



CORPORATE PRESENTATION



ARCACONTINENTAL



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

Pioneers in the beverage industry in Mexico

128 YEARS





ARCACONTINENTAL

98 YEARS

RETORNABLE

Coca-Cola

cont. net. 500 ml

Solid relation with



Corporate Structure AC



The Coca-Cola Company

Market Value⁽¹⁾:
USD \$264 billion



Market Value⁽¹⁾:
USD \$19 billion



⁽¹⁾ Source: Bloomberg, March 29, 2024

Serving 5 countries across the Americas

- Sales Volume
2.5 BUC
- Revenue
MX \$214 billion
- Production Facilities
45

- Associates
+70,000
- Points of Sales
+1.6 million
- Distribution Centers
353



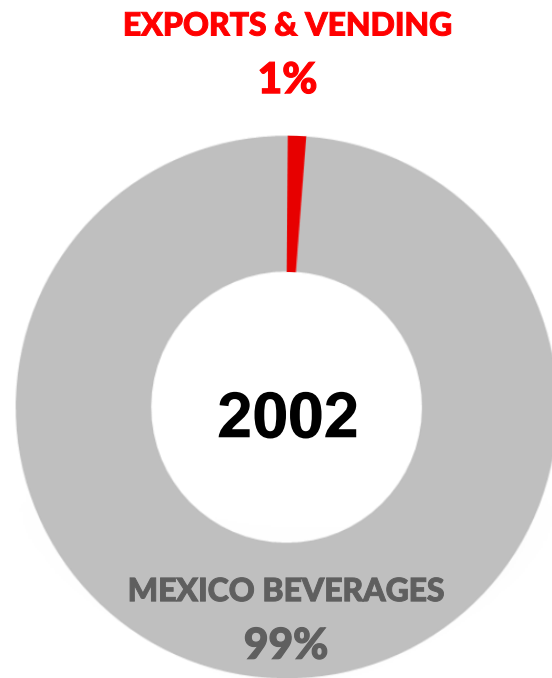
World-class Corporate Governance



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

Outstanding growth since 2002...

