# 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 12, 2017

#### **Monster Beverage Corporation**

(Exact name of registrant as specified in its charter)

#### **Delaware**

(State or other jurisdiction of incorporation)

**0-18761** (Commission File Number)

47-1809393

(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:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- 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 12, 2017, 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 Convene in 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 website 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.

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 12, 2017

/s/ Hilton H. Schlosberg

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



#### Safe Harbor Statement

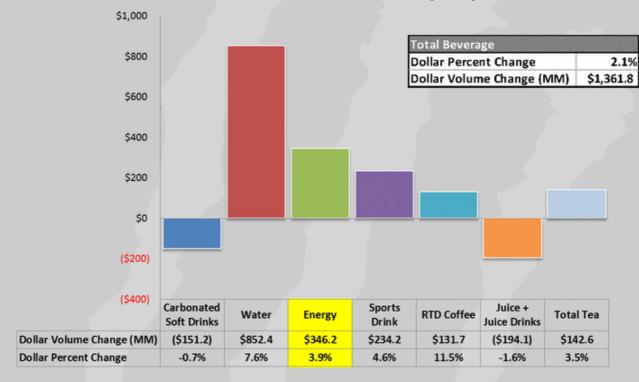


Certain statements made in this presentation may constitute "forward-looking statements" within the meaning of the U.S. federal securities laws, as amended, regarding the expectations of management with respect to Monster Beverage Corporation's (the "Company's") future operating results and other future events including revenues and profitability. The Company 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: our ability to recognize benefits from The Coca-Cola Company transaction and the American Fruits & Flavors transaction; our ability to introduce new products and increase sales of both existing and new products; our ability to implement the share repurchase programs; unanticipated 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 the new distribution agreements; potential disruptions arising out of the transition of certain territories to new distributors; changes in sales levels by existing distributors; unanticipated costs incurred 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; the imposition of new and/or increased excise, sales and/or other taxes on our products; criticism of energy drinks and/or the energy drink market generally; our ability to satisfy all criteria set forth in any U.S. model energy drink guidelines; 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, government and/or quasi-government agency inquiries, 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 the Company's most recent annual report on Form 10-K filed February 29, 2016 and subsequently filed 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.

#### Beverage Landscape U.S.



#### **DOLLAR VOLUME CHANGE (MM)**



Energy Drink Category at 3.9% YTD Growth is Outpacing Total Beverage Category Growth of 2.1%

\*Source: Nielsen AMC YTD M/E 10/29/16

# Brand Performance - Total U.S. All Channels/Dollars



#### **AMC ALL MEASURED CHANNELS SNAPSHOT**

AMC All Measured				\$ Vol	323233	\$ Shr
Channels	\$ Vol	\$ Vol LY	\$ Vol Chg	% Chg	\$ Shr	Chg
TNA ENERGY	\$2,864,995,363	\$2,800,007,399	\$64,987,964	2.3%	100.0	0.0
TOTAL MEC	\$1,142,985,183	\$1,102,343,296	\$40,641,887	3.7%	39.9	0.5
MONSTER	\$1,012,306,250	\$977,114,632	\$35,191,618	3.6%	35.3	0.4
NOS	\$104,557,169	\$97,549,637	\$7,007,532	7.2%	3.6	0.2
FULL THROTTLE	\$26,121,764	\$27,679,027	-\$1,557,263	-5.6%	0.9	-0.1
RED BULL	\$994,185,262	\$974,423,799	\$19,761,463	2.0%	34.7	-0.1
ROCKSTAR	\$225,366,098	\$222,199,321	\$3,166,777	1.4%	7.9	-0.1
AMP	\$37,414,385	\$47,976,273	-\$10,561,888	-22.0%	1.3	-0.4
STARBUCKS	\$115,685,359	\$102,174,305	\$13,511,054	13.2%	4.0	0.4
5-HOUR ENERGY	\$229,984,216	\$241,737,498	-\$11,753,282	-4.9%	8.0	-0.6
XYIENCE XENERGY	\$8,224,085	\$8,940,477	-\$716,392	-8.0%	0.3	0.0
VENOM	\$7,828,507	\$6,946,999	\$881,508	12.7%	0.3	0.0
RIP IT	\$6,031,365	\$6,513,662	-\$482,297	-7.4%	0.2	0.0
A/O	\$97,290,903	\$86,751,769	\$10,539,134	12.1%	3.4	0.3

\*Source: Nielsen AMC 13 W/E 12/24/16 vs. Year Ago

# Brand Performance - Total U.S. All Channels/Units



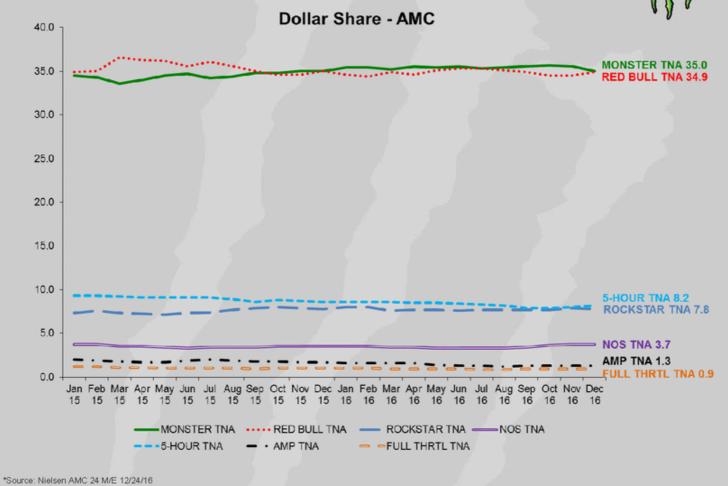
#### **AMC ALL MEASURED CHANNELS SNAPSHOT**

AMC All Measured				U Vol		UShr
Channels	UVol	U Vol LY	U Vol Chg	% Chg	U Shr	Chg
TNA ENERGY	1,064,250,371	1,040,646,029	23,604,342	2.3%	100.0	0.0
TOTAL MEC	453,136,554	436,624,841	16,511,713	3.8%	42.6	0.6
MONSTER	392,674,272	378,829,089	13,845,183	3.7%	36.9	0.5
NOS	47,806,859	44,678,820	3,128,039	7.0%	4.5	0.2
FULL THROTTLE	12,655,423	13,116,932	-461,509	-3.5%	1.2	-0.1
RED BULL	298,430,919	293,077,456	5,353,463	1.8%	28.0	-0.1
ROCKSTAR	118,225,432	114,984,927	3,240,505	2.8%	11.1	0.1
AMP	19,233,235	24,759,355	-5,526,120	-22.3%	1.8	-0.6
STARBUCKS	42,781,219	38,212,863	4,568,356	12.0%	4.0	0.3
5-HOUR ENERGY	61,579,441	64,584,167	-3,004,726	-4.7%	5.8	-0.4
XYIENCE XENERGY	4,296,500	4,489,123	-192,623	-4.3%	0.4	0.0
VENOM	7,901,157	6,548,766	1,352,391	20.7%	0.7	0.1
RIP IT	5,998,469	6,317,566	-319,097	-5.1%	0.6	0.0
A/O	52,667,445	51,046,965	1,620,480	3.2%	4.9	0.0

