



Coca-Cola **ANDINA**

CORPORATE PRESENTATION

Our Company

Coca-Cola Andina at a Glance (FY 2023)

The Company



LARGEST BOTTLER in Chile, Argentina and Paraguay and **3RD LARGEST** in Brazil



15 PRODUCTION FACILITIES



95 DISTRIBUTION CENTERS



+272,000 CLIENTS

57.4 MILLION CONSUMERS



MORE THAN 16,000 EMPLOYEES



CMF (Chilean Regulator)

Local Shares and Bonds

SEC (US Regulator)

ADR's NYSE and 144A/REGS Bonds

Key Financials



883 MILLION UNIT CASES (~5,000 MILLION LITERS) VOLUME



~3,100 MILLION DOLLARS REVENUES



~555 MILLION DOLLARS EBITDA



~203 MILLION DOLLARS NET INCOME



LEVERAGE 1.4x
Net Financial Debt / Adj. EBITDA (12M)



INVESTMENT GRADE RATING
BBB+ Fitch Ratings Int.
BBB S&P Global

ESG Metrics



48.83 KILOCALORIES
sold every 200 ml.



1.72 LITERS OF WATER
consumed per liter of
beverage produced



27.5% Sales volumen
RETURNABLE PACKAGING
(on NARTD)

18.4% OF RECYCLED RESIN
used to produce PET bottles
(on Total PET OW)



0.317 MEGAJOULES
OF ENERGY consumed per
liter of beverage produced

38.6% OF ENERGY consumed
from renewable sources



16.9% WOMEN

Our Strategy

Strategic Objectives Coca-Cola Andina 2024

1

Growth through:

- NARTD & ARTD (KO) Portfolio
- Entering New Categories leveraging our Assets and Logistics Capacity.
- New geographic Inorganic Growth opportunities

2

Efficiency and Productivity leadership to maintain Cost Effectiveness in all our Operations

3

Digital Transformation Strategy: Internal Processes, Culture & Market

4

Excellence Teams based on Talent, Diversity and Meritocracy

5

Sustainability Strategy through implementing our 6 priorities
(Water, Sustainable Packaging, Workplace Climate, Communities, Energy & SSD Benefits)

Digital Capabilities for today's business

Interact with our Customers

Expand our B2B solution

- Robust platform on our SAP Front Office
- Omnichannel Experience
- Scale in customers Chile, Argentina, Brazil, Paraguay



Interact with our Consumers

Direct satisfaction to consumers

- D2C platform in Brazil
- MiCoca-Cola.cl Full Potential
 - Complete portfolio
- Data source generating insights



Digitize our Internal Processes

Efficiency & Productivity

- Finishing SAP Front Office
- Expand & Capture benefits from GreenMile, Thanos and Apolo/Optimizer
- Generate automation with RPA



Data & Analytics

Data Driven Decision Company

- Information in our Data Lake
 - Data Driven Decision Processes
 - Pricing and Portfolio
 - Suggested Order



Digital Payments

Reduce risks & costs

- Lower costs
- Greater Security
- Productivity in collection and settlement
- Traceability



