



CORPORATE PRESENTATION



ARCACONTINENTAL

Agenda



- 01** Company Overview
- 02** Operational Performance
- 03** Financial Performance
- 04** Sustainability

Pioneers in the beverage industry in Mexico

128 YEARS





ARCACONTINENTAL

97 YEARS

RETORNABLE

Coca-Cola

cont. net. 500 ml

Solid relation with



Corporate Structure AC



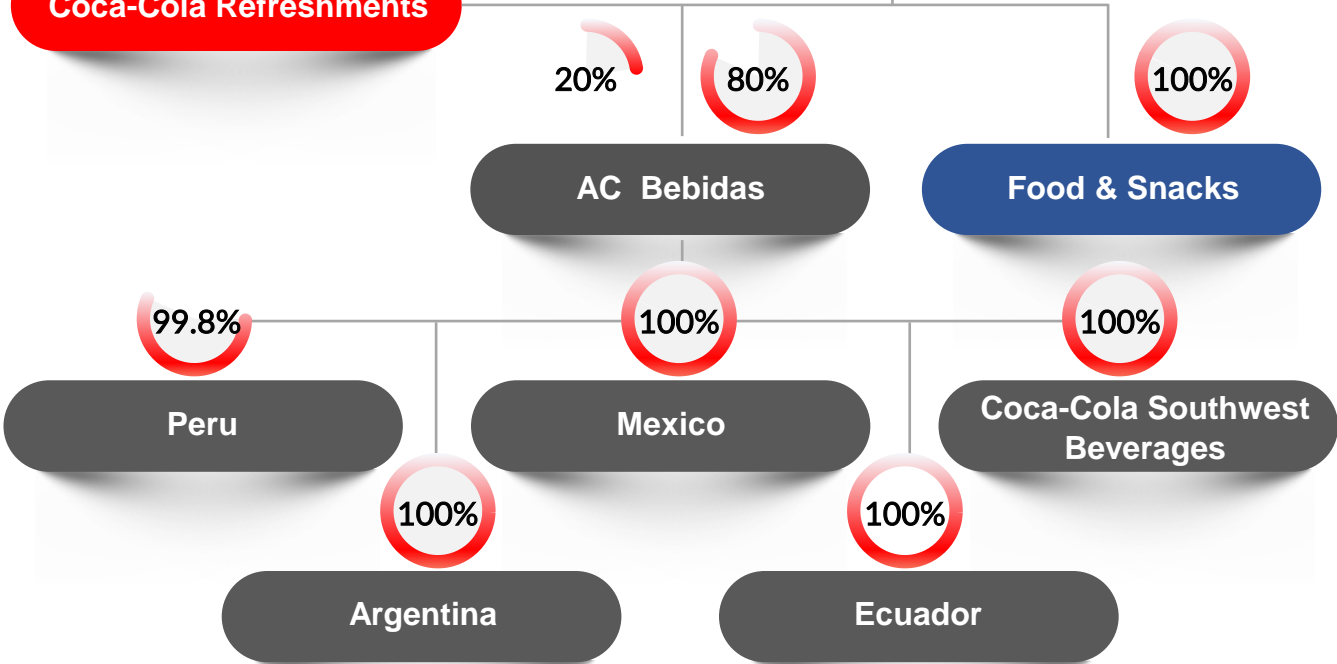
The Coca-Cola Company

Market Value⁽¹⁾:
**USD \$224
billion**

Coca-Cola Refreshments



Market Value⁽¹⁾:
**USD \$15
billion**



⁽¹⁾ Source: Bloomberg, September 30, 2023

Serving 5 countries across the Americas

- Sales Volume
2.4 BUC
- Revenue
**MX \$208
billion**
- Production Facilities
45

- Associates
66,000
- Points of Sales
**+1.6
million**
- Distribution Centers
345

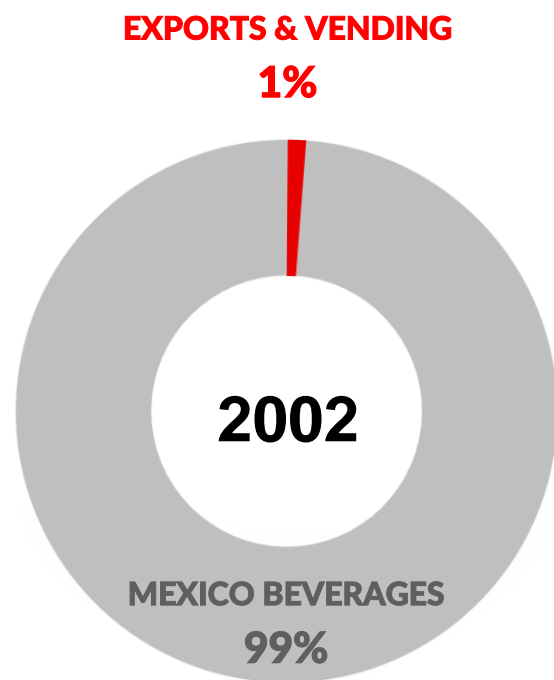


World Class Corporate Governance



- Majority shareholders present only at Board of Directors level
- Audit Committee composed exclusively of independent members
- No related party transactions
- Professional management team with extensive experience in the consumer industry

Arca Continental with outstanding growth since 2002...

