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ARCACONTINENTAL

AC

EARNINGS RELEASE

EBITDA GREW 5.8% WITH NET SALES UP 5.3% IN 1Q20

Monterrey, Mexico, April 23, 2020 – Arca Continental, S.A.B. de C.V. (BMV: AC*) ("Arca Continental" or "AC"), the second-largest Coca-Cola bottler in Latin America, announced its results for the first quarter of 2020 ("1Q20").

Table 1: Financial Highlights

DATA IN MILLIONS OF MEXICAN PESOS	1Q20	1Q19	Variation %
Total Beverage Volume (MUC)	511.8	510.9	*0.2*
Net Sales	38,893	36,921	*5.3*
EBITDA	6,637	6,272	*5.8*
Net Income	2,678	1,701	*57.4*

Total Beverage Volume includes jug water
Net sales not including Revenues outside the territory (OT) in USA
EBITDA *= Operating income + Depreciation + Amortization + Non Recurring Expenses*

1Q20 HIGHLIGHTS

- Net Sales increased 5.3% when compared to 1Q19 to Ps. 38,893 million.
- EBITDA totaled Ps. 6,637 million, 5.8% higher than 1Q19 and for a margin of 17.1%.
- Net Income grew 57.4% to Ps. 2,678 million for a margin of 6.9%.

COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

"In the face of the historic public health crisis we are experiencing throughout the world, at Arca Continental we have focused, with the utmost priority, on carrying out strict safety and hygiene measures to provide a safe workplace for our collaborators. In parallel, we have also established community support programs for the healthcare system, for the most vulnerable groups and for our value chain, while at the same time ensuring the supply necessary for hydration, food and snacks in the various territories we serve", stated Arturo Gutiérrez, Chief Executive Officer de Arca Continental.

"Despite a complicated close to the first quarter of this year, basically due to mobility restrictions and temporary closures for our customers in the countries in which we operate, the solid start we had for the year translated into growth of 5.3% in revenues and 5.8% in EBITDA. To serve under this new market reality and mitigate as much as possible its impact on our performance, we have set in motion a comprehensive program aimed mainly at optimizing our operating expenses and investments, as well as rapidly adapting our models of operation in every stage of production, distribution and execution at the point of sale, accelerating the implementation of digital initiatives and direct-to-home sales, seeking to protect profitability and be better positioned to return to sustainable growth", he added.

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CONSOLIDATED RESULTS

The figures presented in this report were prepared in accordance with International Financial Reporting Standards ("IFRS").

TABLE 2: CONSOLIDATED DATA

	1Q20	1Q19	Variation %
Volume by category (MUC)			
Colas	255.1	254.6	0.2
Flavors	99.8	106.0	-5.8
Sparkling Total Volume	**354.9**	**360.5**	-1.6
*Water**	60.1	57.5	4.4
*Still Beverages***	41.6	40.3	3.0
Volume excluding Jug	**456.4**	**458.4**	-0.4
Jug	55.4	52.5	5.6
Total Volume	**511.8**	**510.9**	0.2
***Income Statement** (MM MXP)*			
*Net Sales****	38,893	36,921	5.3
EBITDA	6,637	6,272	5.8
EBITDA Margin	17.1%	17.0%	10 bp

**** Includes all single-serve presentations of purified, flavored, and mineral water.***

***** Includes teas, isotonics, energy drinks, juices, nectars, and fruit beverages.***

****** Net Sales not including Revenues outside the territory (OT) in USA***

FINANCIAL ANALYSIS

INCOME STATEMENT

- Consolidated net sales reached Ps. 38,893 million in 2020, an increase of 5.3% when compared to 1Q19.
- During 1Q20, sales volume, excluding jug water, remained flat compared to the previous quarter mainly due to the strong performance in the U.S., Mexico and Argentina, which was partially offset by declines in Ecuador and Peru. Water and jug categories posted increases of 4.4% and 5.6%, respectively, while flavors dropped 5.8%.
- Cost of sales increased 3.9%, mainly as a result of the increase in concentrate, and production expenses, partially offset by lower PET prices in all of the operations.