\*Source: Nielsen AMC 13 W/E 12/24/16 vs. Year Ago

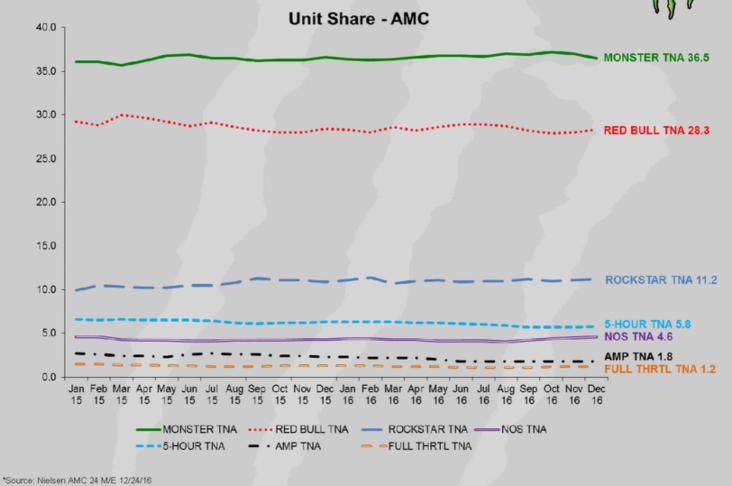
#### Energy Category -Total U.S. Dollar Share - All Measured Channels





# **Energy Category - Total U.S. Unit Share - All Measured Channels**





# **Brand Performance - Total U.S. Convenience/Dollars**



#### **TOTAL U.S. - CONVENIENCE SNAPSHOT**

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TOTAL U.S				\$ Vol		\$ Shr
CONVENIENCE	\$ Vol	\$ Vol LY	\$ Vol Chg	% Chg	\$ Shr	Chg
TNA ENERGY	\$2,115,800,345	\$2,097,770,016	\$18,030,329	0.9%	100.0	0.0
TOTAL MEC	\$857,598,874	\$840,706,586	\$16,892,288	2.0%	40.5	0.5
MONSTER	\$748,491,257	\$734,915,319	\$13,575,938	1.8%	35.4	0.3
NOS	\$87,449,078	\$83,324,085	\$4,124,993	5.0%	4.1	0.2
FULL THROTTLE	\$21,658,539	\$22,467,182	-\$808,643	-3.6%	1.0	0.0
RED BULL	\$732,266,446	\$728,474,106	\$3,792,340	0.5%	34.6	-0.1
ROCKSTAR	\$171,233,965	\$171,633,703	-\$399,738	-0.2%	8.1	-0.1
AMP	\$31,610,304	\$40,272,331	-\$8,662,027	-21.5%	1.5	-0.4
STARBUCKS	\$81,548,282	\$72,576,478	\$8,971,804	12.4%	3.9	0.4
5-HOUR ENERGY	\$163,794,837	\$173,426,510	-\$9,631,673	-5.6%	7.7	-0.5
XYIENCE XENERGY	\$6,429,443	\$7,251,105	-\$821,662	-11.3%	0.3	0.0
VENOM	\$4,680,618	\$3,937,168	\$743,450	18.9%	0.2	0.0
RIP IT	\$4,842,326	\$4,914,218	-\$71,892	-1.5%	0.2	0.0
A/O	\$61,795,250	\$54,577,811	\$7,217,439	13.2%	2.9	0.3

<sup>\*</sup>Source: Nielsen Total U.S. Convenience 13 W/E 12/24/16 vs. Year Ago

# **Brand Performance - Total U.S. Convenience/Units**



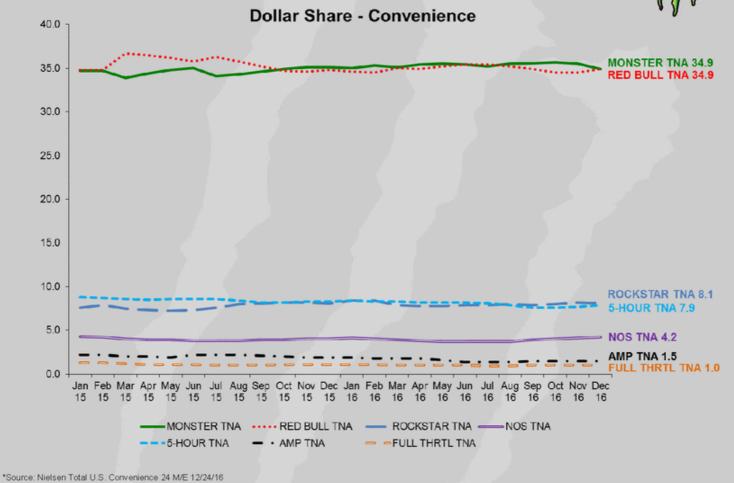
#### **TOTAL U.S. - CONVENIENCE SNAPSHOT**

TOTAL U.S				U Vol		UShr
CONVENIENCE	UVol	U Vol LY	U Vol Chg	% Chg	U Shr	Chg
TNA ENERGY	811,158,272	806,167,107	4,991,165	0.6%	100.0	0.0
TOTAL MEC	356,576,235	347,943,301	8,632,934	2.5%	44.0	0.8
MONSTER	306,748,073	299,801,778	6,946,295	2.3%	37.8	0.6
NOS	39,366,115	37,564,788	1,801,327	4.8%	4.9	0.2
FULL THROTTLE	10,462,047	10,576,735	-114,688	-1.1%	1.3	0.0
RED BULL	231,160,433	230,325,936	834,497	0.4%	28.5	-0.1
ROCKSTAR	83,916,526	84,097,313	-180,787	-0.2%	10.3	-0.1
AMP	15,546,161	20,179,232	-4,633,071	-23.0%	1.9	-0.6
STARBUCKS	28,714,852	25,974,330	2,740,522	10.6%	3.5	0.3
5-HOUR ENERGY	47,862,060	50,899,348	-3,037,288	-6.0%	5.9	-0.4
XYIENCE XENERGY	3,197,106	3,504,524	-307,418	-8.8%	0.4	0.0
VENOM	4,594,618	3,496,920	1,097,698	31.4%	0.6	0.1
RIP IT	4,894,386	4,779,983	114,403	2.4%	0.6	0.0
A/O	34,695,895	34,966,220	-270,325	-0.8%	4.3	-0.1

\*Source: Nielsen Total U.S. Convenience 13 W/E 12/24/16 vs. Year Ago

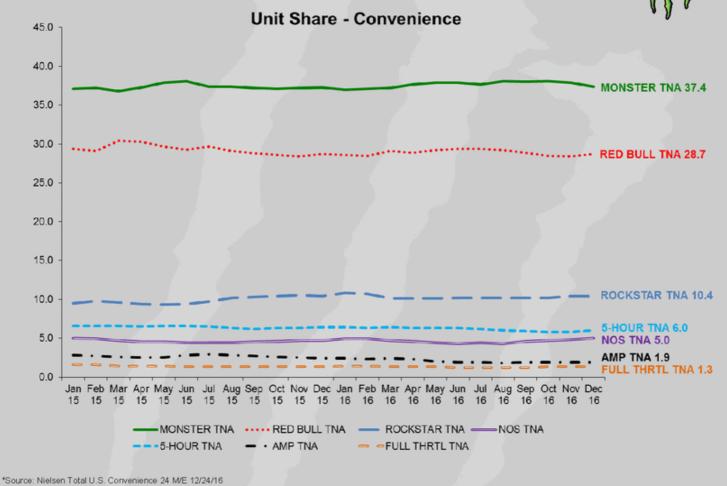
# **Energy Category - Dollar Share - Convenience**





