



EARNINGS RELEASE

REVENUE GREW 15.2% WITH EBITDA UP 5.7% IN 4Q21

Monterrey, Mexico, February 15, 2022 – 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 fourth quarter and twelve months of 2021 (“4Q21” and “12M21”).

Table 1: Financial Highlights

DATA IN MILLIONS OF MEXICAN PESOS						
	4Q21	4Q20	Variation %	Jan-Dec'21	Jan-Dec'20	Variation %
Total Beverage Volume (MUC)	593.6	561.1	5.8	2,279.7	2,154.8	5.8
Net Sales	49,138	42,665	15.2	183,366	169,314	8.3
EBITDA	9,127	8,633	5.7	35,406	32,147	10.1
Net Income	3,187	2,519	26.5	12,282	10,276	19.5

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

4Q21 HIGHLIGHTS

- Net Sales increased 15.2% when compared to 4Q20, to Ps. 49,138 million.
- EBITDA rose 5.7% to Ps. 9,127 million, for an EBITDA margin of 18.6%.
- Net Income grew 26.5% to Ps. 3,187 million for a net margin of 6.5%.

12M21 HIGHLIGHTS

- Net Sales increased 8.3% when compared to 4Q20 to Ps. 183,366 million.
- EBITDA rose 10.1% to Ps. 35,406 million for margin of 19.3%, an expansion of 30 basis points.
- Net Income was Ps. 12,282 million, up 19.5% and representing a net margin of 6.7%.

COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

“The ability of our great team of associates to face challenging times enabled us to grow annual sales in 2021 by 8.3% and generate volumes above pre-pandemic levels. This solid performance, combined with financial discipline focused on protecting the profitability of our business, led to a 10.1% increase in EBITDA and a 30-basis point margin expansion for the second consecutive year”, stated Arturo Gutiérrez, Chief Executive Officer of Arca Continental.

“In 2022, our solid execution at the point of sale and permanent focus on operating efficiency will support our goal of maintaining positive sales trends, growing our EBITDA and creating sustainable value, while always striving to satisfy the needs of our customers and consumers, to grow stronger as a socially responsible company and an attractive investment option for the market.”

CONSOLIDATED RESULTS

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

TABLE 2: CONSOLIDATED DATA

	4Q21	4Q20	Variation %	Jan-Dec'21	Jan-Dec'20	Variation %
Volume by category (MUC)						
Colas	313.6	297.7	5.3	1,187.4	1,142.0	4.0
Flavors	117.5	110.8	6.1	428.5	396.9	8.0
Sparkling Total Volume	431.2	408.5	5.5	1,615.9	1,538.9	5.0
Water*	60.0	55.1	8.8	239.3	215.4	11.1
Still Beverages**	49.6	43.8	13.3	197.6	170.1	16.1
Volume excluding Jug	540.7	507.3	6.6	2,052.8	1,924.3	6.7
Jug	52.9	53.8	-1.7	226.9	230.4	-1.5
Total Volume	593.6	561.1	5.8	2,279.7	2,154.8	5.8
Income Statement (MM MXP)						
Net Sales***	49,138	42,665	15.2	183,366	169,314	8.3
EBITDA	9,127	8,633	5.7	35,406	32,147	10.1
EBITDA Margin	18.6%	20.2%	-160 bp	19.3%	19.0%	30 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

- Consolidated net sales for 4Q20 increased 15.2% to Ps. 49,138 million. In 2021, net sales rose 8.3% when compared to 2020, reaching Ps. 183,366 million.
- In 4Q21 unit case volume increased 6.6%, excluding jug water, mainly due to the recovery in still beverages and water categories, with increases of 13.3% and 8.8%, respectively. In the year, volume reached 2,052.8 MUC, excluding jug water, for an increase of 6.7%.
- Cost of sales in the fourth quarter rose 15.5%, primarily due to price increases in several key inputs. Consolidated gross profit increased 14.7% in the quarter to Ps. 22,553 million to reach a gross margin of 45.9%. In 12M21, gross profit reached Ps. 83,333 million, representing a gross margin of 45.4%, 10 basis points above 12M20.