- Consolidated gross profit increased 7.2% to Ps. 17,435 million, representing a gross margin of 44.8%, 80 basis points higher than last year.
- Selling and Administrative expenses increased 8.4%, from Ps. 12,284 million to Ps. 13,319 million in 1Q20; this line item reflects higher expenses for salaries, depreciation and exchange rate effects.
- In 1Q20, consolidated operating income increased 1.0% when compared to 1Q19, reaching Ps. 3,934 million, representing an operating margin of 10.1%, 50 basis points below the previous year. Non-recurring expenses for 1Q20 increased 55.4% mainly from expenses related to the initiatives taken to respond to the health emergency in the various operations for Ps. 79 million, in addition to the disposal of fixed assets due to the new facility in Houston, Texas.
- During 1Q20, consolidated EBITDA increased 5.8% from Ps. 6,272 million to Ps. 6,637 million, representing an EBITDA margin of 17.1%, 10 basis points above 1Q19.
- The comprehensive financing result for 1Q20 was Ps. 482 million, mainly due to a foreign exchange gain of Ps. 1,352 million as a result of our cash position in US dollars and the depreciation of the Mexican peso.
- In 1Q20, the income tax was Ps. 1,317 million, 50.0% higher than the same period last year, reflecting an effective tax rate of 29.7%. This increase was mainly due to the higher amount of EBIT from the exchange rate effect.
- Arca Continental's net income for 1Q20 was Ps. 2,678 million, 57.4% higher than 1Q19, reflecting a margin of 6.9%, up 230 basis points.

BALANCE SHEET & CASH FLOW STATEMENT

- As of March 31, 2020, the cash balance was Ps. 29,589 million and debt was Ps. 60,760 million, for a net debt position of Ps. 31,171 million. The Net Debt/EBITDA ratio was 1.0x.
- Net operating cash flow reached Ps. 5,455 million in 1Q20.
- CAPEX for the period totaled Ps. 1,512 million, mainly allocated towards returnable packaging and improvements in distribution and production capacities, which includes investments in the new plant project in Houston, Texas.

Mexico

Arca Continental reports its information for three regions: Mexico, United States and South America, (which includes Peru, Argentina and Ecuador). Each region includes results for the beverage and complementary businesses.

TABLE 3: MEXICO DATA

	1Q20	1Q19	Variation %
Volume by Category (MUC)			
Colas	152.6	153.0	-0.3
Flavors	28.9	29.8	-2.9
Sparkling Total Volume	**181.5**	**182.8**	-0.7
*Water**	23.7	21.0	12.8
*Still Beverages***	15.9	15.7	1.2
Volume excluding jug	**221.1**	**219.5**	0.7
Jug	52.3	48.8	7.2
Total Volume	**273.4**	**268.3**	1.9
Mix (%)			
Returnable	32.4	31.9	0.4
Non Returnable	67.6	68.1	-0.4
Multi-serve	54.3	53.5	0.8
Single-serve	45.7	46.5	-0.8
Income Statement (MM MXP)			
Net Sales	15,133	14,276	6.0
EBITDA	3,110	2,848	9.2
EBITDA Margin	20.5%	20.0%	50 bp

**** Includes all single-serve presentations of purified, flavored, and mineral water.***

***** Includes teas, isotonics, energy drinks, juices, nectars, and fruit beverages.***

OPERATING RESULTS FOR MEXICO

- Net sales for Mexico reached Ps. 15,133 million during 1Q20, an increase of 6.0% when compared to 1Q19. Sales volume reached 221.1 MUC (excluding jug water), an increase of 0.7% in the same period. Average price per unit case excluding jug water rose 5.2% to Ps. 64.2 in the quarter, as a result of selective price increases and better discount management.
- In 1Q20, EBITDA for Mexico increased 9.2% to Ps. 3,110 million, representing a margin of 20.5%, 50 basis points above 1Q19.

