

ARCA CONTINENTAL REPORTS EBITDA GROWTH OF 10.2% AND INCREASE IN REVENUES OF 10% IN 3Q24

Monterrey, Mexico, October 24, 2024 – 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 third quarter and first nine months of 2024 (“3Q24” and “9M24”).

Table 1: Financial Highlights

CONSOLIDATED DATA IN MILLIONS OF MEXICAN PESOS						
	3Q24	3Q23	Variation %	Jan-Sep'24	Jan-Sep'23	Variation %
Total Beverage Volume (MUC)	634.3	664.9	-4.6	1,836.3	1,865.2	-1.6
Net Sales	62,613	56,911	10.0	172,057	163,646	5.1
EBITDA	12,684	11,509	10.2	34,514	32,374	6.6
Net Income	5,132	4,537	13.1	14,298	12,961	10.3

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

3Q24 HIGHLIGHTS

- Net Sales increased 10% when compared to 3Q23, to Ps. 62,613 million.
- EBITDA grew 10.2% to Ps.12,684 million with a margin of 20.3%.
- Net Income totaled Ps. 5,132 million, up 13.1%, reaching a margin of 8.2%.

9M24 HIGHLIGHTS

- Net Sales reached Ps. 172,057 million, 5.1% higher than 9M23.
- EBITDA totaled Ps. 34,514 million, an increase of 6.6% with a margin of 20.1%.
- Net Income increased 10.3% to Ps. 14,298 million, reaching a margin of 8.3%.

COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

“Driven by an effective pricing strategy, impeccable execution at the point of sale, as well as presentations and packages that are affordable for our consumers, we achieved growth of 10% in revenues and 10.2% in EBITDA during the third quarter of 2024. These results enabled us to reach the highest consolidated EBITDA margin for a third quarter in the last eight years”, stated Arturo Gutiérrez, Chief Executive Officer of Arca Continental.

“We will conclude the year strengthening our leadership in the markets in which we operate, accelerating the digital evolution of the traditional channel and reaffirming our conviction of operating a sustainable business model that generates value for our community and interest groups”, he added.

CONSOLIDATED RESULTS

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

TABLE 2: CONSOLIDATED DATA

	3Q24	3Q23	Variation %	Jan-Sep'24	Jan-Sep'23	Variation %
Volume by category (MUC)						
Colas	334.2	342.8	-2.5	948.6	945.5	0.3
Flavors	106.4	114.3	-7.0	317.5	335.9	-5.5
Sparkling Total Volume	440.6	457.1	-3.6	1,266.1	1,281.4	-1.2
Water ⁽¹⁾	75.6	83.7	-9.7	219.5	229.2	-4.2
Still Beverages ⁽²⁾	60.1	59.8	0.5	173.8	168.7	3.1
Volume excluding Jug	576.2	600.6	-4.1	1,659.4	1,679.3	-1.2
Jug	58.1	64.3	-9.7	176.8	186.0	-4.9
Total Volume	634.3	664.9	-4.6	1,836.3	1,865.2	-1.6
Income Statement (MM MXP)						
Net Sales ⁽³⁾	62,613	56,911	10.0	172,057	163,646	5.1
EBITDA	12,684	11,509	10.2	34,514	32,374	6.6
EBITDA Margin	20.3%	20.2%	10 bp	20.1%	19.8%	30 bp

⁽¹⁾ Includes all single-serve presentations of purified, flavored, and mineral water.

⁽²⁾ Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages.

⁽³⁾ Net Sales not including Revenues outside the territory (OT) in USA.

FINANCIAL ANALYSIS

INCOME STATEMENT

- Consolidated net sales for 3Q24 increased 10% (5.9% on a currency-neutral basis) reaching Ps. 62,613 million compared to 3Q23. In the first nine months of 2024, sales reached Ps. 172,057 million, an increase of 5.1% (7.6% on a currency-neutral basis) when compared to 9M23.
- Consolidated sales volume decreased 4.1% in 3Q24 to 576.2 MUC, excluding jug water. This was partially offset by the still beverages category which grew 0.5% during the quarter, making it the most resilient category of the period. In 9M24, sales volume, excluding jug water, declined 1.2% to 1,659.4 MUC.