Digital IT Strategy

Digital People Strategy

GROWTH JOURNEY

Digital Growth



B2B ECOSYSTEM: GROWTH & COMPETITIVE EDGE

Robust Platform Over Unified Transactional System

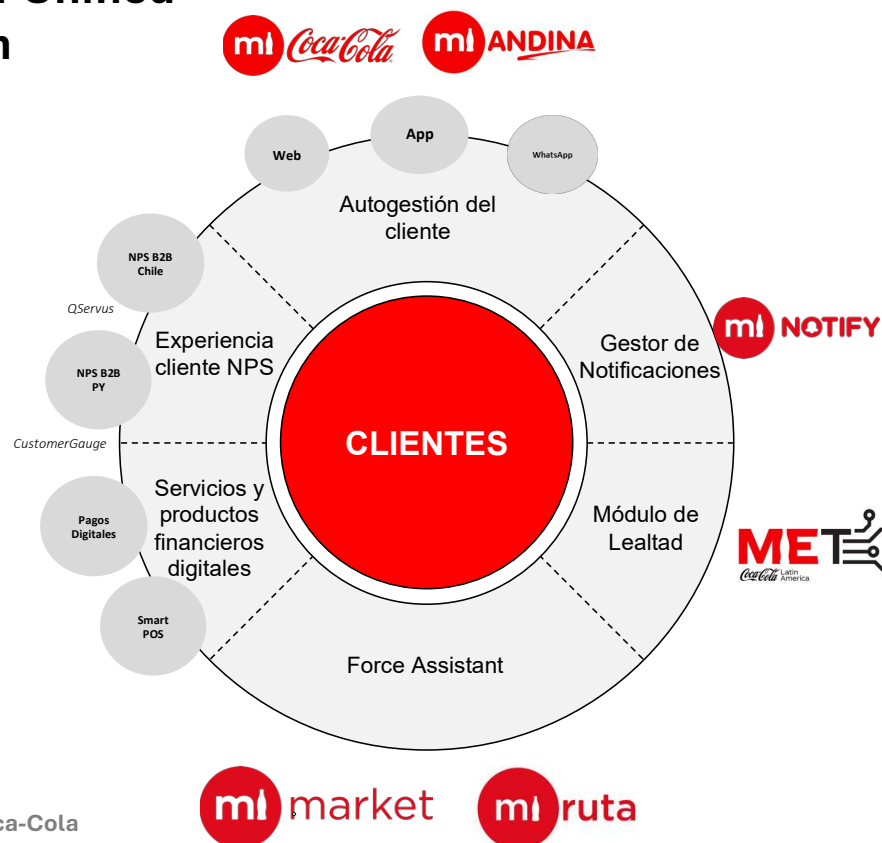
54%

Net Promoter Score (NPS)*

34%

Percentage of NSR over total traditional trade (+20 pp vs AA)

(*) Source: Opinaia Study Conducted By The Coca-Cola Company in 2024



D2C



+70%

Net Promoter Score (NPS)*

US\$+45

Average Ticket

FULL PORTFOLIO

SIMPLE, EASY & RELIABLE

DIRECT TO YOUR HOME

AUTOMATIONS & AI

+150

BOTS AUTOMATED TASKS PROCESSES

+2000

Trained Associates in data analytics

DATA DRIVEN DECISIONS

AWS DATALAKE

AI CONTACT CENTER

Agenda

Andina Overview

Context

People

Supply Advancement

ESG

Plans integrated to LRP: 2x OI





Coca-Cola **ANDINA**
Brasil

Overview
Andina

Context
General





- **Top 3 Bottler in BR**
- **13% of Brazil Volume**
- 4 States, 275 Cities
- 88.9k Clients
- 8.4k Employees
- 1.100 Trucks, 110k Coolers

	BR	RJ	RP	ES
Pop (mm)	22.4	14.2	4.4	3.8
Vol.TT(mmuc)	283	186	65	32
Per capita ssd	251	256	302	170
Points of sale	85k	44k	23k	18k