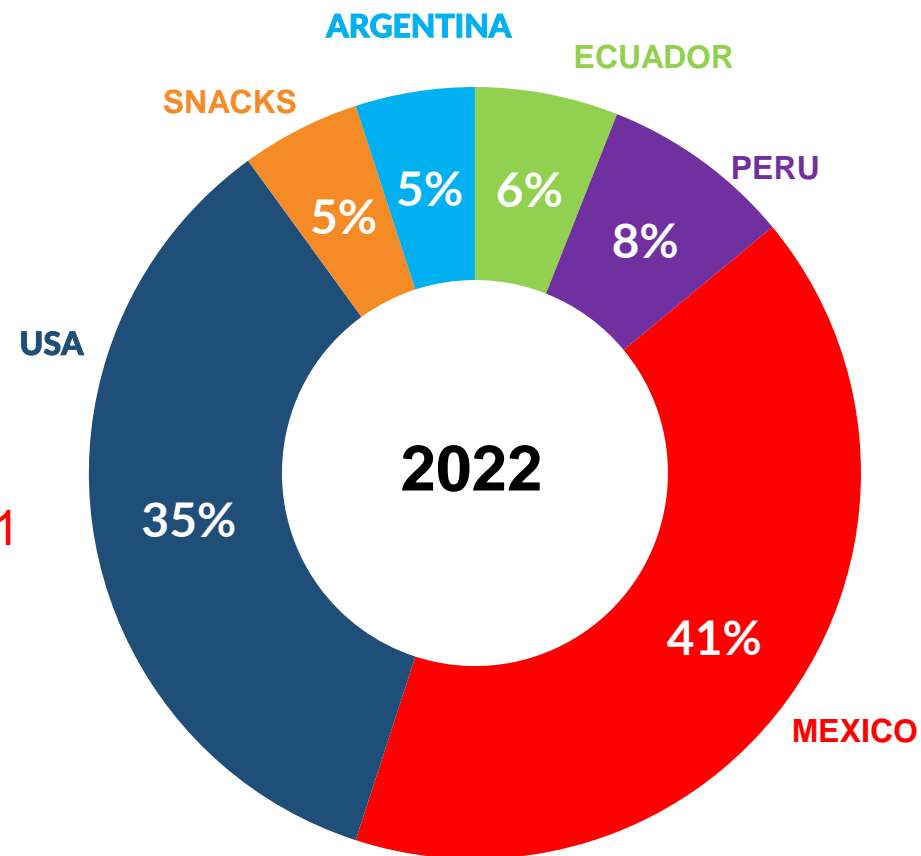


MX \$13 billion

REVENUES
2002 - 2022

13x

**15%
CAGR¹**



MX \$208 billion

⁽¹⁾ CAGR: Compound Annual Growth Rate

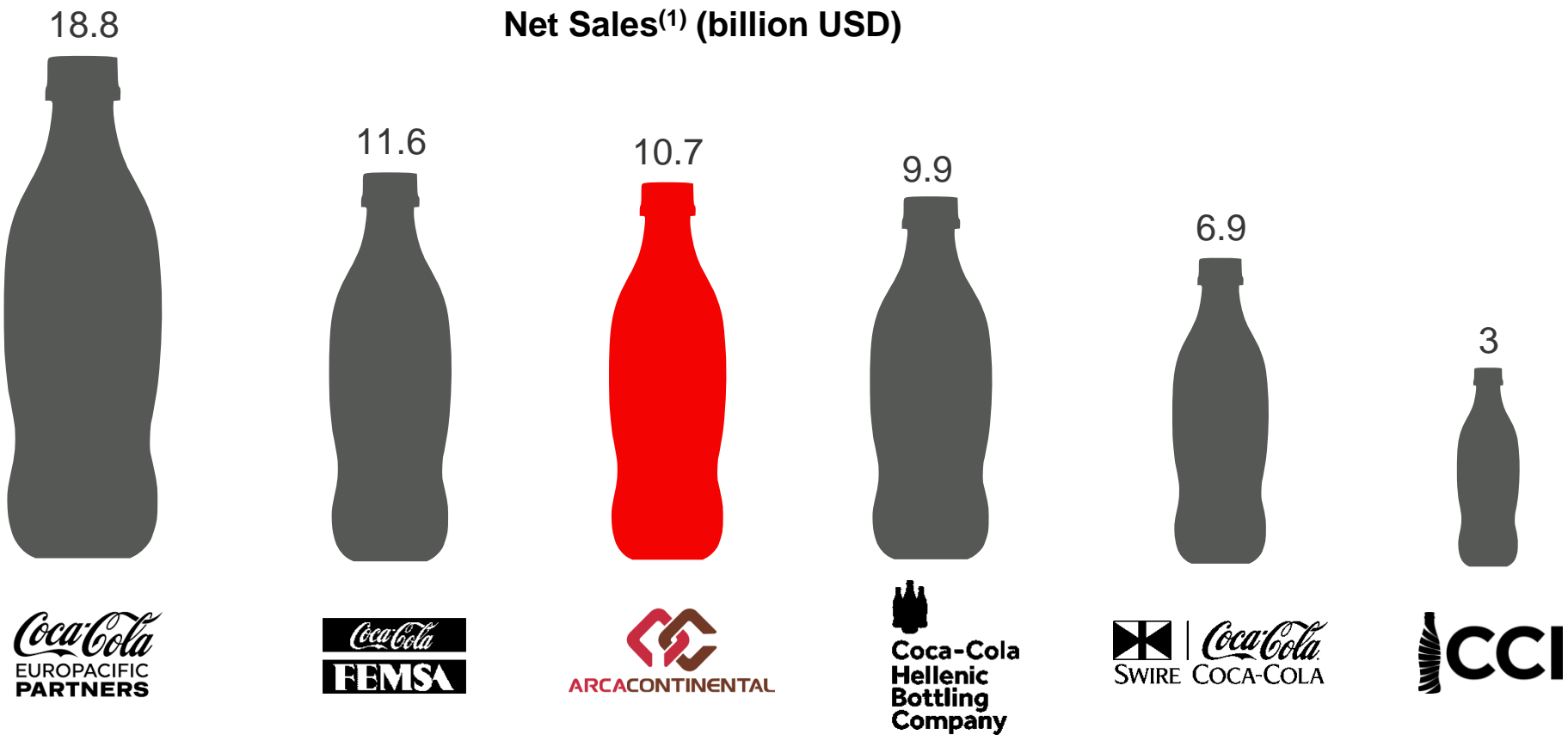
...and a balanced portfolio of markets and business



MX \$40 billion

- Revenue and EBITDA grew 13.3% and 11.9%, respectively vs 2021
- 41% of the company's revenues and 33% of EBITDA are denominated in USD

One of the largest bottlers in the Coca-Cola System globally ...



Global Ratings	Fitch: BBB+	Fitch: A	Fitch: A	Moody's / S&P: Baa1 / BBB+	Fitch: A-	Fitch: BBB-
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⁽¹⁾ Net Sales reported as of December 2022
19.5 USD/MXN 18.7 USD/TL
7.81 USD/HKD 0.92 USD/EUR

