



# CORPORATE PRESENTATION



ARCACONTINENTAL



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



130  
YEARS  
OF



STRONG  
PARTNERSHIP  
WITH TCCC  
SINCE  
1926





# Corporate Structure AC



*The Coca-Cola Company*

Market Value<sup>(1)</sup>:  
**USD \$296 billion**



Market Value<sup>(1)</sup>:  
**USD \$17 billion**



<sup>(1)</sup> Source: Bloomberg, February 17, 2025

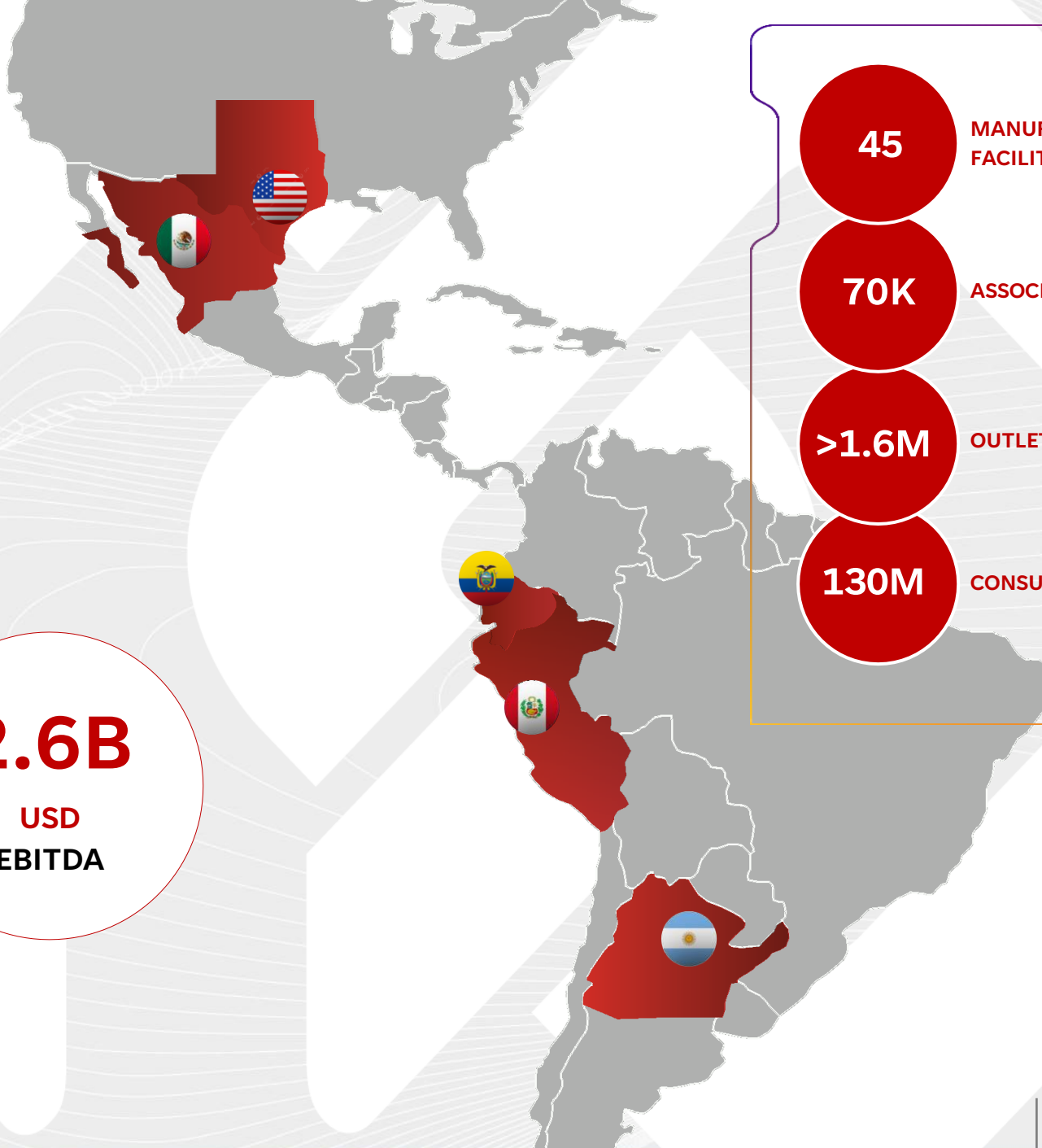
# ARCA CONTINENTAL TODAY

**2.5B**  
Unit cases  
Volume

**12.9B**  
USD  
Revenues

**2.6B**  
USD  
EBITDA

- 45** MANUFACTURING FACILITIES
- 70K** ASSOCIATES
- >1.6M** OUTLETS
- 130M** CONSUMERS





# SUSTAINING ONE OF THE HIGHEST PROFITABILITY LEVELS AMONG THE GLOBAL TCCC SYSTEM

**3.8x**  
Revenues  
2024 vs 2014

Revenues  
MXN B

CAGR  
14.4%

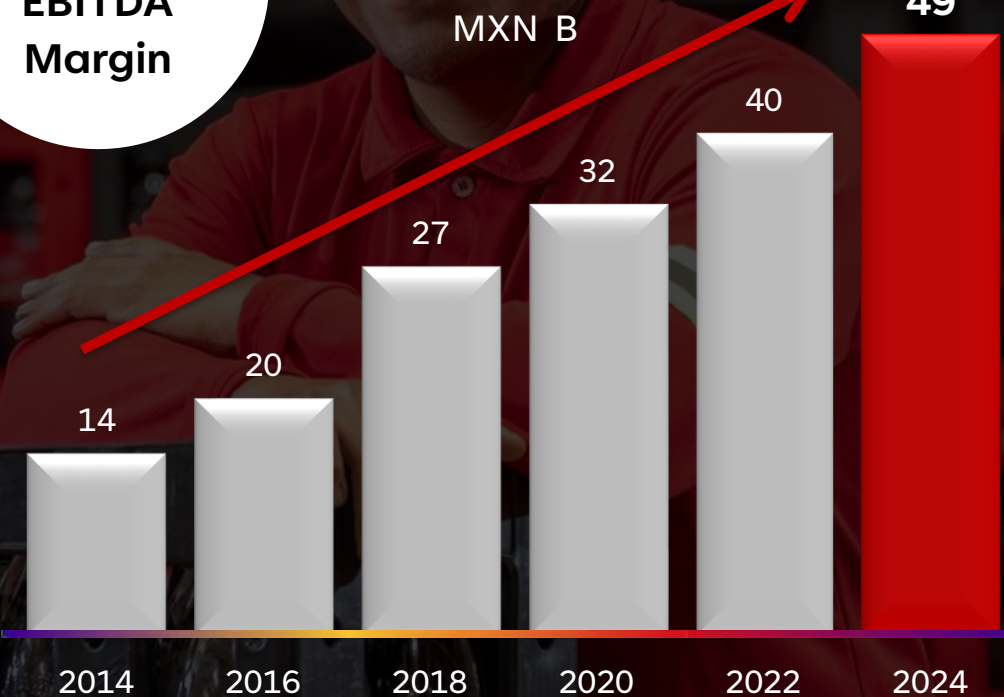
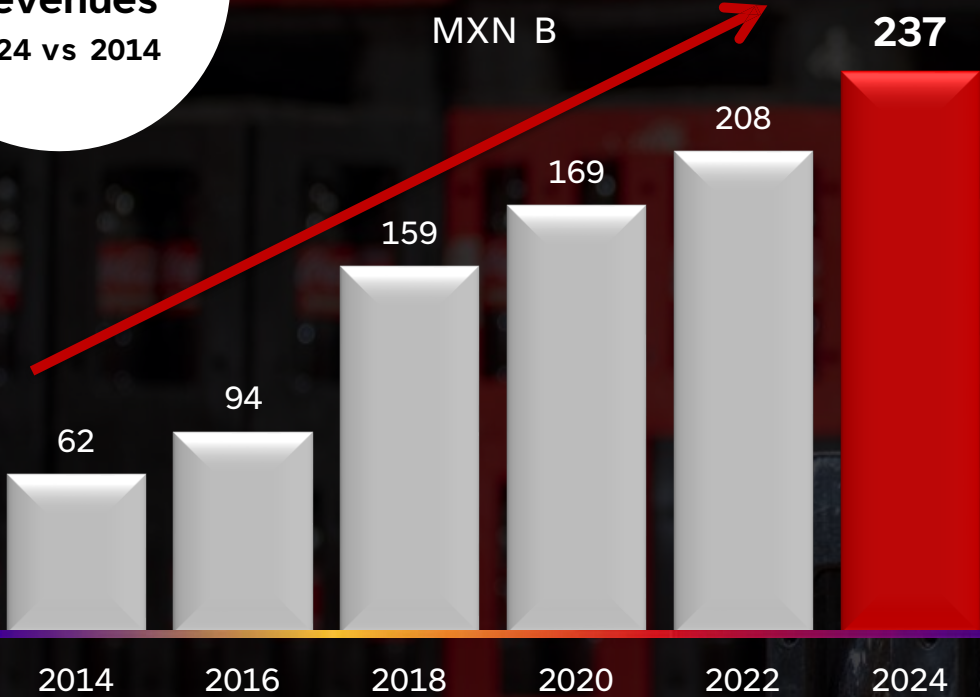
237