- All main channels contributed to volume growth. It's important to highlight that the positive performance was mainly due to the strength of the traditional channel driven by the growth in the colas, water and isotonic categories which posted increases in this channel of 1.5%, 2.4% and 12.9%, respectively.
- Modern trade channel also registered a strong performance, particularly in the colas category. Highest growth was in the water category, which was largely driven by stock-up purchases in response to the measures taken to restrict mobility in certain territories.
- During 1Q20, to impulse single serve package sales, we launched a new presentation of regular Coca-Cola in a returnable 235ml glass bottle and innovated within the Fanta brand with the introduction of Fanta Incognito with surprise flavors and a new 235ml one-way bottle.
- We continued increasing our advanced analytics capabilities through the improvements in our Suggested Order initiative, which allows for a greater focus on the specific requirements for each of our customers.
- With regard to our strategy for commercial channels, we will continue to focus on the modern trade and Direct-to-Home channels. Of all the various digital initiatives we have developed over the years, the digital and remote outreach platforms, contact center and website *"Coca-Cola en tu hogar"* or "Coca-Cola in your home" will drive our product portfolio during the health contingency.
- In the traditional channel, a "safe store" plan based on 3 pillars was implemented during the COVID-19 health contingency: (1) provide our sales force the ability to conduct normal weekly visits and phone calls to best support stores still opened and actively promote the reopening of closed ones; (2) enhance customer focus by assisting mom & pops with management and delivery of our products, and providing visual aids such as banners ("Mi colonia cuenta conmigo"), flyers with helpful information on preventing the spread of the disease, as well as a cleaning kit with sanitizers and face masks and other cleaning tools; (3) engage with consumers with communication pop at the point of sale.
- Returnable presentations performed well in the first quarter, especially the sparklings category and driven by initiatives that promote our goal of being more sustainable, such as the universal bottle and the campaign *"los que más rinden"*, or "those who perform the most", which consists of one returnable Coca-Cola product plus Santa Clara milk at a special price.
- In the first three months of the year, Brio completed the installation of 1,508 new points of sale in the traditional channel. In addition, we have made important advances in key indicators such as the index of scanned products, cell phone air-time reloads and utility payments.
- Bokados posted a positive performance with low single-digit sales growth and double-digit EBITDA growth, with various launches done in the quarter of innovative products such as D-Tochos in chile lime and pork rinds in lemon pepper, which contributed to the strong results. In response to the current situation, Bokados deployed a cost-savings plan and a strong commercial focus on direct-to-home routes assuring product availability through digital platforms.

UNITED STATES

The U.S. includes the beverage businesses of CCSWB and the snacks businesses of Wise and Deep River.

TABLE 4: UNITED STATES DATA

	1Q20	1Q19	Variation %
Volume by Category (MUC)			
Colas	46.4	44.8	3.7
Flavors	25.4	25.2	0.8
Sparkling Total Volume	**71.8**	**70.0**	2.6
*Water**	15.2	13.5	12.5
*Still Beverages***	15.1	14.7	2.7
Total Volume	**102.0**	**98.2**	3.9
Mix (%)			
Multi-serve	65.6	63.2	2.4
Single-serve	34.4	36.8	-2.4
***Income Statement** (MM MXP)*			
*Net Sales****	14,465	13,180	9.7
EBITDA	1,626	1,342	21.2
EBITDA Margin	11.2%	10.2%	100 bp

**** Includes all single-serve presentations of purified, flavored, and mineral water.***

***** Includes teas, isotonics, energy drinks, juices, nectars, and fruit beverages.***

****** Net Sales not including Revenues outside the territory (OT) in USA***

OPERATING RESULTS FOR THE U.S.

- Total revenues in the U.S. increased 9.7% to Ps. 14,465 million in 1Q20, making this the 12th consecutive quarter of sales growth. Sales volume increased 3.9% to 102.0 MUC, due to growth in water and colas of 12.5% and 3.7%, respectively.
- EBITDA for the U.S. reached Ps. 1,626 million in 1Q20, increasing 21.2% and representing a margin of 11.2%, up 100 basis points when compared to 1Q19.
- During the quarter, the new plant in Houston, Texas became fully operational with five production lines and we continue working to achieve savings from efficiencies.
- In the first quarter of 2020, CCSWB posted solid volume growth in the sparkling and still categories, as a result of the efforts to increase coverage of Coke Energy and the launch of brands such as Powerade Ultra, Powerade Water and AHA, which grew 8.6% in the quarter.
- The most recent launch in the water category was the brand AHA, which was the largest launch of a Coca-Cola brand in North America in the last decade. AHA is a new brand of flavored carbonated water

that comes in eight different flavors and serves the consumer seeking carbonated flavored water without sugar and low in calories.