- Selling and administrative expenses in 4Q21 increased to Ps. 15,816 million, reflecting an expense to revenue ratio of 32.2%, 160 basis points higher than in 4Q20. In 2021, selling and administrative expenses rose 5.7% to Ps. 57,536 million, 31.4% with respect to revenues, 80 basis points below 12M20.
- Consolidated operating income increased 5.0% to Ps. 6,309 million in 4Q21, representing an operating margin of 12.8%. Operating income for 12M21 rose 18.1% to Ps. 25,361 million, an operating margin of 13.8%, up 110 basis points compared to last year.
- Consolidated EBITDA in 4Q21 increased to Ps. 9,127 million, representing a margin of 18.6% and growth of 5.7% when compared to 4Q20. In 2021, EBITDA increased 10.1% to Ps. 35,406 million, for a margin of 19.3%, up 30 basis points when compared 2020.
- Comprehensive cost of financing for 4Q21 was Ps. 864 million, 43.7% lower than 4Q20, mainly due to a lower FX rate loss versus last year. In 12M21, the cost reached Ps. 3,293 million, 5.3% lower than 12M20.
- In 4Q21, income tax reflected an effective tax rate of 31.8% to reach Ps. 1,771 million, 30.5% higher than 4Q20. In 2021, income tax was Ps. 6,983 million, 28.7% above the previous year and representing an effective tax rate of 31.6%.
- Net income for 4Q21 was Ps. 3,187 million, 26.5% higher than 4Q20, reflecting a net margin of 6.5%, while in 2021, it reached Ps. 12,282 million, for a net margin of 6.7%.

BALANCE SHEET & CASH FLOW STATEMENT

- As of December 31, 2021, the cash balance was Ps. 32,117 million and total debt was Ps. 51,074 million, for a net debt position of Ps. 18,957 million. Net Debt/EBITDA ratio was 0.5x.
- Net operating cash flow reached Ps. 31,069 million as of December 31, 2021.
- CAPEX for 2021 totaled Ps. 7,176 million, mainly allocated towards coolers, returnable packaging and market execution 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 both beverage and complementary businesses.

TABLE 3: MEXICO DATA

	4Q21	4Q20	Variation %	Jan-Dec'21	Jan-Dec'20	Variation %
Volume by Category (MUC)						
Colas	185.4	177.2	4.6	730.6	713.3	2.4
Flavors	34.6	33.4	3.5	136.7	132.0	3.5
Sparkling Total Volume	220.0	210.6	4.5	867.3	845.3	2.6
Water*	28.6	25.8	10.8	119.9	104.4	14.9
Still Beverages**	19.0	16.6	14.3	75.8	66.4	14.0
Volume excluding jug	267.6	253.0	5.8	1,063.0	1,016.1	4.6
Jug	50.9	51.6	-1.5	219.2	222.4	-1.4
Total Volume	318.4	304.7	4.5	1,282.2	1,238.5	3.5
Mix (%)						
Returnable	30.6	32.7	-2.0	32.0	33.3	-1.3
Non Returnable	69.4	67.3	2.0	68.0	66.7	1.3
Multi-serve	58.1	60.4	-2.2	57.9	59.9	-2.0
Single-serve	41.9	39.6	2.2	42.1	40.1	2.0
Income Statement (MM MXP)						
Net Sales	20,252	17,924	13.0	78,642	70,174	12.1
EBITDA	4,556	4,053	12.4	19,252	16,844	14.3
EBITDA Margin	22.5%	22.6%	-10 bp	24.5%	24.0%	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 MEXICO