Leadership in all NARTD categories

Coca-Cola ANDINA
Brasil

Except in Powerade



59,2%
+0,4 pp



69,6%
+0,3 pp



90,5%
+1,4 pp



22,6%
+0,2 pp

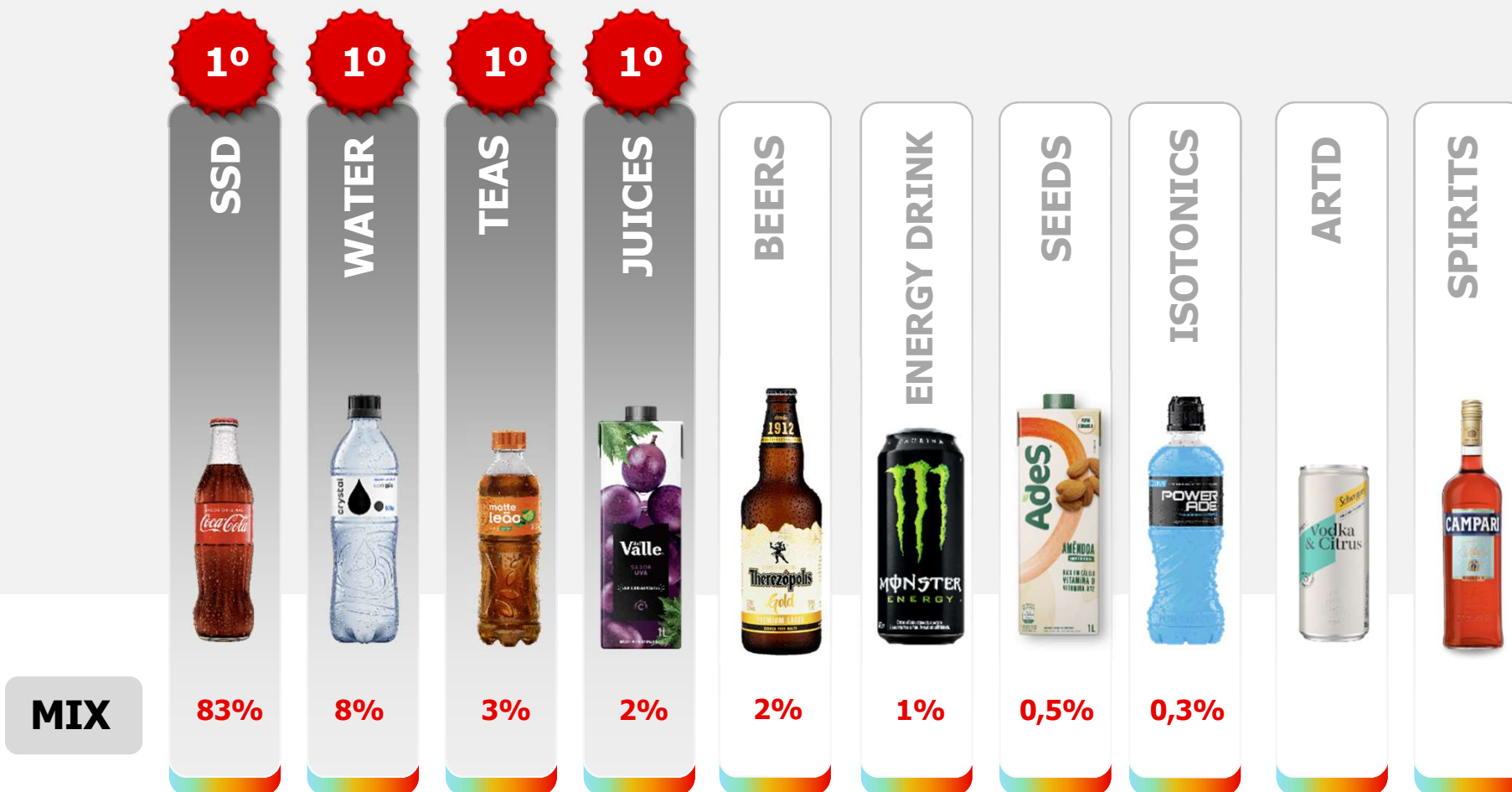


25,5%
+0,9 pp



18,9%
+8,3 pp

Nielsen – Value Share (YTD May/24)





8 Big Bets

1º

REFILLABLES

NO SUGAR

SINGLE SERVE

FLAVORS

STILLS

DIGITAL TRANSFORMATION

ARTD AND BEERS

VTM AND PARTNERSHIPS

Execution Culture + People



EXCELENCE IN EXECUTION

3 TIMES

INE CHAMPION (2014, 2018, 2019)

2nd place (2022)



Overview Andina

People



A place of respect and safety for all people!

Generations

Sustain 5% de representativeness.
Achieve 60% in operational areas



PWD

Increase presence in non-entry positions.
Sustain/Increase 5% quota.
Achieve 60% in operational areas



Gender

Expand mentoring and training programs. Greater inclusion of women in operational areas.
Achieve > 25% of women by 2030.



Ethnic

Commitment with Mover to increase black people leadership by 2030.



LGBTQIA+

Increase literacy especially in operational areas



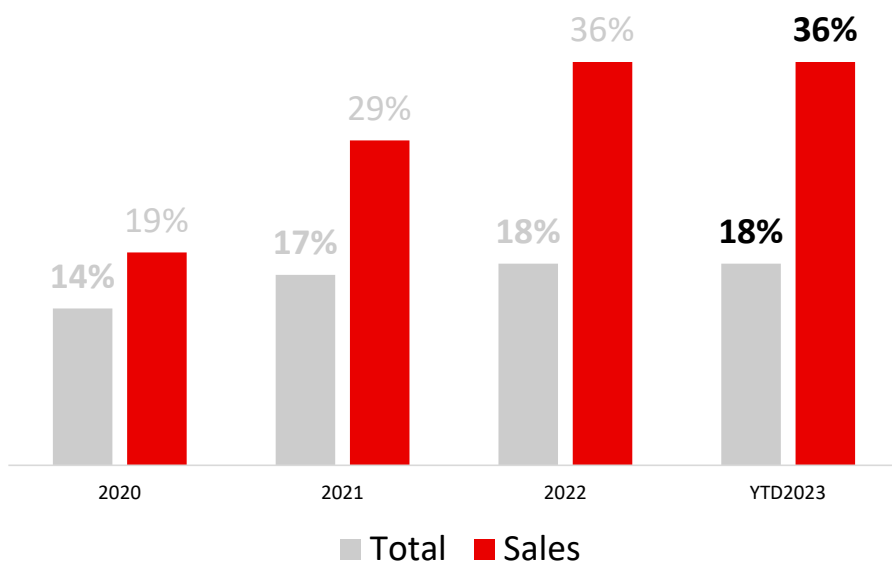
Affinity Group!
Exchange and support groups, aiming initiatives expansion



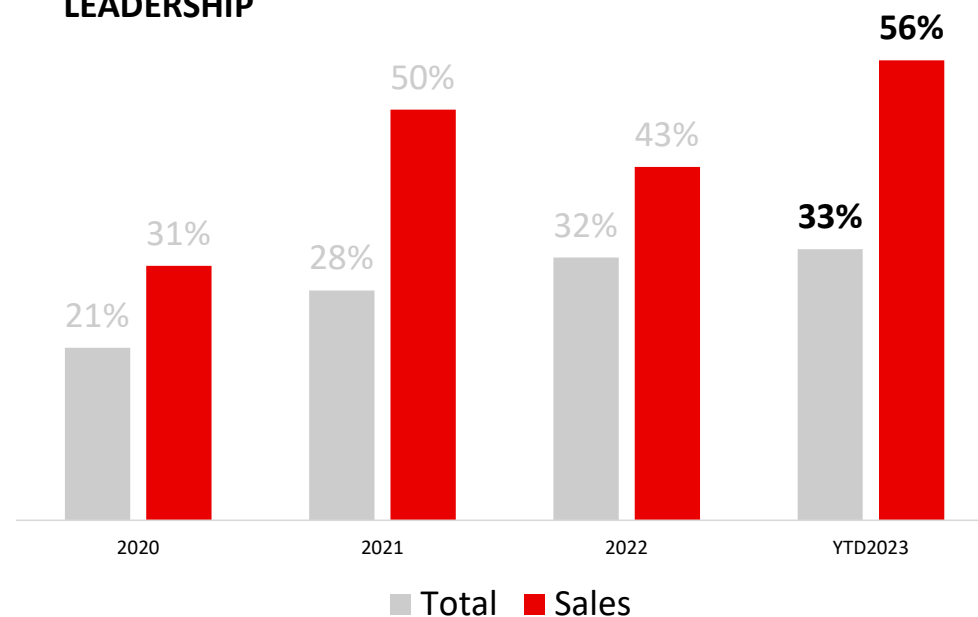
A place of respect and safety for all people!

