

## EARNINGS RELEASE

### EBITDA GREW 15.7% WITH REVENUE UP 4.1% IN 1Q21

Monterrey, Mexico, April 23, 2021 – 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 2021 (“1Q21”).

**Table 1: Financial Highlights**

DATA IN MILLIONS OF MEXICAN PESOS			
	1Q21	1Q20	Variation %
Total Beverage Volume (MUC)	514.1	511.9	0.4
Net Sales	40,475	38,893	4.1
EBITDA	7,681	6,637	15.7
Net Income	2,585	2,678	-3.5

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*

#### 1Q21 HIGHLIGHTS

- Net Sales increased 4.1% when compared to 1Q20 to Ps. 40,475 million.
- EBITDA totaled Ps. 7,681 million, 15.7% and EBITDA margin of 19.0% for an expansion of 190 basis points.
- Net Income declined 3.5% to Ps. 2,585 million, representing a net margin of 6.4%.

#### COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

“One year after the outset of the pandemic and its impact to the countries in which we operate, we continue to focus on maintaining a safe workplace for our associates, while supporting healthcare systems and vulnerable groups. We are also contributing to economic reactivation efforts as we keep the pace of initiatives to widen our broad portfolio of products, improve and innovate service models and drive strategic sustainability projects. In line with this strategy, we delivered solid quarterly results, achieving an increase in sales of 4.1% and an EBITDA growth of 15.7%, for a margin expansion of 190 basis points”, said Arturo Gutiérrez, CEO of Arca Continental.

“In 2021, we will continue to focus on the recovery of consumption in our markets, and in expanding the scope of our digital initiatives to face the new consumer dynamics and trends, while we sustain our company’s profitability and liquidity based on our proven operational discipline”, he added.

## CONSOLIDATED RESULTS

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

### TABLE 2: CONSOLIDATED DATA

	1Q21	1Q20	Variation %
<b>Volume by category (MUC)</b>			
Colas	264.5	255.0	3.7
Flavors	97.7	99.8	-2.2
<b>Sparkling Total Volume</b>	<b>362.3</b>	<b>354.9</b>	2.1
Water*	54.4	60.1	-9.5
Still Beverages**	43.7	41.5	5.2
<b>Volume excluding Jug</b>	<b>460.3</b>	<b>456.5</b>	0.8
Jug	53.7	55.4	-3.0
<b>Total Volume</b>	<b>514.1</b>	<b>511.9</b>	0.4
<b>Income Statement (MM MXP)</b>			
Net Sales***	40,475	38,893	4.1
EBITDA	7,681	6,637	15.7
EBITDA Margin	19.0%	17.1%	190 bp

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

\*\* Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages

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



## FINANCIAL ANALYSIS

### INCOME STATEMENT

- During 1Q21, consolidated net sales reached Ps. 40,475 million, up 4.1% (5.2% currency neutral)
- Total volume (excluding jug water) for 1Q21 increased 0.8%, mainly due to the positive performance of colas in all our territories and the recovery of volume in Mexico and Argentina.
- Cost of sales increased 2.8% due to the increases in concentrate.
- Consolidated gross profit rose 5.6% to Ps. 18,407 million, representing a gross margin of 45.5%, 70 bps higher than the previous year.
- Selling and administrative expenses decreased 0.7%, from Ps. 13,319 million to Ps. 13,222 million in 1Q21; this reflects the discipline of our operations to align expenses to sales performance.
- In 1Q21, consolidated operating income increased 33.7% to reach Ps. 5,259 million, representing an operating margin of 13.0%, 290 bps higher than the previous year. Non-recurring expenses declined 50.6% mainly from the decrease in fixed assets carried out in 2020 as part of the Northpoint plant project.
- Consolidated EBITDA in 1Q21 increased from Ps. 6,637 million to Ps. 7,681 million, up 15.7% (17.1% currency neutral), for an EBITDA margin of 19.0%, 190 bps higher than 1Q20.
- The comprehensive financing result for 1Q21 was a cost of Ps. 583 million, as a result of a lower foreign exchange gain due to the cash position in dollars, from a higher depreciation of the Mexican peso versus the US dollar in 2021 vs 2020.
- In 1Q21, income tax reached Ps. 1,434 million, up 8.9%, reflecting an effective tax rate of 30.8%.
- Arca Continental's net income for 1Q21 was Ps. 2,585 million, 3.5% lower than 1Q20, reflecting a net margin of 6.4%, or 50 bps below last year mainly impacted by the lower foreign exchange gain.