...with an extensive brand portfolio to satisfy every consumption occasion



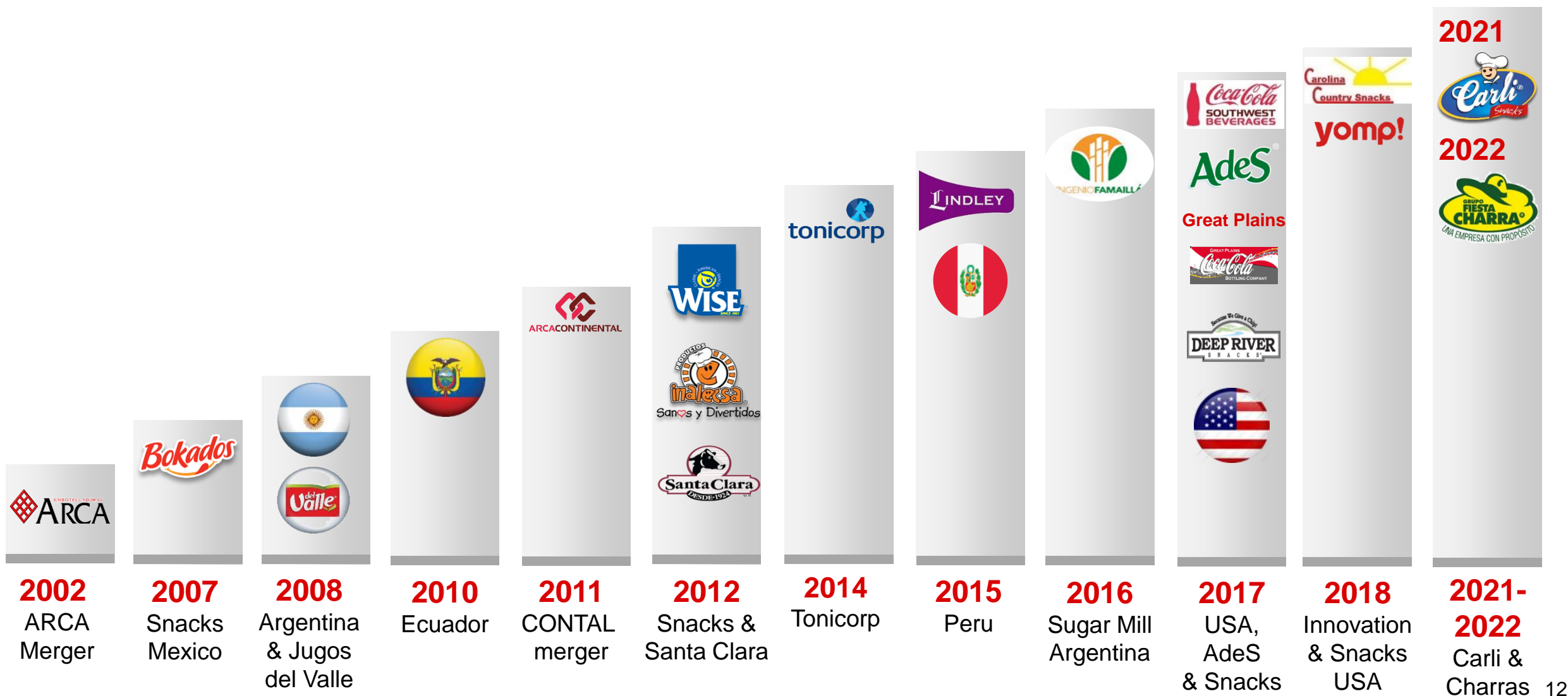
2006

28 Brands
128 SKUs

2022

+160 Brands
+1,700 SKUs

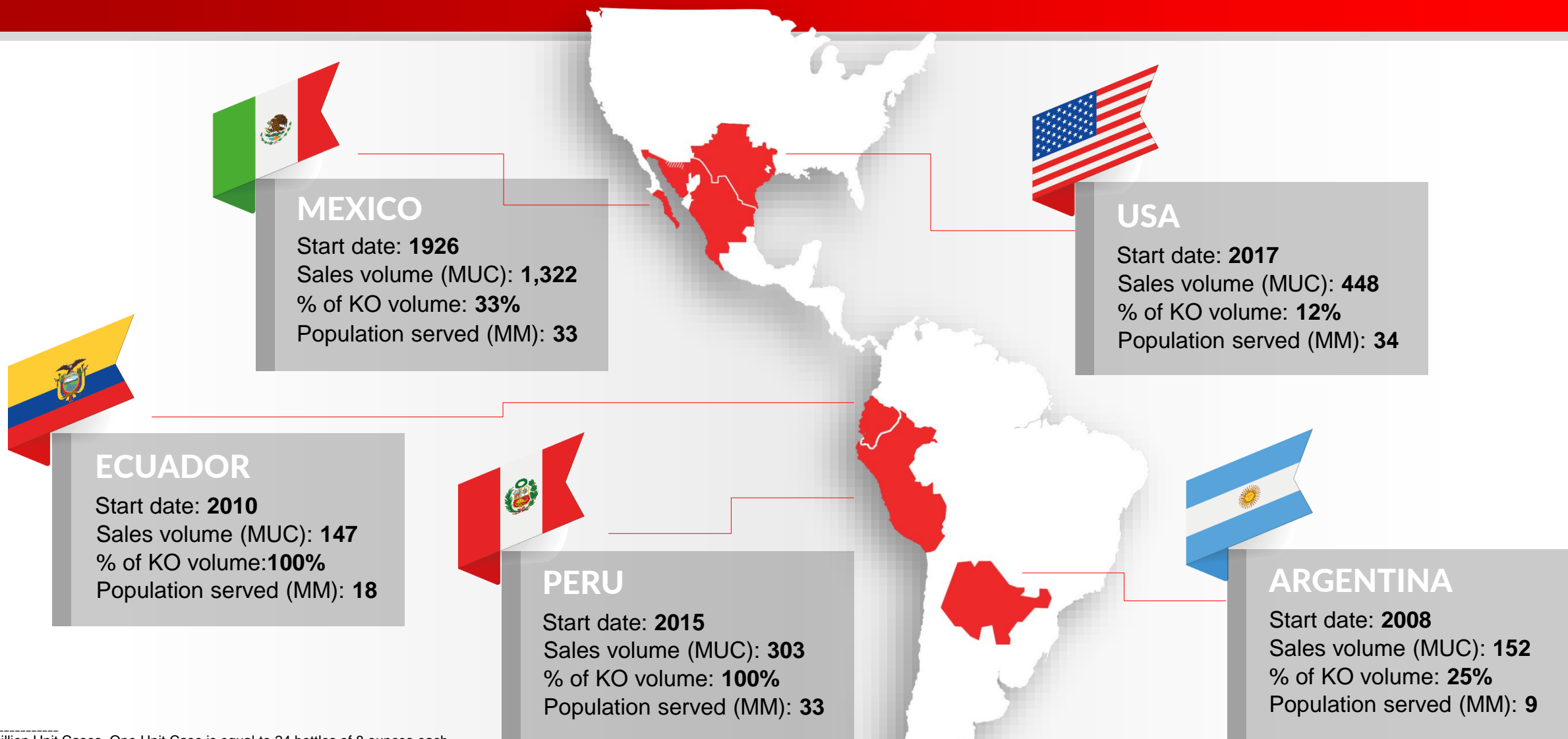
Pursuing value creation via consistent organic growth and an excellent M&A track record





