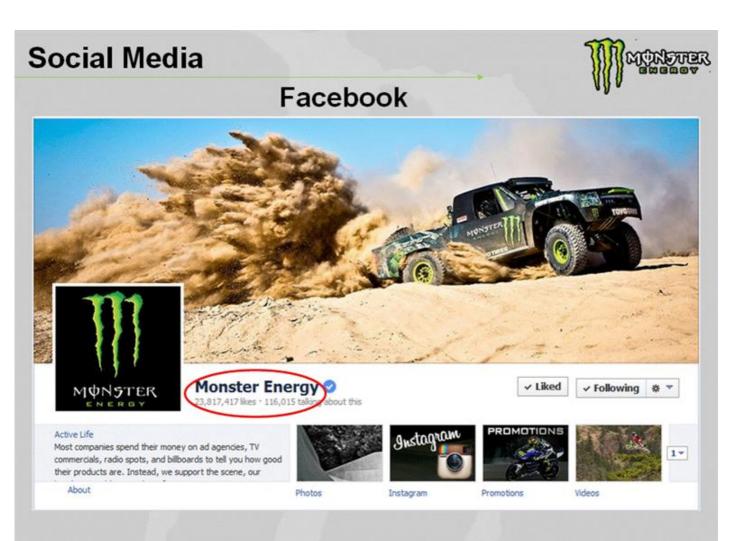
### Chile

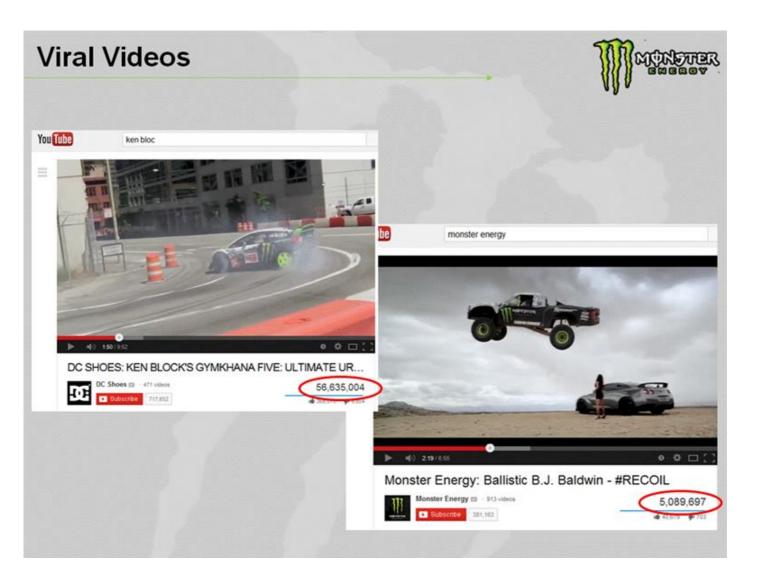


- Launched in January 2013
- · Captured the #2 market position.
- The Energy category is demonstrating healthy growth.
- Monster continues to achieve share growth up to 10% market share in November.



Source: Nielsen - November 2013





### Peace Tea 2014 Innovation



## Peace Tea Complete 2014 Line-up



**Flavors**: Razzleberry, Caddy Shack, Sweet Lemon, Green Tea, Georgia Peach, Sno-Berry, Pink Lemonade, Texas Style Sweet Tea, Viva Mango Juice Cocktail

### Warehouse Division Highlights Hubert's Lemonade

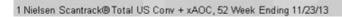
- Warehouse Division increased Net Sales YTD to September 30, 2013 by 5.3%
- Hubert's Brand is the largest contributor to this growth
- Hubert's is the fastest growing Premium Lemonade Brand in measured channels<sup>1</sup>
- · Hubert's Product Line Extensions in 2013