### BALANCE SHEET & CASH FLOW STATEMENT

- As of March 31, 2021, the cash balance was Ps. 35,430 million and total debt was Ps. 55,812 million, for a net debt position of Ps. 20,382 million. The Net Debt/EBITDA ratio was 0.6x.
- Net operating cash flow reached Ps. 5,989 million as of March 31, 2021.
- CAPEX for the period totaled Ps. 1,069 million, mainly allocated towards primarily allocated to returnable packaging, coolers, and go-to-market and distribution capabilities.



## 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**

	1Q21	1Q20	Variation %
<b>Volume by Category (MUC)</b>			
Colas	157.4	152.6	3.1
Flavors	28.2	28.9	-2.7
<b>Sparkling Total Volume</b>	<b>185.6</b>	<b>181.6</b>	2.2
Water*	24.3	23.7	2.5
Still Beverages**	16.1	15.9	1.3
<b>Volume excluding jug</b>	<b>226.0</b>	<b>221.2</b>	2.2
Jug	51.3	52.3	-1.9
<b>Total Volume</b>	<b>277.3</b>	<b>273.5</b>	1.4
<b>Mix (%)</b>			
Returnable	33.1	32.4	0.7
Non Returnable	66.9	67.6	-0.7
Multi-serve	59.2	54.3	4.9
Single-serve	40.8	45.7	-4.9
<b>Income Statement (MM MXP)</b>			
Net Sales	16,561	15,133	9.4
EBITDA	3,845	3,110	23.6
EBITDA Margin	23.2%	20.5%	270 bp

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

\*\* Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages

### OPERATING RESULTS FOR MEXICO

- In 1Q21, net sales for Mexico reached Ps. 16,561 million, an increase of 9.4% compared to 1Q20. Sales volume grew 2.2% to 226 MUC (excluding jug water).
- Average price per unit case, excluding jug water, increased 6.5% to Ps. 68.40 in 1Q21 as a result of price increases carried out in 4Q20 and the efficient management of promotions.
- In 1Q21, EBITDA for Mexico increased 23.6% to Ps. 3,845 million, representing a margin of 23.2%, 270 bps higher than 1Q20.



- During the quarter we continued the commercial programs “*Plan Consume Local*” (Buy Local) and “*Cocina Abierta*” (Open Kitchen) through which we delivered cleaning kits for customers, communications material with safety messages for the sales force, kitchen supply donations and survey results on the current landscape for customers. We were able to incorporate more than 8,800 new customers and boost the recovery of the on-premise channel.
- Topo Chico Hard Seltzer has positioned itself in second place in category market share in Monterrey and Guadalajara, reaching over 75% coverage in liquor stores.
- In 1Q21, we capitalized on the launch of Topo Chico Twist of Lime and Grapefruit in the modern trade and traditional channels reaching 20% coverage. We are working on strengthening communications and developing commercial signage for the on-premise channel.
- During 1Q21, the traditional channel continued showing its resilience with positive volume trends due to the strong performance of the sparkling category, up 6.5%, mainly driven by the colas segment which increased 7.0%.
- The Direct to Home channel continued growing in number of routes reaching 18 thousand new customers, of which an average of 4 thousand kept repeated orders during the period.
- In advanced analytics, through the suggested order model, we captured a 1.2% volume increase in the traditional channel from the optimization of suggested products within the portfolio. We plan to expand this tool to other channels and integrate new information sources throughout the year. In addition, we are working on a new model that consists of a comprehensive analysis of key elements such as: average age of the population, proximity to parks, schools, and others, to determine potential purchase rates to reinforce launches in our different territories.
- Our operation in Mexico was awarded Coca-Cola’s Legacy Cup (North, West and Pacific), winning all top three places upon scoring the highest metrics, such as value share and execution in coverage of strategic portfolios.
- Bokados in Mexico posted low-single digit growth in volume and high single digit growth in sales as a result of favorable performance in the traditional channel and improved management of discounts in the modern trade. In terms of EBITDA, Bokados posted low-single digit growth driven by the continuation of the cost optimization plan, the capturing of RGM opportunities and leveraging distribution of other brands such as Vualá and Kellogg’s, which have shown a favorable performance in terms of volume.