Gender: Women

OVERALL



LEADERSHIP

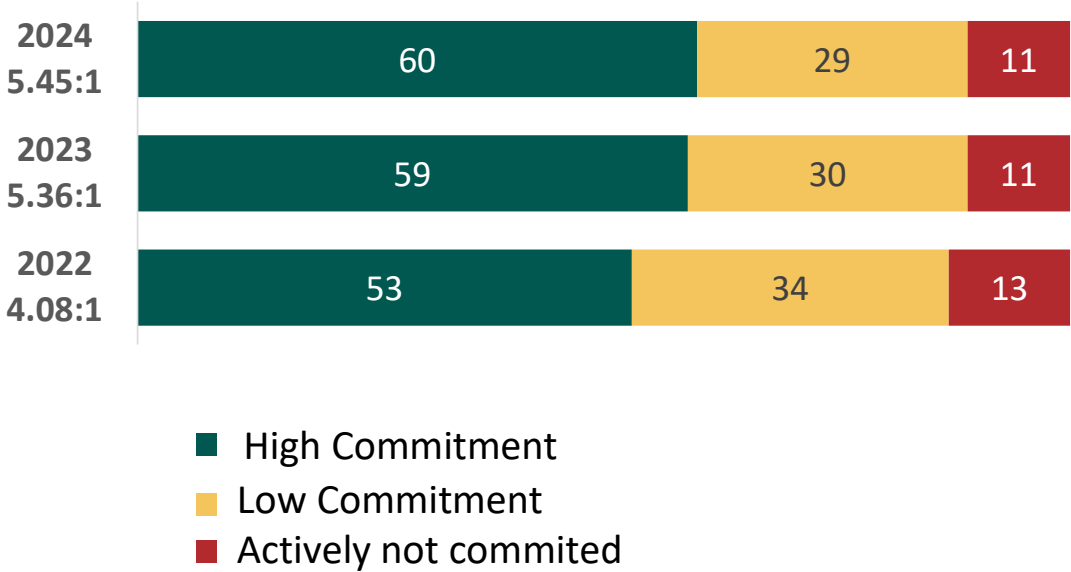


ORGANIZATIONAL CULTURE

Work climate survey reflects company's concern for employee welfare and motivation.