ie

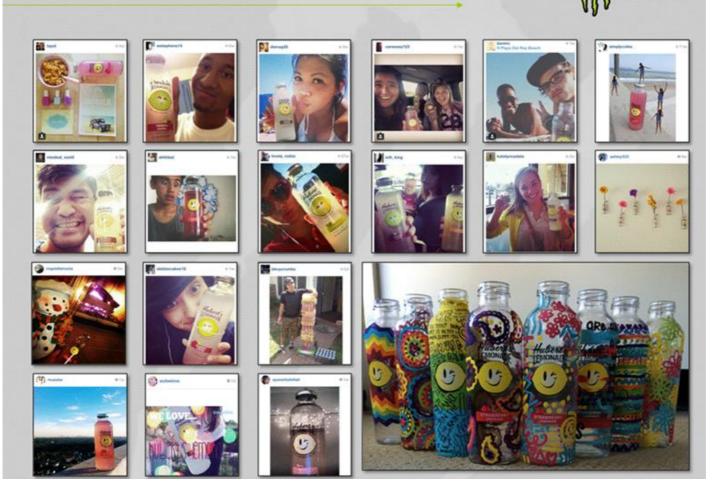
Diet

le

- Hubert's Diet Lemonade
- Hubert's 40oz Multi-Serve Lemonade



# **Hubert's Fans**







### Warehouse Division Highlights Hansen's Natural Soda & Juice

- New Hansen's Marketing Direction
   "Unnatural Lengths for Natural Goodness"
- · Hansen's Kale Soda
  - Promotional flavor



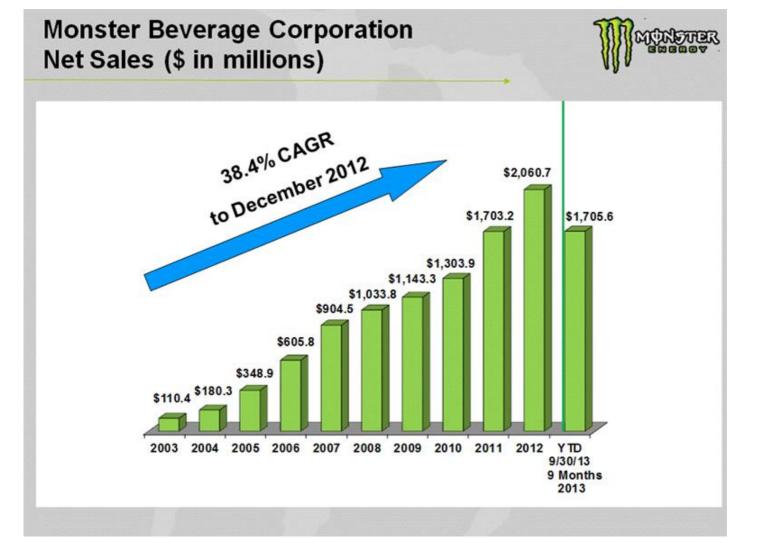
- Maintained 64oz apple juice leadership in California<sup>1</sup>
  - Stabilized apple juice concentrate costs going forward
- Hansen's 6.75oz Juice Box Expansion
  - Organic Juice Boxes
  - Coconut Water & Fruit Juice Twist
- · Hansen's 64oz Apple Cider

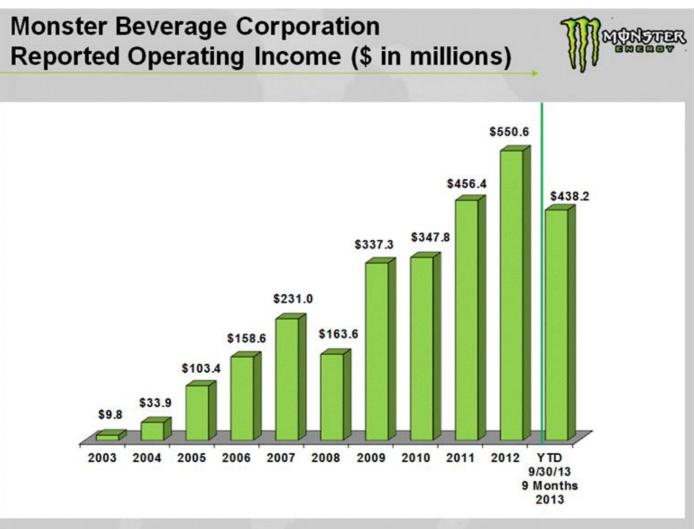






1Nielsen Scantrack®, California Food 64oz Item Unit Share 52 Week Ending 9/1/13





#### Monster Beverage Corporation Adjusted Operating Income ("OI") (\$ in millions)



\*Adjusted operating income is a non-GAAP financial measure that includes adjustments for termination costs to prior distributors and for professional service fees, net of insurance reimbursements, associated with the review of stock option grants and granting practices, related litigation and other related matters. Non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. We include these non-GAAP financial measures because we believe they are useful to investors in allowing for greater transparency related to our ongoing operations. Investors are encouraged to review the reconciliation of the non-GAAP financial measures used to their most directly comparable GAAP financial measures as provided in the table below.