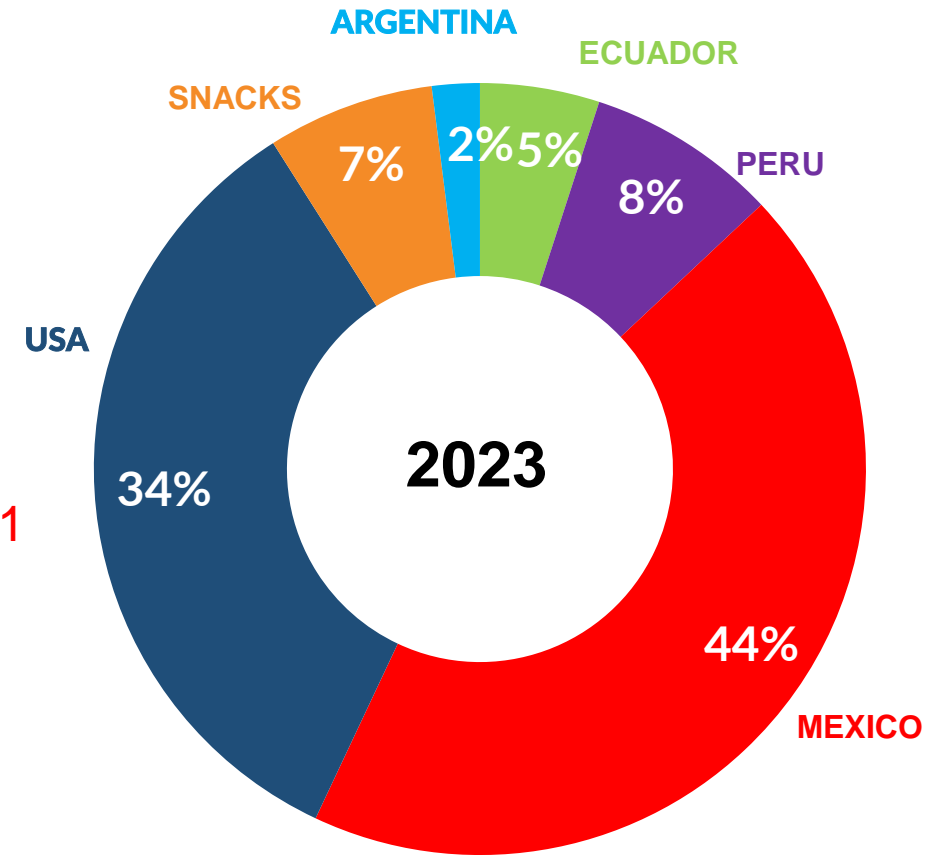
REVENUES 2002 - 2023



MXN \$13 billion

16x

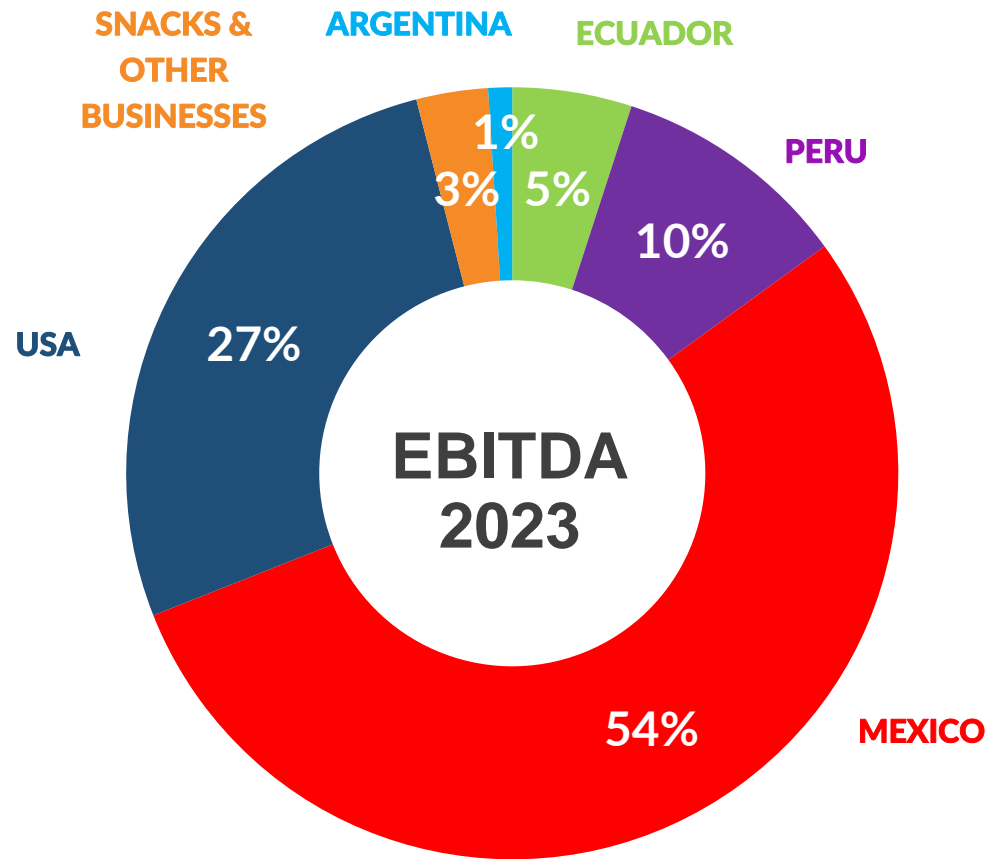
14%
CAGR¹



MXN \$214 billion

⁽¹⁾ CAGR: Compound Annual Growth Rate

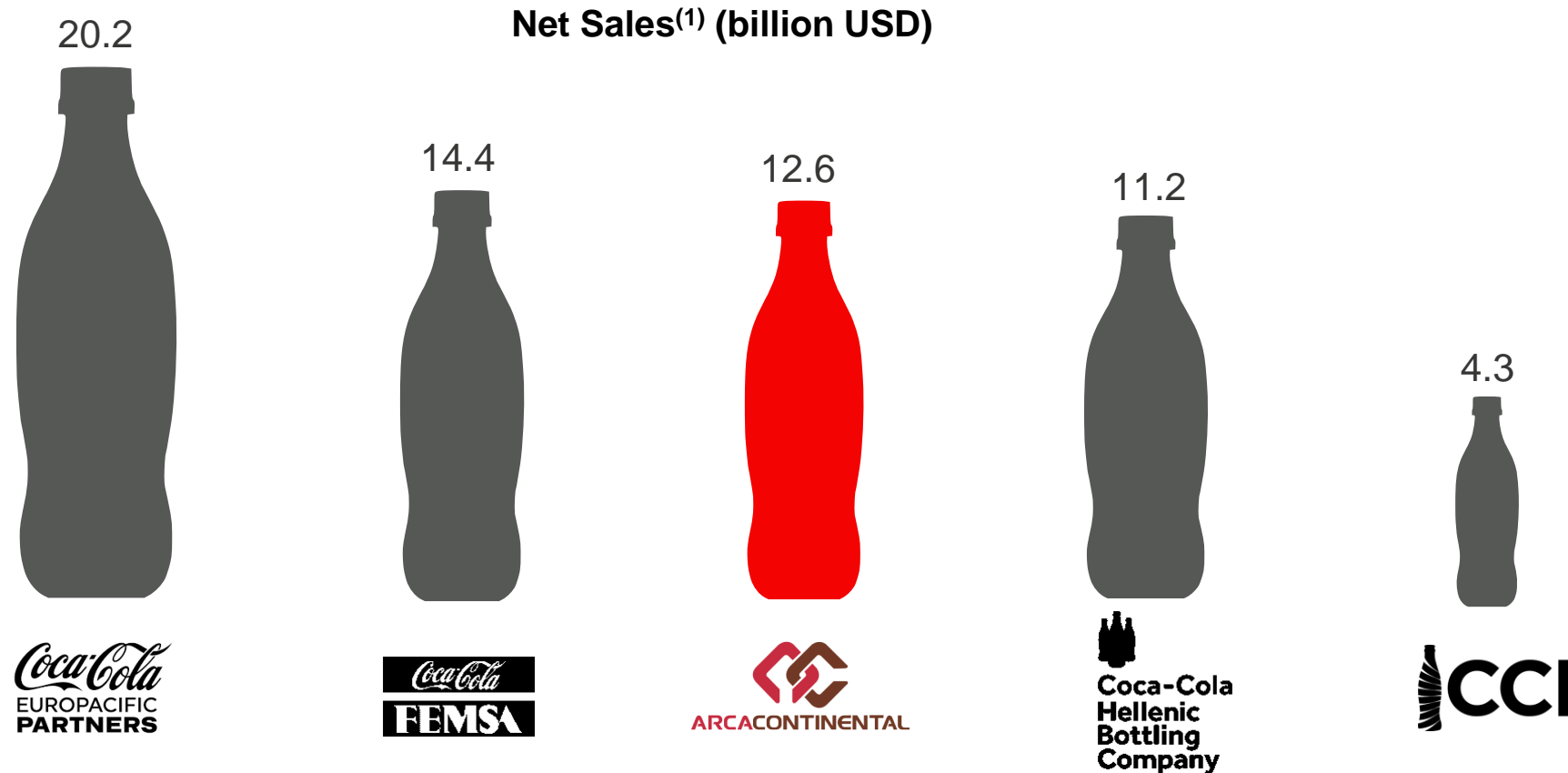
...and a balanced portfolio of markets and businesses



MXN \$42 billion

- Revenue and EBITDA grew 2.8% and 7%, respectively vs 2022
- 39% of revenues and 31% 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: BBB

⁽¹⁾ Net Sales reported as of December 2023
16.95 USD/MXN 23.31 USD/TL
0.91 USD/EUR