- Cost of sales in 3Q24 increased 8.9%. In 9M24, cost of sales increased 3.4% compared to 9M23.
- In 3Q24, gross profit increased 11.3% to Ps. 29,166 million, reflecting a gross margin of 46.6% and an expansion of 60 basis points. In the first nine months of 2024, gross profit reached Ps. 80,425 million, an increase of 7.2% and representing a margin of 46.7%, 80 basis points higher than 9M23.
- Selling and administrative expenses rose 11.8% to Ps. 19,196 million in 3Q24. In the first nine months of 2024, this figure rose 7.2% to Ps. 53,477 million, representing a ratio of expenses to revenues of 31.1%.
- In 3Q24, consolidated operating income reached Ps. 10,266 million, 10.2% higher than 3Q23, representing an operating margin of 16.4%. In the first nine months of 2024, consolidated operating income rose 7.1% to Ps. 27,711 million for a margin of 16.1%, 30 basis points higher than 9M23.
- Consolidated EBITDA in 3Q24 grew 10.2% (5.7% on a currency-neutral basis) to Ps. 12,684 million, representing an EBITDA margin of 20.3%. In 9M24, EBITDA reached Ps. 34,514 million, an increase of 6.6% (7.9% on a currency-neutral basis) and representing a margin of 20.1% for an expansion of 30 basis points versus 9M23.
- In 3Q24, comprehensive cost of financing in 3Q24 was Ps. 1,058 million, in line with the same period of the previous year. In 9M24, comprehensive cost of financing totaled Ps. 2,437 million, derived from an exchange rate gain and more favorable monetary position.
- Income tax in 3Q24 totaled Ps. 3,092 million, 11.2% higher than 3Q23, reflecting an effective rate of 33.2%. In the first nine months of 2024, income tax increased 9.9% to Ps. 8,093 million and representing an effective rate of 31.9%.
- In 3Q24, net income reached Ps. 5,132 million, an increase of 13.1% reflecting a net margin of 8.2%, up 20 basis points versus 3Q23. In 9M24, net income totaled Ps. 14,298 million, up 10.3% versus 9M23 for a margin of 8.3%, up 40 basis points.

BALANCE SHEET & CASH FLOW STATEMENT

- As of September 2024, the cash balance was Ps. 28,058 million and total debt was Ps. 48,024 million, for a net debt position of Ps. 19,967 million. Net Debt/EBITDA ratio was 0.45x.
- Net operating cash flow reached Ps. 29,679 million as of September 2024.
- CAPEX for the period totaled Ps. 11,349 million, mainly allocated towards expanding our production and commercial capabilities, as well as improving distribution efficiencies.

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

	3Q24	3Q23	Variation %	Jan-Sep'24	Jan-Sep'23	Variation %
Volume by Category (MUC)						
Colas	217.0	222.7	-2.5	603.9	593.6	1.7
Flavors	33.9	37.7	-10.0	96.5	102.7	-6.1
Sparkling Total Volume	251.0	260.4	-3.6	700.4	696.3	0.6
Water ⁽¹⁾	42.1	43.1	-2.4	118.2	115.4	2.4
Still Beverages ⁽²⁾	25.4	23.5	8.2	72.8	65.0	11.9
Volume excluding jug	318.4	327.0	-2.6	891.4	876.8	1.7
Jug	56.5	62.2	-9.2	171.1	179.3	-4.6
Total Volume	374.9	389.2	-3.7	1,062.5	1,056.1	0.6
Mix (%)						
Returnable	27.7%	28.6%	-0.9	27.6%	28.5%	-0.9
Non Returnable	72.3%	71.4%	0.9	72.4%	71.5%	0.9
Multi-serve	59.2%	57.8%	1.3	58.1%	57.1%	1.0
Single-serve	40.8%	42.2%	-1.3	41.9%	42.9%	-1.0
Income Statement (MM MXP)						
Net Sales	29,355	28,005	4.8	82,178	76,291	7.7
EBITDA	7,421	6,959	6.6	20,069	18,247	10.0
EBITDA Margin	25.3%	24.8%	50 bp	24.4%	23.9%	50 bp

⁽¹⁾ Includes all single-serve presentations of purified, flavored, and mineral water.

⁽²⁾ Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages.