High Levels of Commitment rising over the past 3 years





Overview Andina




Supply Chain Advancement

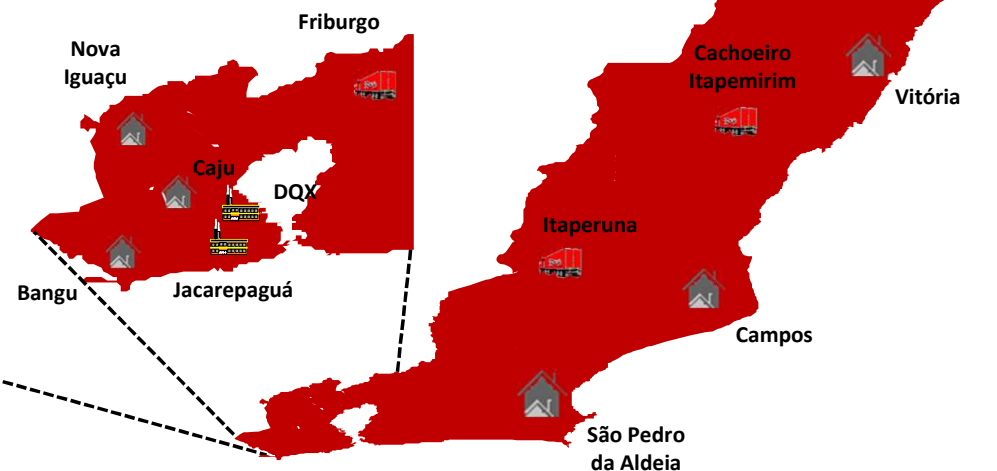


Operation map



Plants, distribution centers and crossdocking's

Rio de Janeiro + Espírito Santo Operation

-  2 Plants – 14 Lines
-  6 Distribution Centers (DCs)
-  5 Cross Docking



Ribeirão Preto Operation

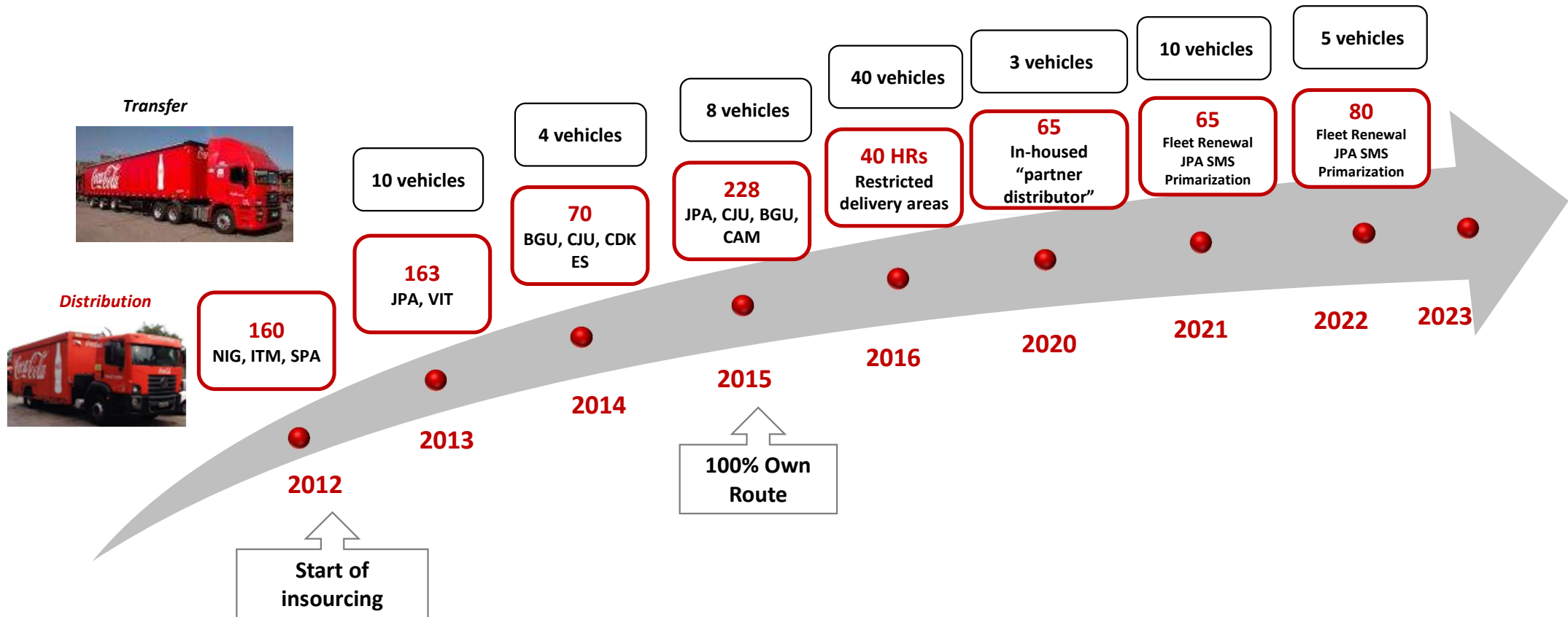
-  1 Plant – 12 Lines
-  5 Distribution Centers (DCs)