- As a result of the health contingency, the mix of channels and products is changing; we observed that a phase of stock-up purchases took place during the month of March. Supermarkets and convenience stores increased sales volumes, while the channels most affected have been colleges and universities, hotels, and on-premise upon being closed or switching their operations to at-home service.
- At the start of the quarter, Coke Energy was launched in different flavors: Coke Energy, Coke Energy Zero Sugar, Coke Energy Cherry and Coke Energy Cherry Zero, with positive volumes this period and coverage achieved in large and convenience stores of 90% and 70%, respectively, which drove profitable growth for this category.
- In advanced analytics, we carried out new commercial use cases regarding order taking and the optimization of promotional expenses. In response to the COVID-19 contingency, a new priority was focused on for advanced analytics to mitigate the future impacts of this pandemic on the business.
- During the last month, CCSWB has focused on serving key e-commerce customers, given that consumer trends are changing to on-line purchasing channels. This channel is already generating solid double-digit volume growth in the first two months of the quarter and triple digit growth in the month of March.
- Wise Snacks grew in the mid-single digits sales due to the favorable performance of potato chip, tortilla chip and popcorn categories. We continued innovating the portfolio by launching products under the brand Bokados and, in order to take advantage of the current consumer trends towards on-line purchasing, we launched several SKUs for sale via Amazon, which posted triple-digit growth during the quarter.

South America

South America includes beverage operations in Peru, Argentina, Ecuador and the Inalecsa snacks business.

TABLE 4: SOUTH AMERICA DATA

	1Q20	1Q19	Variation %
Volume by Category (MUC)			
Colas	56.1	56.8	-1.3
Flavors	45.5	51.0	-10.8
Sparkling Total Volume	**101.5**	**107.7**	-5.8
*Water**	21.2	23.0	-8.1
*Still Beverages***	10.6	10.0	6.4
Volume excluding jug	**133.3**	**140.7**	-5.3
Jug	3.1	3.6	-15.5
Total Volume	**136.4**	**144.4**	-5.5
Mix (%)			
Returnable	32.4	30.2	2.2
Non Returnable	67.6	69.8	-2.2
Multi-serve	68.1	67.3	0.8
Single-serve	31.9	32.7	-0.8
***Income Statement** (MM MXP)*			
Net Sales	9,295	9,465	-1.8
EBITDA	1,902	2,082	-8.7
EBITDA Margin	20.5%	22.0%	-150 bp

***** Includes all single-serve presentations of purified, flavored, and mineral water.*

***** Includes teas, isotonics, energy drinks, juices, nectars, and fruit beverages.*

OPERATING RESULTS FOR SOUTH AMERICA

- The South America division posted a 1.8% decline in net sales to Ps. 9,295 million in 1Q20. This result was largely due to the Argentine peso devaluation and a weaker operating performance in Peru.
- Total volume for South America decreased 5.3% to 133.3 MUC, excluding jug water, in 1Q20, explained mainly by a 10.8% decline in flavors category and 8.1% drop in water.
- In 1Q20, EBITDA for South America was down 8.7% to Ps. 1,902 million, reflecting a margin of 20.5%, a reduction of 150 basis points versus 1Q19.

Peru

- In the first three months of 2020, sales volume declined 9.5% as a result of flavors down 14.5% and water down 13.4%, which was partially offset by 16.2% growth in still beverages.
- During 1Q20, in Peru we focused our efforts on strengthening our execution at the point of sale, pricing, promotions and bringing technological capabilities to the point of sale. At the close of the quarter, 78% of our salespeople uses a new handheld device which provides with real-time information on all commercial indicators, as well as work orders issued by the AC Intelligence Center.
- Also in the quarter, we continued piloting digital initiatives, working on the AC Digital platform through which customers place direct orders using a mobile app; currently 1,000 customers utilize this platform.
- In Peru, vending channel routes were adapted to serve consumers directly to their homes with a complete portfolio of sparkling, water and still beverages, with the goal of serving over 6 thousand consumers during this time of restricted mobility.
- In the first months of the year we continued working on execution at the point of sale by installing nearly 8 thousand coolers and 120 thousand cases of returnables.