## 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

	1Q21	1Q20	Variation %
<b>Volume by Category (MUC)</b>			
Colas	47.6	46.4	2.6
Flavors	25.8	25.4	1.5
<b>Sparkling Total Volume</b>	<b>73.4</b>	<b>71.8</b>	2.2
Water*	12.3	15.2	-18.9
Still Beverages**	14.7	15.1	-2.5
<b>Total Volume</b>	<b>100.4</b>	<b>102.0</b>	-1.6
<b>Mix (%)</b>			
Multi-serve	69.1	65.8	3.3
Single-serve	30.9	34.2	-3.3
<b>Income Statement (MM MXP)</b>			
Net Sales***	15,161	14,465	4.8
EBITDA	2,000	1,626	23.0
EBITDA Margin	13.2%	11.2%	200 bp

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

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

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

### OPERATING RESULTS FOR THE U.S.

- Net sales for the U.S. increased 4.8% to Ps. 15,161 million in 1Q21 mainly due to the price-pack strategy. Sales volume was down 1.6% to 100.4 MUC as a result of tough comps stemming from the panic purchases that took place last year at the outset of the pandemic.
- EBITDA for the U.S. reached Ps. 2,000 million in 1Q21, up 23.0% and representing a margin of 13.2%, up 200 bps when compared to 1Q20.
- Net price for 1Q21 increased 5.9% with a true rate increase of 4.0% above inflation and a positive mix effect of 1.9%, mainly due to the shift in volume towards high profit per case transaction packages.
- At the channel level, Large Stores grew 2.9%, and Small Stores grew 0.9% for the first time since the pandemic. The number of on-premise points of sale increased 26% in March versus February and declined only 3% versus March 2020. This was due to the elimination of mobility restrictions.



- NARTD value share of NARTD grew 0.3 percentage points despite the volume decline that stemmed from price increases and the growth in sports drinks and mineral water segments with a combined strategy of Topo Chico and AHA brands.
- In 1Q21, we launched over 60 new SKUs including the new Coke with Coffee and the new 13.2oz bottle made of 100% recycled PET. In addition, we accelerated digital initiatives such as myCoke.com, which reached 51% coverage in the eligible on-premise channel and resulted in a 17.5% growth in volume sold through this platform.
- In terms of mix, multi-serve formats grew 3.3% mainly driven by 120z cans and transactional packages which increased 5.8% and 16.1%, respectively, given that consumers continue making higher volume purchases and visiting stores less frequently.
- The e-commerce channel continued to show expansion and steady progress despite the climate challenges experienced in February 2021; it grew direct sales by 17.5% compared to 1Q20 through myCoke and eRetailers such as Amazon, Walmart.com, Sams.com, Boxed.com, among others.
- As the markets evolved, we adapted our execution strategy and the way in which we measure the activities carried out by the sales force. Therefore, in 2021 we are evolving the fundamental metrics to ensure best in class commercial execution. We added the “On Shelf Availability” metric as a new fundamental to reduce out-of-stocks and improve our customer service.
- During 1Q21, we launched the new 13.2oz bottle of Coca-Cola, Diet Coke, Coke Zero Sugar, Sprite, Fanta Orange, Dr Pepper and Diet Dr Pepper, expanding the diversity of the sparkling portfolio to capture new consumers, reaching current coverage of 39% in the convenience store channel.
- In Wise, during 1Q21 we reported net sales and volume decline compared to last year as customers’ normal purchasing habits resume. The e-commerce channel reported a solid performance with a new pricing structure and the introduction of new products.