- Net sales for Mexico totaled Ps. 20,252 million in 4Q21, an increase of 13.0%. Volume reached 318.4 MUC, up 4.5% versus 4Q20. Average price per unit case, excluding jug water rose to Ps. 70.98 in 4Q21, up 6.5% as a result of selective price increases and a favorable mix. In 2021, net sales rose 12.1% to Ps. 78,642 million with volume of 1,282.2 MUC, up 3.5% when compared to 2020 and 1.8% above 2019.
- In 4Q21, EBITDA in Mexico reached Ps. 4,556 million, a 10 basis points dilution and a margin of 22.5%; this was largely due to the increase in raw materials, such as sweeteners and PET, combined with higher operating expenses. For the year, EBITDA reached grew 14.3% to Ps. 19,252 million, representing a margin of 24.5%, and expansion of 50 basis compared to 2020.



- During the quarter, a new distribution center was open to serve a large number of customers and consumers in different municipalities in the state of Coahuila. With an investment of Ps. 216 million, this distribution center has the capacity to store 7,000 pallets of merchandise and 97 tons of chilled product.
- Coca-Cola brand recorded its sixth consecutive year of growth, up 2.8% increase in 2021, mainly driven by the relaunch of Coca-Cola Sin Azucar.
- During the quarter, single-serve mix grew 2.2%, as a result of the sustained recovery of relevant channels, such as entertainment and supermarkets.
- The traditional trade channel continued to show its resiliency with 1.9% growth versus 4Q20 and 10.9% when compared to 4Q19, explained mainly by the strong performance of colas, water and sport drinks categories. The actions that drove these results were the launch of Ciel in 1.2L, and the promotion “*Comparte una Coca-Cola*” (Share a Coke), which drove growth in single-serve presentations. Furthermore, the Christmas holidays season drove significant growth in multi-serve packages.
- AC Digital accelerated the expansion and captured 79 thousand customers in 2021, reaching 8% of total orders and allowing our sales team to invest more time in market execution and the development.
- The sparkling flavors category grew 3.5% driven primarily by cross promotions with Bokados. This combined with the launch of new flavors such as apple-peach flavor, coverage of key packages and strategies focused on developing the multi-serve presentations.
- In 2021, innovations and product launches yielded positive results. Topo Chico Hard Seltzer continued its positive momentum, sustaining solid second and third place position in key markets in Guadalajara and Monterrey, respectively. This was achieved as a result of our execution at the point of sale, investments in coolers, and exclusive plans for the on-premise channel. We also continued with the introduction of Costa Coffee products across our territories, while Topo Chico Twist achieved a relevant coverage in the traditional channel.
- Bokados posted double-digit growth in sales and EBITDA in the fourth quarter, mainly driven by the recovery of the modern channel and an efficient management of discounts and promotions. In addition, we carried out the launches of major brands, such as Prispas Queso Enchilado, Bokachitos Bites Queso and Topitos Chile Limon.

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

	4Q21	4Q20	Variation %	Jan-Dec'21	Jan-Dec'20	Variation %
Volume by Category (MUC)						
Colas	53.0	51.9	2.2	204.1	202.2	0.9
Flavors	29.5	27.8	6.0	116.1	108.9	6.6
Sparkling Total Volume	82.5	79.7	3.5	320.2	311.1	2.9
Water*	12.1	11.6	3.6	52.8	53.5	-1.2
Still Beverages**	16.2	15.1	7.1	71.7	66.8	7.3
Total Volume	110.7	106.4	4.0	444.7	431.4	3.1
Mix (%)						
Multi-serve	68.0	68.9	-0.9	67.1	67.4	-0.3
Single-serve	32.0	31.1	0.9	32.9	32.6	0.3
Income Statement (MM MXP)						
Net Sales***	18,666	15,831	17.9	69,323	66,380	4.4
EBITDA	2,300	2,269	1.4	9,250	8,846	4.6
EBITDA Margin	12.3%	14.3%	-200 bp	13.3%	13.3%	0 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.