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



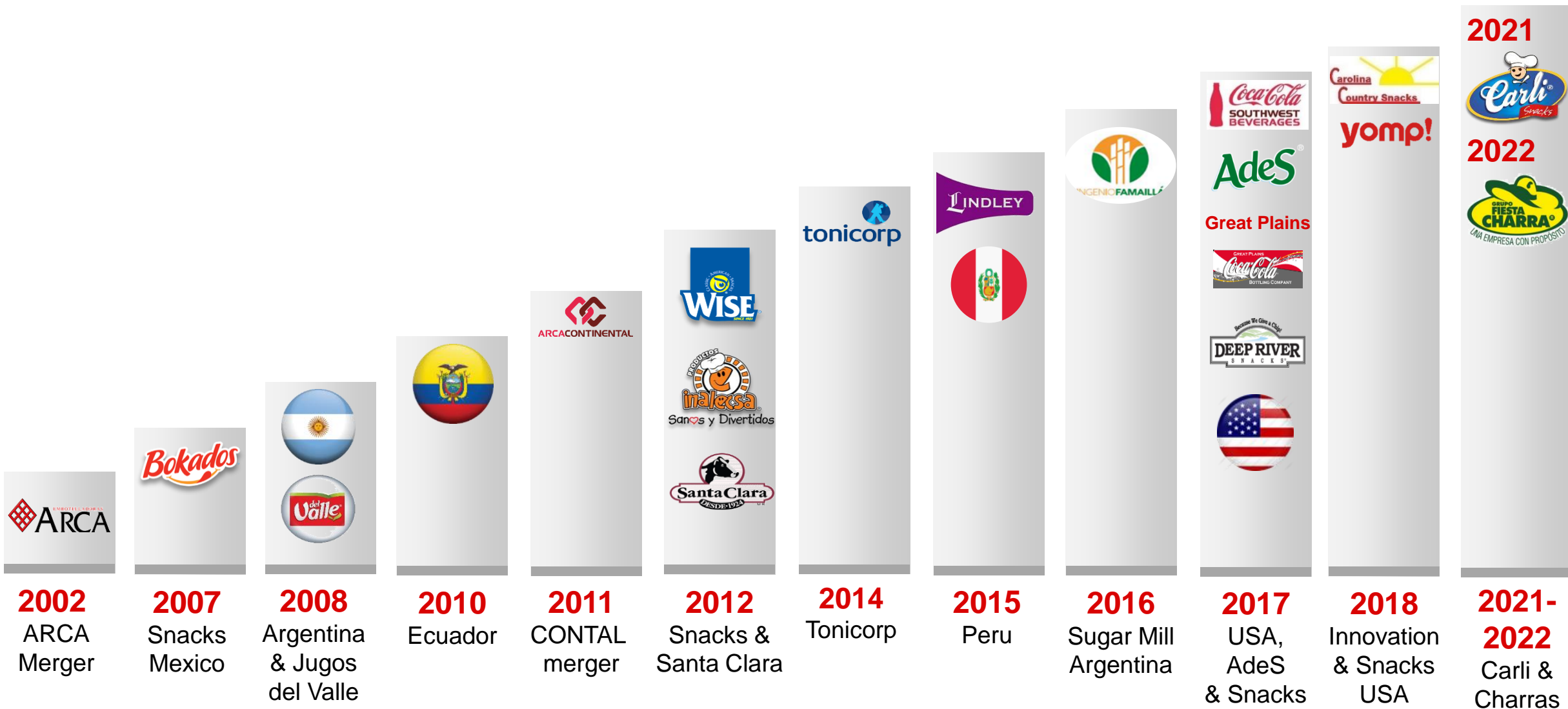
2006

28 Brands
128 SKUs

2023

+160 Brands
+1,700 SKUs

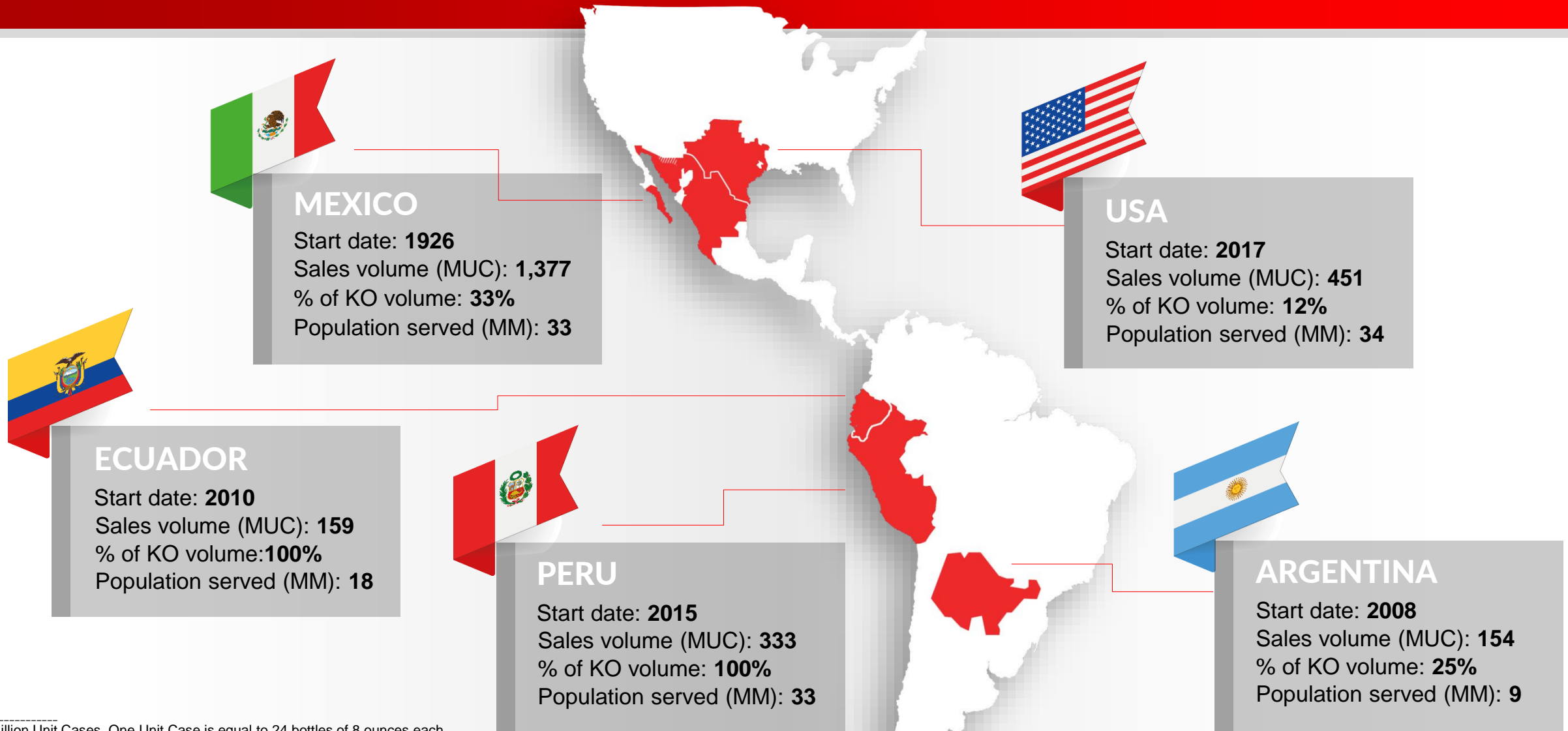
Pursuing value creation via consistent organic growth and an excellent M&A track record