## South America

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

**TABLE 4: SOUTH AMERICA DATA**

	1Q21	1Q20	Variation %
<b>Volume by Category (MUC)</b>			
Colas	59.6	56.1	6.3
Flavors	43.7	45.5	-3.9
<b>Sparkling Total Volume</b>	<b>103.3</b>	<b>101.5</b>	1.7
Water*	17.7	21.2	-16.2
Still Beverages**	12.9	10.6	22.0
<b>Volume excluding jug</b>	<b>134.0</b>	<b>133.3</b>	0.5
Jug	2.4	3.1	-22.4
<b>Total Volume</b>	<b>136.4</b>	<b>136.4</b>	0.0
<b>Mix (%)</b>			
Returnable	31.8	32.4	-0.6
Non Returnable	68.2	67.6	0.6
Multi-serve	72.5	68.1	4.4
Single-serve	27.5	31.9	-4.4
<b>Income Statement (MM MXP)</b>			
Net Sales	8,752	9,295	-5.8
EBITDA	1,836	1,902	-3.4
EBITDA Margin	21.0%	20.5%	50 bp

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

\*\* Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages

### OPERATING RESULTS FOR SOUTH AMERICA

- Net sales for the South America division declined 5.8% to Ps. 8,752 million in 1Q21. This resulted mainly from the devaluation of the Argentine peso and lower product demand in Peru and Ecuador.
- Total sales volume (excluding jug water) for South America remained flat year-over-year at 136.4 MUC, primarily due to the recovery of the colas and stills categories which grew 6.3% and 22.0%, respectively.
- In 1Q21, EBITDA for South America decreased 3.4% to Ps. 1,836 million, reflecting a margin of 21.0% for an expansion of 50 bps versus 1Q20.





## Peru

- During 1Q21, sales volume declined 1.2% as a result of a double-digit decrease in water and jugs from panic purchases done in 1Q20 for the health crisis; this was partially offset by double-digit growth in the colas and stills categories.
- The sparkling category had a positive performance with 2.1% growth, driven by colas whereby Coca-Cola brand posted a 10.8% increase in the traditional and modern channels. In addition, in the flavors category the performance of Fanta stood out with 7.3% growth due to the strategy of consolidating affordable formats at competitive prices and the reformulations carried out at the end of 2020.
- In terms of mix, multi-serve packs continue to grow their share of the sales mix as a result of the changes in consumer patterns while single-serve packs continue to be affected by the drop-in consumption of the on-premise channel.
- During 1Q21, we consolidated the digital strategy and new service models at the different channels, which has boosted volume growth within the traditional channel. Among the plans that drove this growth were: AC Digital, the B2B application that facilitates direct and agile ordering among our customers, and the development of the “Auto Venta” model which capitalizes on sales through distribution facilities.
- We expanded the suggested order model with AC Digital in Lima by implementing in 19 thousand customer stores.