**20.5%**  
EBITDA  
Margin

EBITDA  
MXN B

CAGR  
13.6%

49



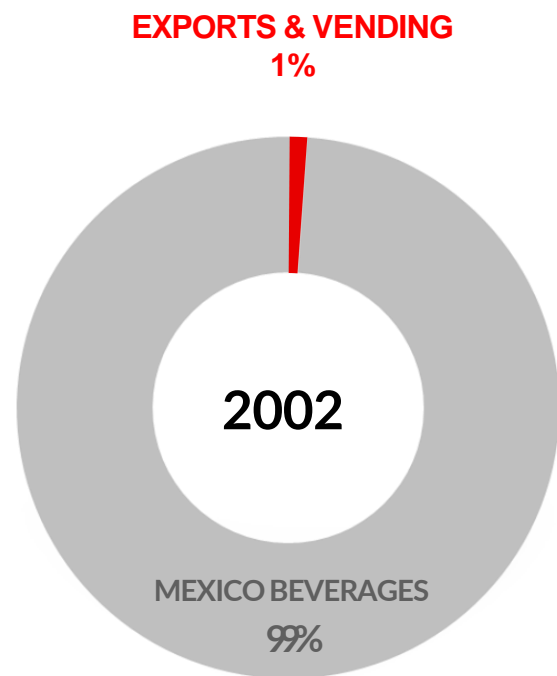
# World-class Corporate Governance



- Majority shareholders are present only at Board of Directors level
- Audit Committee exclusively composed by independent members
- No related party transactions
- 20 members with a wide range of profiles and a tenure of 9.4 years
- 15% of the board is represented by women
- The board has 30% independent directors

# Outstanding growth since 2002 driven by innovation and excellence ...

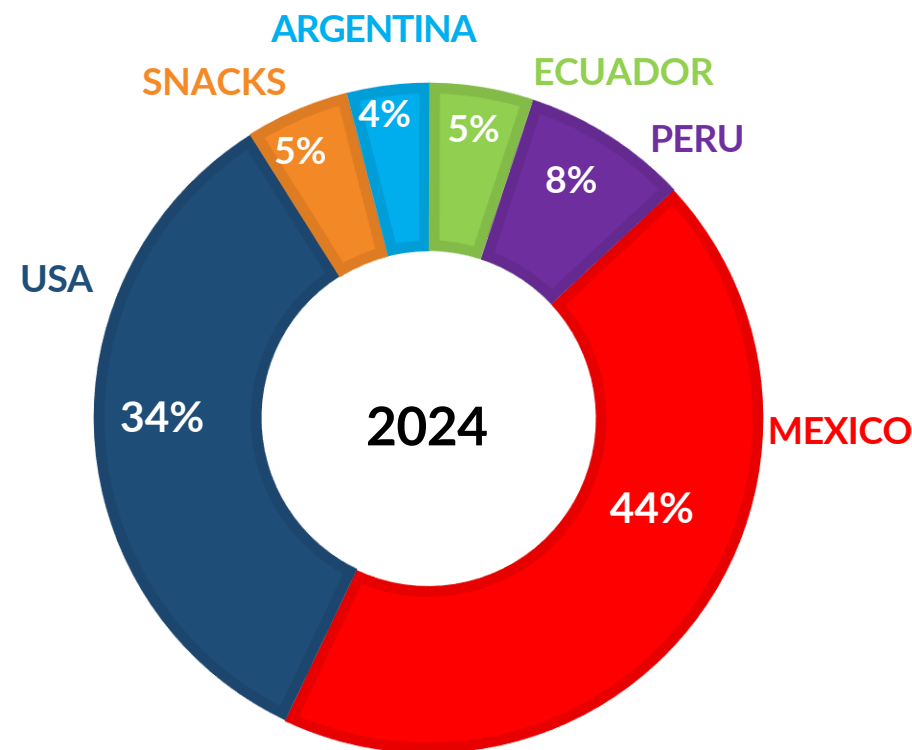
## REVENUES 2002 - 2024



**MX \$13 billion**

**~18x**

**14%  
CAGR<sup>1</sup>**

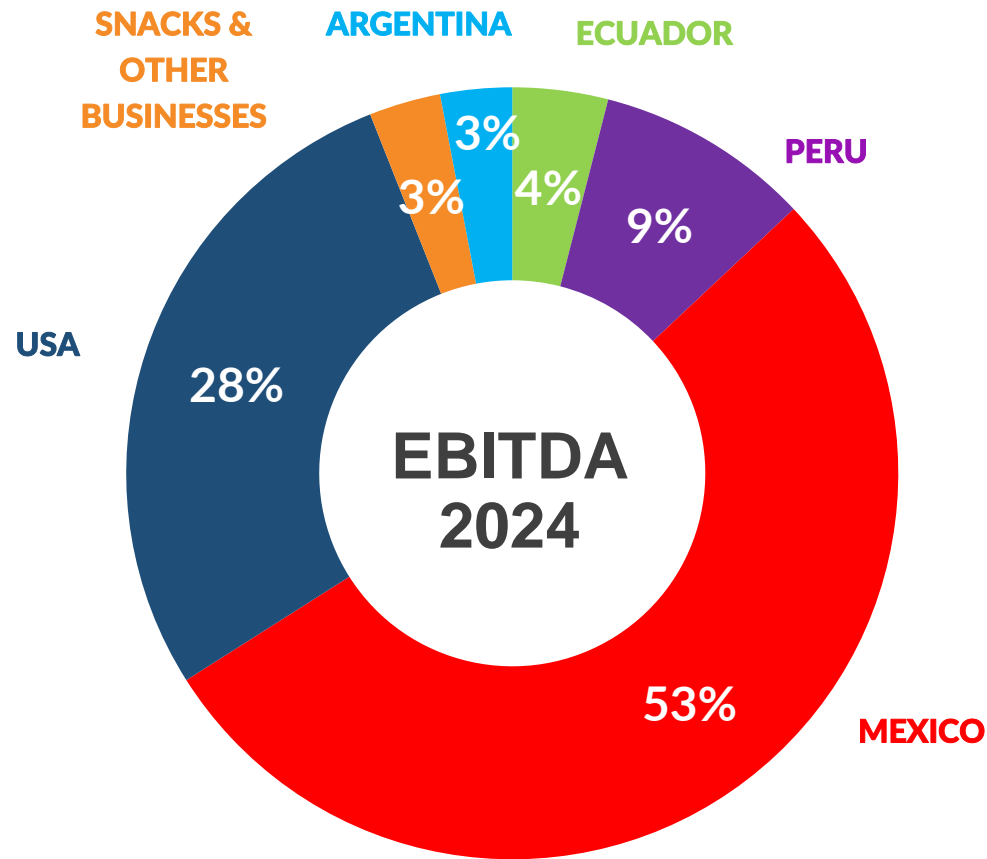


**MX \$237 billion**

<sup>(1)</sup> CAGR: Compound Annual Growth Rate



# ...and a balanced portfolio of markets and businesses



**MXN \$49 billion**

- Revenue and EBITDA grew 10.9% and 14.9%, respectively vs 2023
- 41% of revenues and 34% of EBITDA are denominated in USD