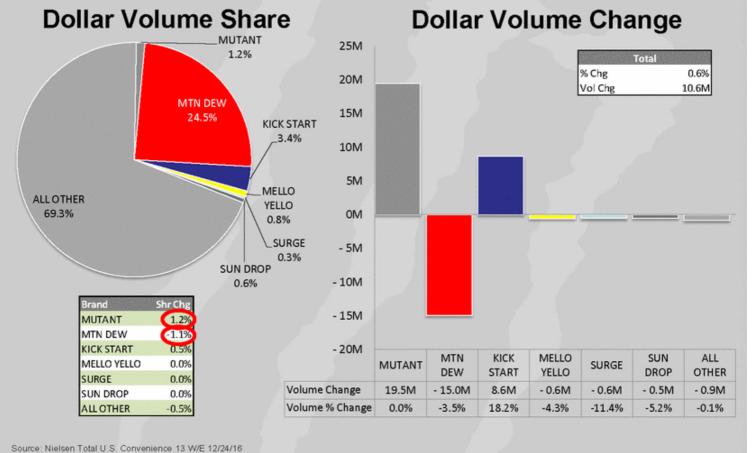
# **Energy Category - Unit Share - Convenience**





#### Single Serve Citrus Soda - Brand Review/Dollars





#### Single Serve Soda -Total U.S. Convenience/Dollars



#### **TOTAL U.S. - CONVENIENCE**

TOTAL U.S				\$Vol		\$Shr
CONVENIENCE	\$ Vol	\$ Vol LY	\$Vol Chg	% Chg	\$ Shr	Chg
TOTAL	\$1,664,298,246	\$1,653,678,080	\$10,620,166	0.6%	100.0	0.0
MTN DEW	\$407,716,829	\$422,669,942	-\$14,953,113	-3.5%	24.5	-1.1
COCA-COLA	\$395,675,591	\$398,907,960	-\$3,232,369	-0.8%	23.8	-0.3
PEPSI	\$236,109,220	\$250,086,318	-\$13,977,098	-5.6%	14.2	-0.9
DR PEPPER	\$168,385,040	\$172,385,332	-\$4,000,292	-2.3%	10.1	-0.3
SPRITE	\$107,675,543	\$103,185,240	\$4,490,303	4.4%	6.5	0.2
KICK START	\$56,239,630	\$47,599,080	\$8,640,550	18.2%	3.4	0.5
FANTA	\$49,659,269	\$37,477,253	\$12,182,016	32.5%	3.0	0.7
A&W	\$30,923,587	\$32,244,156	-\$1,320,569	-4.1%	1.9	-0.1
CANADA DRY	\$26,694,034	\$25,525,190	\$1,168,844	4.6%	1.6	0.1
SUNKIST	\$20,801,895	\$23,077,798	-\$2,275,903	-9.9%	1.2	-0.1
MUTANT	\$19,501,874	\$0	\$19,501,874		1.2	1.2
7 UP	\$15,481,011	\$16,400,813	-\$919,802	-5.6%	0.9	-0.1
MELLO YELLO	\$13,663,717	\$14,278,198	-\$614,481	-4.3%	0.8	0.0
CRUSH	\$12,946,509	\$11,756,544	\$1,189,965	10.1%	0.8	0.1
BIG RED	\$9,753,222	\$10,133,931	-\$380,709	-3.8%	0.6	0.0
SUN DROP	\$9,677,411	\$10,202,946	-\$525,535	-5.2%	0.6	0.0
SQUIRT	\$9,524,496	\$9,086,135	\$438,361	4.8%	0.6	0.0
SCHWEPPES	\$8,444,788	\$5,984,433	\$2,460,355	41.1%	0.5	0.1

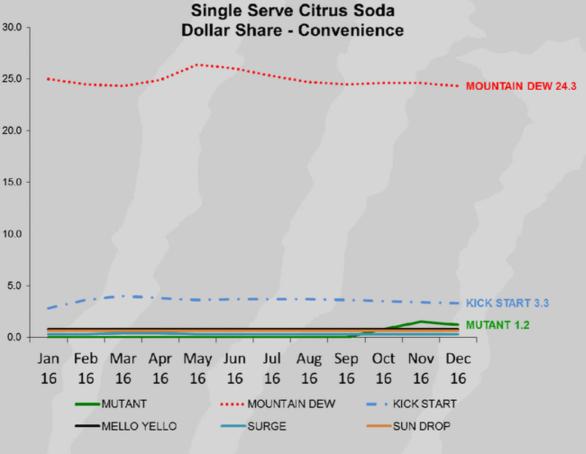


Mutant is Driving Category Growth, the **#11** Brand in Dollars, and has the Highest Dollar Growth Amongst All Sparkling Soft Drinks Single Serve Brands

\*Source: Nielsen Total U.S. Convenience 13 W/E 12/24/16 vs. Year Ago

# Single Serve Citrus Soda - Total U.S. Share Trend/Dollars

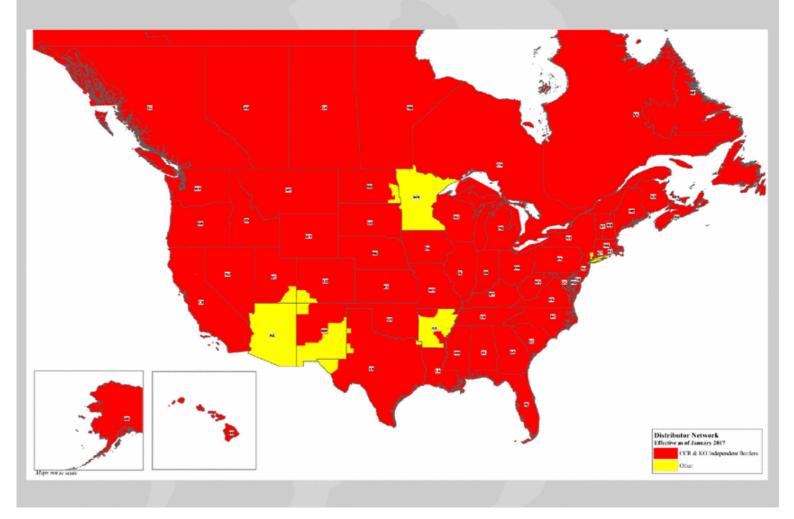




Source: Nielsen Total U.S. Convenience YTD W/E 12/24/16

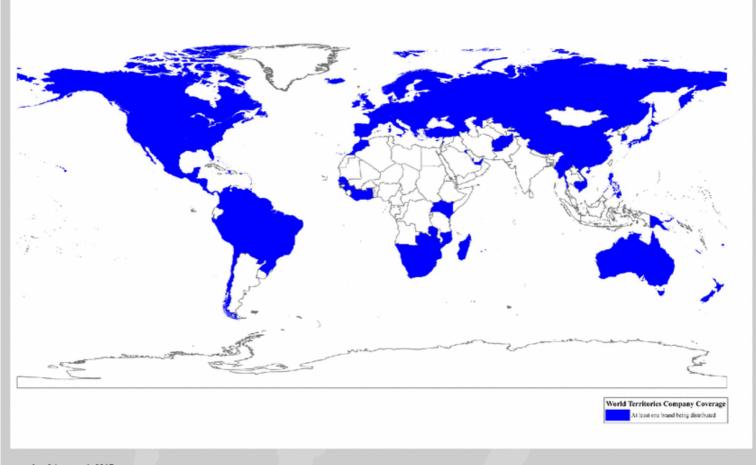
# North America Distributor Map





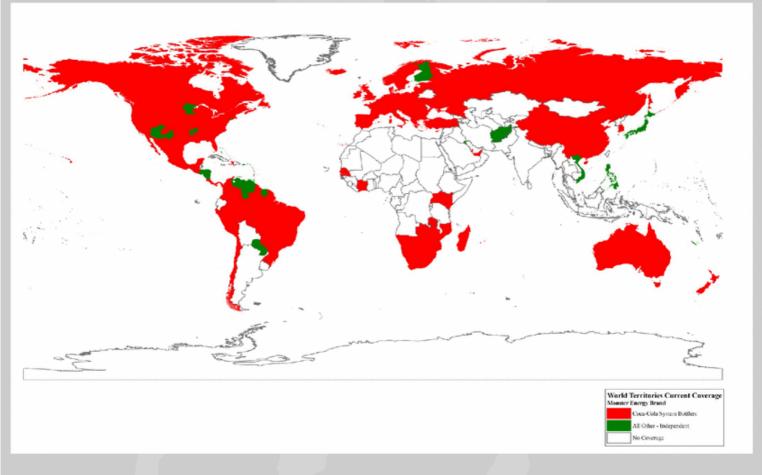
# Distribution of at least one Company brand following KO Transaction





