64 Años
1946-2010

AKO.A LISTED NYSE

AKO.B LISTED NYSE

Embotelladora Andina

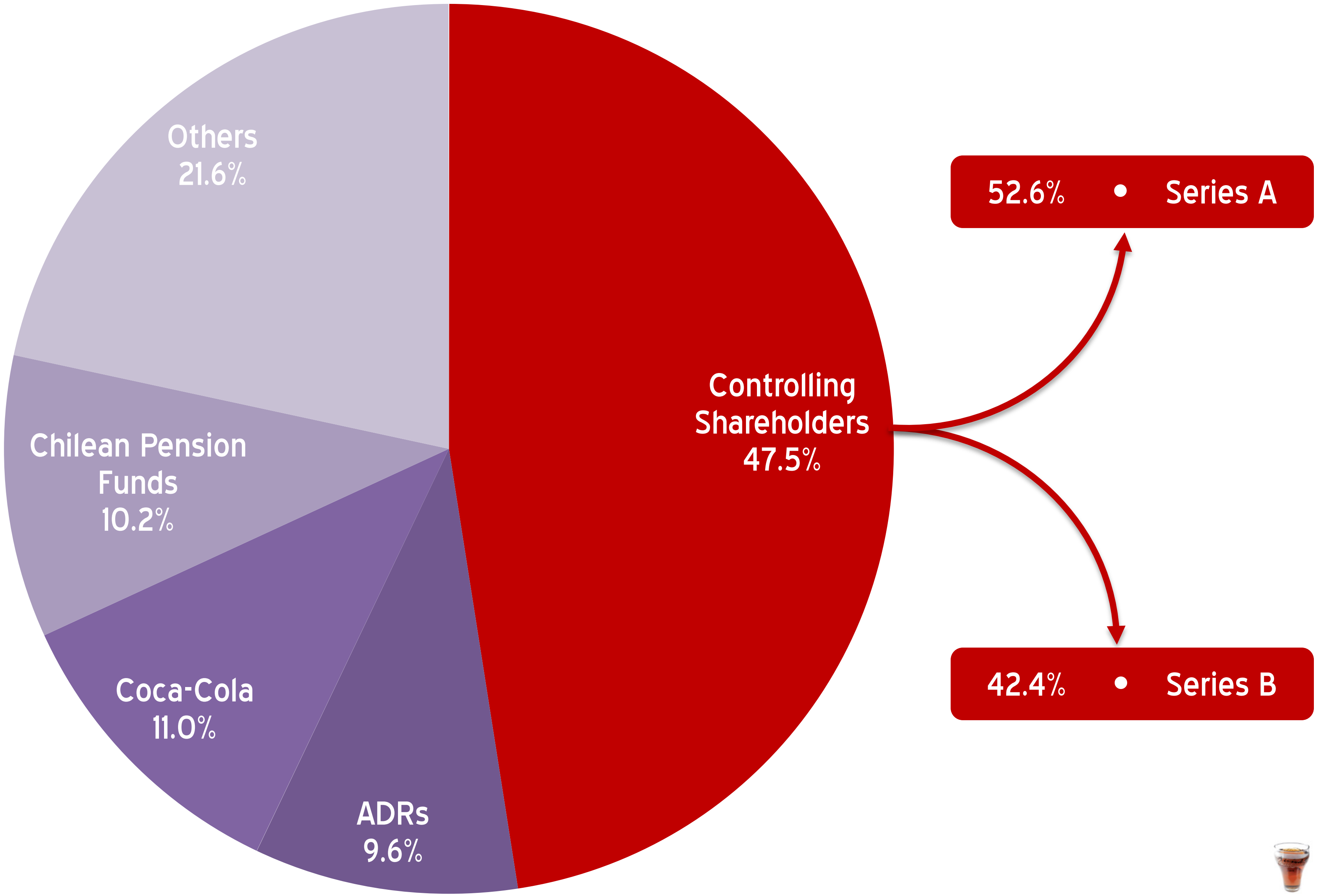
Consolidated Overview

(December 2009)

Ranked 7th Coca-Cola bottler in the world	452 MUCs 2.5 billion liters
Revenues	US$ 1.5 billion
EBITDA	US$ 317 million
Market Capitalization (June 2010)	US$ 2.6 billion
Inhabitants 3 Franchises	37 million
Direct Employees	6,225 people
Distribution Fleet	1,336 trucks
Transactions	2.6 billion

Ownership

(December 2009)



History

1946	Embotelladora Andina becomes the Coca-Cola bottler in Chile
1985	Inversiones Freire acquires control of the Company
1994	Andina listed on the NYSE
1994	Rio de Janeiro Refrescos is acquired in Brazil
1995 & 1996	Embotelladora del Atlántico is acquired in Argentina
1996	TCCC acquires 11% of Andina
2000	NVG territories acquired in Brazil
2007	Coca-Cola System joint venture (50/50) for the juice business in Brazil
2008	Coca-Cola System joint venture (50/50) for the Benedictino water brand in Chile
2009	Completion of architecture project for the new plant in Chile