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



2006

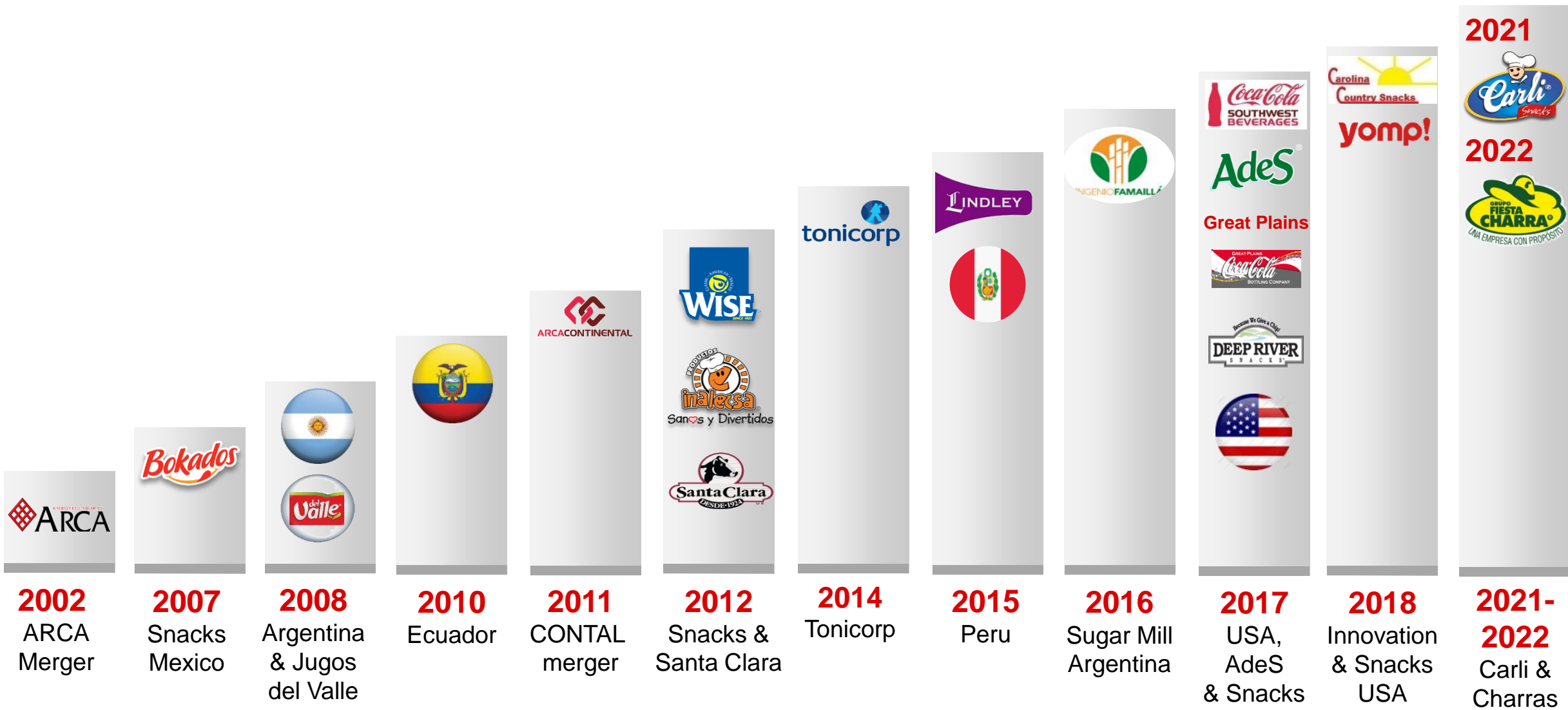
28 Brands  
128 SKUs

2024

+140 Brands  
+1,800 SKUs



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

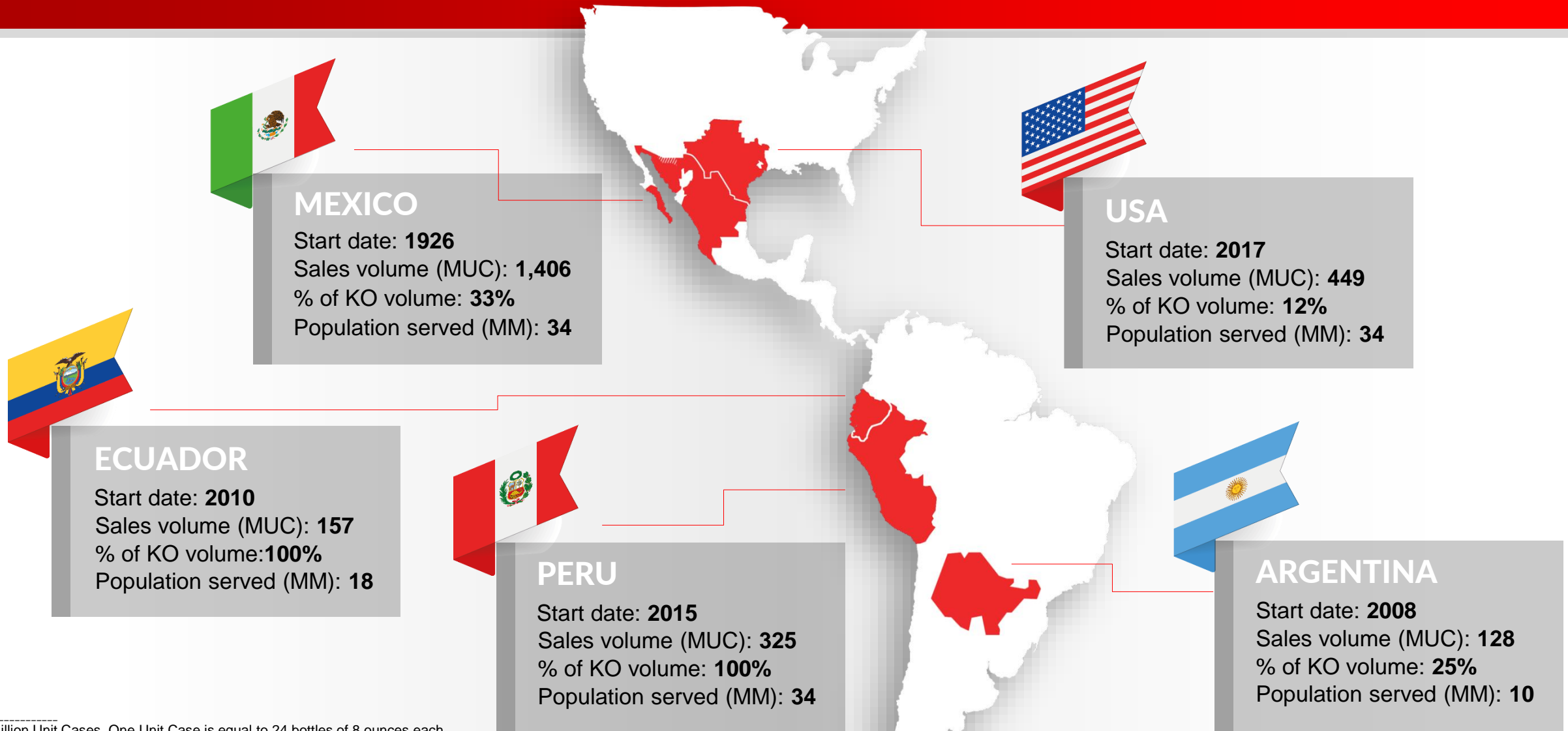