Ecuador

- In Ecuador during 1Q20, volume declined 3.1%, mainly due to the negative performance posted in the month of March, which was caused by the health emergency in the country, which was partially offset by the strong trends of the first two months of the year.
- During 1Q20, seeking adaptability in the market and taking advantage of the commercial capabilities and brand portfolio, our operation in Ecuador became the benchmark in the Direct to Home Channel. Recognizing the current situation and immediate needs of the market under the given circumstances, we were able to establish new routes to serve over 1,400 homes.
- During the contingency, we modified our service models and rolled-out specialized portfolio supported by phone orders, as well as the development of AC Digital aimed at guaranteeing continuous and efficient service.
- At Tonicorp, during the star of the year we launched the Momentum campaign, aimed at refreshing the brand renewal and have a more attractive packaging image, reaching 85% of all packages with a new design in February. In addition, we launched our campaign *"Activa tus defensas",* or "Activate your defenses", in response to the needs of the market, through which we communicate the benefits of probiotics in our yogurt to strengthen your immune system, seeking to reinforce consumer trends towards products with nutritional and health benefits.
- At Inalecsa, sales posted low-single digit growth driven by the modern channel, as a result of our implementation of commercial strategies based on our operating discipline coupled with a commercial strategy.

Argentina

- During 1Q20, sales volume in Argentina increased 2.7%, mainly driven by 2.9% growth in sparklings and 2.3% growth in water.
- In the quarter, we completed the launch of Aquarius in 2 Lt presentation in all the territories we serve. This was achieved through the implementation of the Universal Bottle, enabling us to support the commercial affordability strategies for returnable packages and expanding our flavored water portfolio.
- During the quarter we executed commercial strategies focused on protecting the affordability of our products; among these was the introduction of packages into the market, the availability of a wide variety of returnable product packages, the application of the Universal Bottle and the development of consumption through single-serve package promotions.

RECENT EVENTS

- On March 12, 2020, our plant "Las Fuentes" in Jalisco received the National Quality Award, granted by the Mexican Ministry of the Economy (Secretaría de Economía). This award recognizes best practices and a commitment to continuous improvement and quality excellence.
- On March 31, 2020, the ratings agency Standard & Poors ratified the credit rating of AC and AC Bebidas of "mxAAA" with a stable outlook, the highest rating in Mexico.
- In April, the rating agency Moody's ratified AC's credit rating and changed the outlook from stable to negative as a result of the rating downgrade of the Mexican Government. Additionally, Fitch also ratified the rating of AC and AC Bebidas of "A" with a stable outlook.

CONFERENCE CALL INFORMATION

Arca Continental will host a conference call on April 23, 2020 to discuss these results at 10:00 am Mexico/Monterrey time / 11:00 am New York time. A live webcast of this event will be available at www.arcacontal.com or connect via telephone.

To participate, please dial:
+1-877-712-5080 (U.S. participants)
+1-334-245-3009 (International participants)
0-1-800-062-2650 (Mexico participants)
Passcode: 36151

About Arca Continental

Arca Continental is a company dedicated to the production, distribution, and sale of non-alcoholic beverages which are brand names of The Coca-Cola Company as well as salty snacks under the brands of Bokados in Mexico, Inalecsa in Ecuador, and Wise and Deep River in the United States. With an outstanding track record of more than 94 years, Arca Continental is the second largest Coca-Cola bottling company in Latin America and one of the most important in the world. Within its Coca-Cola franchise, the company serves a population of more than 123 million in the northern and western parts of Mexico as well as Ecuador, Peru, the northern region of Argentina and the Southwestern U.S. Arca Continental is listed on the Mexican Stock Market under the ticker symbol "AC". For further information about Arca Continental, please visit www.arcacontal.com

Arca Continental, S.A.B. de C.V. and Subsidiaries
Consolidated Income Statement
(millions of Mexican pesos)

	1Q20	1Q19	Variation MM MXP	Variation %
Net Sales	**38,893**	**36,921**	1,971	*5.3*
Cost of Sales	21,458	20,663	796	*3.9*
Gross Profit	**17,435**	**16,259**	1,176	*7.2*
	44.8%	*44.0%*		
Selling Expenses	11,128	10,233	895	*8.8*
Administrative Expenses	2,191	2,052	140	*6.8*
Total Costs	13,319	12,284	1,035	*8.4*
	34.2%	*33.3%*		
Non Recurring Expenses	333	214	119	*55.4*
Operating Income before other income	**3,783**	**3,761**	22	*0.6*
Other Income (Expenses) [1,2]	151	135	16	*11.9*
Operating Income	**3,934**	**3,896**	38	*1.0*
	10.1%	*10.6%*		
Interest Expense Net	-864	-894	30	*-3.4*
Exchange Gain (Loss)	1,352	-38	1,391	
Monetary position result	-6	-57	50	*-88.6*
Comprehensive Financial Results	482	-990	1,471	*-148.7*
Share of net income of associates [3]	23	39	-16	*-40.8*
Earnings Before Taxes	**4,439**	**2,945**	1,494	*50.7*
Profit Taxes	1,317	878	439	*50.0*
Non-controlling interest	-444	-366	-78	*21.3*
Net Profit	**2,678**	**1,701**	977	*57.4*
	6.9%	*4.6%*		
Depreciation and amortization	2,371	2,162	209	*9.7*
EBITDA	**6,637**	**6,272**	365	*5.8*
EBITDA / Net Sales	*17.1%*	*17.0%*		