**Operational
Performance**

Strong presence in attractive markets

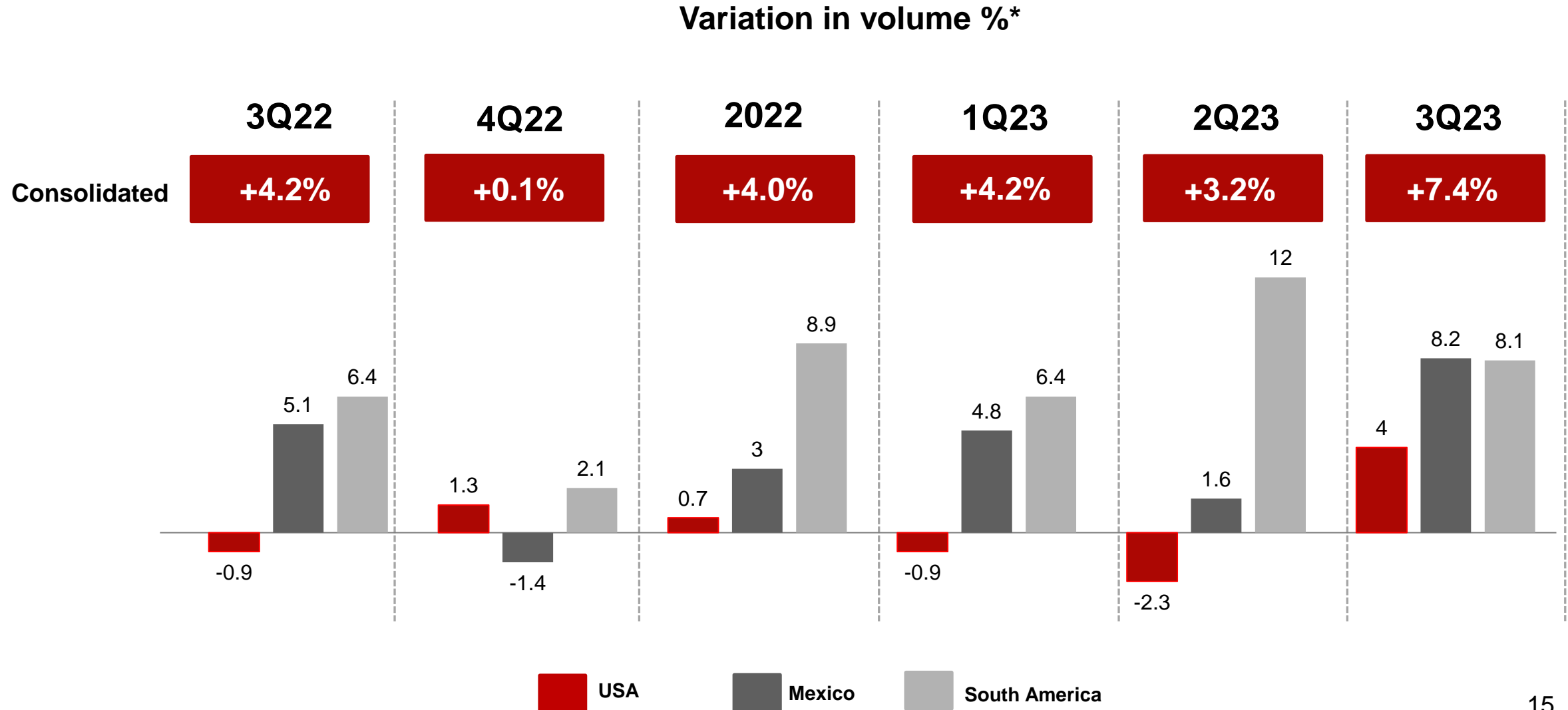


MUC: Million Unit Cases. One Unit Case is equal to 24 bottles of 8 ounces each.

MM: Millions

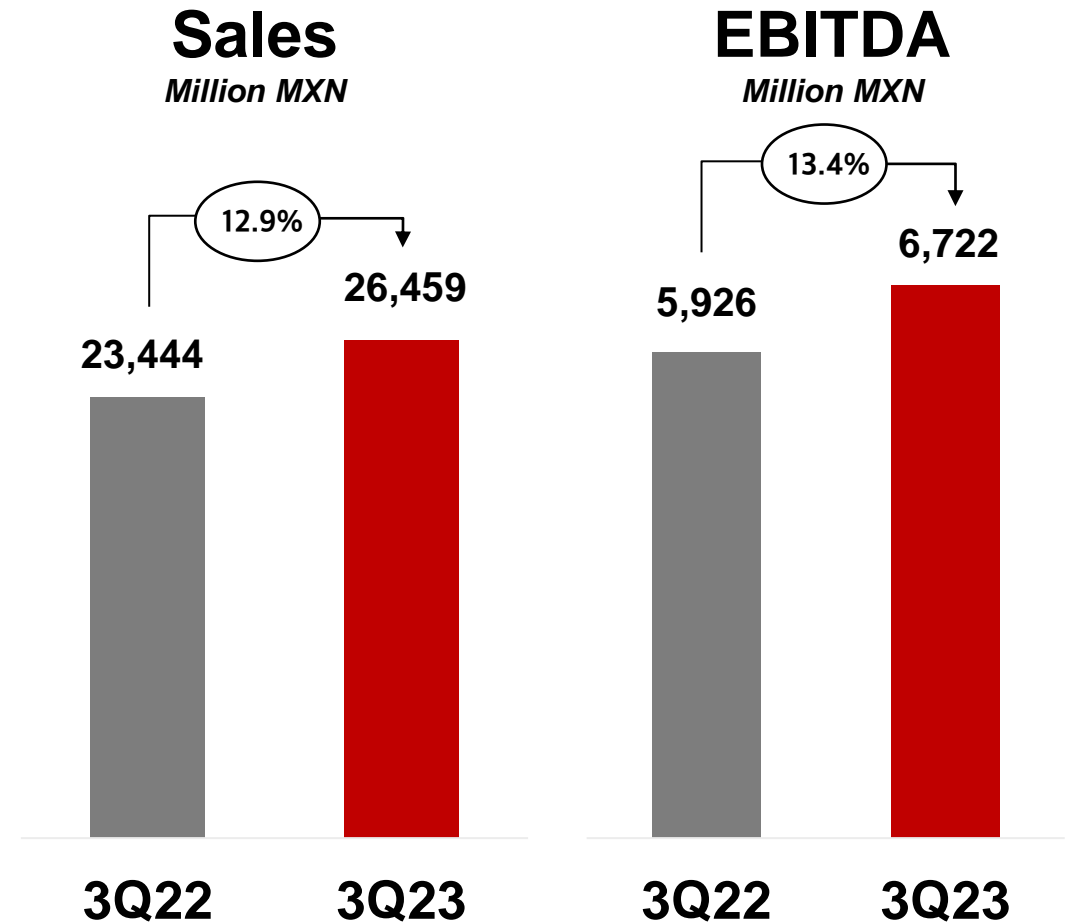
Data by the end of 2022.

Capitalizing on the reactivation throughout our territories



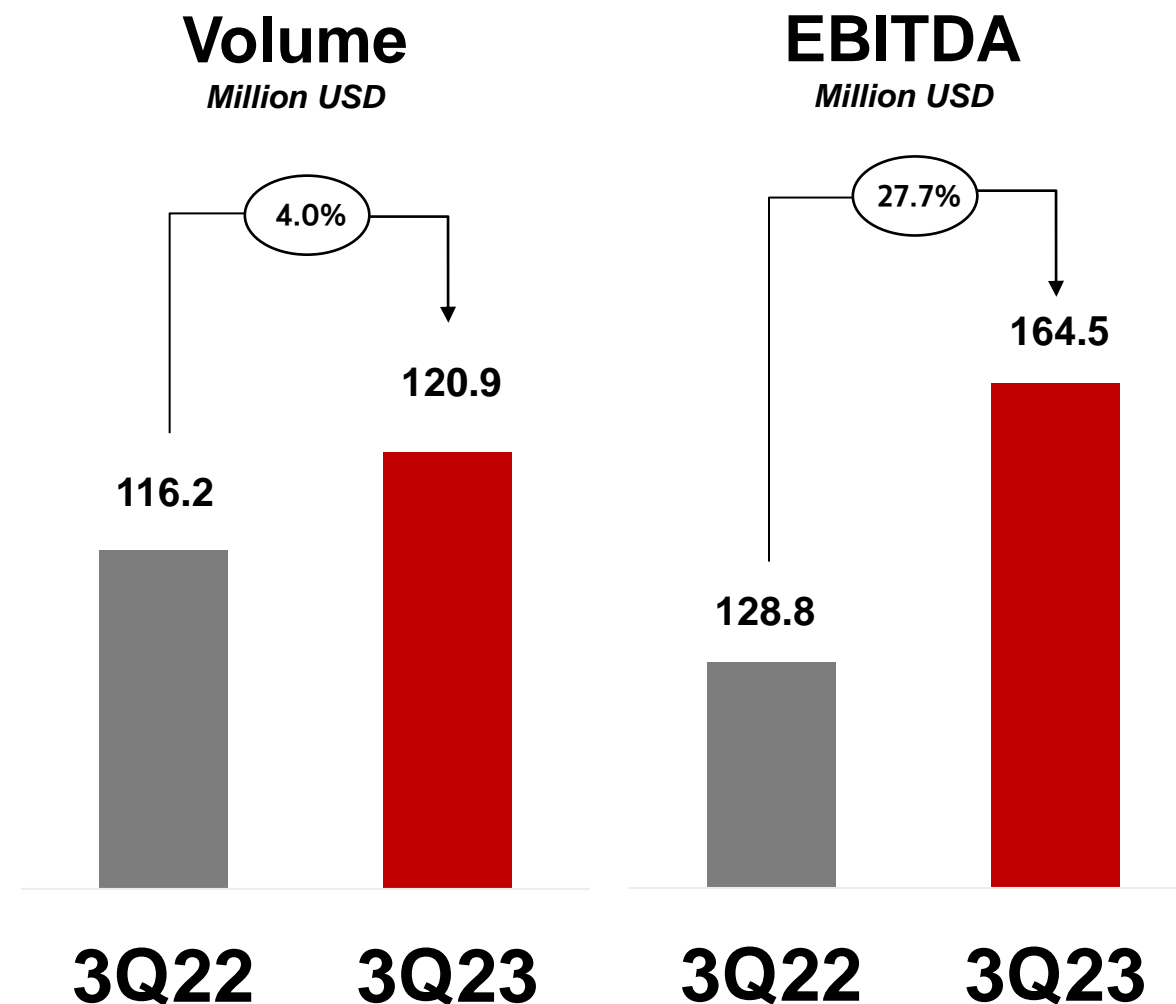
The beverage business continues displaying strength in Mexico...