**Operational
Performance**

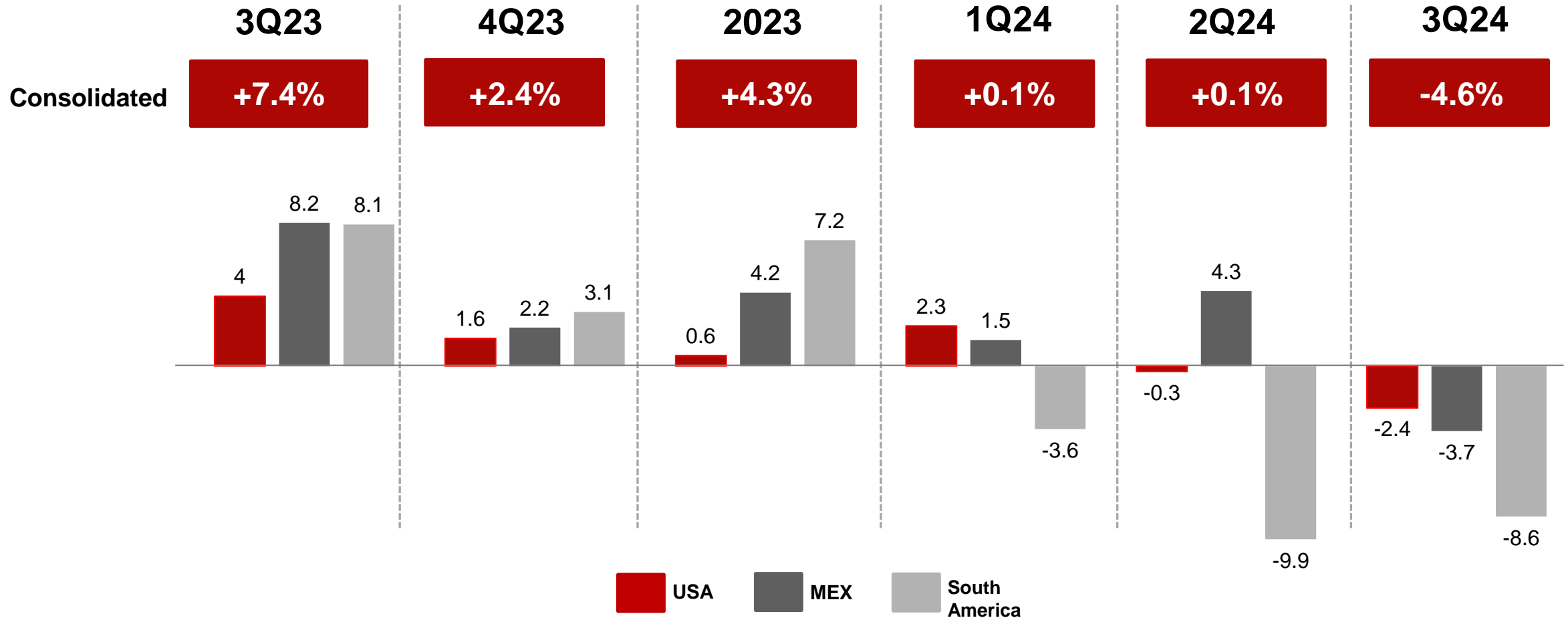
Strong presence in attractive markets...



MUC: Million Unit Cases. One Unit Case is equal to 24 bottles of 8 ounces each
MM: Millions
Data by the end of 2023

...with positive operating performance

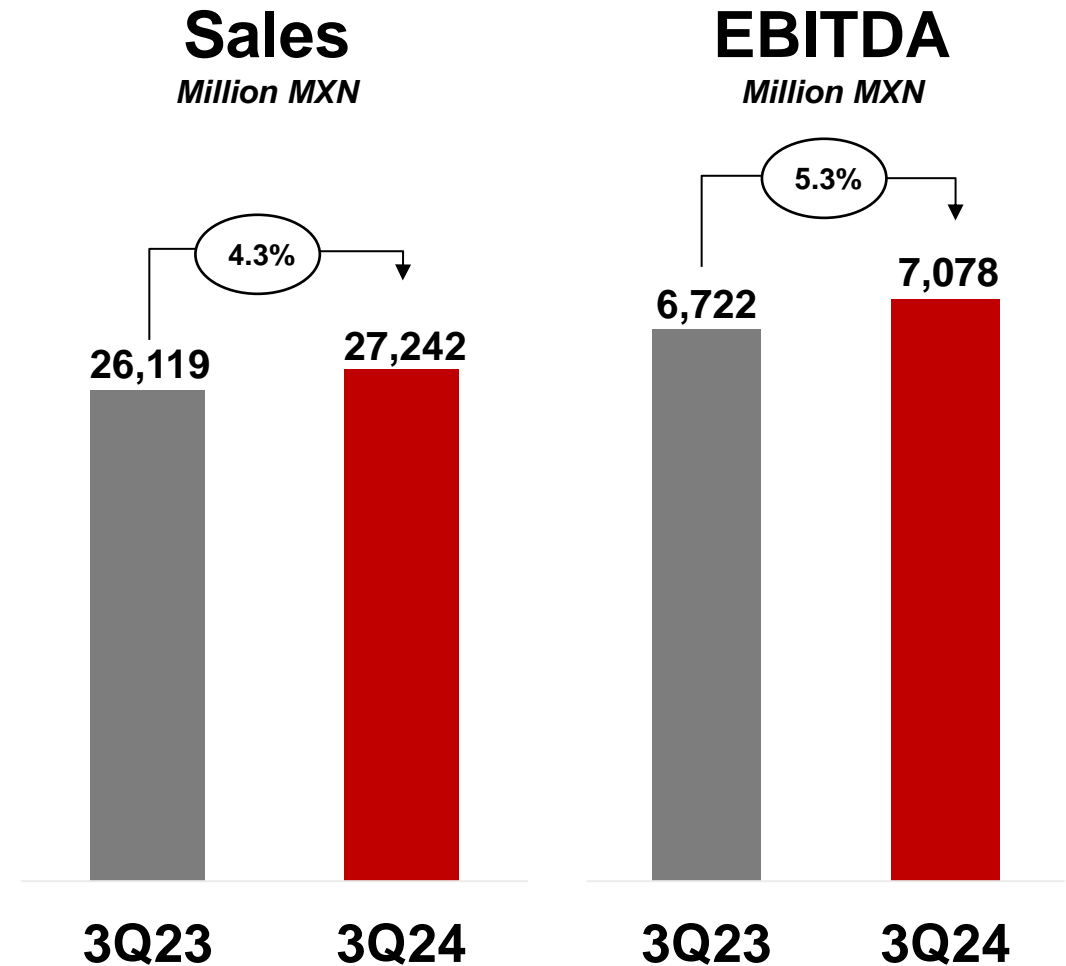
Variation in volume %*



The beverage business continues displaying strength in Mexico...