# **Distribution of Monster Energy Drinks**















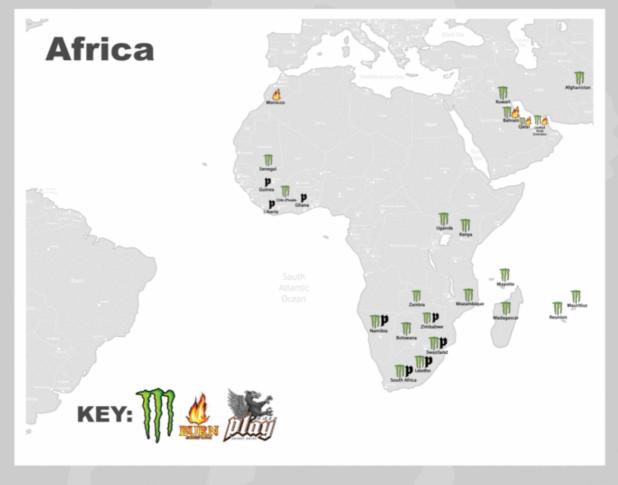




# Central & South America







# Selected Market: Belgium

		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+5.2%	-2.9%
•	Monster Value Growth	+26.7%	+15.9%
•	Monster Value Share	10.8%	10.9%
•	Nalu Value Growth	+9.5%	+2.3%
•	Nalu Value Share	11.8%	12.1%
	Monster Energy Portfolio Value Share	22.6%	22.9%



Esso, Fuel, Belgium

#### 25% 22.9% 22.6% 22.9% 20.0% 20% 15% 10.3% 10.8%10.9% 10% 5%

Belgium Value Share Monster, Nalu & Portfolio

Nalu

Portfolio

Key: YTD YA - Year to Date Year Ago YTD TY - Year to Date This Year L13W - Last 13 Weeks L4W - Last 4 Weeks

0%

# Selected Market: Czech Republic

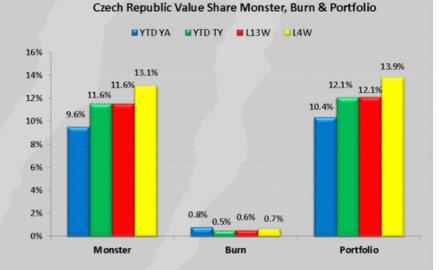
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		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+5.7%	+7.4%
•	Monster Value Growth	+37.8%	+57.7%
•	Monster Value Share	11.6%	13.1%
•	Burn Value Growth	-20.0%	+12.0%
•	Burn Value Share	0.6%	0.7%
•	Monster Energy Portfolio Value Share	12.1%	13.9%



Ahold, Supermarket, Czech Republic

Source: Nielsen Value Sales to 11/30/16, Total All Measured Channels



## **Selected Market: Denmark**

		Last 13 Weeks '16	Last 4 weeks '16	11
•	Energy Category Value Growth	+9.6%	+14.0%	
•	Monster Value Growth	+50.4%	+62.3%	
•	Monster Value Share	19.9%	21.9%	KO System Transition Date September
•	Burn Value Growth	+1.0%	-20.5%	September 2016
•	Burn Value Share	6.7%	5.1%	
•	Monster Energy Portfolio Value Share	26.6%	27.0%	



Bilka, Hypermarket, Denmark

■ YTD YA ■ YTD TY ■ L13W 30.0% 26.6% 27.0% 25.0% 22.3% 21.9% 20.6% 19.9% 20.0% 15.5% 15.0% 6.9% 6.7% 6.7% 10.0% 5.0% 0.0% Portfolio

Denmark Value Share Monster, Burn & Portfolio

Source Nielson Value Sales to 11/27/16, Total All Measured Channels

## **Selected Market: France**

		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+8.4%	+4.9%
•	Monster Value Growth	+24.4%	+13.0%
•	Monster Value Share	22.8%	23.5%
•	Burn Value Growth	-51.5%	- 49.2%
•	Burn Value Share	1.4%	1.5%
	Monster Energy Portfolio Value Share	24.2%	25.0%



A2Pas & Intermarche Express, Convenience, France

30%
25%
25%
20%
19.1%
10%

Monster

Burn

Portfolio

France Value Share Monster, Burn & Portfolio

Source: Nielsen Value Sales to 11/27/16, Total All Measured Channels

## **Selected Market: Germany**

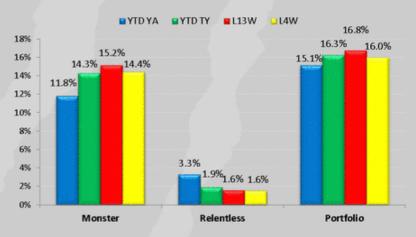
	Last 13 Weeks '16	Last 4 Weeks '16
Energy Category Value Growth	+10.1%	+2.0%
Monster Value Growth	+37.5%	+30.7%
Monster Value Share	15.2%	14.4%
Relentless Value Growth	-39.9%	-48.9%
Relentless Value Share	1.6%	1.6%
Monster Energy Portfolio Value Share	16.8%	16.0%



Real, Hypermarket, Germany

Source: Nielsen Value Sales to 12/4/16, Total All Measured Channels

#### Germany Value Share Monster, Relentless & Portfolio

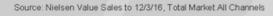


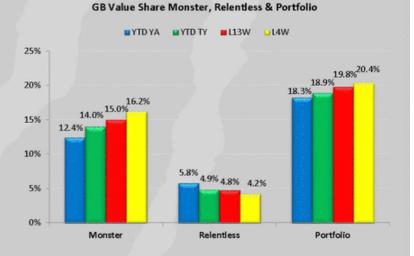
#### Selected Market: Great Britain

	Last 13 Weeks '16	Last 4 Weeks '16
Energy Category Value Growth	+3.5%	+1.8%
Monster Value Growth	+20.0%	+14.8%
Monster Value Share	15.0%	16.2%
Relentless Value Growth	-11.2%	-17.6%
Relentless Value Share	4.8%	4.2%
Monster Energy Portfolio Value Share	19.8%	20.4%



ASDA, Hypermarket, Great Britain





## **Selected Market: Greece**

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	1	13	1
	1		1

		13 Weeks 16	4 vveeks 16
•	Energy Category Value Growth	-1.6%	-1.5%
•	Monster Value Growth	-5.0%	-1.9%

Last

28.3%

UFE	UFC
UFC MESSE	UFC MARKE

Market In, Supermarket, Greece

Greece Value Share Monster

WYTD YA WYTD TY WL13W WL4W

28.2% 27.8% 28.3% 28.7%

28.4% 24% 24% 20% Monster

28.7%

Last

Source: IRI Value Sales to 11/30/16, Total Market All Channels

Monster Value Share

#### **Selected Market: Netherlands**

Last 13 Weeks '16	Last 4 Weeks '16
+11.3%	+11.0%
-13.2%	-21.4%
5.1%	4.9%



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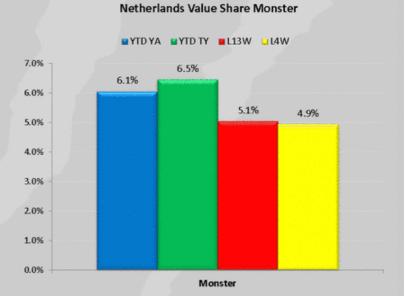
**Energy Category Value Growth** 