- Increase in average price per unit case (excluding jug) of 3.6% by the end of 3Q23
- Beverage sales in Mexico increased by 12.9%, as a result of selective price adjustments and positive volume performance
- EBITDA margin was 25.7% with a 10 basis point expansion, resulting from improved raw material prices and a continued focus on operational efficiencies



...and a positive evolution in price management in the United States

- The year 2022 marked the first 5 years of operation in this region with a compound annual growth rate in EBITDA of 12.9% and a historical margin of 15.1%
- In 3Q23, Net Sales increased in double digits, mainly driven by the strong volume performance and solid pricing
- EBITDA increased by 27.7%, achieving a margin of 15.4% and a 180-basis point expansion

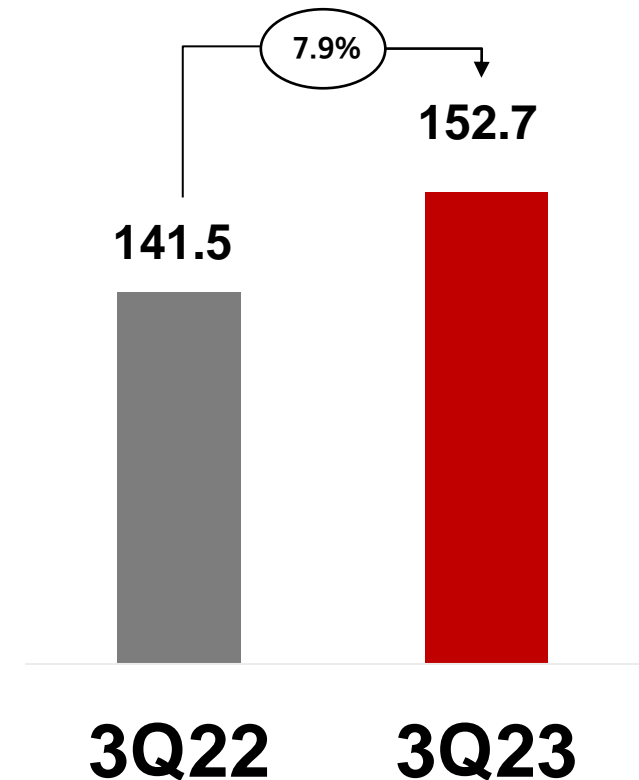


Solid volume performance throughout our markets in South America



- Positive volume trend, mostly backed up by the growth present in Peru and Ecuador
- Improvement in our service models and operational efficiencies in order to protect profitability
- Coverage increase of our digital platform AC Digital, which allows customers to directly create their orders using our mobile app

Volume* (MUC)

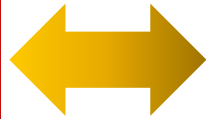


New Cooperation Framework with TCCC



Alignment for Growth

- Execution
- Scaling
- Investment and profitability levels that are mutually beneficial



Economic Model

- Certainty
- Stability
- Equality

Beer and spirits distribution

- Pilots in process
- Region by region approach

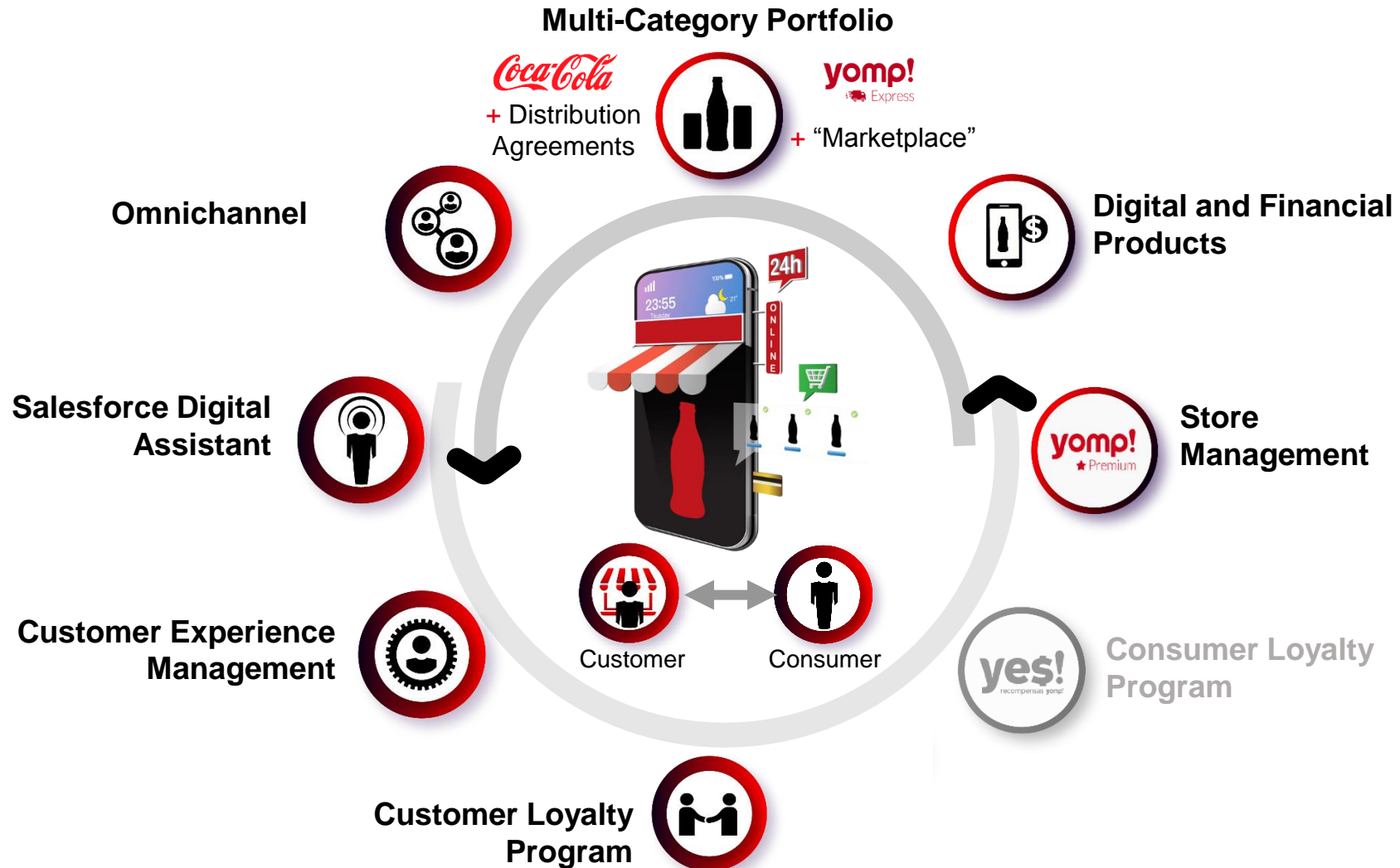
Multicategory

- Generate new revenue streams and grow our core business
- Increase loyalty in the traditional trade by becoming a more relevant partner

Digital Alliance/ Yomp!