## Ecuador

- In Ecuador, during 1Q21, sales volume declined 1.6% mainly due to tough comps in the first two months of the year.
- In 1Q21, among the most relevant initiatives were the returnability strategy, AC digital, specialized service models and a focus on the direct-to-home channel. The service model stood out for incorporating of new customers, and dynamic routing capabilities, the reinforcement of preselling and the frequency of service.
- During 1Q21, price per unit case was affected due to strong competition in the market, a greater mix of returnables and an impact among channels from a higher volume of single-serve formats and an increase of water in the mix.
- In 1Q21, Inalecsa posted low-single digit declines in volume and sales, focusing on growing in the traditional channel and increasing customer base. In addition, Inalecsa continued geographic expansion through the distribution of its products using a hybrid model. Furthermore, the solid performance of the launches of pork rinds and the affordability strategies have enabled it to continue growing market share.
- Tonicorp achieved a significant improvement at the close of 1Q21, increasing volume performance at all channels and growing value share. We continued our strategy to recover volume through the execution of promotions among retailers and the development of “Plataforma Chiquis” which incentivizes single-serve products, as well as the launch of economy-sized packages to generate affordable, nutritious consumption. We also launched “Topsy Dolce” as part of the strategy to expand the portfolio of premium ice cream category products.



## Argentina

- In 1Q21, sales volume grew 4.7% mainly boosted by the sparkling category, namely colas and stills.
- At the channel level, we implemented a plan focused on the self-serve channel whereby the customer must meet certain criteria of metrics to obtain discounts and to develop new categories, increase market share, have proper execution at the point of sale and ensure the coverage of chilled beverages. Since its implementation, we have experienced a 25% increase in volume among customers within the plan compared to customers outside the plan.
- In 1Q21 we launched Coca-Cola Café, reaching 29% coverage in the traditional channel and gaining wide acceptance and volume through a media plan that promoted the product, which included sampling to give consumers the opportunity to taste the product.

## ESG

- Arca Continental received the *Certificación PRIME*, a certification granted to companies with established best practices to ensure good Corporate Governance. This certification was granted by a special committee comprised by the *Asociación Mexicana de Instituciones Bursátiles (AMIB)*, *Bolsa Institucional de Valores (BIVA)*, *Bolsa Mexicana de Valores (BMV)*, *Nacional Financiera (NAFIN)* and *Banco Nacional de Comercio Exterior (BANCOMEXT)*.
- In Mexico, Arca Continental was named for the eighteenth year as a Socially Responsible Company by the *Centro Mexicano para la Filantropía A.C. (CEMEFI)*, in recognition of the ethical management and sustainable performance in the areas of economic, social and environmental, as well as community wellness programs.
- In the US, we joined The Coca-Cola Company's initiative to produce 13.2oz Sip Sized and later classic 20oz formats with 100% recycled PET. Collectively, through the Coca-Cola system, this will reduce 10,000 tons per year of greenhouse gas emissions in the US.
- In Ecuador, we received the *Premio Violeta a las Buenas Prácticas Empresariales*, or the Purple Award for Good Corporate Practices, presented by the Federal Government. This award was granted for our promotion of females in the workplace and the prevention of violence against women. In addition, we were recognized for sustaining job opportunities, strengthening equality processes and our commitment to gender equity. Awards such as these reinforce our commitment to initiatives focused on strengthening the role of women in the value chain, aiming to achieve gender equity in all the countries in which we operate.
- At Tonicorp, we signed the Global Pact leadership agreement Sustainable Development Goal 2, aimed at working in an articulated manner with public and private organizations to put an end to hunger and reduce the nutrition gap in Ecuador. We reaffirm our commitment to becoming an agent for positive change, strengthening its community involvement through alliances that will generate benefits.
- In Peru, Arca Continental Lindley was elected to receive Green financing for up to 440 million soles, or approximately US\$120 million, within the energy efficiency sector, which will be provided by Banco de Crédito del Perú (BCP) and Scotiabank.
- In Argentina, we signed an agreement for the installation of household water filters, together with the Salta Ministry of Social Development and Coca-Cola Argentina. The pilot program will commence in the Rivadavia and San Martín departments.