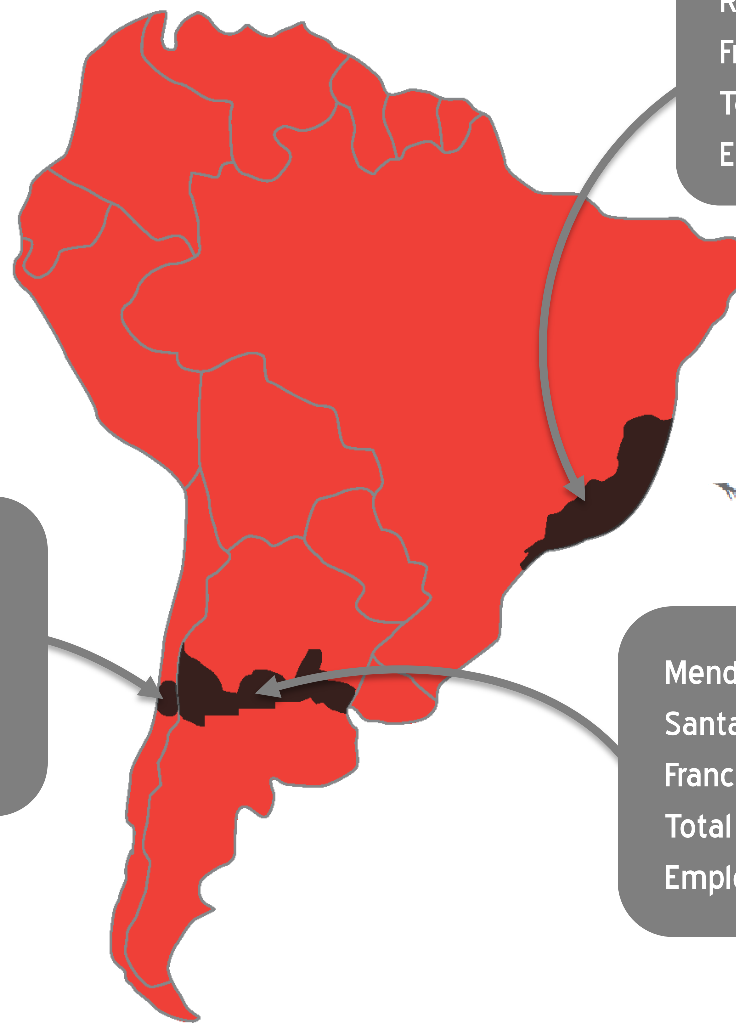
Summary

(December 2009)

BRAZIL

Rio de Janeiro Refrescos

Rio de Janeiro & Espirito Santo
Franchise inhabitants: 18.0 million
Total volume: 185 MMUCs
Employees: 2,524



CHILE

Embotelladora Andina

Metropolitan Region, San Antonio & Cachapoal
Franchise inhabitants: 7.5 million
Total volume: 146 MMUCs
Employees: 1,984

ARGENTINA

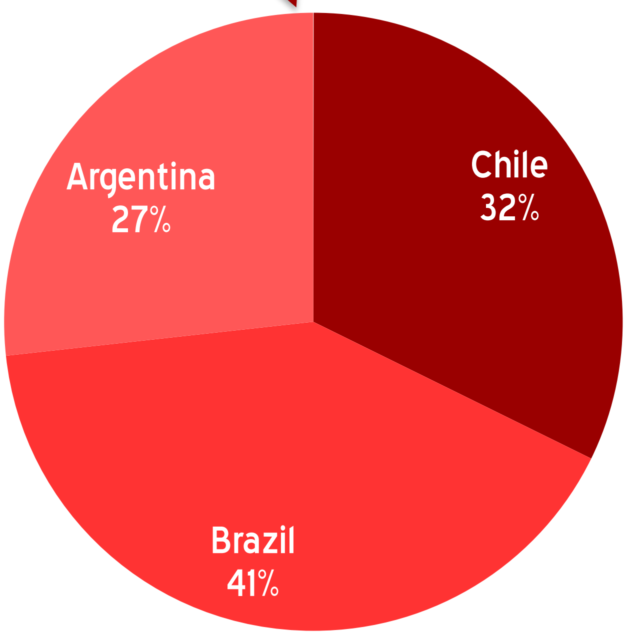
Embotelladora del Atlántico

Mendoza, San Juan, San Luis, Córdoba, Santa Fe & Entre Ríos
Franchise inhabitants: 11.1 million
Total volume: 121 MMUCs
Employees: 1,717