OPERATING RESULTS IN MEXICO

- Net sales in Mexico increased 4.8% in 3Q24, reaching Ps. 29,355 million as a result of selective price increases. In the first nine months of 2024, net sales rose 7.7% to Ps. 82,178 million.
- In 3Q24, sales volume decreased 2.6% to 318.4 MUC, excluding jug water, offset by 8.2% growth in the stills category. Average price per unit case, excluding jug water, reached Ps. 85.88, an increase of 7.6% due to selective price adjustments.
- In 3Q24, EBITDA for Mexico rose 6.6% to Ps. 7,421 million, representing a margin of 25.3%, for an expansion of 50 basis points. In 9M24, EBITDA increased 10% to Ps. 20,069 million, representing a margin of 24.4%, an expansion of 50 basis points compared to 9M23. This quarter we reached 23 consecutive quarters of EBITDA growth.



- The still beverage category increased by 8.2% compared to 3Q23. This growth was driven primarily by the sport drinks, tea, and coffee categories, up 6.1%, 36.5%, and 43.4%, respectively.
- Coca-Cola No Sugar continued its growth trend, increasing by 19.1%, as a result of continuous innovation of products such as Coca-Cola Oreo No Sugar and the Coca-Cola Marvel campaign.
- The modern channel grew 5.7% in the first nine months of 2024, highlighting its resilience.
- In October 2024, we launched TUALI, our second generation B2B platform. This platform represents the evolution of AC Digital, with the goal of transforming the operations of nearly one million customers in the traditional trade in Mexico, Peru, Ecuador and Argentina.
- TUALI offers a fast and intuitive user experience with an updated design and new functionalities such as: AI-driven suggested orders, loyalty programs, and financial services, optimizing inventory management and supporting the growth of our clients in the traditional channel.
- In 3Q24, nearly 64% of sales volume from customers on the traditional channel was captured through our digital platform.
- During the third quarter, we strengthened our affordability strategy, capitalizing consumer occasions through a price-pack strategy and differentiated portfolio.
- In the quarter we capitalized on market opportunities through new packaging options, investing in capabilities at the point of sale.
- Bokados in Mexico, posted double-digit sales growth in 3Q24, driven mainly by the solid performance of the traditional and modern channels, as well as an effective pricing strategy.

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

	3Q24	3Q23	Variation %	Jan-Sep'24	Jan-Sep'23	Variation %
Volume by Category (MUC)						
Colas	52.6	51.9	1.4	151.9	149.9	1.4
Flavors	30.1	29.8	1.2	86.6	86.4	0.2
Sparkling Total Volume	82.7	81.6	1.3	238.5	236.3	0.9
Water ⁽¹⁾	14.4	18.5	-22.3	40.5	45.2	-10.5
Still Beverages ⁽²⁾	20.9	20.8	0.8	56.9	55.3	2.9
Total Volume	118.0	120.9	-2.4	335.9	336.9	-0.3
Mix (%)						
Multi-serve	64.4%	65.1%	-0.8	65.1%	65.5%	-0.4
Single-serve	35.6%	34.9%	0.8	34.9%	34.5%	0.4
Income Statement (MM MXP)						
Net Sales ⁽³⁾	22,621	19,121	18.3	60,602	57,170	6.0
EBITDA	3,589	2,893	24.0	9,662	8,750	10.4
EBITDA Margin	15.9%	15.1%	80 bp	15.9%	15.3%	60 bp

⁽¹⁾ Includes all single-serve presentations of purified, flavored, and mineral water.

⁽²⁾ Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

⁽³⁾ Net Sales not including revenues outside the territory (OT) in USA.

OPERATING RESULTS IN THE U.S.

- In 3Q24, Net Sales for the U.S. grew 18.3% (up 4.3% in local currency) to Ps. 22,621 million. Sales volume for the quarter totaled 118 MUC, a decrease of 2.4% versus 3Q23. In 9M24, sales increased 6% (up 5.4% in local currency) to Ps. 60,602 million.
- During the quarter, EBITDA for the U.S. reached Ps. 3,589 million, an increase of 24% (9.3% in local currency) and registered a margin of 15.9%, for an expansion of 80 basis points when compared to 3Q23. In 9M24, EBITDA was Ps. 9,662 million, up 10.4% (9.7% in local currency) for a margin of 15.9%, which represents an expansion of 60 basis points.
- In 3Q24, we achieved the highest EBITDA margin for a third quarter since acquiring the U.S. operation, setting a record for the longest consecutive growth streak across all our business units.
- The implementation of the price-pack strategy focusing on high margin SKUs has been key to generating solid financial results in 3Q24, demonstrated by a 0.8 percentage point increase in single-serve mix, which led to a net price increase of 7.6% and real rate increase of 3.6%.
- We continued strengthening our leadership in the market, increasing value share in NARTD beverages, driven by sparkling and still beverages.
- The stills beverage portfolio registered growth of 0.8% in the quarter compared to the previous year. Volume growth was mainly driven by brands Topo Chico, Monster and Fairlife, with increases of 10.5%, 7.4% and 36.0%, respectively, compared to 3Q23.