**Operational  
Performance**



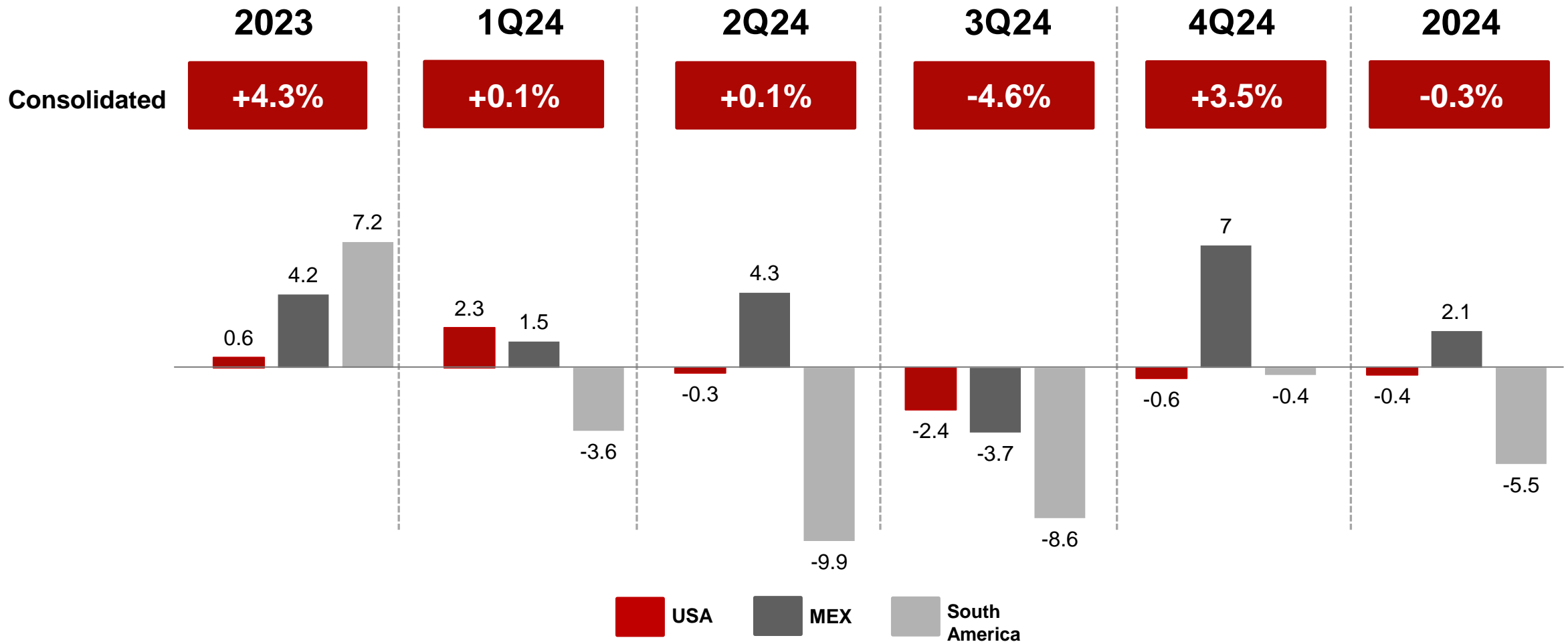
# Strong presence in attractive markets...



MUC: Million Unit Cases. One Unit Case is equal to 24 bottles of 8 ounces each.  
MM: Millions  
Data by the end of 2024.