EBITDA = Operating Income + Depreciation and Amortization + Non Recurring Expenses

[1] Includes equity method from our participation in operational companies like Jugos del Valle, IEQSA and Bebidas Refrescantes de Nogales

[3] Includes net effect from Revenues outside the territory (OT) in USA

[3] Includes equity method from our participation in non-operational companies like PIASA, PetStar, Beta San Miguel, among others

Arca Continental, S.A.B. de C.V. and Subsidiaries
Consolidated Balance Sheet
(millions of Mexican pesos)

	March 31 2020	December 31 2019	Variation MM MXP	%
ASSETS				
Cash and cash equivalents	29,589	22,051	7,538	*34.2*
Accounts receivable; Net	13,299	10,796	2,502	*23.2*
Inventories	9,438	7,948	1,489	*18.7*
Prepayments	798	561	237	*42.2*
Total Current Assets	**53,123**	**41,357**	11,767	*28.5*
Investments in shares and other investments	8,393	8,168	224	*2.7*
Property, plant and other equipment	83,567	71,937	11,629	*16.2*
Assets right of use	1,530	1,177	353	
Other non current assets	141,695	115,808	25,887	*22.4*
Total Assets	**288,307**	**238,447**	49,861	*20.9*
LIABILITIES				
Short term bank loans	7,630	6,761	869	*12.9*
Suppliers	21,262	16,113	5,149	*32.0*
Short term lease	475	248		
Accounts payable and taxes	4,013	4,630	-617	*-13.3*
Total Current Liabilities	**33,380**	**27,751**	5,629	*20.3*
Bank Loans and long term liabilities	53,130	46,500	6,629	*14.3*
Long term lease	1,072	935	137	
Deferred income tax and others	26,093	21,874	4,219	*19.3*
Total Liabilities	**113,674**	**97,060**	16,614	*17.1*
SHAREHOLDER´S EQUITY				
Non controlled participation	35,073	28,491	6,583	*23.1*
Capital Stock	982	982	0	*0.0*
Retained Earnings	135,900	102,326	33,574	*32.8*
Net Profit	2,678	9,588	-6,910	*-72.1*
Total Shareholders' Equity	**174,633**	**141,387**	33,246	*23.5*
Total Liabilities and Shareholders' Equity	**288,307**	**238,447**	49,861	*20.9*

Arca Continental, S.A.B. de C.V. and Subsidiaries
Cash Flow Statement
(millions of Mexican pesos)

	as of March 31	
	2020	2019
Earnings Before Taxes	**4,439**	**2,945**
Depreciation and amortization	2,371	2,162
Gain on sale and fixed assets impairment	250	94
Foreign exchange	-1,346	95
Accrued interests	864	894
Operating cash flow before taxes	**6,578**	**6,191**
Cashflow generated/used in the operation	-1,123	-1,831
Operating cashflow after working capital	**5,455**	**4,360**
Investment Activities:		
Capital Expenditures and Investments (Net)	-1,251	-1,912
Financing Activities:		
Share repurchase program	-130	27
Debt amortization	-376	-15
Paid interests	-1,126	-1,111
Other	-113	0
Net cash flow	**-1,746**	**-1,099**
Net increase of cash and equivalents	2,458	1,349
Change in Cash	5,080	-294
Initial cash and equivalents balance	**22,051**	**15,941**
Final cash and equivalents balance	**29,589**	**16,995**