- This quarter we continued driving innovation by launching 22 new SKUs, including Coca-Cola Oreo Sin Azúcar as part of the limited edition offering of Coca-Cola Creations.
- In the third quarter of 2024, we launched an updated version of the myCoke platform with new functionalities, as well as a new payment system and stronger customer service with live chat options and expanded service requests.
- Wise, our snacks business in the U.S. posted high single-digit sales decline. In response, we implemented selective pricing strategies, marketing campaigns and new packaging launches.

South America

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

TABLE 5: SOUTH AMERICA DATA

	3Q24	3Q23	Variation %	Jan-Sep'24	Jan-Sep'23	Variation %
Volume by Category (MUC)						
Colas	64.6	68.2	-5.3	192.8	202.1	-4.6
Flavors	42.3	46.9	-9.7	134.4	146.7	-8.4
Sparkling Total Volume	106.9	115.1	-7.1	327.2	348.8	-6.2
Water ⁽¹⁾	19.1	22.1	-13.3	60.8	68.5	-11.2
Still Beverages ⁽²⁾	13.7	15.5	-11.6	44.1	48.3	-8.7
Volume excluding jug	139.8	152.7	-8.4	432.1	465.6	-7.2
Jug	1.6	2.1	-22.4	5.7	6.7	-14.1
Total Volume	141.4	154.7	-8.6	437.8	472.2	-7.3
Mix (%)						
Returnable	30.6%	29.1%	1.6	31.1%	29.5%	1.7
Non Returnable	69.4%	70.9%	-1.6	68.9%	70.5%	-1.7
Multi-serve	66.4%	66.5%	-0.1	66.1%	66.8%	-0.7
Single-serve	33.6%	33.5%	0.1	33.9%	33.2%	0.7
Income Statement (MM MXP)						
Net Sales	10,636	9,785	8.7	29,277	30,185	-3.0
EBITDA	1,674	1,657	1.0	4,784	5,378	-11.1
EBITDA Margin	15.7%	16.9%	-120 bp	16.3%	17.8%	-150 bp

⁽¹⁾ Includes all single-serve presentations of purified, flavored, and mineral water.

⁽²⁾ Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages.

OPERATING RESULTS IN SOUTH AMERICA

- The South America division reported an increase in Net Sales of 8.7%, to Ps. 10,636 million in 3Q24. This result was mainly due to our execution capabilities at the point of sale and the depreciation of the Mexican peso against the U.S. dollar and the Peruvian sol. In 9M24, Net Sales reached Ps. 29,277 million, a decrease of 3%.
- Volume for South America in 3Q24 decreased 8.4% to 139.8 MUC, excluding jug water, stemming from the macroeconomic volatility that continues to challenge the entire region.
- EBITDA for the South America region increased by 1% to Ps. 1,674 million in 3Q24, reflecting a margin of 15.7%. In 9M24, EBITDA declined 11.1% to Ps. 4,784 million.



Peru

- In 3Q24, Volume for Peru decreased 6.3%, excluding jug water, due to the unseasonably cold climate that the country continues to experience, particularly in the capital, and several coastal regions. In 9M24, volume declined 3.8%, excluding jug water.
- During the quarter, we carried out plans to mitigate the economic challenges and low temperature impacts, such as boosting affordable packages and increasing investment in returnable packages.
- In the still beverage category, flavored water and energy drinks posted the strongest performances with 231% and 68% growth during the quarter.
- Prices rose 2.8% in the quarter, considering a real rate of 4.1%, derived from price adjustments and a 0.4% change in the mix due to a higher mix of sparklings and energy drinks.
- At the beginning of 2024, we started distributing one of the leading brands of Pisco in the country, which has resulted in double-digit growth of the ginger ale category with a significant expansion in value share.