- Leverage the power of the KO system's footprint
- Build an integrated ecosystem of platforms
- Capitalize on all the learnings and capabilities that AC has developed in Yomp!

Implementing the AC Digital ecosystem as the evolution of RTM throughout Latin America



Omnichannel B2B Experience



DIGITAL

+760K

CUSTOMERS
ON ACD

5%-13%

VOLUME PERFORMANCE
SWING**

+87%

TRADITIONAL
TRADE COVERAGE

+11%

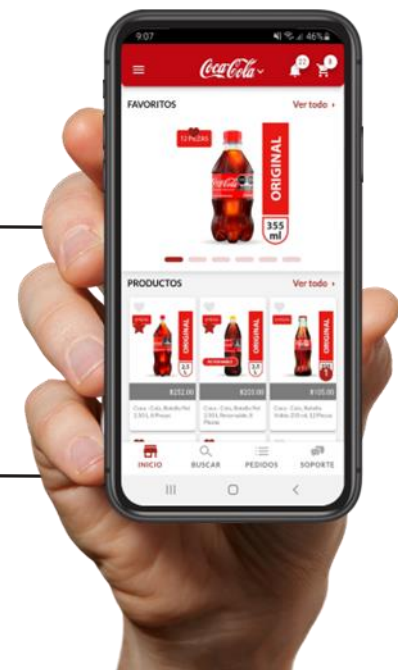
ORDER
FREQUENCY

+57%

VOLUME
MIX

+8%

DROP
SIZE



ACD: AC Digital
*As of 3Q23
**vs. Similar non-digitized customers across LATAM

New avenues of growth Alcoholic Beverages



Alcoholic Beverages Categories

- Capture new consumption occasions
- Position ourselves with new brands and innovations within the category



Liquor Distribution

- In 2023, we started distribution pilots in Peru and Mexico, and expanded in Ecuador across the territory
- 16 SKUs of their main brands