# ...with positive operating performance

## Variation in volume %\*

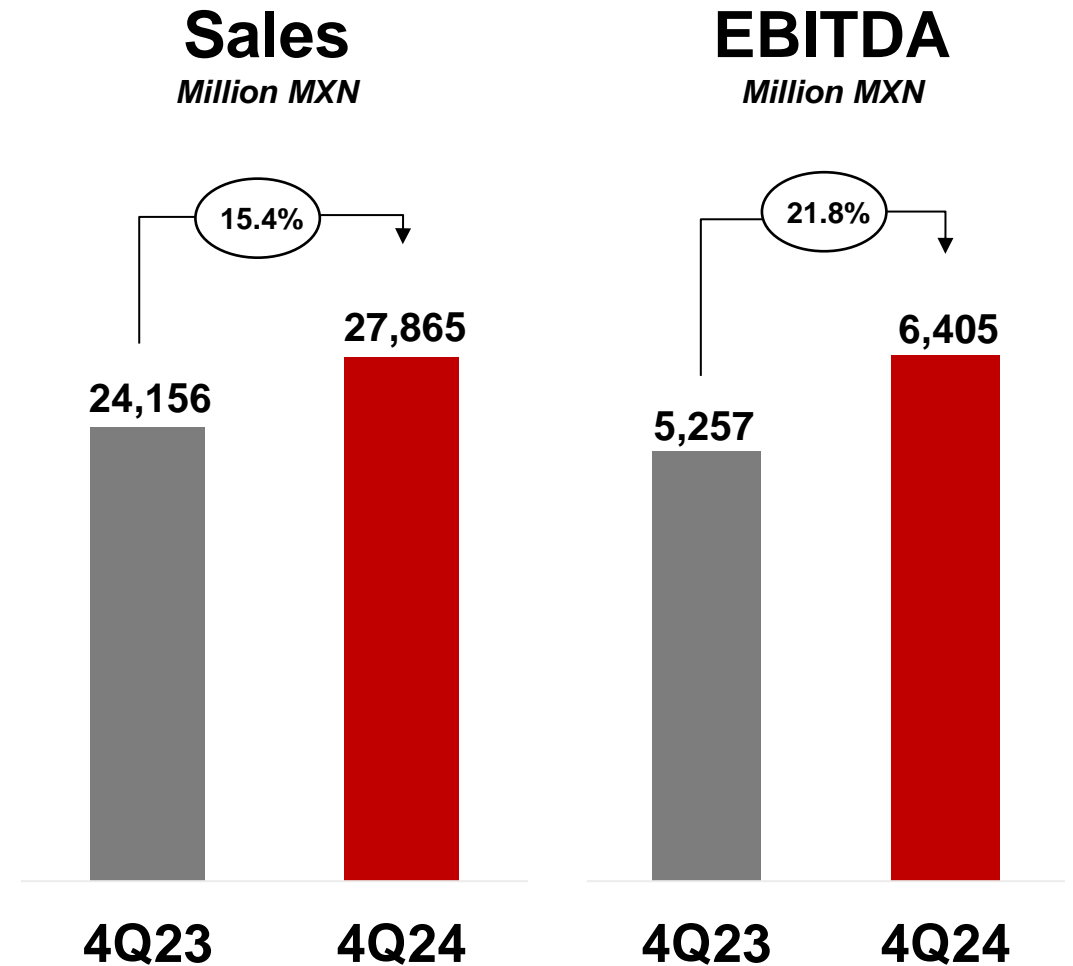




# The beverage business continues displaying strength in Mexico...

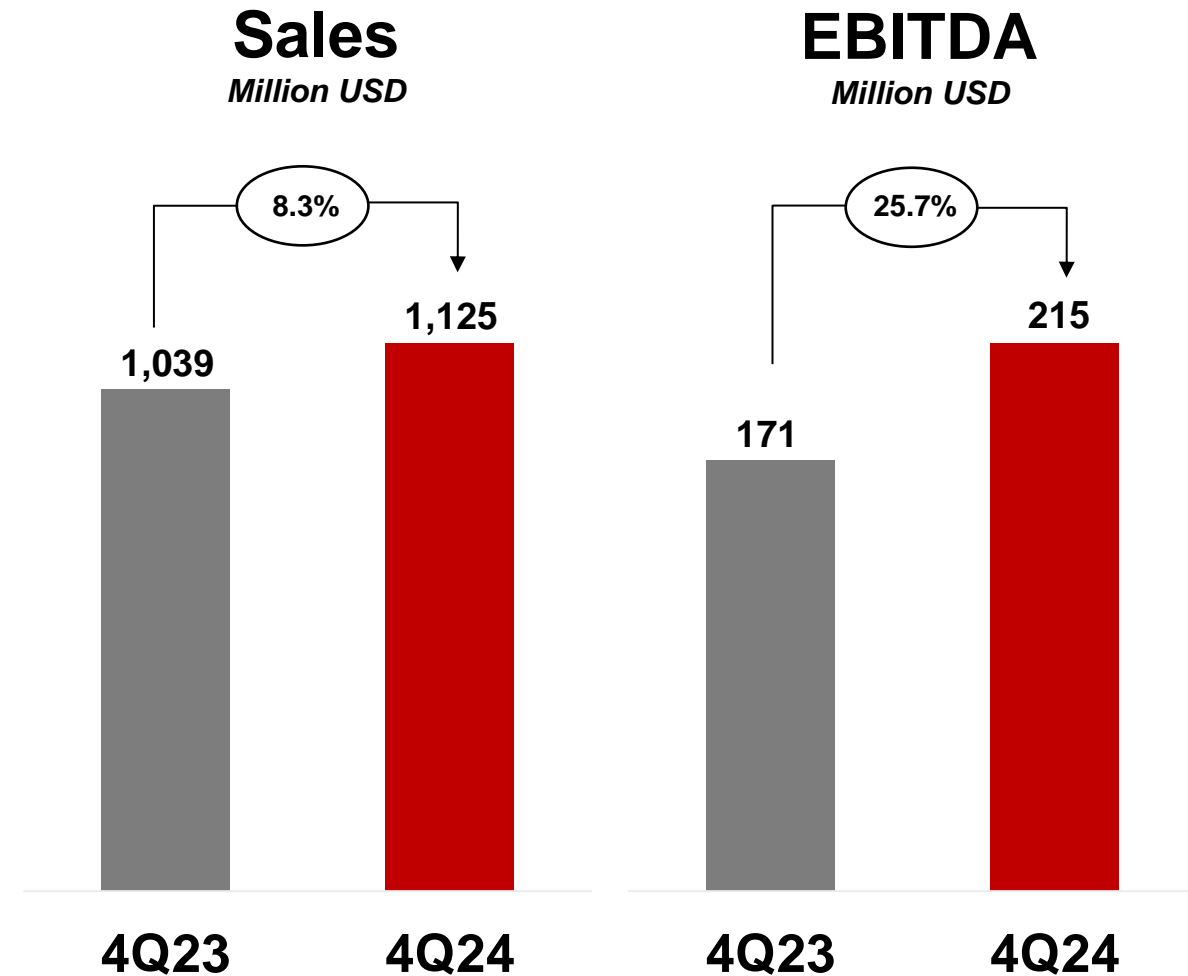


- Increase in average price per unit case (excluding jug) of 7.2% by the end of 4Q24
- Beverage sales in Mexico increased by 15.4%, as a result of selective price adjustments and positive volume performance
- EBITDA margin improved to 24.3%, reflecting a 150-basis point increase, driven by strong revenue growth and stable raw materials costs



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

- In 4Q24, our EBITDA grew 25.7%, reaching US\$215 million, while EBITDA margin expanded 270 bp to 19.2%
- Increase in average price per unit case of 8.8% by the end of 4Q24, as we remain focused on the optimal execution of packages with higher profitability