Monster Value Growth

**Monster Value Share** 

Jumbo, Supermarket, Netherlands

Source: Nielson Value Sales to 11/16/16, Total All Measured Channels



## **Selected Market: Norway**

	Last 13 Weeks '16	Last <u>4 Weeks '16</u>
Energy Category Value Growth	+16.9%	+17.1%
Monster Value Growth	+87.5%	+73.1%
Monster Value Share	10.9%	11.1%
Burn Value Growth	-7.8%	-10.5%
Burn Value Share	19.8%	19.5%
Monster Energy Portfolio Value Share	30.7%	30.7%

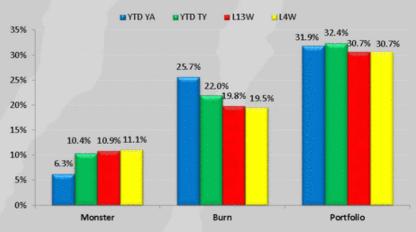




Circle K & Independent Store, Fuel, Norway

Source: Nielsen Value Sales to 12/4/16, Total All Measured Channels

#### Norway Value Share Monster, Burn & Portfolio



## **Selected Market: Poland**

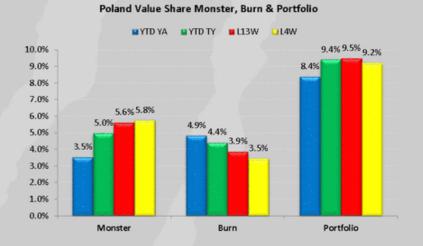
		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+9.3%	+6.3%
•	Monster Value Growth	+76.1%	+81.8%
•	Monster Value Share	5.6%	5.8%
•	Burn Value Growth	-13.4%	-31.7%
•	Burn Value Share	3.9%	3.5%
•	Monster Energy Portfolio Value Share	9.5%	9.2%



Carrefour, Supermarket, Poland

Source: Nielson Value Sales to 11/27/16, Total All Measured Channels

# **\{\}**



# Selected Market: Republic of Ireland



Portfolio

		Last 13 Weeks '16	Last <u>9 Weeks '16</u>
•	Energy Category Value Growth	+12.1%	+15.3%
•	Monster Value Growth	+56.5%	+95.3%
•	Monster Value Share	12.1%	12.3%
•	BPM Value Growth	-16.9%	-21.9%
•	BPM Value Share	2.5%	2.5%
	Monster Energy Portfolio Value Share	14.5%	14.8%

# XF CALL-DUTY

Supervalu, Supermarket, Republic of Ireland

Source: Nielsen Value Sales to 10/31/16, Total All Measured Channels

#### 

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Monster

Republic of Ireland Value Share Monster, BPM & Portfolio

## Selected Market: Russia

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		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+22.0%	+17.8%
•	Monster Value Growth	N/A	N/A
•	Monster Value Share	3.0%	2.8%
•	Burn Value Growth	+3.8%	-4.1%
•	Burn Value Share	11.5%	11.3%
	Monster Energy Portfolio Value Share	14.5%	14.1%





Greenwich, Supermarket & Lenta, Hypermarket, Russia

■ YTD YA ■ YTD TY ■ L13W = L4W 14.7% 14.5% 14.1% 16.0% 14.0% 12.2% 11.5% 11.3% 12.0% 10.0% 8.0% 6.0% 4.0% 2.0% 0.0% Portfolio Monster Burn

Russia Value Share Monster, Burn & Portfolio

Source: Nielson Value Sales to 11/30/16, Total All Measured Channels

## Selected Market: South Africa

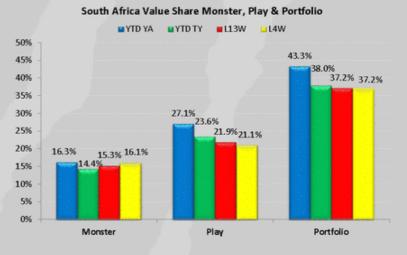
	Last 13 Weeks '16	Last 4 Weeks '16
ory Value Growth	+13.9%	+7.8%
e Growth	+16.3%	+17.3%
e Share	15.3%	16.1%
rowth	-6.5%	-12.2%
nare	21.9%	21.1%
rgy Portfolio Value Share	37.2%	37.2%
	gory Value Growth e Growth e Share rowth hare ergy Portfolio Value Share	13 Weeks '16 +13.9% e Growth +16.3% e Share 15.3% rowth -6.5% hare 21.9%





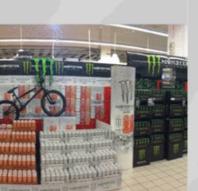
Pick N Pay, Hypermarket, South Africa

Source: Nielsen Value Sales to 11/30/16, Total Market All Channels



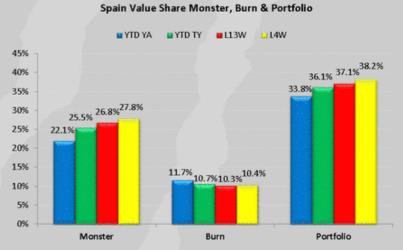
# Selected Market: Spain

		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+10.6%	+5.7%
•	Monster Value Growth	+28.2%	+19.4%
•	Monster Value Share	26.8%	27.8%
•	Burn Value Growth	-3.4%	-5.4%
•	Burn Value Share	10.3%	10.4%
•	Monster Energy Portfolio Value Share	37.1%	38.2%



Eroski, Hypermarket, Spain

Source: Nielsen Value Sales to 12/16/16, Total Market All Channels



KO System Transition Date February

2016

## Selected Market: Sweden

		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+14.0%	+13.7%
•	Monster Value Growth	+17.3%	+13.9%
•	Monster Value Share	10.9%	10.9%
•	Burn Value Growth	-20.9%	-20.5%
•	Burn Value Share	2.2%	2.2%
	Monster Energy Portfolio Value Share	13.1%	13.1%

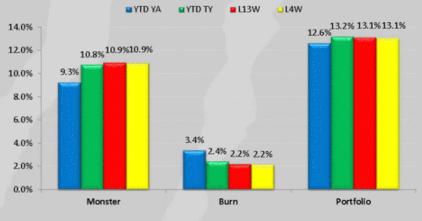




Hemkop, Supermarket, Sweden

Source: Nielsen Value Sales to 11/27/16. Total All Measured Channels

#### Sweden Value Share Monster, Burn & Portfolio



# Selected Market: Turkey

		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	+13.4%	+12.2%
•	Monster Value Growth	+400.1%	+860.2%
•	Monster Value Share	2.1%	4.7%
•	Burn Value Growth	-2.4%	-8.2%
•	Burn Value Share	18.1%	17.5%
•	Monster Energy Portfolio Value Share	20.2%	22.2%