- In 4Q21, net sales for the U.S. reached Ps. 18,666 million, representing an increase of 17.9% when compared to 4Q20. Sales volume totaled 110.7 MUC for an increase of 4.0%. In 2021, net sales grew 4.4% to Ps. 69,323 million and volume totaled 444.7 MUC, 3.1% higher than 2020 and 0.7% above 12M19.
- During 4Q21, EBITDA reached Ps. 2,300 million and a margin of 12.3%, down 200 basis points. For the full year, EBITDA increased 4.6% to Ps. 9,250 million, a margin of 13.3%, in line with 2020.
- Net price for the quarter grew 13.6% driven by a solid price-pack strategy, the successful off-cycle price increase executed in August and a positive mix effect of 2.9%.
- At the channel level, on-premise grew 18.6% when compared to the previous year, while the large stores channel increased 5.7%, driven by high-profit per case packages such as SSD Immediate Consumption and BodyArmor.
- This quarter we reported a favorable mix performance; the volume shifted substantially to single-serve packages, where the mix grew 1.6 percentage points, as the on-premise channel continued to recover, and consumers resume their activities.
- Value share in the large stores channel increased 0.7 percentage points, driven by the solid performance of the sparkling beverage category, up 1.7 percentage points. BodyArmor and Vitaminwater also grew 3.6 and 4.3 percentage points, respectively.



- During the quarter, we continued to see strong demand overall, fueled by consumer confidence, holiday festivities and reliance on the large store channel.
- The stills beverage category grew 7.1% due mainly to a 23.3% increase in FSOP channel, driven by growth in Powerade, Minute Maid and BodyArmor with the launching of BodyArmor Edge.
- During the fourth quarter, sales generated through the mycoke.com platform represented 10.4% of total revenue for the region, with more than 20,000 customers placing orders in 2021.
- 2021 was a breakthrough year for our digital agenda in the U.S. We introduced a digital office that coordinates functional areas across the value chain and formalizes a robust digital transformation roadmap. The program focuses on the digitalization, process automation, digital customer engagement, and deployment of key digital enablers. We successfully managed and delivered 31 initiatives.
- During 2021, we set up a state-of-the-art cloud IT infrastructure to process the vast amount of data, with a scalable and efficient approach that enables us to further expand the deployment of Trade Promotions Optimization initiative.
- Also in the U.S. we are the first bottler to launch glass returnable bottles as a sustainable alternative, with a pilot program in El Paso, Texas, consisting of two presentations: 6 pack returnable bottle for the home market channel and a single-serve presentation in the on-premise channel.
- Wise snacks delivered positive double-digit sales growth. We continued our plans to increase prices to offset the increase in raw materials and savings plans that include the reduction of transportation costs, promotions, among others. Furthermore, there is a portfolio rationalization process underway to make our operation more efficient.

South America

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

TABLE 4: SOUTH AMERICA DATA

	4Q21	4Q20	Variation %	Jan-Dec'21	Jan-Dec'20	Variation %
Volume by Category (MUC)						
Colas	75.2	68.6	9.5	252.7	226.4	11.6
Flavors	53.5	49.5	8.0	175.7	156.0	12.6
Sparkling Total Volume	128.7	118.2	8.9	428.4	382.4	12.0
Water*	19.3	17.8	8.5	66.6	57.5	15.8
Still Beverages**	14.5	11.9	21.6	50.2	36.9	35.9
Volume excluding jug	162.4	147.9	9.8	545.1	476.8	14.3
Jug	2.0	2.1	-5.6	7.6	8.0	-4.9
Total Volume	164.4	150.0	9.6	552.7	484.9	14.0
Mix (%)						
Returnable	29.3	30.8	-1.5	31.1	32.6	-1.5
Non Returnable	70.7	69.2	1.5	68.9	67.4	1.5
Multi-serve	71.5	74.3	-2.7	71.8	74.8	-3.1
Single-serve	28.5	25.7	2.7	28.2	25.2	3.1
Income Statement (MM MXP)						
Net Sales	10,220	8,910	14.7	35,402	32,760	8.1
EBITDA	2,271	2,311	-1.8	6,903	6,458	6.9
EBITDA Margin	22.2%	25.9%	-370 bp	19.5%	19.7%	-20 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