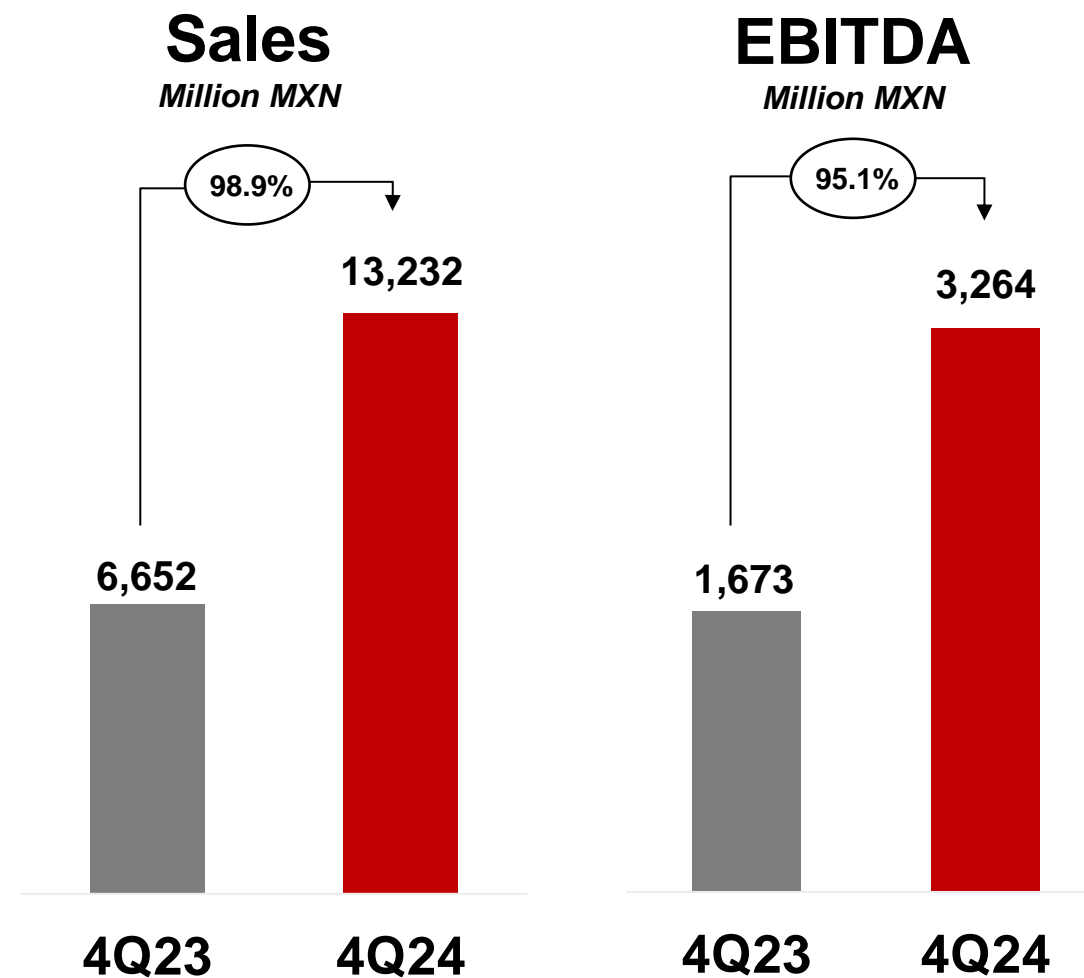




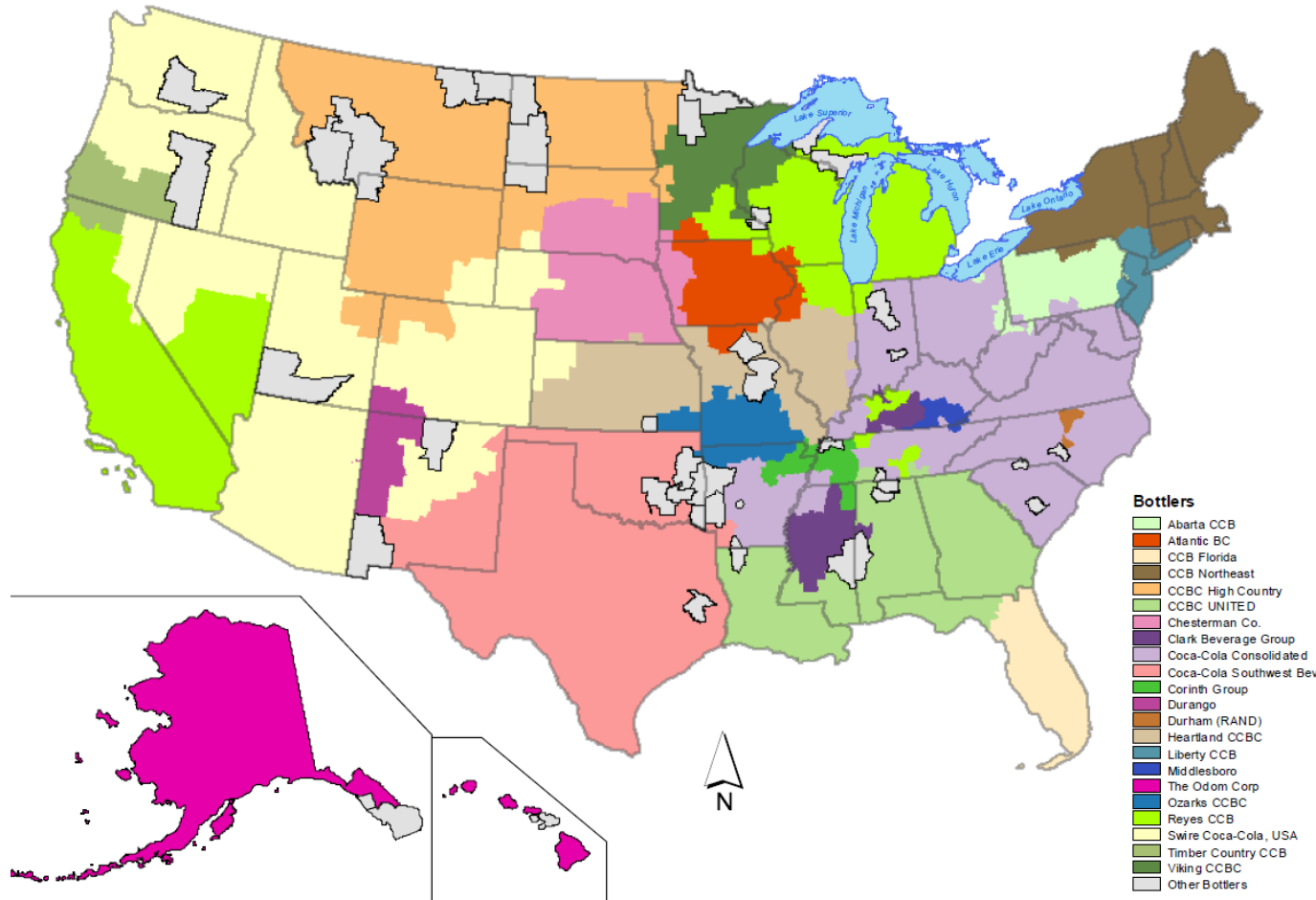
# Resiliency across our markets in South America



- Strengthening our commercial service models and operational efficiencies
- Increased coverage of AC Digital, allowing clients to directly place their orders through our mobile platform
- The operation in Peru achieved the highest fourth quarter sales volume in its history since our acquisition in 2015



# US Coca-Cola Bottlers



## US System Facts 2024

62 US Bottlers

The largest bottler has <20% of  
the total volume in US

16 Producing Bottlers, 15 NPSG  
Members, 2 Bottling Co-Ops

60 Production Centers, 191  
Producing Lines



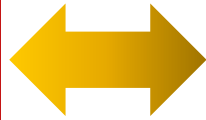
# Mexico Coca-Cola Bottlers



# 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

**+802K**

CUSTOMERS  
ON ACD

**+18%**

ADDITIONAL SKU'S

**+93%**

TRADITIONAL  
TRADE COVERAGE

**+1%**

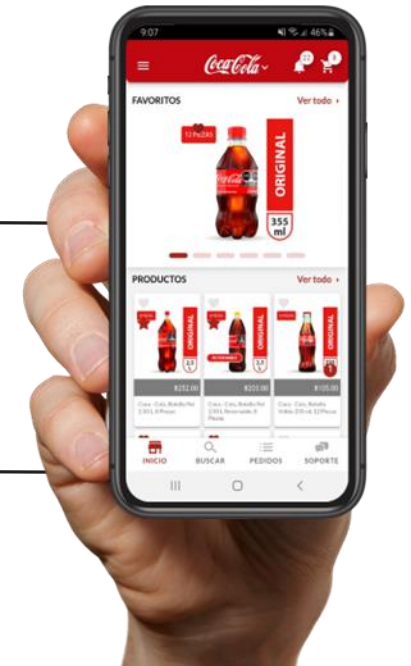
ORDER  
FREQUENCY

**+67%**

VOLUME  
MIX

**+11%**

DROP  
SIZE



# Expanding our portfolio to capture new avenues of growth with Alcoholic Ready-To-Drinks (ARTDs)...



## Alcoholic Beverages Categories

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



## Liquor Distribution

- Distribution pilots in Mexico throughout 2024
- 16 SKUs of Diageo's main brands



## Beer Distribution

- Synergies with our core portfolio
- Successful pilots in Ecuador, Mexico and Peru