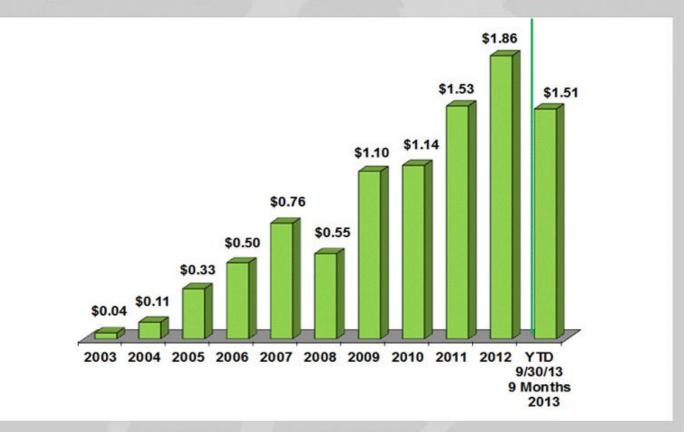


#### **Monster Beverage Corporation** Reported Net Income (\$ in millions) \$340.0 \$286.2 \$262.6 \$212.0 \$208.7 \$149.4 \$108.0 \$97.9 \$62.8 \$20.4 \$5.9 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 YTD 9/30/13 9 Months 2013

### Monster Beverage Corporation Reported Diluted Earnings Per Share

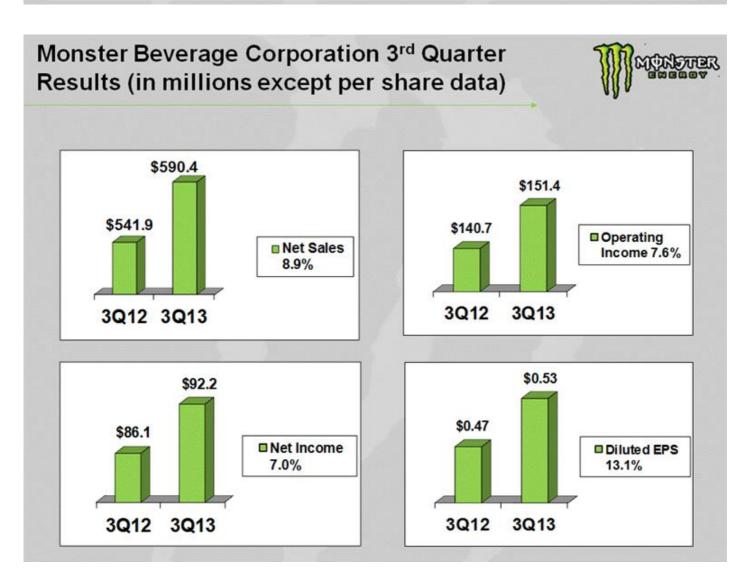


As adjusted for Stock Splits



### Monster Beverage Corporation Balance Sheet Highlights

(\$ in thousands)			
	September 30, 2013	December 31, 2012	Percentage Change
Cash and cash equivalents	\$ 287,019	\$ 222,514	29%
Investments:			
Short-term investments	\$315,572	\$ 97,042	225%
Long-term investments	<u>\$ 9,725</u>	<u>\$ 21,393</u>	55%
Total Investments	\$ 325,297	\$ 118,435	175%
Total cash and investments	\$612,316	\$ 340,949	80%
Accounts receivable, net	\$ 339,155	\$ 236,044	44%
nventories	\$ 247,368	\$ 203,106	22%
Current liabilities	\$ 438,272	\$ 288,545	52%
Deferred revenue – long-term	\$ 113,204	\$ 110,383	3%
Total stockholders' equity	\$ 960,391	\$ 644,397	49%
Shares repurchased during period	256,820	13,516,875	



## 2013 Share Repurchases

	Shares Purchased	Avg. Price (excluding broker's commission)	Gross Amount (excluding broker's commission)
Q1 2013	256,820	51.99	13,352,139.30
Q2 2013	-	-	5
Q3 2013	-	_	
042013	950,690	56.98	54,167,145.12
	1,207,510	\$55.92	\$67,519,284.42