## RECENT EVENTS

- On March 25, 2021, the ratings agency Standard and Poor's ratified the credit ratings of AC and AC Beverages of "mxAAA" with a stable outlook, making them the highest rated on a national scale.

## CONFERENCE CALL INFORMATION

Arca Continental will host a conference call on April 23, 2021 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](http://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 produces, distributes, and markets beverages under The Coca-Cola Company brand, as well as snacks under the Bokados brand in Mexico, Inalecsa in Ecuador, and Wise and Deep River in the United States. With an outstanding history spanning more than 95 years, Arca Continental is the second-largest Coca-Cola bottler in Latin America, and one of the largest in the world. Through its Coca-Cola franchise, the company serves more than 123 million people in the Northern and Western regions in Mexico, as well as in Ecuador, Peru, in the Northern region of Argentina, and in the Southwestern United States. Arca Continental is listed on the Mexican Stock Exchange under the ticker "AC". For more information about Arca Continental, please visit [www.arcacontal.com](http://www.arcacontal.com)

This material may contain forward-looking statements regarding Arca Continental and its subsidiaries based on management's expectations. This information as well as statements regarding future events and expectations is subject to risks and uncertainties, as well as factors that could cause the results, performance and achievements of the Company to differ at any time. Such factors include changes in the general economic, political, governmental and commercial conditions both domestically and globally, as well as variations in interest rates, inflation rates, exchange rate volatility, tax rates, the demand for and the price of carbonated beverages, water, and the price of sugar and other raw materials used in the production of sparkling beverages, weather conditions and various others. As a result of these risks and factors, actual results could be materially different from the estimates provided; therefore, Arca Continental does not accept responsibility for any variations or for the information provided by official sources.



## Arca Continental, S.A.B. de C.V. and Subsidiaries

### Consolidated Income Statement

(millions of Mexican pesos)

	1Q21	1Q20	Variation	
			MM MXP	%
<b>Net Sales</b>	<b>40,475</b>	<b>38,893</b>	1,582	4.1
Cost of Sales	22,068	21,458	610	2.8
<b>Gross Profit</b>	<b>18,407</b>	<b>17,435</b>	972	5.6
	45.5%	44.8%		
Selling Expenses	10,997	11,128	-131	-1.2
Administrative Expenses	2,225	2,191	34	1.6
<b>Total Costs</b>	<b>13,222</b>	<b>13,319</b>	-97	-0.7
	32.7%	34.2%		
Non Recurring Expenses	164	333	-168	-50.6
<b>Operating Income before other income</b>	<b>5,020</b>	<b>3,783</b>	1,238	32.7
Other Income (Expenses) <sup>1,2</sup>	239	151	87	57.9
<b>Operating Income</b>	<b>5,259</b>	<b>3,934</b>	1,325	33.7
	13.0%	10.1%		
Interest Expense Net	-720	-864	144	-16.7
Exchange Gain (Loss)	198	1,352	-1,154	-85.3
Monetary position result	-62	-6	-55	
<b>Comprehensive Financial Results</b>	<b>-583</b>	<b>482</b>	-1,065	-221.1
Share of net income of associates <sup>3</sup>	-13	23	-36	
<b>Earnings Before Taxes</b>	<b>4,662</b>	<b>4,439</b>	224	5.0
Profit Taxes	-1,434	-1,317	-117	8.9
Non-controlling interest	-643	-444	-199	44.8
<b>Net Profit</b>	<b>2,585</b>	<b>2,678</b>	-93	-3.5
	6.4%	6.9%		
Depreciation and amortization	2,258	2,371	-113	-4.8
<b>EBITDA</b>	<b>7,681</b>	<b>6,637</b>	1,044	15.7
EBITDA / Net Sales	19.0%	17.1%		

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

<sup>1</sup> Includes equity method from our participation in operational companies like Jugos del Valle, IEQSA and Bebidas Refrescantes de Nogales