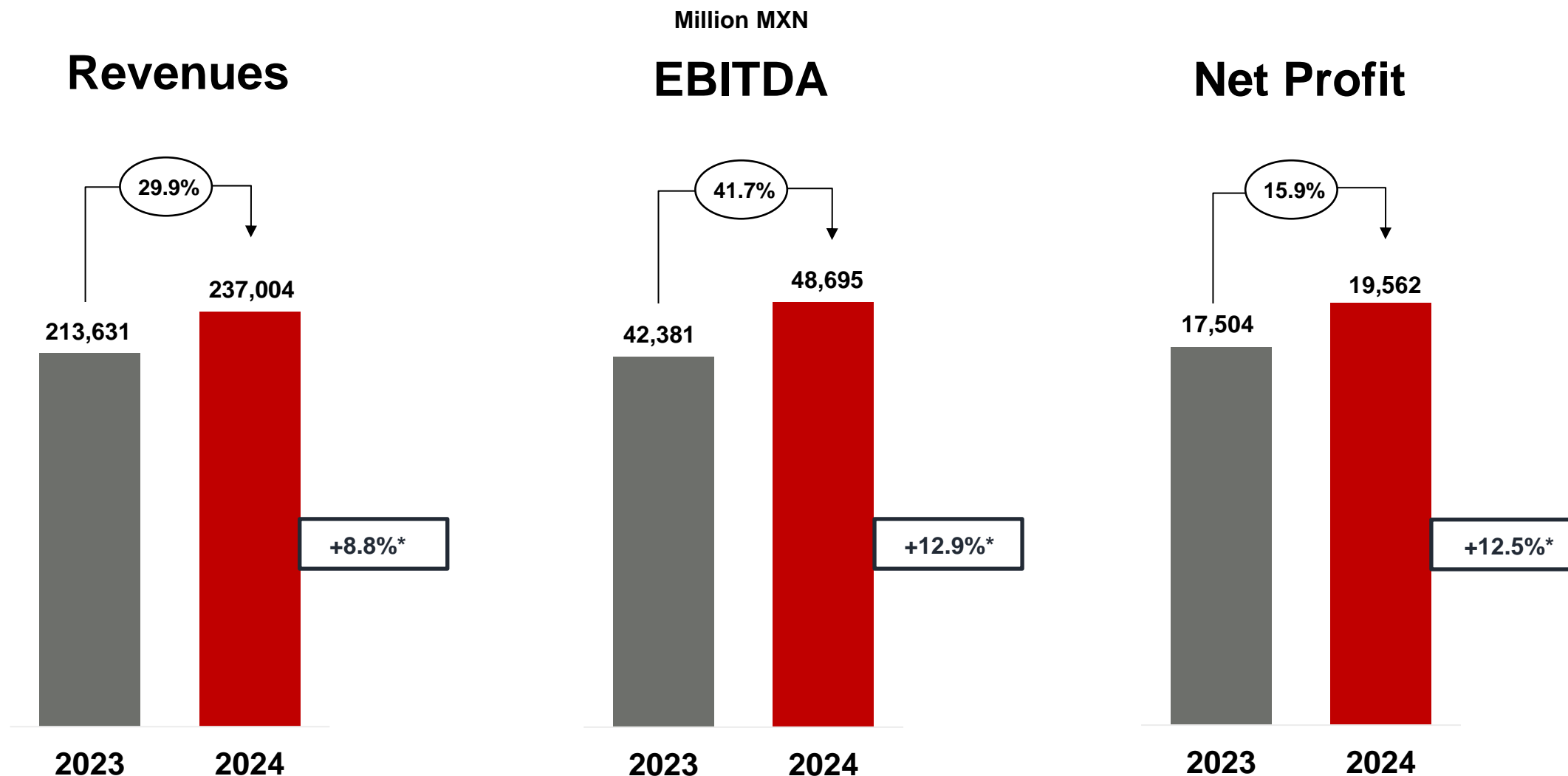




# Financial Performance

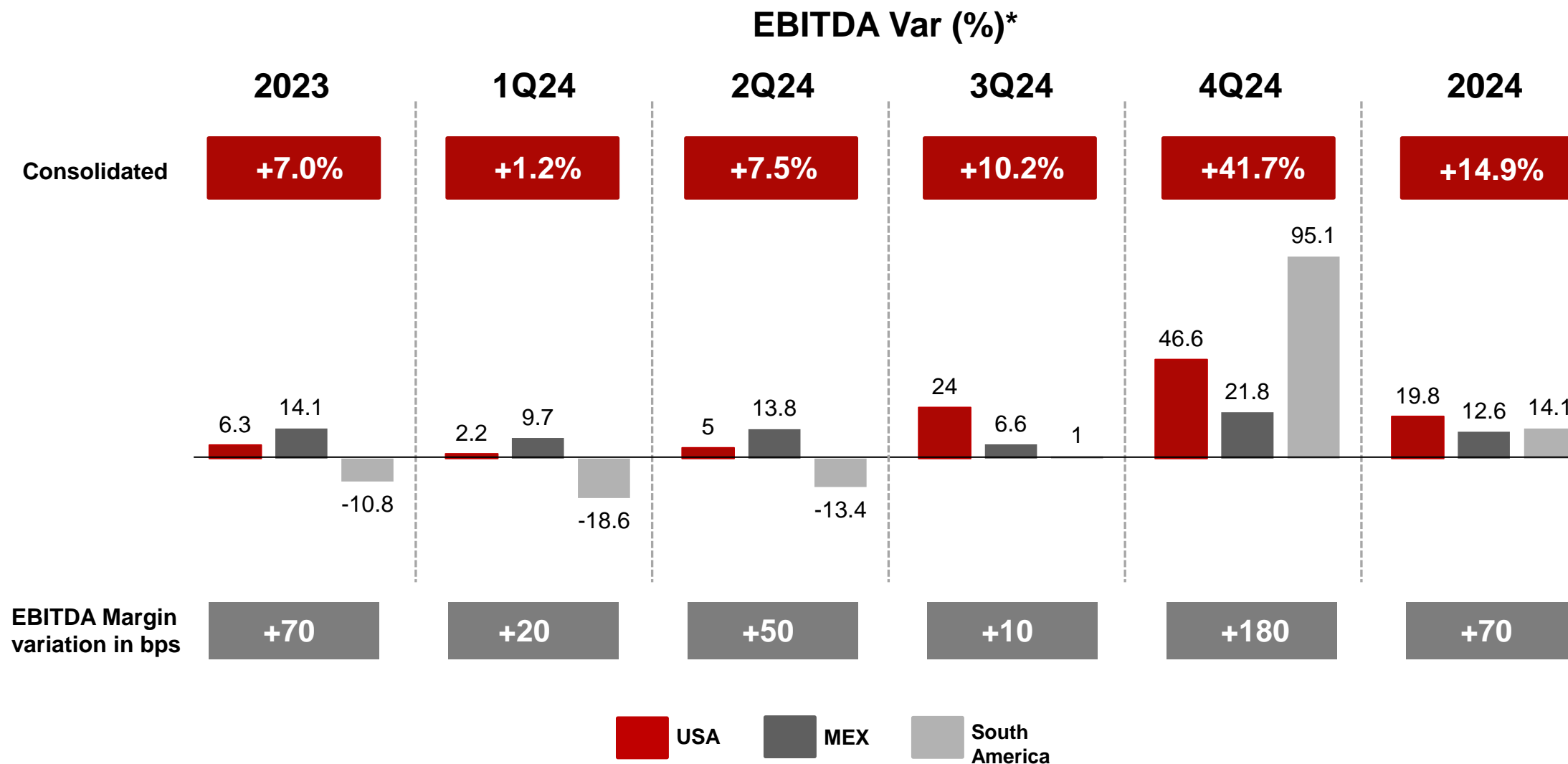


# Moving forward with a positive financial performance



\*Currency neutral

# Solid EBITDA generation and profitability

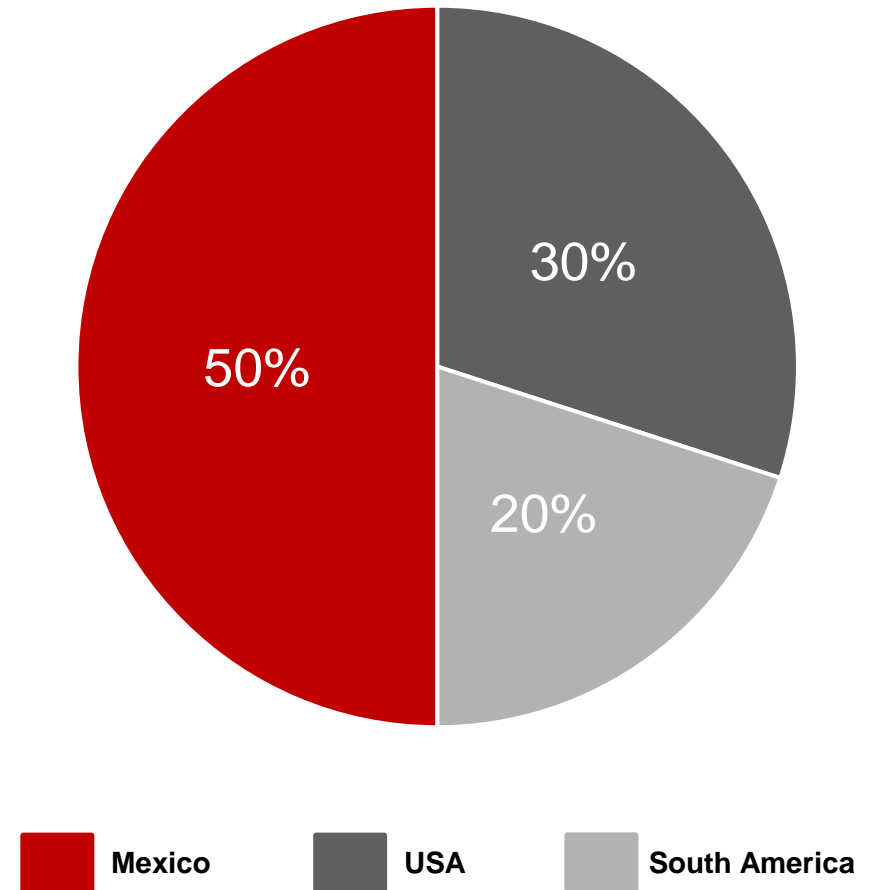


\*Variation vs same period last year

# 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**



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

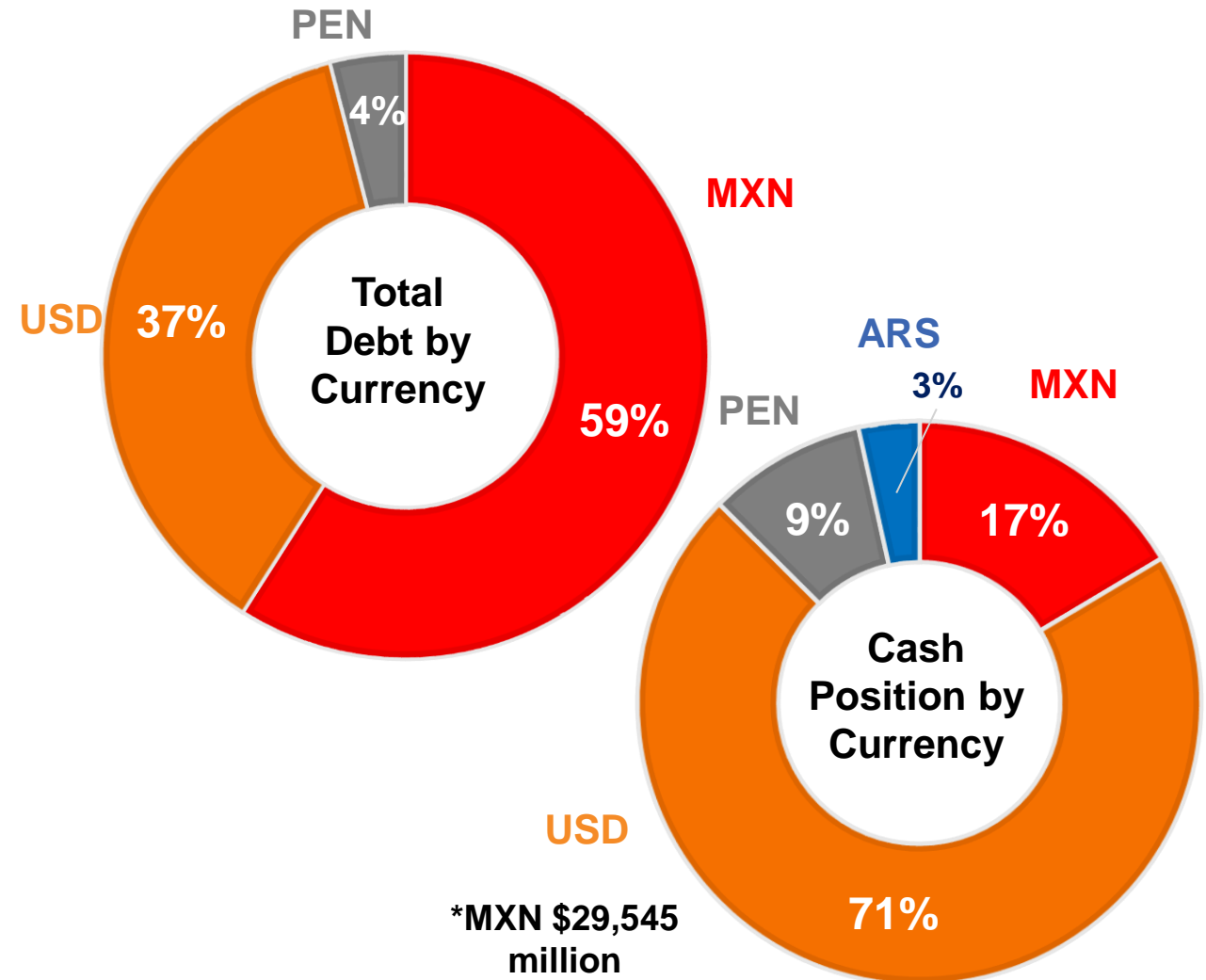
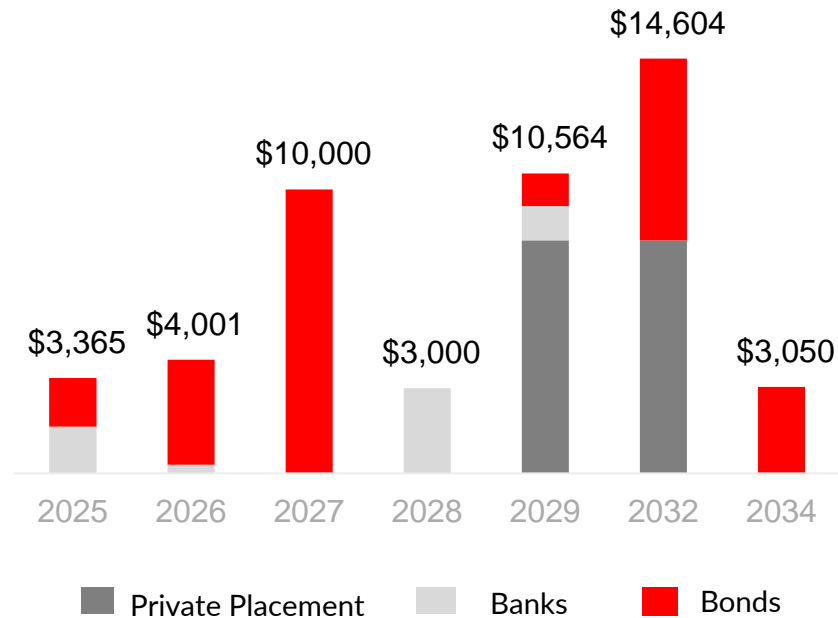


**Mergers and  
acquisitions  
with high  
potential of  
creating value**

# Conservative debt profile & diversified maturity

## Schedule - AC

Total Debt: **MXN \$48,584 million**



- 100% of debt is in local currency
- Healthy debt span of an average 4.7 years