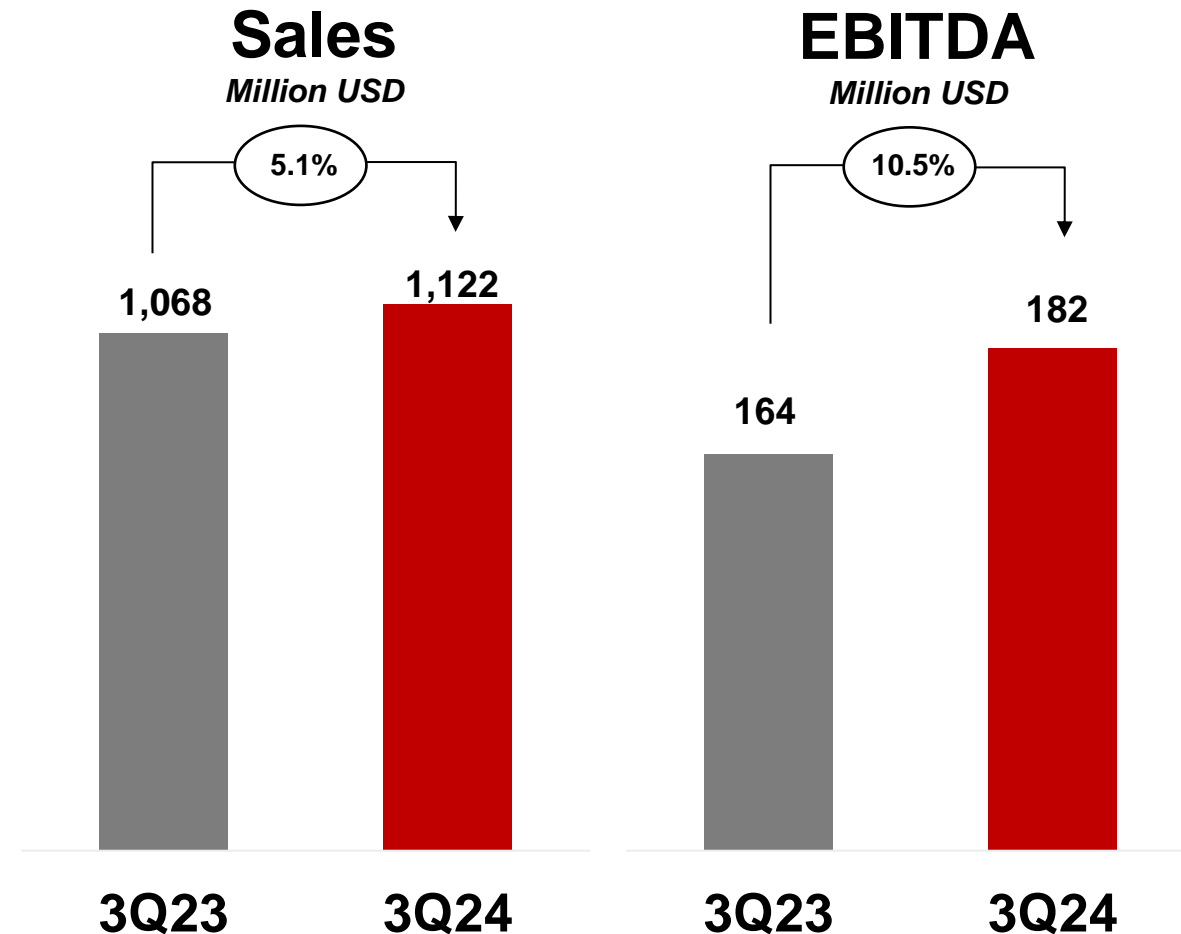


- Increase in average price per unit case (excluding jug) of 7.6% by the end of 3Q24
- Beverage sales in Mexico increased by 4.3%, as a result of selective price adjustments and positive volume performance
- EBITDA margin improved to 26%, reflecting a 30-basis point increase, driven by strong revenue growth and more stable raw material costs



...a positive evolution of Sales and pricing execution in the United States

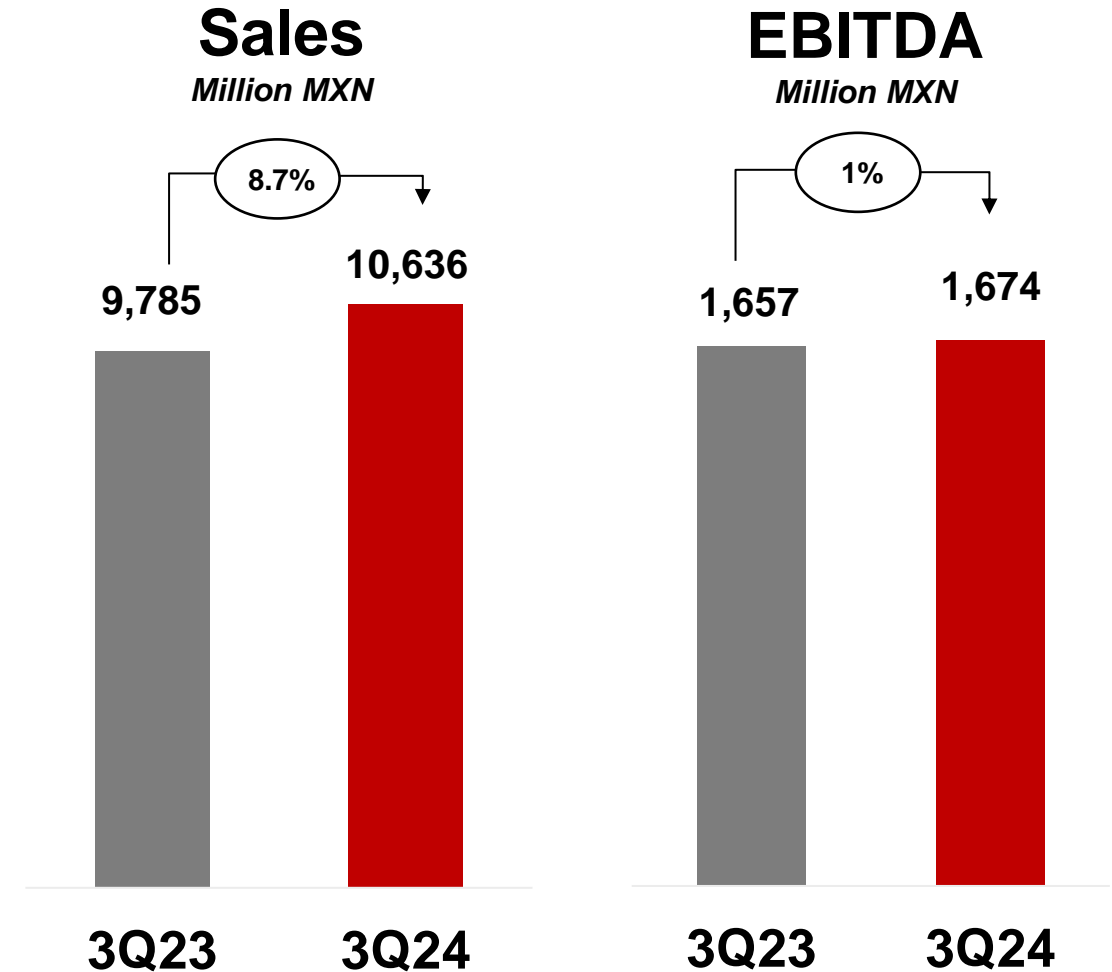
- In 3Q24, our EBITDA grew 10.5%, reaching US\$182 million, while EBITDA margin expanded 80 bp to 16.2%
- Increase in average price per unit case of 7.6% by the end of 3Q24, as we remain focused on the optimal execution of packages with higher profitability



Resiliency across our markets in South America



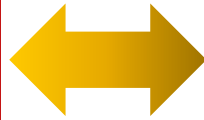
- Strengthening our commercial service models and operational efficiencies
- Increased coverage of AC Digital, allowing clients to directly place their orders through our mobile platform
- 21,000 cold drink units were installed, reaching 64% coverage in the traditional channel in Ecuador