Ecuador

- In Ecuador, Sales Volume decreased 8.1% in 3Q24, explained in part by the sharp energy crisis in the country, as well as the reduction in consumption due to the contraction of the economy. In 9M24, Sales Volume declined 1.9%.
- During the quarter, as part of the affordability strategy, we reached an increase of 1.2% in the mix of returnables, which has enabled us to offset the impact of the economic situation in our market.
- We installed 21,000 cold drink units, reaching 64.1% coverage in the traditional channel.
- In 3Q24, we increased our value share in the NARTD category by perfecting our price-pack strategy, promoting returnable containers and investing in initiative focused on the market.
- In 3Q24, Inalecsa, our snacks business in Ecuador, registered a mid-single digit drop in Sales Volume as a result of the impact on consumption due to the challenging economic and social situation of the country.
- Our operating and commercial management enabled Tonicorp to face the decline in dairy product consumption following the energy crisis. Tonicorp maintains its leadership of the dairy market boosted by the introduction of cooler equipment.

Argentina

- In 3Q24, Sales Volume for Argentina declined 13.1%, although positive signs can be seen that the economic contraction is beginning to ease. In 9M24, Sales Volume decreased 20.4%.
- Returnable packages continued their positive momentum, increasing 9.3 percentage points in the mix. These actions, to offer an affordable portfolio and expand returnable presentations, are boosting a constant recovery of volume in all channels.



- As part of our multi-category strategy, we began distributing two new brands: one in the craft beer category and the other in value added dairy segment.

ESG

- In collaboration with Coca-Cola Mexico, we implemented our 100th rainwater harvesting system in public schools, providing clean water to over 44 thousand students and capturing more than 27 million liters of rainwater annually.
- Through PetStar, the world's largest PET recycling plant, and together with Coca-Cola Mexico and other bottlers of the Coca-Cola system, we have reached a key milestone by boosting our PET bottle collection and recycling capacity to 74%, meaning we now collect and recycle 7 out of every 10 bottles we sell in Mexico.
- This is equivalent to collecting 5.5 billion bottles annually, moving us closer to our objective of retrieving 100% of the bottles we put on the market by 2030, in alignment with the global initiative, "A World Without Waste".
- This achievement was possible thanks to the expansion of PetStar in 2023, which included an investment of Ps. 3.2 billion that doubled its recycling capacity and increased the number of collection centers in Mexico from 8 to 45.

RECENT EVENTS

- An extraordinary cash dividend of \$2.50 pesos per share was paid in a single installment on August 29, reaching a total dividend of \$6.30 pesos per share for the year. Reaching a dividend yield of approximately 3.4% and a payout ratio of 62% of retained earnings.

CONFERENCE CALL INFORMATION

Arca Continental will host a conference call to discuss these results on October 24, 2024 at 10:00 am Mexico/Monterrey time, 12:00 pm New York time. A live webcast of this event will be available at www.arcacontal.com or via telephone using the following numbers:

+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 98 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 128 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)

	3Q24		3Q23		Variation		Jan-Sep'24		Jan-Sep'23		Variation	
	MM MXP	%	MM MXP	%	MM MXP	%	MM MXP	%	MM MXP	%	MM MXP	%
Net Sales	62,613		56,911		5,702	10.0	172,057		163,646		8,411	5.1
Cost of Sales	33,446		30,717		2,730	8.9	91,632		88,598		3,034	3.4
Gross Profit	29,166		26,195		2,972	11.3	80,425		75,048		5,377	7.2
	46.6%		46.0%				46.7%		45.9%			
Selling Expenses	16,338		14,630		1,708	11.7	45,335		42,491		2,843	6.7
Administrative Expenses	2,858		2,545		313	12.3	8,143		7,375		768	10.4
Total Costs	19,196		17,175		2,021	11.8	53,477		49,866		3,611	7.2
	30.7%		30.2%				31.1%		30.5%			
Non Recurring Expenses	21		73		-53	-71.9	83		132		-49	-36.8
Operating Income before other income	9,950		8,947		1,004	11.2	26,864		25,050		1,815	7.2
Other Income (Expenses) ^{1,2}	315		372		-57	-15.2	847		813		34	4.2
Operating Income	10,266		9,319		947	10.2	27,711		25,863		1,849	7.1
	16.4%		16.4%				16.1%		15.8%			
Interest Expense Net	-724		-456		-268	-58.9	-2,106		-1,373		-732	-53.3
Exchange Gain (Loss)	-210		-293		83	-28.3	172		-686		858	-125.1
Monetary position result	-124		-330		206	-62.4	-503		-841		337	-40.1
Comprehensive Financial Results	-1,058		-1,078		20	-1.9	-2,437		-2,901		464	-16.0
Share of net income of associates ³	118		100		18	17.9	93		181		-88	-48.8
Earnings Before Taxes	9,326		8,341		985	11.8	25,367		23,143		2,224	9.6
Profit Taxes	-3,092		-2,781		-311	11.2	-8,093		-7,362		-731	9.9
Non-controlling interest	-1,102		-1,023		-79	7.7	-2,976		-2,821		-156	5.5
Net Profit	5,132		4,537		595	13.1	14,298		12,961		1,337	10.3
	8.2%		8.0%				8.3%		7.9%			
Depreciation and amortization	2,397		2,118		280	13.2	6,719		6,379		340	5.3
EBITDA	12,684		11,509		1,174	10.2	34,514		32,374		2,140	6.6
EBITDA / Net Sales	20.3%		20.2%				20.1%		19.8%			