<sup>3</sup> Includes net effect from Revenues outside the territory (OT) in USA

<sup>3</sup> 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	December 31	Variation	
	2021	2020	MM MXP	%
<b>ASSETS</b>				
Cash and cash equivalents	35,430	27,336	8,095	29.6
Accounts receivable; Net	13,464	11,062	2,402	21.7
Inventories	8,289	8,251	39	0.5
Prepayments	682	451	231	51.2
<b>Total Current Assets</b>	<b>57,865</b>	<b>47,099</b>	10,766	22.9
Investments in shares and other investments	8,331	8,308	23	0.3
Property, plant and other equipment	69,415	69,659	-244	-0.3
Assets right of use	991	1,190	-199	-16.7
Other non current assets	122,523	119,717	2,806	2.3
<b>Total Assets</b>	<b>259,126</b>	<b>245,974</b>	13,153	5.3
<b>LIABILITIES</b>				
Short term bank loans	12,057	7,132	4,925	69.1
Suppliers	8,474	8,044	430	5.4
Short term lease	345	358	-13	-3.5
Accounts payable and taxes	17,056	15,245	1,811	11.9
<b>Total Current Liabilities</b>	<b>37,933</b>	<b>30,779</b>	7,154	23.2
Bank Loans and long term liabilities	43,755	43,445	310	0.7
Long term lease	681	853	-172	-20.2
Deferred income tax and others	23,701	23,476	225	1.0
<b>Total Liabilities</b>	<b>106,071</b>	<b>98,553</b>	7,518	7.6
<b>SHAREHOLDER'S EQUITY</b>				
Non controlled participation	30,568	30,566	2	0.0
Capital Stock	982	982	0	0.0
Retained Earnings	118,920	105,596	13,324	12.6
Net Profit	2,585	10,276	-7,691	-74.8
<b>Total Shareholders' Equity</b>	<b>153,055</b>	<b>147,420</b>	5,635	3.8
<b>Total Liabilities and Shareholders' Equity</b>	<b>259,126</b>	<b>245,974</b>	13,153	5.3



## Arca Continental, S.A.B. de C.V. and Subsidiaries

### Cash Flow Statement

(millions of Mexican pesos)

	as of March 31	
	2021	2020
<b>Earnings Before Taxes</b>	<b>4,662</b>	<b>4,439</b>
Depreciation and amortization	2,258	2,371
Gain on sale and fixed assets impairment	148	250
Foreign exchange	-137	-1,346
Accrued interests	720	864
<b>Operating cash flow before taxes</b>	<b>7,652</b>	<b>6,578</b>
Cashflow generated/used in the operation	-1,663	-1,123
<b>Operating cashflow after working capital</b>	<b>5,989</b>	<b>5,455</b>
Investment Activities:		
Capital Expenditures and Investments (Net)	-2,114	-1,251
Financing Activities:		
Dividends paid	0	0
Share repurchase program	194	-130
Debt amortization	4,346	-376
Paid interests	-934	-1,126
Other	-143	-113
<b>Net cash flow</b>	<b>3,463</b>	<b>-1,746</b>
Net increase of cash and equivalents	7,338	2,458
Change in Cash	756	5,080
<b>Initial cash and equivalents balance</b>	<b>27,336</b>	<b>22,051</b>
<b>Final cash and equivalents balance</b>	<b>35,430</b>	<b>29,589</b>