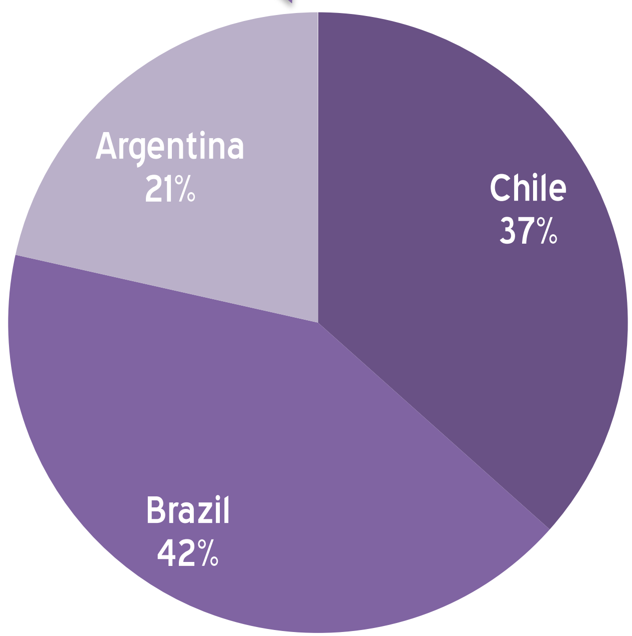
Regional Diversification

(December 2009)

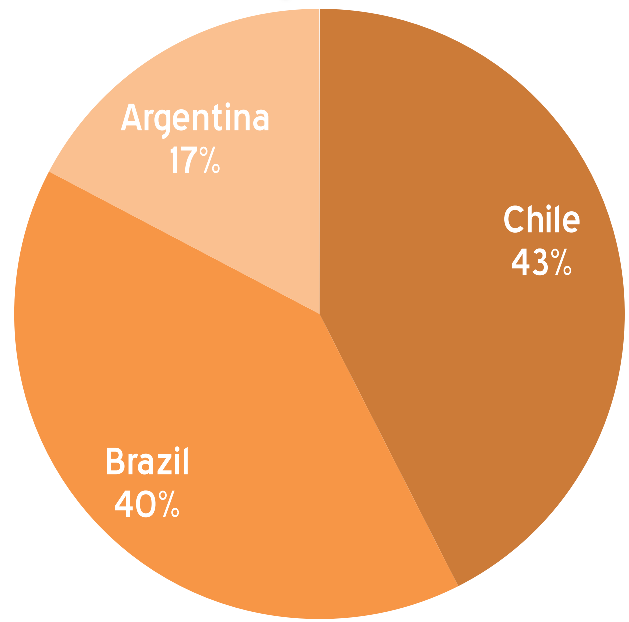
Volume
452 million unit cases



Revenues
US$ 1.5 billion

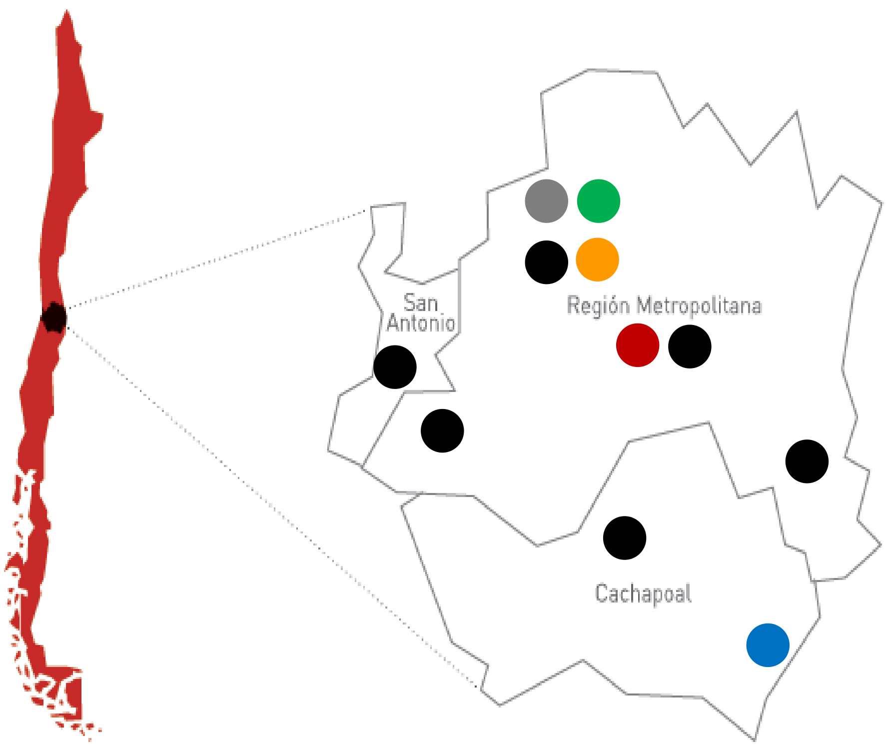


EBITDA
US$ 317 million



Operations in CHILE

Embotelladora Andina



1 Soft Drinks Plant • 8 Lines

1 Juice Plant • 4 Lines

1 Water Plant • 2 Lines

6 Distribution Centers • 400 Trucks

1 Special Formats & Canning Plant • 2 Lines

New Plant (under construction) • 9 Lines (2 new + 7 used)