Logistics

Heavy fleet

Andina Owned Heavy Fleet Insourcing Rio de Janeiro + Espírito Santo

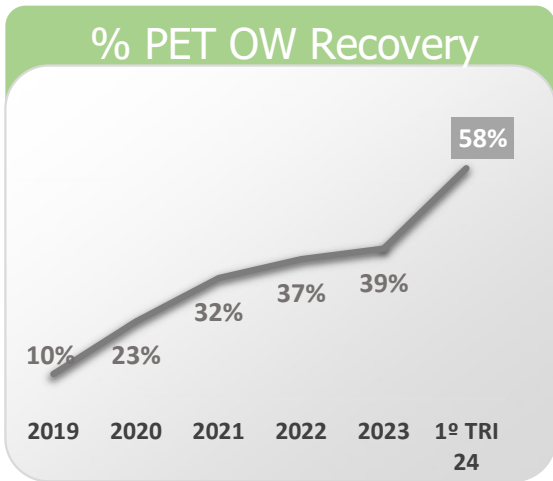


*Ribeirão Preto 100% Insourced since 2013 (M&A) +234 trucks

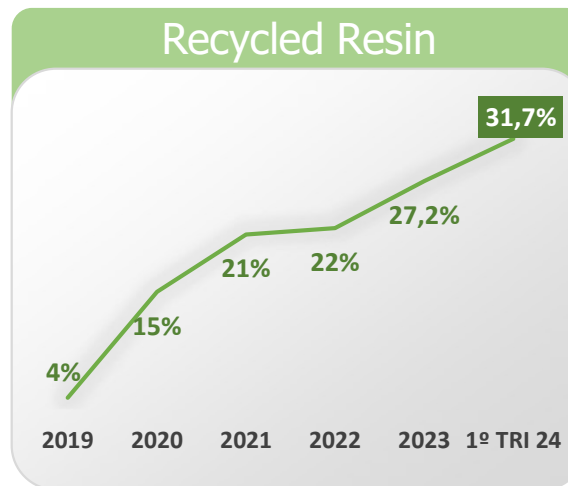
ESG Update Andina BR



EVOLUTION OF WASTE MANAGEMENT INITIATIVES



+ 27k ton Recovery
29% Growth
In last 3 years



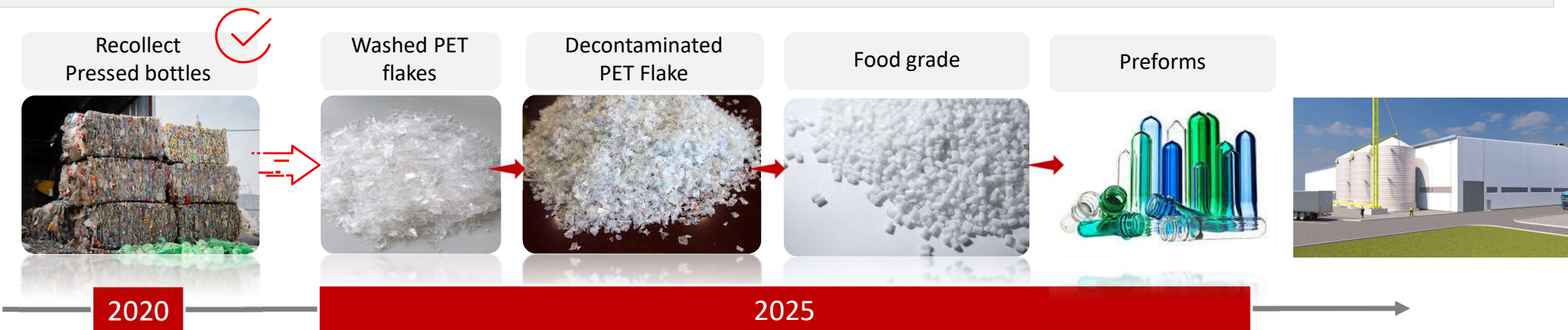
+ 17k ton Rpet
33% growth
In the last 3 years



RECYCLING PROJECT 2025

Alliance with strategic partner will allow us to meet KO objective by 2030 :