# High rated credit profile by main credit rating agencies

## Global Scale

MOODY'S  
"A3"

FitchRatings  
"A"

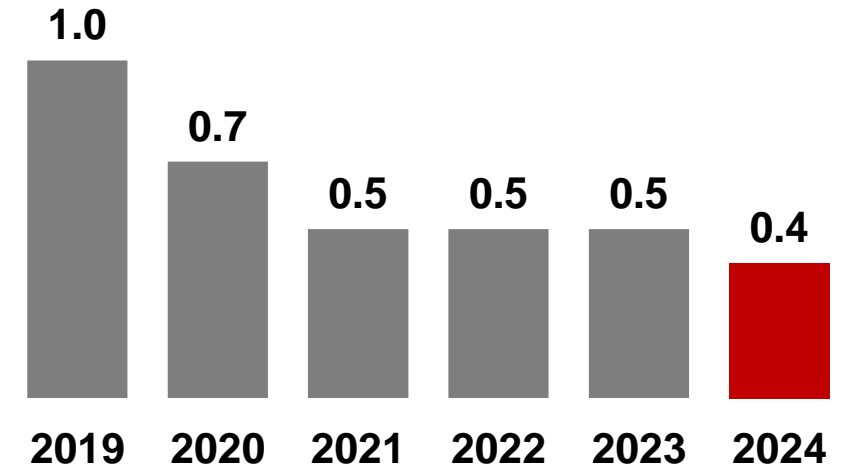
## National Scale

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 a way of doing business that guides the company's global strategy

## We strategically attend business priorities



## Committed across all organizational levels with a solid Corporate Governance



## Where our progress is being recognized by multiple stakeholders

Arca Continental S.A.B. de C.V.  
Beverages

**Sustainability Yearbook Member**

S&P Global Corporate Sustainability Assessment (CSA) Score 2023



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



- We now collect and recycle 7 out of every 10 bottles 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 5,500 million bottles per year







**ARCACONTINENTAL**