21.6% 20.5% 20.2%

Portfolio

22.2%







Independent Stores, Turkey

■ YTD YA ■ YTD TY ■L13W 25% 21.2% 20% 15% 10% 4.7% 5% Burn Monster

Turkey Value Share Black Monster, Burn & Portfolio

18.1% 17.5%

## Selected Market: Brazil

		Last 13 Weeks '16	Last 4 Weeks '16
•	Energy Category Value Growth	-8.5%	-9.3%
•	Monster Value Growth	-36.7%	-31.3%
•	Monster Value Share	2.5%	2.6%
•	Burn Value Growth	-21.3%	-23.3%
•	Burn Value Share	8.0%	7.7%
•	Monster Energy Portfolio Value Share	10.4%	10.4%

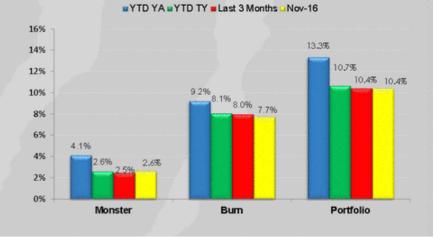








Extra-hiper, Hypermarket, Brazil



Brazil Value Share Monster, Burn & Portfolio

## Selected Market: Chile

Energy Category Value Growth

· Monster Value Growth

Monster Value Share

Last 13 Weeks '16

+19.6%

+51.1%

23.5%

Last 4 Weeks '16

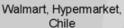
+16.7%

+51.3%

25.1%

KO System Transition Date September 2016







OK Market, Supermarket, Chile

Chile Value Share Monster

WYTD YA WYTD TY Last 3 Months Nov-16

25%

21.5%

25.1%

25.1%

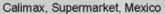
Monster

## **Selected Market: Mexico**

	Energy Category Value Growth	Last 13 Weeks '16 +35.7%	Last <u>4 Weeks '16</u> +35.4%
•	Monster Value Growth	+18.5%	+25.3%
•	Monster Value Share	23.3%	24.3%
•	Burn Value Growth	+3.4%	-8.3%
•	Burn Value Share	4.4%	4.0%
•	Monster Energy Portfolio Value Share	27.7%	28.3%

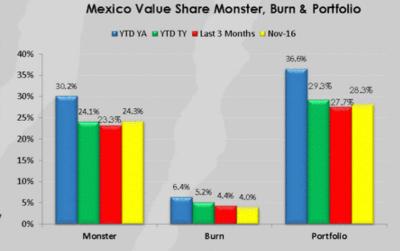








Smart & Final, Grocery Store, Mexico



## Selected Market: Australia

		Last 13 Weeks '16	Last 4 Weeks '16	<b>111</b>
٠	Energy Category Value Growth	+4.0%	+3.0%	
•	Monster Value Growth	+109.2%	+112.7%	
٠	Monster Value Share	6.6%	6.5%	KO System ransition Date
•	Mother Value Growth	-8.4%	-7.4%	2016 2016
•	Mother Value Share	13.7%	14.5%	
٠	Monster Energy Portfolio Value Share	20.3%	20.9%	







Coles, Supermarket, Australia

Australia Value Share Monster, Mother & Portfolio

PYTD YA PYTD TY Last 3 Months Nov-16

20.9%

19.7% 20.3%

19.4%

10%

6.6% 6.5%

3.7% 4.5%

Monster Mother Portfolio

# Selected Market: Japan

50	ন
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•	Energy	Category	Value	Growth
---	--------	----------	-------	--------

· Monster Value Growth

· Monster Value Share

Last 13 Weeks '16	Last 4 Weeks '16
-0.7%	-2.7%
+5.7%	+6.2%

42.3%

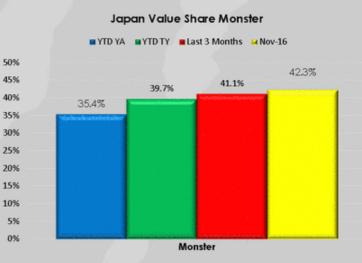
41.1%







Supermarket, Japan



Source: Intage Value Sales to 11/16/16, CVS Only

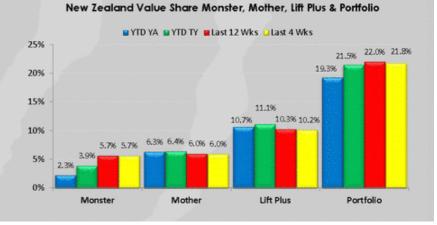
## Selected Market: New Zealand

		Last 12 Weeks '16	Last 4 Weeks '16	<b>{</b> {}}
•	Energy Category Value Growth	+7.9%	+12.5%	
•	Monster Value Growth	+182.3%	+179.4%	
•	Monster Value Share	5.7%	5.7%	vo System
•	Mother Value Growth	+4.7%	+3.2%	KO System Transition Date May
•	Mother Value Share	6.0%	6.0%	2016
•	Lift Plus Value Growth	+0.9%	-1.9%	
•	Lift Plus Value Share	10.3%	10.2%	
•	Monster Energy Portfolio Value Share	22.0%	21.8%	



Countdown, Supermarket, New Zealand

Source: IRI Value Sales to 12/4/16, All Measured Channels



## Selected Market: South Korea

Last Last 13 Weeks '16 4 Weeks '16

Energy Category Value Growth +16.5% +17.1%

Monster Value Growth +126.3% +93.3%

Monster Value Share 22.7%

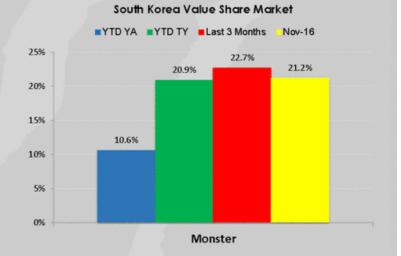
KO System Transition Date January 2016



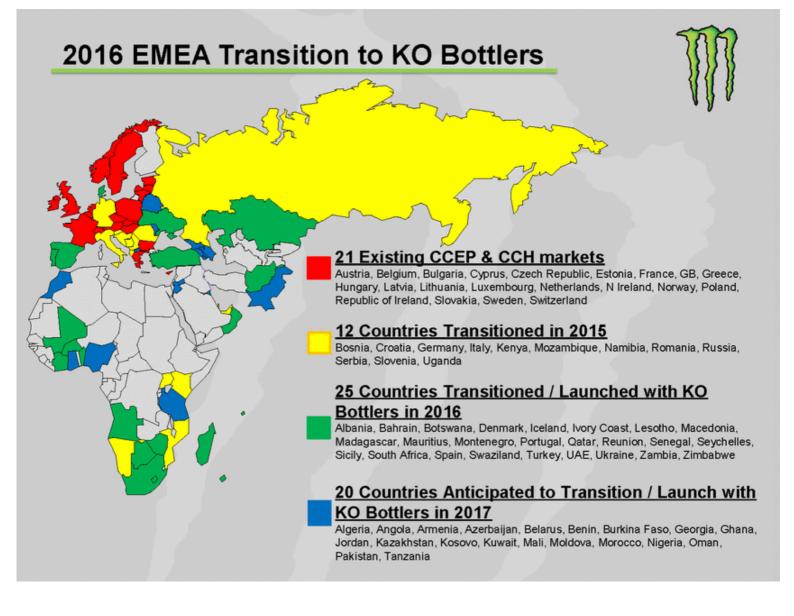
7-Eleven, Convenience Store, South Korea



Deokpveong, Convenience Store, South Korea



21.2%



## 2016 LATAM/APAC Transition to KO Bottlers





### 2 Existing KO markets

Bermuda, Puerto Rico.