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

ARCA CONTINENTAL DIGITAL ECOSYSTEM

Our strategic priority is to continue evolving and scaling our **Digital Ecosystem**, focusing on three key objectives

- Protect and enhance the core business
- Create new monetization opportunities
- Maintain our position as the most important partner for our customers



Omnichannel B2B Experience



DIGITAL

+808K

CUSTOMERS ON ACD

+18%

ADDITIONAL SKU'S

+90%

TRADITIONAL TRADE COVERAGE

+2%

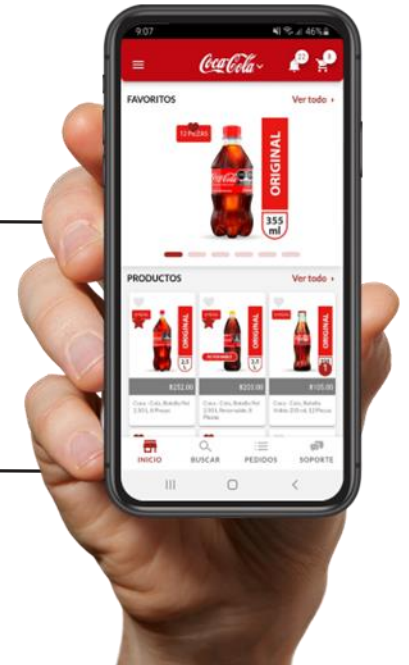
ORDER FREQUENCY

+64%

VOLUME MIX

+12%

DROP SIZE



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 a distribution pilot in Mexico
- 16 SKUs of Diageo's main brands



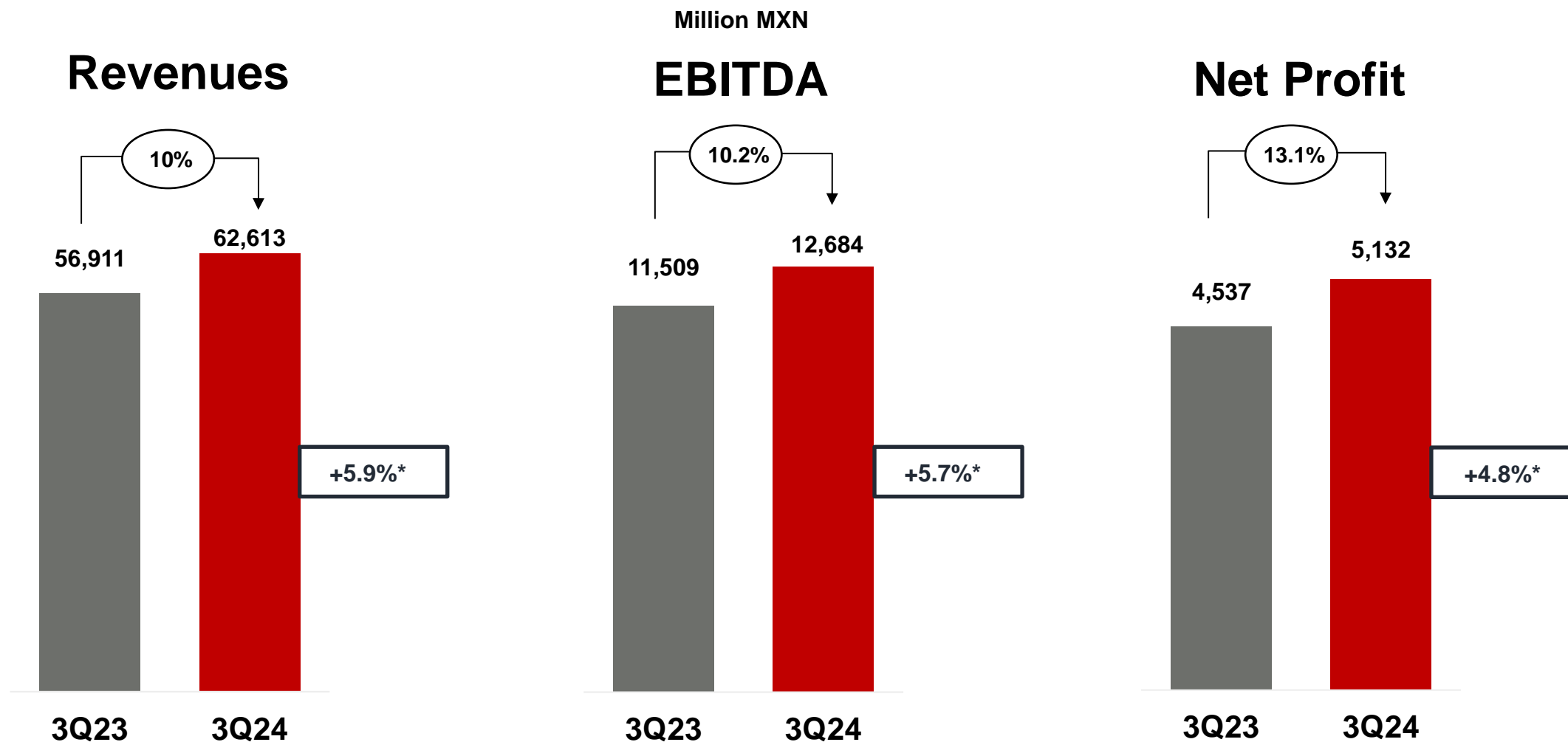
Beer Distribution

- Synergies with our portfolio
- Positive pilots in Ecuador and Peru, growing and increasing coverage, as well as helping to strengthen core business