- 100% PET Recovery and 50% use of recycled resin/bottle





Overview Andina

DQX Factory





MULTI CATEGORY PROJECT
Duque de Caxias Plant
Video of Construction

Coca-Cola

ANDINA
Brasil



Obrigado
Gracias
Thanks

Coca-Cola **ANDINA**
Brasil



Backup

Coca-Cola **ANDINA**
Brasil

EXPANSION - DQX FACTORY



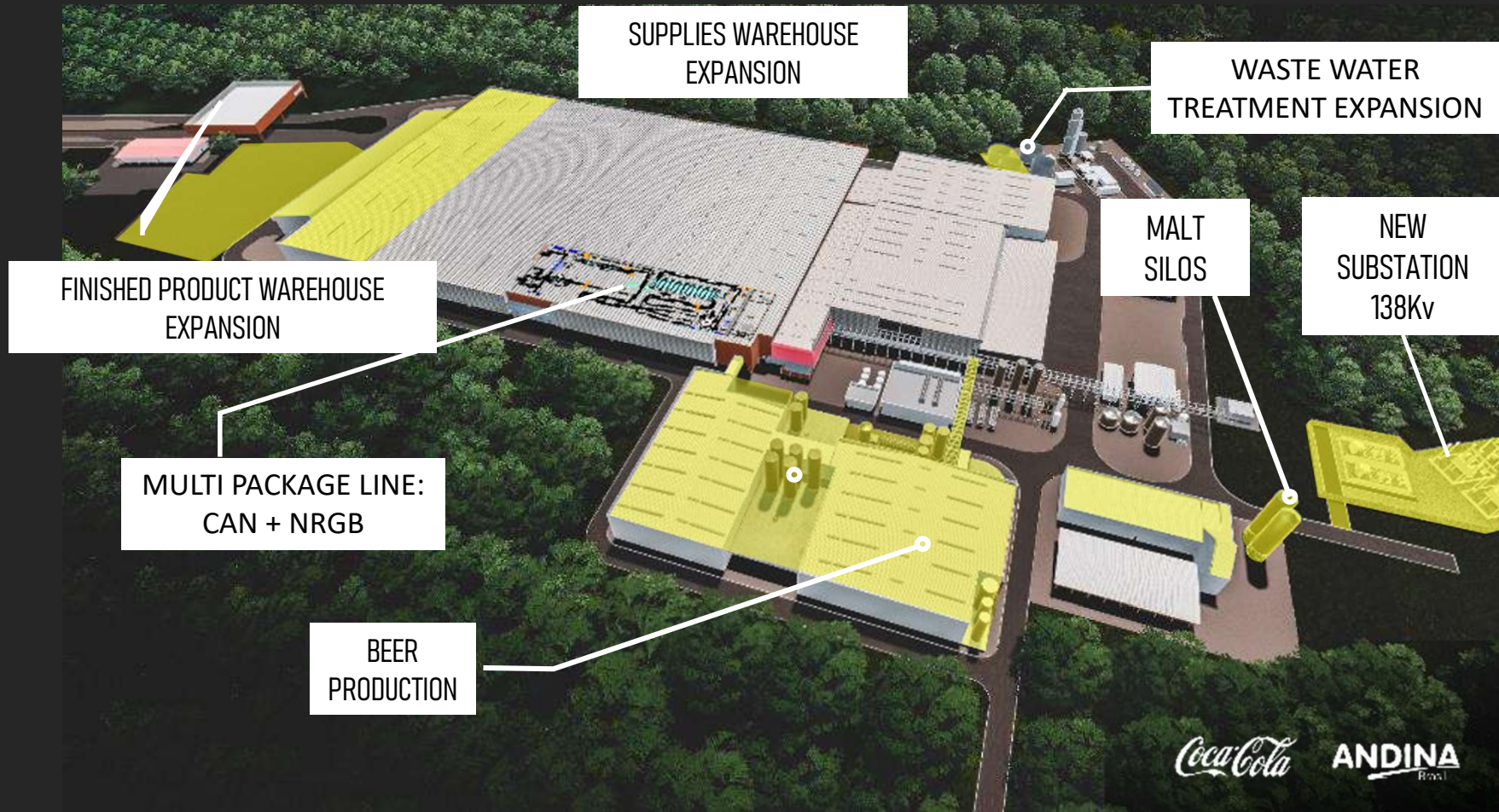
Stage 1 - 2024

EXPANSION - DQX FACTORY

Stage 1 - 2024

- Multi Package Line - Can + NRGB
- Finished Product Warehouse expansion
- Supplies Warehouse Expansion

EXPANSION - DQX FACTORY



Stage 1 - 2024

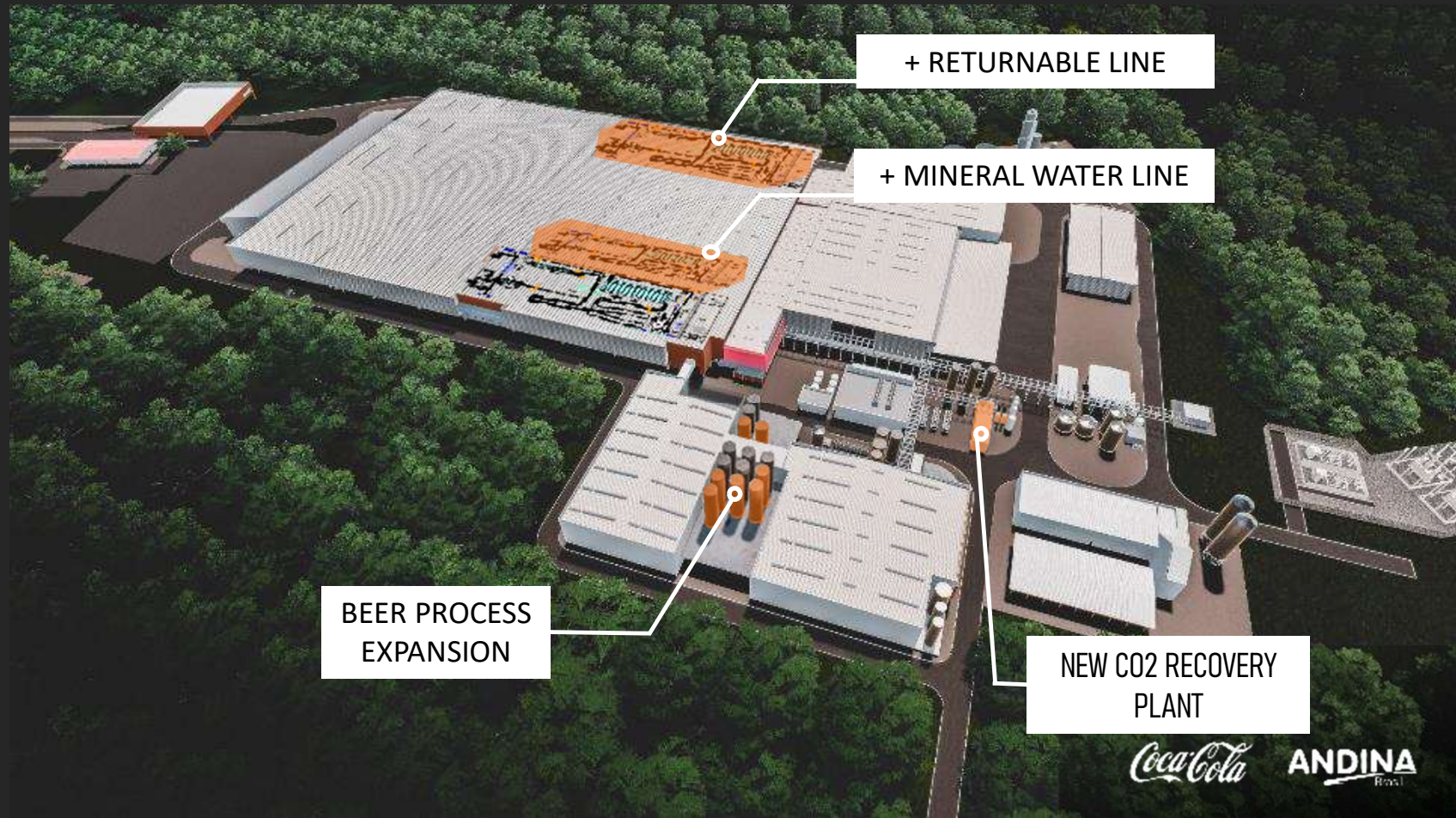
EXPANSION - DQX FACTORY

STAGE 2 2026 / 27

- REFPET Line (CSD + STILLs + BEER)
- MINERAL WATER Line
- Beer Process Expansion
- CO2 Recovery Plant