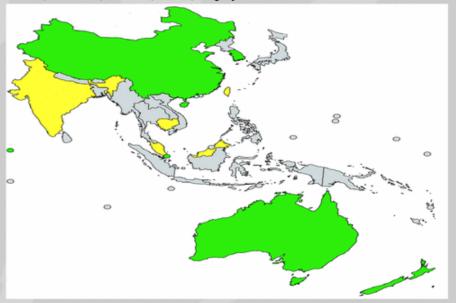
## 18 Countries Transitioned / Launched with KO Bottlers in 2016

Australia, Brazil, Chile, China, Colombia, Costa Rica, French Guiana, Guatemala, Guyana, Haiti, Korea, Maldives, Martinique, Mexico, New Zealand, Panama, Peru, Singapore.

### 20 Countries Anticipated to Transition / Launch with KO Bottlers in 2017

Antigua & Barbuda, Argentina, Aruba, Belize, Bolivia, Cambodia, Dominican Republic, Ecuador, El Salvador, Honduras, India, Jamaica, Malaysia, Nicaragua, Sint Maarten, St. Kitts, St. Vincent, Suriname, Taiwan, Uruguay.





# **WORLD CHAMPIONS**



FORMULA 1 WORLD CHAMPION



**1ST TWO-BELT UFC CHAMPION** 



**MXGP WORLD CHAMPION** 



**ISOC SNOWCROSS CHAMPION** 



MONSTER CUP SUPERCROSS CHAMPION



**SPEEDWAY WORLD CHAMPION** 





# WINTER X CHAMPIONS 13 TOTAL MEDALS





SUPER PIPE GOLD Dominant winter female athlete



**SLOPE STYLE GOLD** 



**BOARDER X GOLD** 



SLAPE STYLE SHVER



**FREE STYLE GOLD** 



**SNOCROSS GOLD** 

# SUMMER X CHAMPIONS 18 TOTAL MEDALS









**BMX GOLD** 

**SKATE VERT GOLD** 

**BMX DIRT GOLD** 







FLAT TRACK MOTO GOLD



# TIGER WOODS **Cultural Icon That Transcends Golf** 7th Most Popular Athlete in the World\* \*Business Insider May, 2016



# **NASCAR**



## IIII NASCAR

### MASSIVE REACH. HIGH ENGAGEMENT. MULTIPLE PLATFORMS.







TELEVISION



#1or 2

37.5



4.6
MILLION

DIGITAL



931 MILLION 319 MILLION





1.1
MILLION •

SOCIAL



4.0
BILLION



13 2 MILLION







\*NASCAR/Sports Business Journal/NBC/Fox

# TITLE SPONSOR - MONSTER ENERGY MUSIC

















# **esports teams**





**Evil Geniuses** 



Team Envy



Fnatic

# **esports event sponsorships**







Series Generated 130 Million Views





**Event Generated 71 Million Views** 

\*businesswire.com/news/home/20160412005434/en/Activision-Blizzard-Media-Networks-Announces-Record-eSports

# MONSTER GIRL GLOBAL CALENDAR



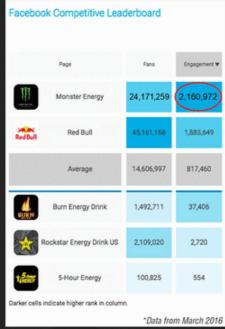






# SOCIAL

## Monster Energy is the Top Engaged Energy Brand on Facebook





24.8 Million Fans"



3.7 Million Fans"



3.2 Million Fans"



1.1 Million Subscribers"

<sup>\*</sup>Source: zuumsocial.com \*\*Lookup date December 28, 2016

# **2017 NATIONAL PROMOTIONS**



## **Leveraging Relevant Partnerships**







T2 - Team Gear



T3 - Assassin's Creed

# BIG SCREEN



Suicide Squad #9 Grossing Movie in 2016. \$746 Million

\*The-Numbers.com

# **ONLINE CONTENT INTEGRATION**





Monster's Doonies 2, 13M Views



Ken Block's Gymkhana 8, 22.2M Views



Ken Block's Gymkhana 9, 17.5M Views



Five Finger Death Punch Wash It All Away 31.5M Views



Machine Gun Kelly Bad Things 31M Views

# NEW PRODUCT LAUNCHES LATE 2015/2016









MUTANT





ULTRA VIOLET



PIPELINE PUNCH







# REFRESH

























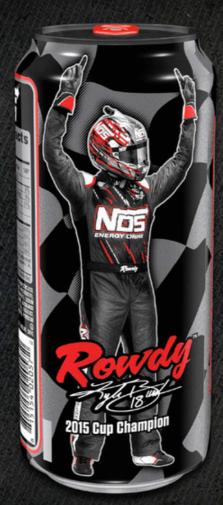






**NEW** 





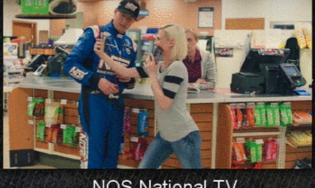


# **MARKETING PLATFORMS**





Kyle Busch 2015 NASCAR Champion



NOS National TV Campaign- NBC



Chris Forsberg 2016 World Drift Champion



Brian Deegan Rally, Off-Road & Motocross





















#### Hard-Working, Easy-Drinking



Habitat For Heroes



Bike Culture



Hard-Working





















































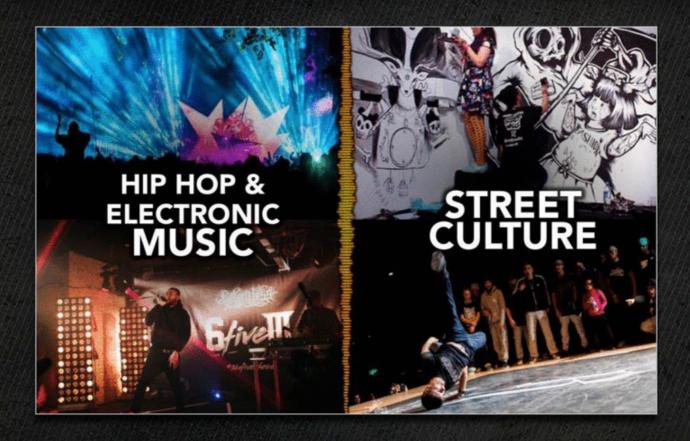












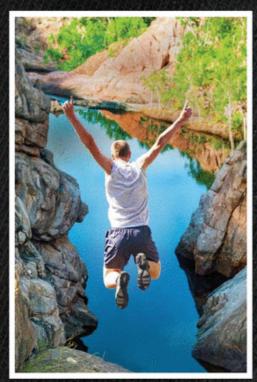












Outdoor Adventure



High-Energy Experiences



Music Lifestyle







































# INNOVATION 2017 INNOVATION 2017

Q1 2017

# **INNOVATION 2017**



First Half 2017

Later 2017

# **INNOVATION 2017**











## **AMERICAN FRUITS AND FLAVORS**





Effective April 1, 2016

#### **Aquired American Fruits and Flavors**

The acquisition brings Monster's primary flavor supplier in-house and secures Monster's ownership of the unique intellectual property created with AFF for its flagship Monster Energy drinks as well as several other key flavors in its beverage portfolio.