- In 4Q21, net sales for the South America division reached Ps. 10,220 million, an increase of 14.7%, driven by positive volumes in all three operations. In 2021, net sales reached Ps. 35,402 million, an increase of 8.1% when compared to 2020.
- Total volume for South America increased 9.8% to 162.4 MUC in the quarter, excluding jug water, primarily due to growth in the stills and colas categories, which increased by 21.6% and 9.5%, respectively. In 2021, total volume for this region increased 14.0% compared to 2020 and 2.6% compared to 2019.
- EBITDA for South America decreased 1.8% to Ps. 2,271 million in 4Q21, a margin of 22.2%, a dilution of 370 basis points versus 4Q20. In 12M21, EBITDA reached Ps. 6,903 million, an increase of 6.9% and a margin of 19.5%, 20 basis points below 12M20.



Peru

- In 4Q21, sales volume in Peru rose 10.1% versus 4Q20, mainly due to growth in stills and colas categories, which posted increases of 15.0% and 13.8%, respectively. In the year, sales volume grew 16.1% versus 2020 and in line with 2019 levels.
- The sparkling beverage category grew 10.4%, driven by the recovery in single-serve packages, and the launch of Inca Kola Power and Fanta Piña. We continued capitalizing on the recovery of the on-premise channel.
- The direct to home channel grew 3.0% in the quarter, capturing approximately 4,000 customers throughout the year. The development of this new platform was performed under a strategic framework of promotional activities of value and discounts.
- The deployment of the “Universal Bottle” packaging has complemented the portfolio of multi-serve returnable packages and the expansion of more flavor options with launches such as Fanta Piña in 1.5L and 2L formats. This initiative generated incremental volume. Currently, 67% of the bottles produced at the national level are universal bottles.
- During the year we deployed a use case pilot for suggested orders in the traditional channel, similar to what we have in Mexico. This pilot achieved 80% of this territory, reaching more than 250,000 customers.

Ecuador

- Sales volume in Ecuador increased 1.1% during the fourth quarter of the year, mainly from the growth in stills and single-serve water. In 2021, sales volume rose 8.3% versus 2020.
- The sparkling flavors category grew 1.6% as a result of the positive performance in the traditional channel which was up 4.0%; as well as Fanta and Inca Kola brands, up 15.5% and 6.6%, respectively. Growth in multi-serve formats was due primarily to the strategic focus on affordability.
- The mix of returnables increased 1.6% during 4Q21 led by the launching of Coca-Cola Sin Azucar in 2L format. In addition, the flavors category contributed to growth in returnables and attributed primarily to Fanta and Sprite brands.
- Single-serve packages increased their mix by 3.7 percentage points, driven by the colas and flavors categories.
- Tonicorp grew high-single digits in sales and by double-digits in EBITDA during the quarter, as a result of the strategy to expand the portfolio of high value-added products and maintain our leadership in the premium segment. We carried out the launch of Yogurt “Cremoso”, and in the ice cream category in November, we launched “Bombón Sweet & Coffee”, a co-branding initiative with our strategic partner “Sweet & Coffee”.
- In Inalecsa, volume and sales grew by double digits in 4Q21, and we maintained our focus on an efficient control of expenses to protect profitability and mitigate volatility in raw material prices. In addition, we captured more than 2,000 new customers in the traditional channel. Also, new launches which helped to strengthen the positioning of brands with flavors as well as presentations of affordable packages such as Pizzerolas, Saritas, Cuates Mix and Ryskos BBQ.