Depends on success of Stage 1

EXPANSION - DQX FACTORY



STAGE 2 2026/27

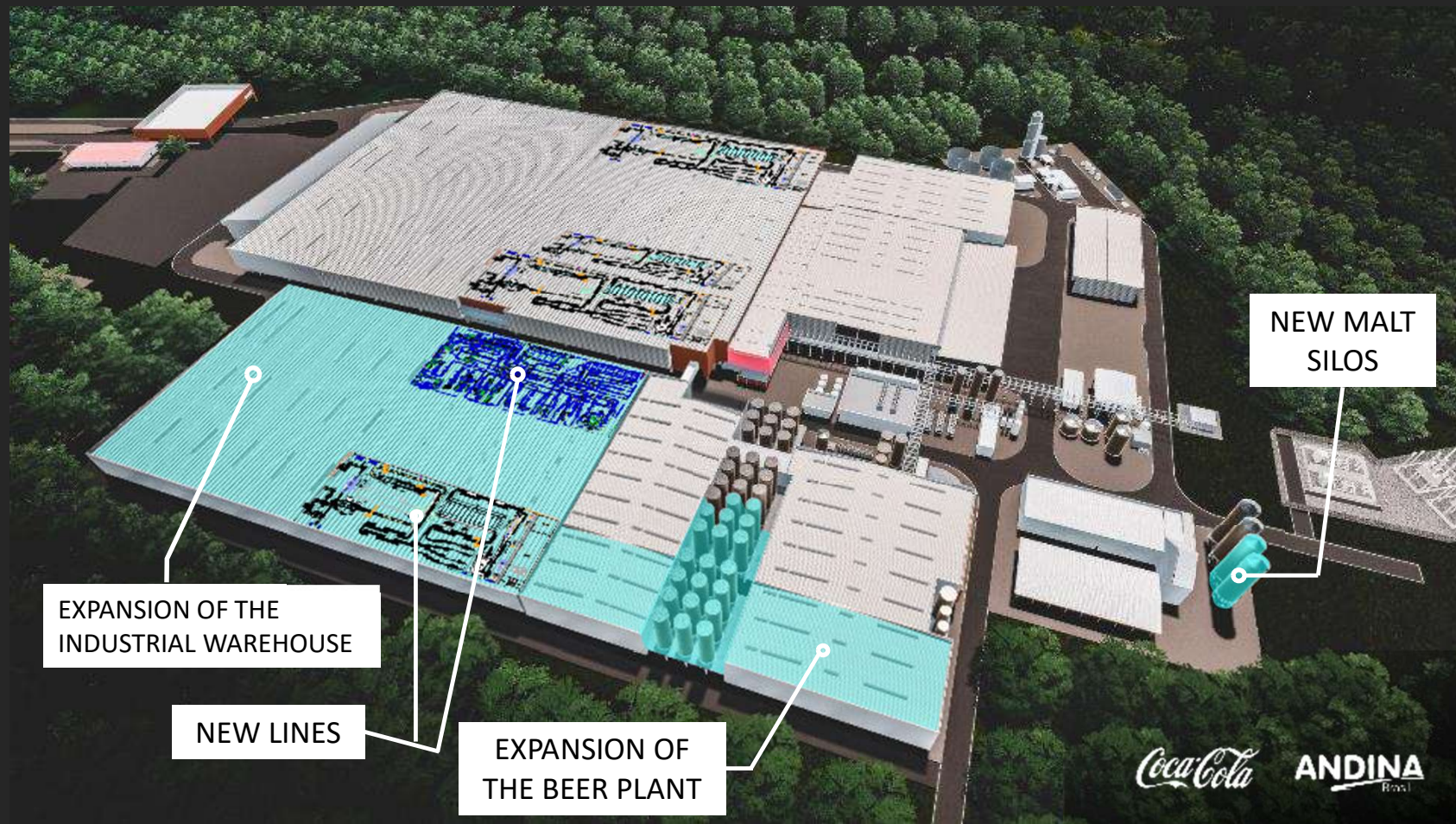
EXPANSION - DQX FACTORY

STAGE 3 - 2030

- Industrial Pavilion Expansion
- Multi Package Line Split*
 - ↗ CAN
 - ↘ OW Glass Line
- New Returnable Line

**Upgraded Capacity: fillers receive dedicated satellite equipments*

EXPANSION - DQX FACTORY



3^a FASE 2030

EXPANSION - DQX FACTORY