Additional Financial Information

Information by Segments 1Q20

	Beverage Segments					Other		
	Mexico	USA	Peru	Argentina	Ecuador	Business*	Eliminations	Total
Volume by Segment	**273.4**	**102.0**	**73.2**	**29.0**	**34.2**			**511.8**
Sales by Segment	**14,423**	**13,297**	**4,209**	**1,829**	**2,898**	**2,629**	**-392**	**38,893**
Intersegment Sales	-242	0	-45	0	0	-105	392	0
Net Sales from intersegments	**14,181**	**13,297**	**4,164**	**1,829**	**2,898**	**2,523**	**0**	**38,893**
Operating Income	2,299	627	701	92	244	-28	0	3,934
EBITDA	**3,037**	**1,592**	**1,061**	**258**	**511**	**178**	**0**	**6,637**
EBITDA / Net Sales	*21.4%*	*12.0%*	*25.5%*	*14.1%*	*17.6%*	*7.1%*		*17.1%*
Non Recurring Expenses	11	282	10	0	15	13	0	333
Depreciation and amortization	727	683	350	166	252	192	0	2,371
Financial Income	2,980	22	254	18	7	26	0	3,307
Financial Expenses	1,996	179	534	39	38	40	0	2,826
Share of net income of associates	23	0	0	0	0	0	0	23
Earnings Before Taxes	3,306	470	421	71	212	-42	0	4,439
Total Assets	**81,981**	**123,166**	**54,194**	**9,647**	**18,584**	**14,972**	**-14,237**	**288,307**
Investment in associates companies	7,291	694	0	408	0	0	0	8,393
Total Liabilities	43,045	43,333	20,606	1,529	6,766	4,423	-6,027	113,674
CAPEX	844	342	119	48	42	100	0	1,495

**Others includes Food & Snacks Division, Vending and other subsidiares not related to Beverage segments*

Information by Segments 1Q19

	Beverage Segments					Other		
	Mexico	USA	Peru	Argentina	Ecuador	Business*	Eliminations	Total
Volume by Segment	**268.3**	**98.2**	**80.9**	**28.2**	**35.3**			**510.9**
Sales by Segment	**13,578**	**12,080**	**4,746**	**1,456**	**2,908**	**2,553**	**-399**	**36,921**
Intersegment Sales	-236	0	-40	0	0	-123	399	0
Net Sales from intersegments	**13,342**	**12,080**	**4,705**	**1,456**	**2,908**	**2,431**	**0**	**36,921**
Operating Income	2,053	604	833	127	261	17	0	3,896
EBITDA	**2,750**	**1,305**	**1,203**	**256**	**530**	**227**	**0**	**6,272**
EBITDA / Net Sales	*20.6%*	*10.8%*	*25.6%*	*17.6%*	*18.2%*	*9.3%*		*17.0%*
Non Recurring Expenses	14	144	10	1	21	25	0	214
Depreciation and amortization	683	557	360	127	249	185	0	2,162
Financial Income	500	18	-6	-19	3	5	0	502
Financial Expenses	1,120	161	113	41	45	11	0	1,491
Share of net income of associates	39	0	0	0	0	0	0	39
Earnings Before Taxes	1,472	461	714	68	219	11	0	2,945
Total Assets	**70,249**	**92,963**	**44,767**	**7,944**	**14,835**	**13,067**	**-6,843**	**236,982**
Investment in associated companies	6,183	470	0	287	0	0	0	6,940
Total Liabilities	47,473	31,835	17,412	1,745	5,786	4,174	-11,705	96,720
CAPEX	703	764	277	121	174	66	0	2,106

**Others includes Food & Snacks Division, Vending and other subsidiares not related to Beverage segments*

Total Debt AC

	2020	2021	2022	2023	2024	2025	2026	2027	…	2029	…	2032	Total
Debt Maturity Profile	7,164	7,712	6,154	6,187	3,653	1,524	2,500	6,356		9,755		9,755	60,760
% of Total	11.8%	12.7%	10.1%	10.2%	6.0%	2.5%	4.1%	10.5%		16.1%		16.1%	100.0%

Credit Rating	Local	Global	Outlook
Fitch	AAA(mex)	A	Stable
Moody's	Aaa.mx	A2	Negative
S&P	mxAAA	-	Stable

Average exchange rate

	1Q20	1Q19	YoY
MXN	19.92	19.30	3.2%
PEN	5.86	5.80	0.9%
ARS	0.32	0.50	-34.9%

End of period exchange rate

	1Q20	4Q19	1Q19
MXN	24.29	18.87	19.38
PEN	7.06	5.70	5.84
ARS	0.38	0.32	0.45

Note: The information in these tables is available for download in MS Excel format at the following link: http://www.arcacontal.com/investors/financial-reports.aspx