Argentina

- In 4Q21, sales volume in Argentina increased 17.2%. In 2021, unit case volume increased 15.8% compared to 2020 and 17.5% versus 2019.
- During the quarter, we continued our focus on affordability, mainly in returnable packages, and affordable prices, and more product options of fruit flavors.
- In 4Q21, the still beverage category posted the highest growth across the portfolio. The category was boosted by the solid performance of the traditional channel due to the expansion of coverage and incentives at the point of sale.

ESG

- Arca Continental was ratified for the third consecutive year as a member of the Dow Jones Sustainability Index for Latin America, reaffirming its commitment to environmental, social and corporate governance issues.
- Arca Continental received the award for the first green bond in the Food & Beverage industry at the Green Bond, Social and Sustainable Awards 2020, presented by the *Consejo Consultivo de Finanzas Verdes* (Advisory Council for Green Financing) in Mexico. This recognition is given to issuers that reinforce their commitment based on sustainability strategies that are increasingly effective.
- Conscious of the impacts derived from the COVID-19 pandemic, and in conjunction with The Coca-Cola Company and other organizations, we have maintained our support of health authorities to boost national vaccination programs, delivered donations of medical equipment, as well as protective and hydration supplies in all the territories in which we operate.
- In Ecuador, as a result of the work realized in fostering gender equity, sustainability and good corporate practices, our operation was recognized by the Women Economic Forum, one of the most important international forums that supports economic empowerment and the inclusion of women.
- In Mexico, in conjunction with the Mexican Coca-Cola industry, the *Comisión Estatal de Servicios Públicos de Mexicali* (CESPM) and the government of Baja California, we placed the cornerstone of a wetland based on nature that will treat urban water in Mexicali to supply productive activities. The wetland will have the capacity to treat more than 4 million liters of urban water a day, which is equivalent to filling more than 800 5,000-liter water truck tanks a day.

RECENT EVENTS

- On December 15, 2021, an extraordinary cash dividend was paid in the amount of Ps. 1.10 per share, in one single payment, equivalent to a total amount of Ps. 1,941 million. With the payment of this extraordinary dividend, the payout ratio for 2021 was approximately 95%.
- Arca Continental announced that it expects to grow consolidated sales for 2022 between 6% and 8%, continuing with price adjustments that are at least in line with inflation in each of its operations.



CONFERENCE CALL INFORMATION

Arca Continental will host a conference call to discuss these results on February 15, 2022 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 via telephone using the following numbers:

To participate, please dial:

+1-800-225-9448 (U.S. participants)

+1-203-518-9765 (International 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

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)

	4Q21	4Q20	Variation		Jan-Dec'21	Jan-Dec'20	Variation	
			MM MXP	%			MM MXP	%
Net Sales	49,138	42,665	6,473	15.2	183,366	169,314	14,053	8.3
Cost of Sales	26,584	23,010	3,574	15.5	100,034	92,609	7,424	8.0
Gross Profit	22,553	19,655	2,899	14.7	83,333	76,705	6,628	8.6
	45.9%	46.1%			45.4%	45.3%		
Selling Expenses	13,583	11,130	2,453	22.0	48,504	45,807	2,698	5.9
Administrative Expenses	2,233	1,935	298	15.4	9,032	8,641	391	4.5
Total Costs	15,816	13,064	2,752	21.1	57,536	54,447	3,089	5.7
	32.2%	30.6%			31.4%	32.2%		
Non Recurring Expenses	229	382	-153	-40.0	544	1,051	-507	-48.2
Operating Income before other income	6,508	6,209	300	4.8	25,252	21,206	4,046	19.1
Other Income (Expenses) ^{1,2}	-199	-202	3	-1.4	109	266	-158	-59.2
Operating Income	6,309	6,007	303	5.0	25,361	21,472	3,889	18.1
	12.8%	14.1%			13.8%	12.7%		
Interest Expense Net	-739	-536	-203	37.8	-2,922	-3,218	297	-9.2
Exchange Gain (Loss)	-30	-959	930	-96.9	-80	-186	105	-56.7
Monetary position result	-95	-38	-56		-291	-72	-219	
Comprehensive Financial Results	-864	-1,534	671	-43.7	-3,293	-3,476	183	-5.3
Share of net income of associates ³	122	27	95	348.3	4	4	0	4.9
Earnings Before Taxes	5,568	4,500	1,068	23.7	22,072	18,001	4,072	22.6
Profit Taxes	-1,771	-1,358	-413	30.5	-6,983	-5,427	-1,556	28.7
Non-controlling interest	-610	-623	13	-2.1	-2,807	-2,297	-510	22.2
Net Profit	3,187	2,519	667	26.5	12,282	10,276	2,006	19.5
	6.5%	5.9%			6.7%	6.1%		
Depreciation and amortization	2,588	2,244	344	15.3	9,500	9,624	-123	-1.3
EBITDA	9,127	8,633	494	5.7	35,406	32,147	3,258	10.1
EBITDA / Net Sales	18.6%	20.2%			19.3%	19.0%		