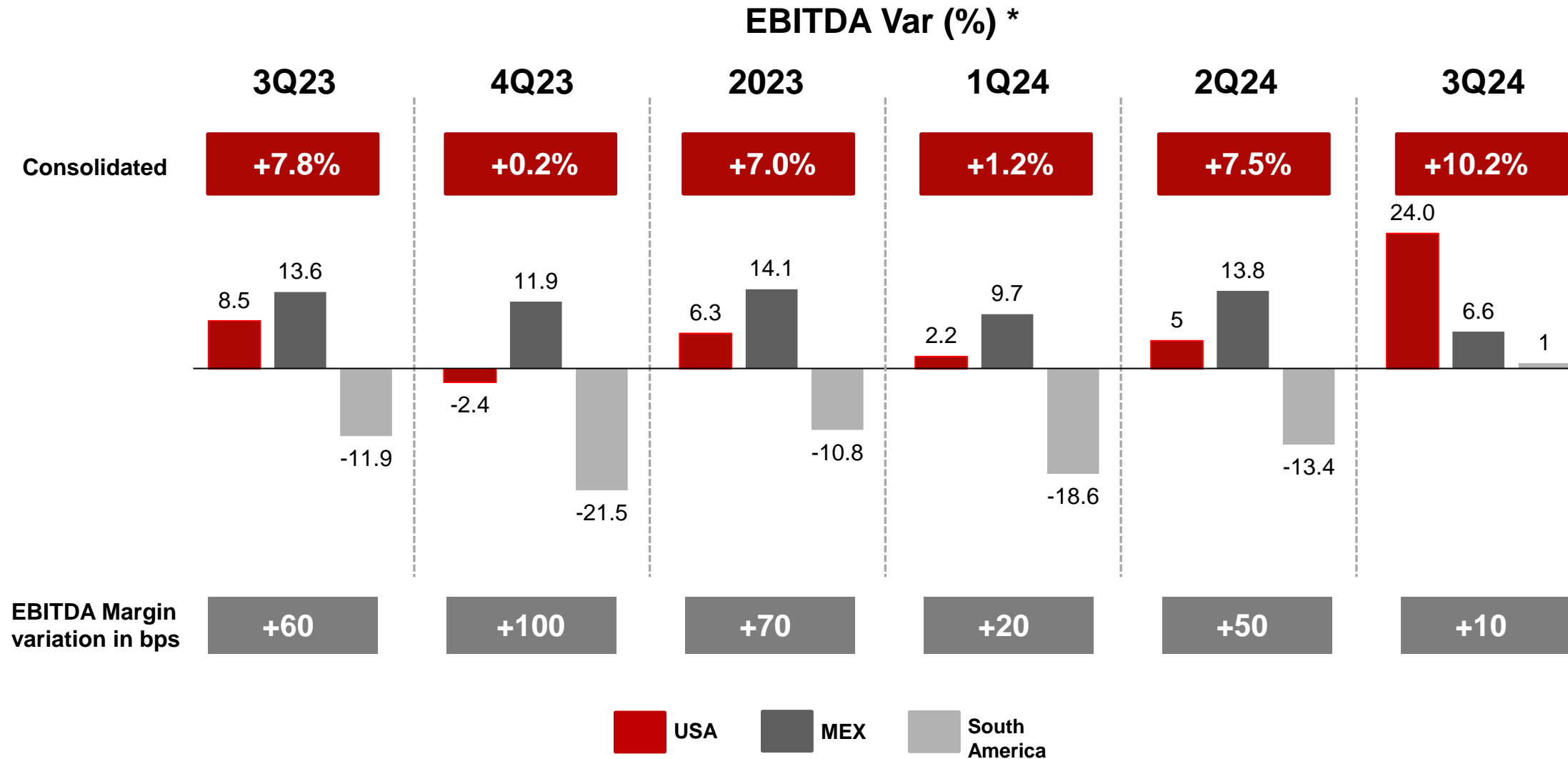


Financial Performance

Moving forward with a positive financial performance



Solid EBITDA generation and profitability

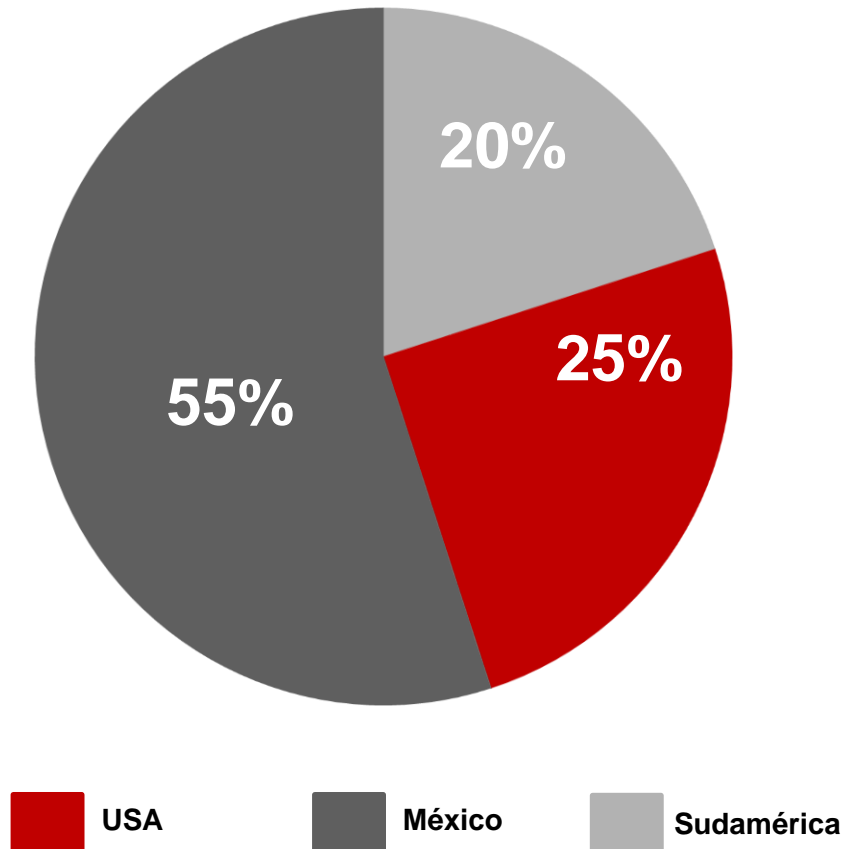


*Variation vs same period last year

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

CAPEX 2024 ~7% of Revenues

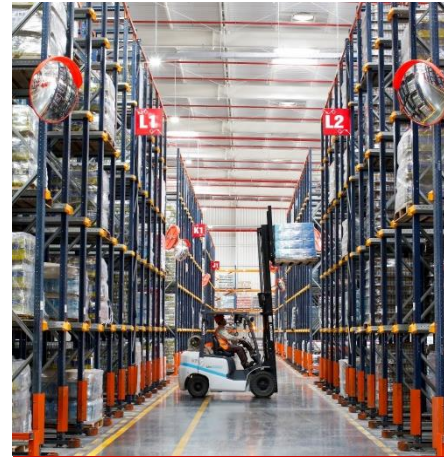
- Production lines
- Coolers
- Returnable bottles
- Machinery and Equipment
- Information Technology
- Delivery fleet