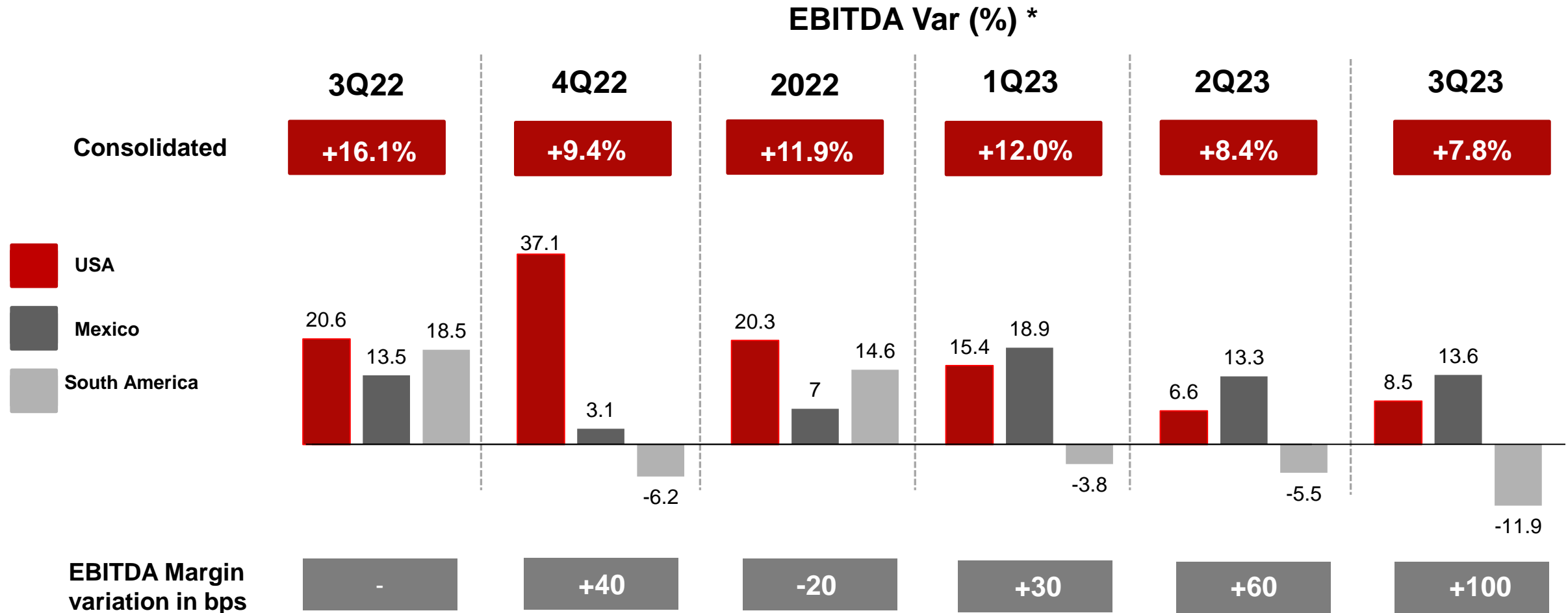
Beer Distribution

- Synergies with our portfolio
- Pilots in Ecuador, Mexico and Peru

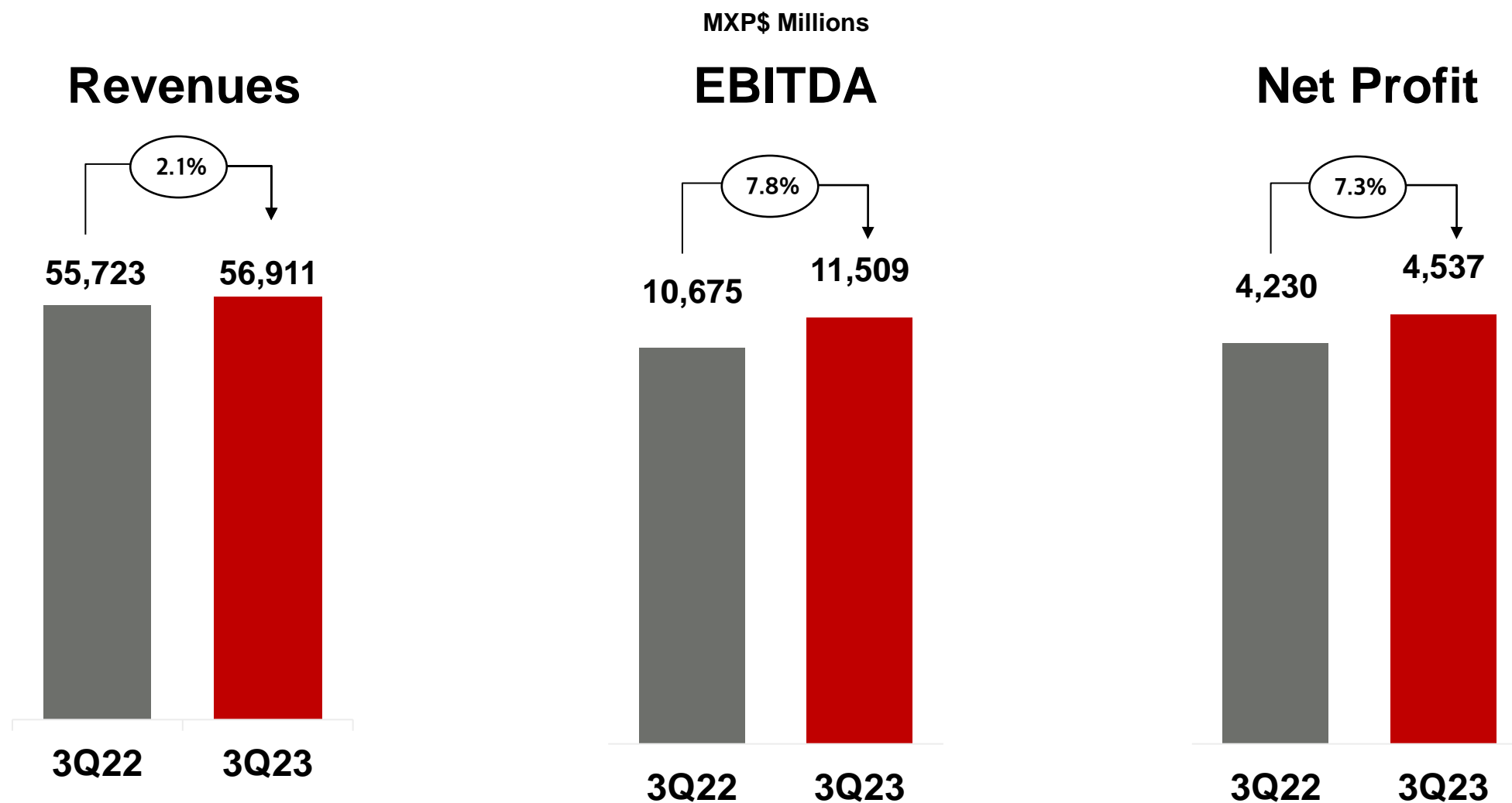


Financial Performance

Pricing and efficiencies playbook to protect margins



Moving forward with a positive financial performance in 2023

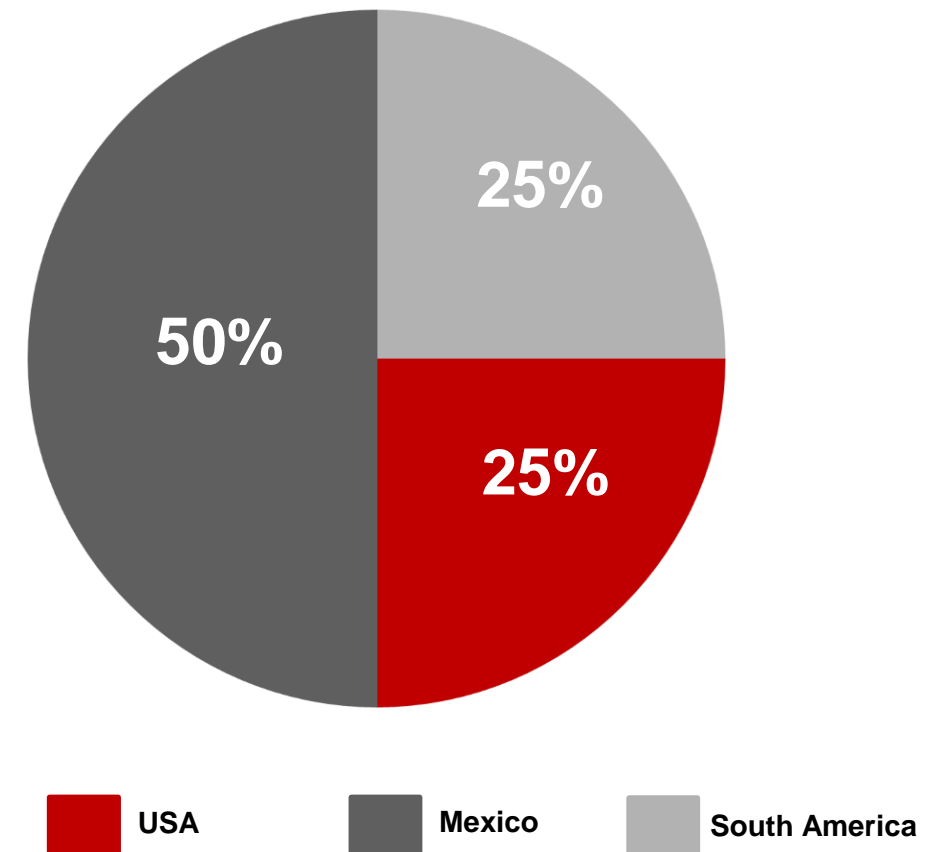


Investments focused on projects and initiatives that add value to our company



CAPEX 2023*: MXP \$14,500 Million
~6-7% of Revenues

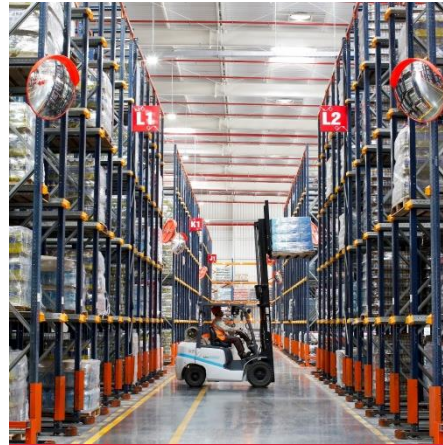
- Production lines
- Coolers
- Returnable bottles
- Machinery and Equipment
- Information Technology
- Delivery fleet



Disciplined and consistent capital allocation decisions



**CAPEX
focused on
growth and
productivity**



**Improvement of
the cash
conversion
cycle
throughout
upgraded
negotiations**



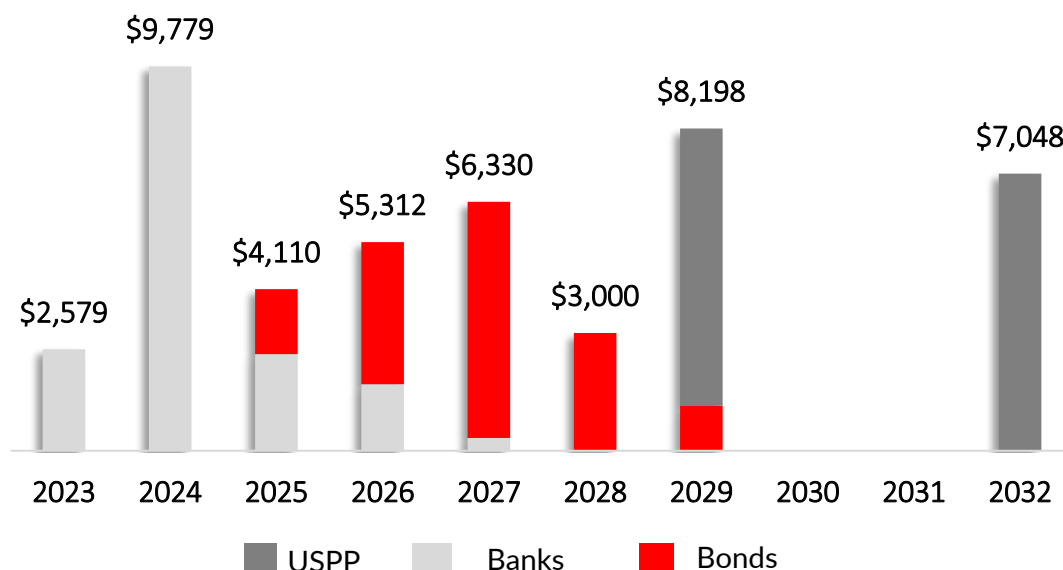
**Dividend of
minimum 30%
of the Net Profit
and Share
Repurchase
Program**