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

² 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)

	December 31	December 31	Variation	
	2021	2020	MM MXP	%
ASSETS				
Cash and cash equivalents	32,117	27,336	4,781	17.5
Accounts receivable; Net	15,089	11,062	4,027	36.4
Inventories	9,640	8,251	1,389	16.8
Prepayments	586	451	135	29.9
Total Current Assets	57,432	47,099	10,332	21.9
Investments in shares and other investments	8,614	8,308	306	3.7
Property, plant and other equipment	68,790	69,659	-869	-1.2
Assets right of use	1,083	1,190	-107	-9.0
Other non current assets	122,108	119,717	2,391	2.0
Total Assets	258,027	245,974	12,053	4.9
LIABILITIES				
Short term bank loans	7,547	7,132	414	5.8
Suppliers	12,330	8,044	4,286	53.3
Short term lease	407	358	49	13.6
Accounts payable and taxes	18,593	15,245	3,348	22.0
Total Current Liabilities	38,876	30,779	8,097	26.3
Bank Loans and long term liabilities	43,527	43,445	82	0.2
Long term lease	745	853	-108	-12.6
Deferred income tax and others	24,742	23,476	1,265	5.4
Total Liabilities	107,890	98,553	9,336	9.5
SHAREHOLDER'S EQUITY				
Non controlled participation	29,760	30,566	-806	-2.6
Capital Stock	982	982	0	0.0
Retained Earnings	107,113	105,596	1,517	1.4
Net Profit	12,282	10,276	2,006	19.5
Total Shareholders' Equity	150,137	147,420	2,717	1.8
Total Liabilities and Shareholders' Equity	258,027	245,974	12,053	4.9



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

Cash Flow Statement

(millions of Mexican pesos)

	as of December 31	
	2021	2020
Earnings Before Taxes	22,072	18,001
Depreciation and amortization	9,500	9,624
Foreign exchange / Monetary position result	371	258
Accrued interests	2,922	2,957
Gain on sale and fixed assets impairment	896	2,912
Operating cash flow before taxes	35,761	33,751
Cashflow generated/used in the operation	-4,692	-4,720
Operating cashflow after working capital	31,069	29,031
Investment Activities:		
Capital Expenditures and Investments (Net)	-8,712	-5,824
Financing Activities:		
Dividends paid	-12,201	-9,502
Share repurchase program	-1,312	-108
Debt amortization	-136	-4,240
Paid interests	-3,802	-3,857
Other	-591	-616
Net cash flow	-18,041	-18,322
Net increase of cash and equivalents	4,316	4,886
Change in Cash	465	399
Initial cash and equivalents balance	27,336	22,051
Final cash and equivalents balance	32,117	27,336