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**

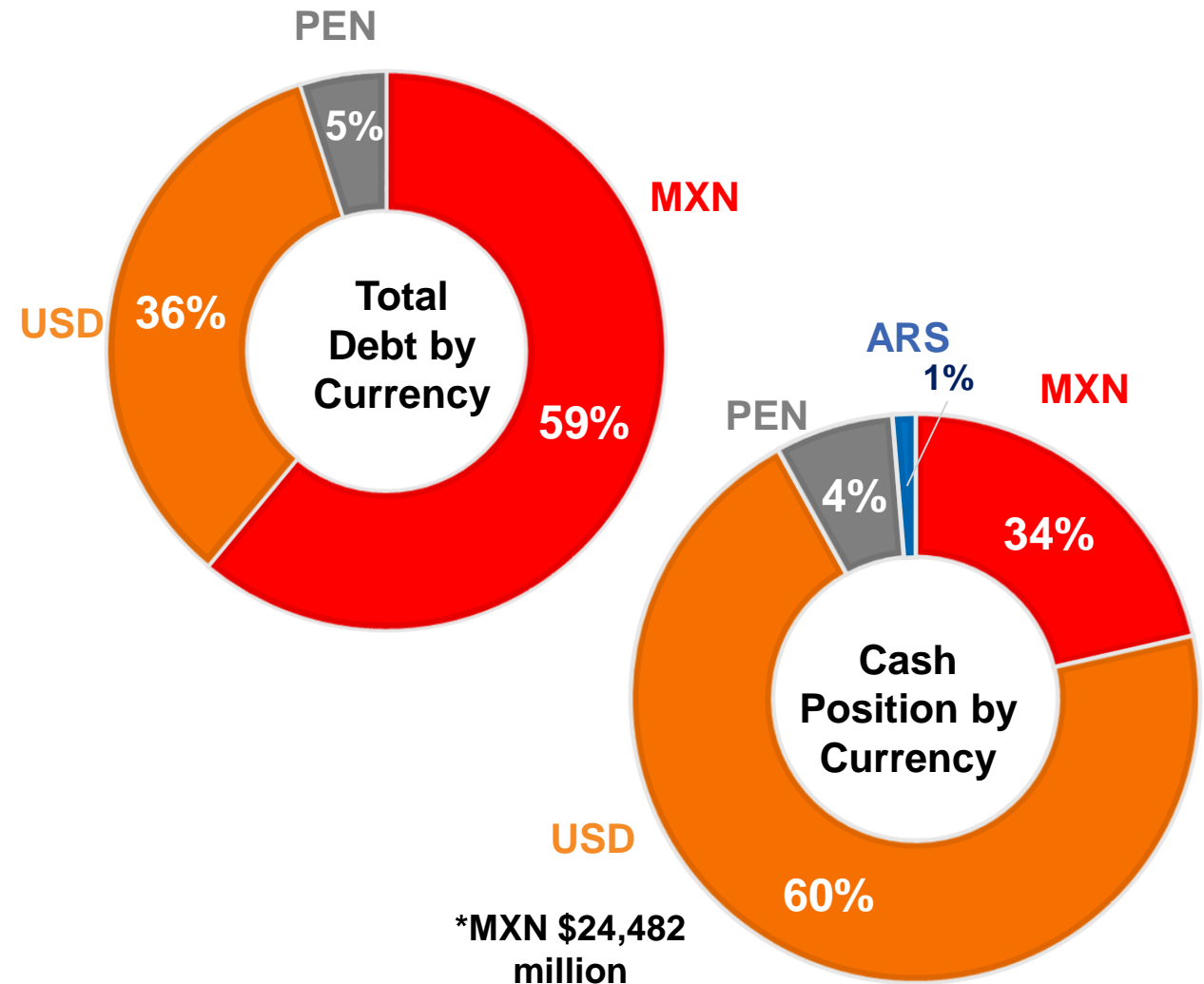
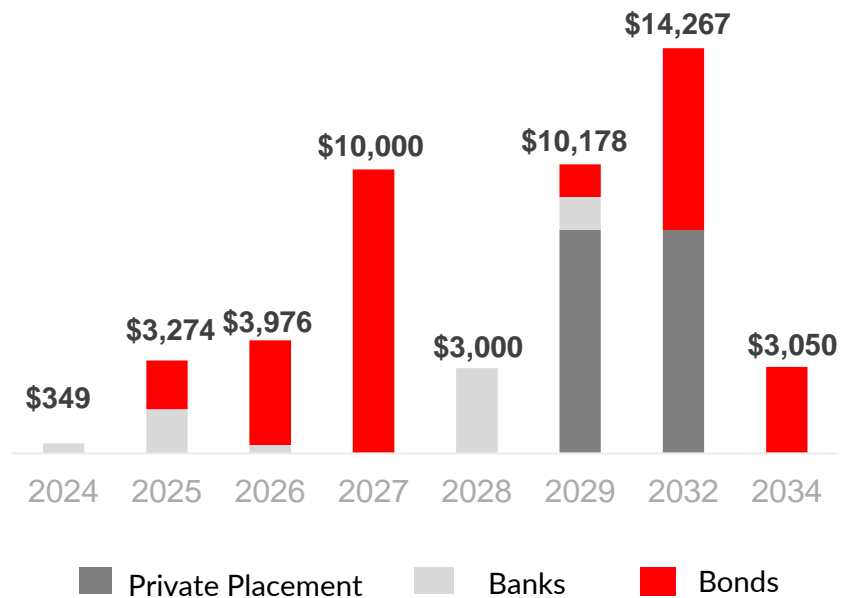


**Mergers and
acquisitions
with high
potential of
creating value**

Conservative debt profile & diversified maturity

Schedule - AC

Total Debt: **MXN \$48,096 million**



- 100% of debt is in local currency
- Healthy debt span of an average 6.1 years

High rated credit profile by main credit rating agencies

Global Scale

MOODY'S
"A3"

FitchRatings
"A"

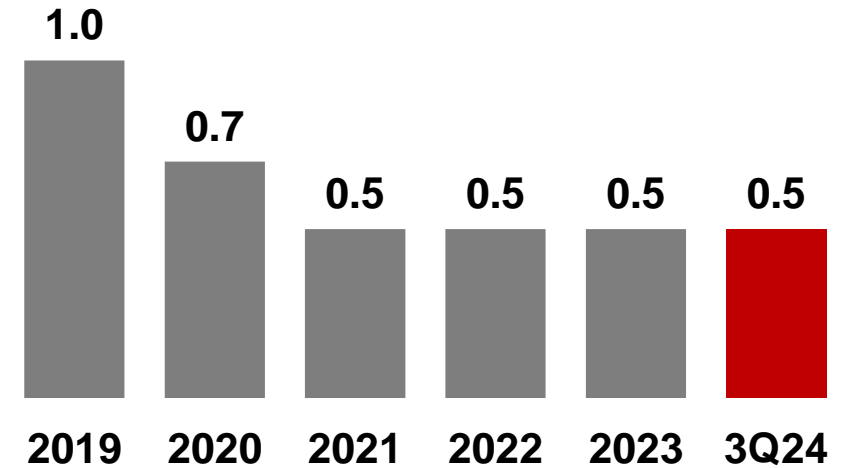
National Scale

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

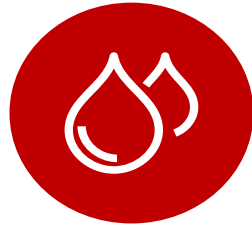
Human Capital and
Sustainability Committee



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
- Through the investment of Ps. 3.2 billion to double the recycling capacity of PetStar's recycling plant, 7 out of 10 bottles sold in Mexico are now collected and recycled
- PetStar collects 5.5 Billion PET bottles per year





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