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)

	September 30	December 31	Variation	
	24	23	MM MXP	%
ASSETS				
Cash and cash equivalents	28,058	22,128	5,930	26.8
Accounts receivable; Net	21,611	20,217	1,394	6.9
Inventories	13,012	10,844	2,168	20.0
Prepayments	1,645	1,284	362	28.2
Total Current Assets	64,326	54,473	9,853	18.1
Investments in shares and other investments	11,463	10,304	1,159	11.2
Property, plant and other equipment	78,149	66,311	11,838	17.9
Assets right of use	1,000	913	88	9.6
Other non current assets	122,592	106,938	15,652	14.6
Total Assets	277,530	238,939	38,591	16.2
LIABILITIES				
Short term bank loans	3,261	11,864	-8,603	-72.5
Suppliers	14,005	14,199	-193	-1.4
Short term lease	580	507	73	14.3
Accounts payable and taxes	25,921	20,480	5,441	26.6
Total Current Liabilities	43,767	47,050	-3,283	-7.0
Bank Loans and long term liabilities	44,764	33,374	11,390	34.1
Long term lease	502	457	46	10.0
Deferred income tax and others	26,952	23,741	3,210	13.5
Total Liabilities	115,985	104,622	11,362	10.9
SHAREHOLDER'S EQUITY				
Non controlled participation	33,786	28,823	4,963	17.2
Capital Stock	945	958	-13	-1.3
Retained Earnings	112,516	87,032	25,485	29.3
Net Profit	14,298	17,504	-3,207	-18.3
Total Shareholders' Equity	161,545	134,317	27,228	20.3
Total Liabilities and Shareholders' Equity	277,530	238,939	38,591	16.2

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

Cash Flow Statement

(millions of Mexican pesos)

	September 30	
	24	23
Earnings Before Taxes	25,367	23,143
Depreciation and amortization	6,719	6,379
Foreign exchange / Monetary position result	332	1,527
Accrued interests	2,106	1,373
Gain on sale and fixed assets impairment	503	255
Operating cash flow before taxes	35,027	32,679
Cashflow generated/used in the operation	-5,348	-9,487
Operating cashflow after working capital	29,679	23,191
Investment Activities:		
Capital Expenditures and Investments (Net)	-9,649	-5,668
Financing Activities:		
Dividends paid	-13,019	-6,994
Share repurchase program	234	-4,879
Debt financing	60	1,187
Paid interests	-3,850	-3,551
Other	-544	-495
Net cash flow from financing activities	-17,119	-14,732
Net increase of cash and equivalents	2,911	2,791
Change in Cash	3,019	-3,267
Initial cash and equivalents balance	22,128	27,761
Final cash and equivalents balance	28,058	27,286