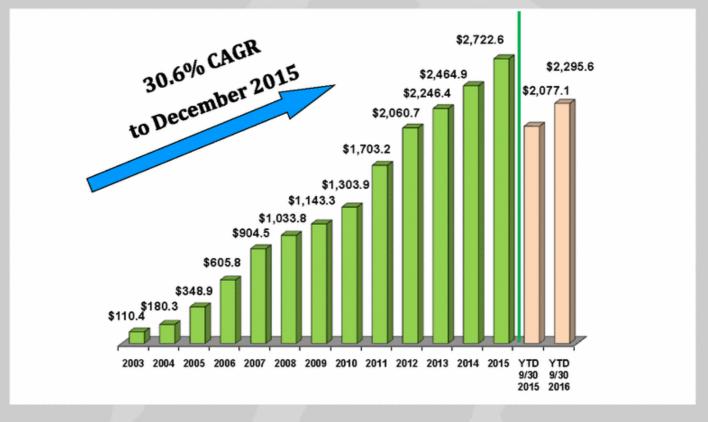
#### **Solid Financial Results**



- 24 consecutive years of increased sales since the acquisition of the Hansen beverage business in 1992.
- Achieved \$2.7 billion in net sales in 2015, up 10.5% over net sales of \$2.5 billion in 2014.
- For the nine months ended September 30, 2016, achieved \$2.3 billion in net sales, up 10.5% over net sales of \$2.1 billion for the same period in 2015.
- Net sales for the third quarter of 2016 increased to \$788.0 million, up 4.1% from the same quarter last year. Net income for the third quarter of 2016 increased to \$191.6 million, up 9.8% from the same quarter last year.

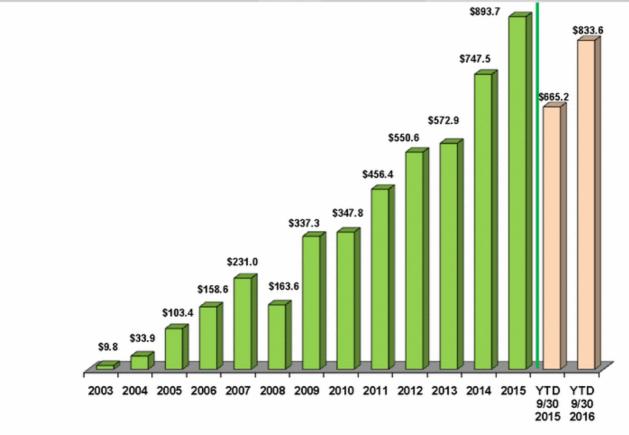
#### Monster Beverage Corporation Net Sales (\$ in millions)





# Monster Beverage Corporation Reported Operating Income (\$ in millions)





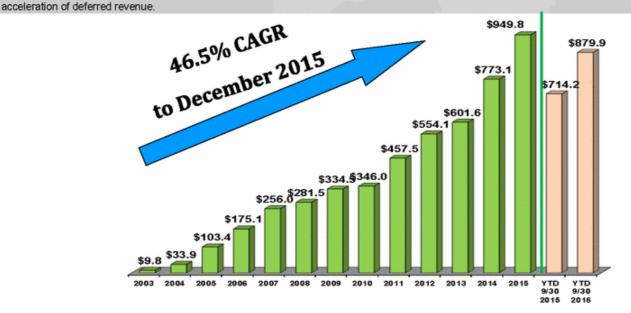
#### Monster Beverage Corporation Adjusted Operating Income ("OI") (\$ in millions)



\* Adjusted operating income is a non-GAAP financial measure that includes adjustments for (1) termination costs to prior distributors;

(2) professional service fees, net of insurance reimbursements, associated with the review of stock option grants and granting practices;

(3) expenditures related to regulatory matters and litigation concerning the advertising, marketing, promotion, ingredients, usage, safety and sale of the Company's Monster Energy brand energy drinks; (4) Coca-Cola transaction expenses; (5) the gain on sale of the Monster non-energy business; and (6) the

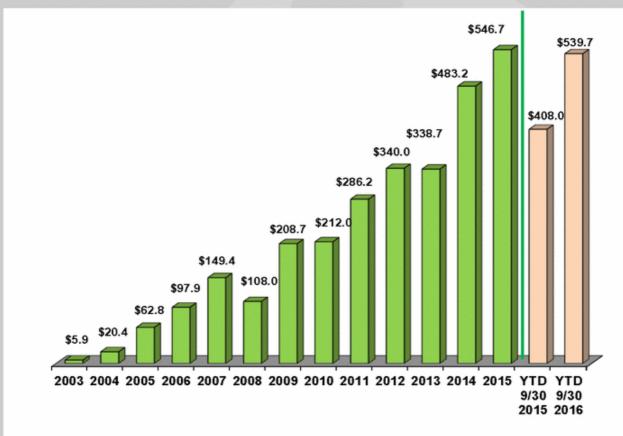


	2003 2004 2005												
Reported OI	\$9.8 \$33.9 \$103.4	\$158.6	\$231.0	\$163.6	\$337.3	\$347.8	\$456.4	\$550.6	\$572.9	\$747.5	\$893.7	\$665.2	\$833.6
*Adjustments												49.0	
Adjusted OI	\$9.8 \$33.9 \$103.4	\$175.1	\$256.0	\$281.5	\$334.5	\$346.0	\$457.5	\$554.1	\$601.6	\$773.1	\$949.8	\$714.2	\$879.9

<sup>\*</sup> Non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures used by other companies. 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 above.

#### Monster Beverage Corporation Reported Net Income (\$ in millions)

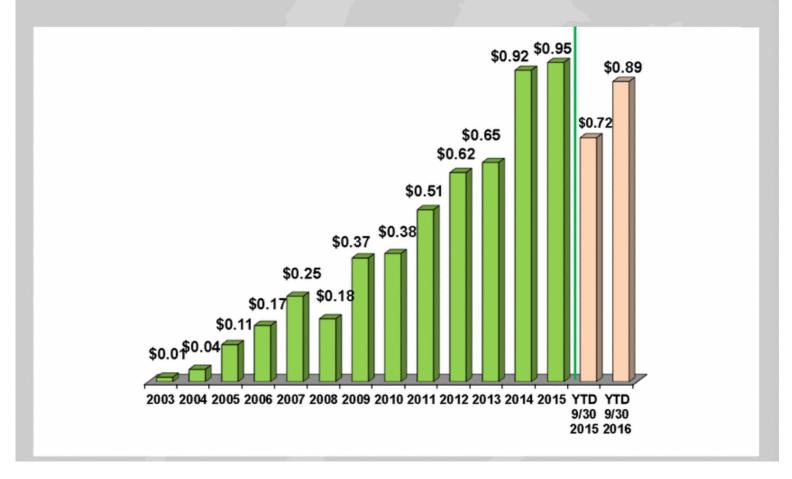




#### Monster Beverage Corporation Reported Diluted Earnings Per Share



As Adjusted for Stock Splits (After 3:1 Stock Split on November 10, 2016)



#### Monster Beverage Corporation Balance Sheet Highlights



(\$ in thousands)									
	September 30, 2016	December 31, 2015	Percentage Change						
Cash and cash equivalents	\$ 341,526	\$2,175,417	-84%						
Investments:	¢ 057.650	¢ 744 640	OF W						
Short-term investments	\$ 257,653	\$ 744,610	-65%						
Long-term investments	<u>\$ 9.519</u>	<u>\$ 15.348</u>	38%						
Total Investments	\$ 267,172	\$ 759,958	-65%						
Total cash and investments	\$ 608,698	\$2,935,375	-79%						
Accounts receivable, net	\$ 467,348	\$ 352,955	32%						
Inventories	\$ 167,840	\$ 156,121	8%						
Current liabilities	\$ 472,642	\$ 410,277	15%						
Deferred revenue – long-term	\$ 365,389	\$ 351,590	4%						
Total stockholders' equity	\$3,398,400	\$4,809,410	-29%						

# Monster Beverage Corporation 3<sup>rd</sup> Quarter Results (in millions except per share data)