Información Financiera Adicional

Information by Segments 4Q21

	Beverage Segments					Other		Total
	Mexico	USA	Peru	Argentina	Ecuador	Business*	Eliminations	
Volume by Segment	318.4	110.7	83.0	43.9	37.6			593.6
Sales by Segment	19,245	17,378	3,641	2,986	3,124	3,173	-410	49,138
Intersegment Sales	-264	0	0	0	-2	-144	410	0
Net Sales from intersegments	18,982	17,378	3,641	2,986	3,122	3,029	0	49,138
Operating Income	3,819	1,578	698	341	264	-391	0	6,309
EBITDA	4,418	2,371	998	571	609	160	0	9,127
EBITDA / Net Sales	23.3%	13.6%	27.4%	19.1%	19.5%	5.3%		18.6%
Non Recurring Expenses	-166	197	20	39	87	52	0	229
Depreciation and amortization	765	596	279	190	259	499	0	2,588
Financial Income	776	9	387	17	24	33	0	1,245
Financial Expenses	1,318	183	442	48	72	46	0	2,109
Share of net income of associates	122	1	0	0	0	0	0	122
Earnings Before Taxes	3,398	1,404	644	309	215	-404	0	5,568
Total Assets	83,689	103,380	38,528	10,629	23,182	12,957	-14,338	258,027
Investment in associates companies	7,535	650	0	429	0	0	0	8,614
Total Liabilities	53,040	36,592	12,666	1,824	5,646	3,779	-5,658	107,890
CAPEX	3,332	1,860	572	441	619	353	0	7,176

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

Information by Segments Jan-Dec'21

	Beverage Segments					Other		Total
	Mexico	USA	Peru	Argentina	Ecuador	Business*	Eliminations	
Volume by Segment	1,282.2	444.7	280.7	134.2	137.8			2,279.7
Sales by Segment	74,846	64,829	14,311	8,324	11,332	11,310	-1,586	183,366
Intersegment Sales	-1,031	0	-82	0	-7	-467	1,586	0
Net Sales from intersegments	73,816	64,829	14,229	8,324	11,325	10,844	0	183,366
Operating Income	15,966	6,790	2,062	625	927	-1,010	0	25,361
EBITDA	18,855	9,476	3,234	1,391	2,052	398	0	35,406
EBITDA / Net Sales	25.5%	14.6%	22.7%	16.7%	18.1%	3.7%		19.3%
Non Recurring Expenses	-95	293	27	135	110	76	0	544
Depreciation and amortization	2,984	2,393	1,145	631	1,015	1,333	0	9,500
Financial Income	2,245	26	2,106	12	81	79	0	4,549
Financial Expenses	4,085	713	2,610	143	191	101	0	7,842
Share of net income of associates	-11	15	0	0	0	0	0	4
Earnings Before Taxes	14,115	6,119	1,558	495	817	-1,032	0	22,072
Total Assets	83,689	103,380	38,528	10,629	23,182	12,957	-14,338	258,027
Investment in associates companies	7,535	650	0	429	0	0	0	8,614
Total Liabilities	53,040	36,592	12,666	1,824	5,646	3,779	-5,658	107,890
CAPEX	3,332	1,860	572	441	619	353	0	7,176

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



Total Debt AC

	2021	2022	2023	2024	2025	2026	2027	2028	2029	...	2032	Total
Debt Maturity Profile	0	7,512	5,922	5,254	4,173	2,491	6,325	2,998	8,200		8,200	51,074
% of Total	0.0%	14.7%	11.6%	10.3%	8.2%	4.9%	12.4%	5.9%	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

	4Q21	4Q20	YoY		Jan-Dec'21	Jan-Dec'20	YoY
MXN	20.86	20.87	-0.1%	MXN	20.36	21.59	-5.7%
PEN	5.16	5.78	-10.7%	PEN	5.25	6.18	-15.0%
ARS	0.21	0.26	-20.9%	ARS	0.21	0.31	-30.5%

End of period exchange rate

	4Q21	3Q21	4Q20
MXN	20.52	19.82	19.94
PEN	5.15	5.13	5.51
ARS	0.20	0.21	0.24

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>