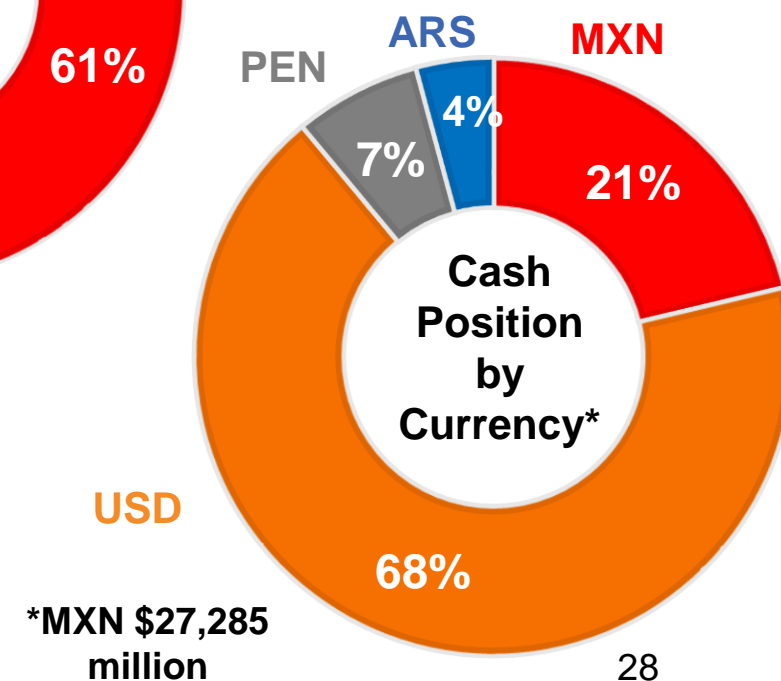
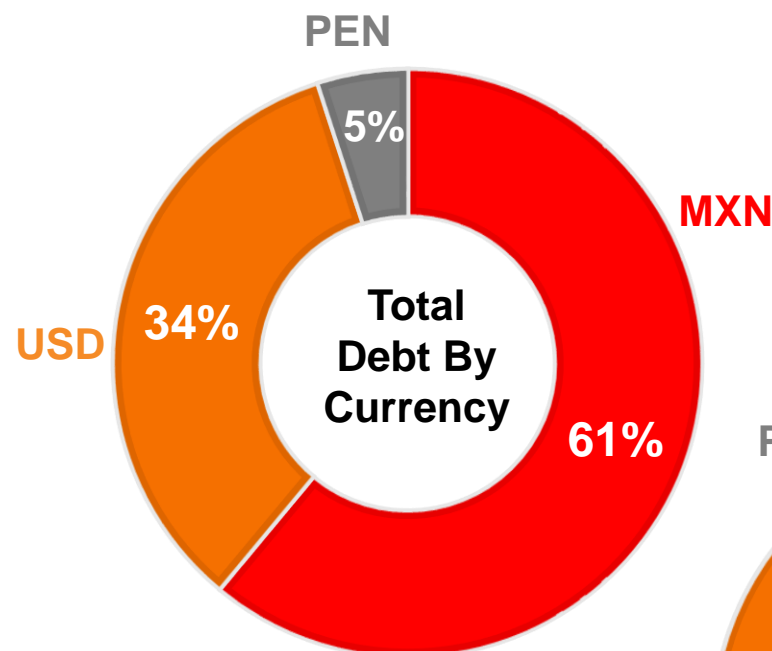
**Mergers and
acquisitions
with high
potential of
creating value**

Conservative debt profile & diversified maturity schedule – AC

Total Debt: **MXN \$46,356 million**



- 100% of debt is in local currency
- Healthy debt span of an average 3.9 years



High rated credit profile by main credit rating agencies

Global Scale

MOODY'S
"A3"

FitchRatings
"A"

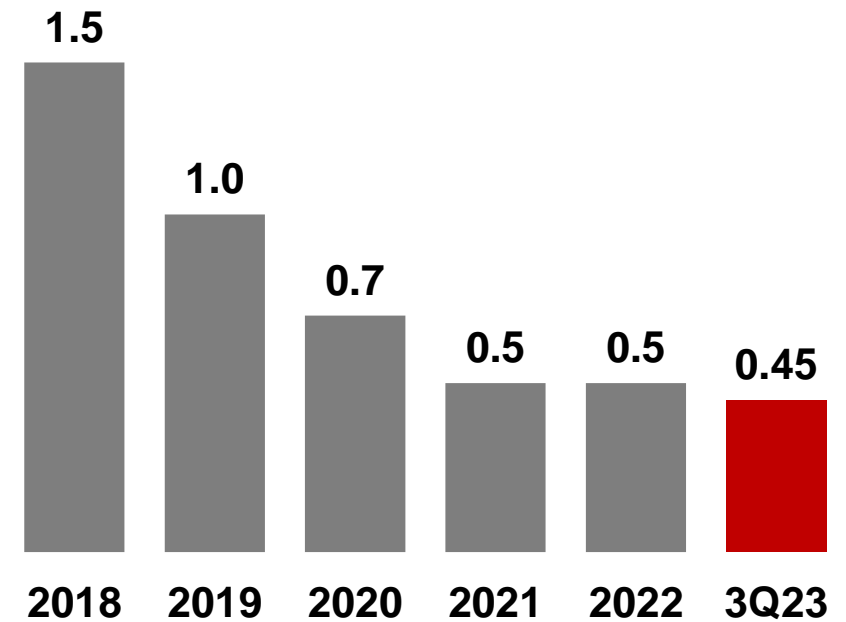
National Scale

S&P Global
Ratings
"mxAAA"

FitchRatings
"AAA(mex)"

Global rating superior to Mexico's sovereign rating

Net Debt / EBITDA



Financial flexibility and low leverage ratio



Sustainability

Sustainability is central strategy to our business



**Institutional commitment in order to reach the highest standards
and built a culture based in social responsibility**

**Human Capital and
Sustainability Committee**



Operative Committees



Portfolio



Water



Packaging



Wellness



Value Chain



Operations

Committed with the “World Without Waste” initiative from The Coca-Cola Company



- Collect and recycle the equivalent to every bottle we sell
- Design our packages to be 100% recyclable
- Include in our packages at least 50% of recyclable content
- Petstar is the largest food-grade PET recycling plant in the world, with a recycling capacity of 4,000 million bottles per year



Thank you!