## Additional Financial Information

### Information by Segments 1Q21

	Beverage Segments					Other	Eliminations	Total
	Mexico	USA	Peru	Argentina	Ecuador	Business*		
<b>Volume by Segment</b>	<b>277.3</b>	<b>100.4</b>	<b>72.4</b>	<b>30.3</b>	<b>33.6</b>			<b>514.1</b>
<b>Sales by Segment</b>	<b>15,705</b>	<b>14,174</b>	<b>4,031</b>	<b>1,645</b>	<b>2,775</b>	<b>2,502</b>	<b>-359</b>	<b>40,475</b>
Intersegment Sales	-222	0	-25	0	-2	-110	359	-0
<b>Net Sales from intersegments</b>	<b>15,484</b>	<b>14,174</b>	<b>4,006</b>	<b>1,645</b>	<b>2,774</b>	<b>2,392</b>	<b>0</b>	<b>40,475</b>
Operating Income	3,001	1,339	675	159	241	-158	0	5,259
<b>EBITDA</b>	<b>3,798</b>	<b>2,041</b>	<b>983</b>	<b>297</b>	<b>512</b>	<b>49</b>	<b>0</b>	<b>7,681</b>
EBITDA / Net Sales	24.5%	14.4%	24.5%	18.1%	18.5%	2.1%	0.0%	19.0%
Non Recurring Expenses	54	84	1	5	19	2	0	164
Depreciation and amortization	743	618	307	134	252	205	0	2,258
Financial Income	672	7	430	-5	20	14	0	1,138
Financial Expenses	868	175	589	31	38	20	0	1,721
Share of net income of associates	-13	0	0	0	0	0	0	-13
Earnings Before Taxes	2,792	1,171	517	123	223	-163	0	4,662
<b>Total Assets</b>	<b>78,952</b>	<b>106,837</b>	<b>41,091</b>	<b>8,442</b>	<b>23,253</b>	<b>12,270</b>	<b>-11,719</b>	<b>259,126</b>
Investment in associates companies	7,358	614	0	360	0	0	0	8,331
Total Liabilities	51,790	38,131	14,088	1,215	5,892	2,980	-8,025	106,071
CAPEX	526	116	120	70	83	52	0	967

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

### Information by Segments 1Q20

	Beverage Segments					Other	Eliminations	Total
	Mexico	USA	Peru	Argentina	Ecuador	Business*		
<b>Volume by Segment</b>	<b>273.5</b>	<b>102.0</b>	<b>73.2</b>	<b>29.0</b>	<b>34.2</b>			<b>511.9</b>
<b>Sales by Segment</b>	<b>14,423</b>	<b>13,297</b>	<b>4,209</b>	<b>1,829</b>	<b>2,898</b>	<b>2,629</b>	<b>-392</b>	<b>38,893</b>
Intersegment Sales	-242	0	-45	0	0	-105	392	0
<b>Net Sales from intersegments</b>	<b>14,181</b>	<b>13,297</b>	<b>4,164</b>	<b>1,829</b>	<b>2,898</b>	<b>2,523</b>	<b>0</b>	<b>38,893</b>
Operating Income	2,299	627	701	92	244	-28	0	3,934
<b>EBITDA</b>	<b>3,037</b>	<b>1,592</b>	<b>1,061</b>	<b>258</b>	<b>511</b>	<b>178</b>	<b>0</b>	<b>6,637</b>
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
<b>Total Assets</b>	<b>81,981</b>	<b>123,166</b>	<b>54,194</b>	<b>9,647</b>	<b>18,584</b>	<b>14,972</b>	<b>-14,237</b>	<b>288,307</b>
Investment in associated 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 subsidiarias not related to Beverage segments



### Total Debt AC

	2021	2022	2023	2024	2025	2026	2027	...	2029	...	2032	Total
Debt Maturity Profile	6,955	12,768	5,914	3,523	1,556	2,254	6,338		8,252		8,252	55,812
% of Total	12.5%	22.9%	10.6%	6.3%	2.8%	4.0%	11.4%		14.8%		14.8%	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

	1Q21	1Q20	YoY
MXN	20.46	19.92	2.7%
PEN	5.59	5.86	-4.5%
ARS	0.23	0.32	-28.3%

### End of period exchange rate

	1Q21	4Q20	1Q20
MXN	20.60	19.94	24.29
PEN	5.48	5.51	7.06
ARS	0.22	0.24	0.38

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>