Additional Financial Information

Information by Segments 3Q24

	Beverage Segments					Other	Eliminations	Total
	Mexico	USA ⁽¹⁾	Peru	Argentina	Ecuador	Business ⁽²⁾		
Volume by Segment	374.9	118.0	72.5	32.2	36.7			634.3
Sales by Segment	27,627	21,539	4,256	2,870	2,952	3,963	-594	62,613
Intersegment Sales	-384	0	-14	0	-1	-195	594	0
Net Sales from intersegments	27,242	21,539	4,242	2,870	2,951	3,769	0	62,613
Operating Income	6,199	3,000	601	-25	188	302	0	10,266
EBITDA	7,078	3,495	887	224	462	538	0	12,684
EBITDA / Net Sales	26.0%	16.2%	20.9%	7.8%	15.7%	14.3%	0.0%	20.3%
Non Recurring Expenses	0	0	0	2	3	15	0	21
Depreciation and amortization	879	495	286	246	271	221	0	2,397
Financial Income and Expenses	-1,097	123	31	-130	-46	62	0	-1,058
Share of net income of associates	118	0	0	0	0	0	0	118
Earnings Before Taxes	5,220	3,123	633	-155	142	364	0	9,326
Total Assets	88,231	112,258	39,722	11,946	22,463	14,746	-11,837	277,530
Investment in associates companies	10,292	745	0	426	0	0	0	11,463
Total Liabilities	96,294	38,240	10,589	1,645	5,880	6,722	-43,386	115,985
CAPEX	6,041	1,799	772	440	552	850	0	10,453

⁽¹⁾ Excluding the change in the distribution of Dasani 16.9 oz 32pk, the reported volume for CCSWB would have decreased by 0.4% overall during the quarter.

⁽²⁾ Others includes Food & Snacks Division, Vending and other subsidiaries not related to Beverage segments.

Information by Segments Jan-Sep'24

	Beverage Segments					Other	Eliminations	Total
	Mexico	USA ⁽¹⁾	Peru	Argentina	Ecuador	Business ⁽²⁾		
Volume by Segment	1,062.5	335.9	235.5	87.3	115.0			1,836.3
Sales by Segment	77,346	57,465	12,563	6,721	8,517	11,133	-1,688	172,057
Intersegment Sales	-1,041	0	-103	0	-3	-541	1,688	0
Net Sales from intersegments	76,305	57,465	12,460	6,721	8,514	10,592	0	172,057
Operating Income	16,657	8,001	1,967	-271	645	712	0	27,711
EBITDA	19,249	9,362	2,767	373	1,387	1,376	0	34,514
EBITDA / Net Sales	25.2%	16.3%	22.2%	5.6%	16.3%	13.0%	0.0%	20.1%
Non Recurring Expenses	8	0	12	18	6	40	0	83
Depreciation and amortization	2,585	1,360	787	627	736	624	0	6,719
Financial Income and Expenses	-2,243	279	49	-467	-112	57	0	-2,437
Share of net income of associates	93	0	0	0	0	0	0	93
Earnings Before Taxes	14,507	8,280	2,016	-739	533	769	0	25,367
Total Assets	88,231	112,258	39,722	11,946	22,463	14,746	-11,837	277,530
Investment in associates companies	10,292	745	0	426	0	0	0	11,463
Total Liabilities	96,294	38,240	10,589	1,645	5,880	6,722	-43,386	115,985
CAPEX	6,041	1,799	772	440	552	850	0	10,453

⁽¹⁾ Excluding the change in the distribution of Dasani 16.9 oz 32pk, the reported volume for CCSWB would have grown by 0.8% year-to-date.

⁽²⁾ Others includes Food & Snacks Division, Vending and other subsidiaries not related to Beverage segments.



Total Debt AC

	2024	2025	2026	2027	2028	2029	...	2032	...	2034	Total
Debt Maturity Profile	-	3,324	4,272	9,988	2,996	10,157		14,242		3,046	48,024
% of Total	0.0%	6.9%	8.9%	20.8%	6.2%	21.2%		29.7%		6.3%	100.0%

Credit Rating	Local	Global	Outlook
Fitch	AAA(mex)	A	Stable
Moody's	Aaa.mx	A3	Stable
S&P	mxAAA	-	Stable

Average exchange rate

	3Q24	3Q23	YoY		Jan-Sep'24	Jan-Sep'23	YoY
MXN	19.21	16.94	13.4%	MXN	17.95	17.69	1.5%
PEN	5.13	4.62	11.2%	PEN	4.78	4.75	0.8%
ARS	0.02	0.06	-62.7%	ARS	0.02	0.07	-72.8%

End of period exchange rate

	3Q24	2Q24	3Q23
MXN	19.67	18.38	17.62
PEN	5.29	4.80	4.65
ARS	0.02	0.02	0.05

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>