Market Structure CHILE

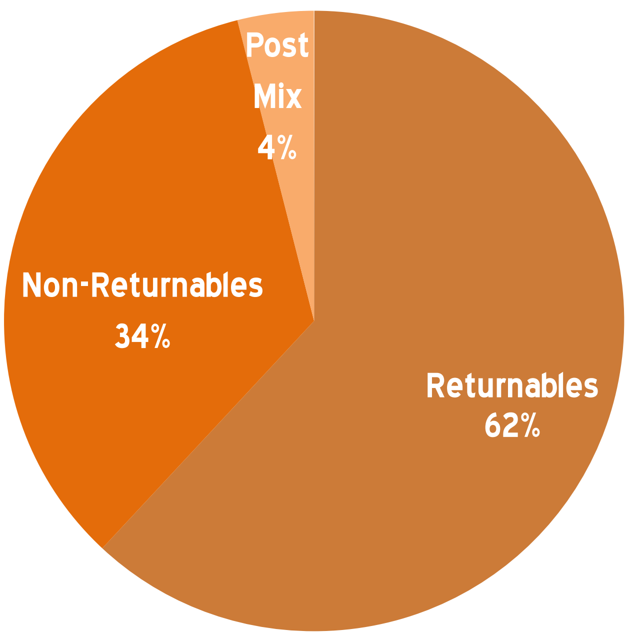
Soft Drinks Market

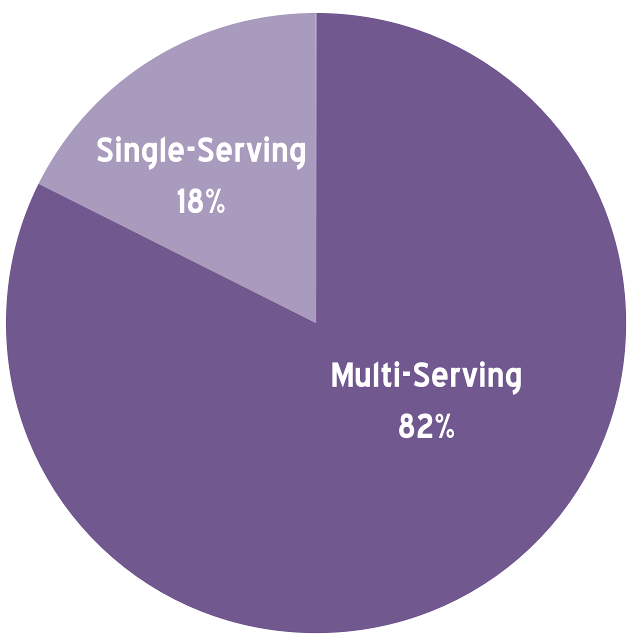
Market Share (volume)
68.5%

Per Capita Consumption
409
8 oz bottles per year

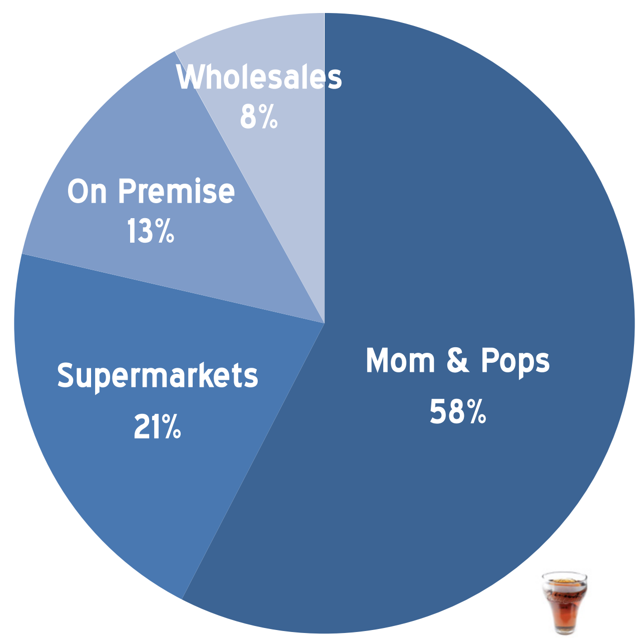
Total Clients
46,244

Format Mix





Channel Mix



Brand Portfolio CHILE

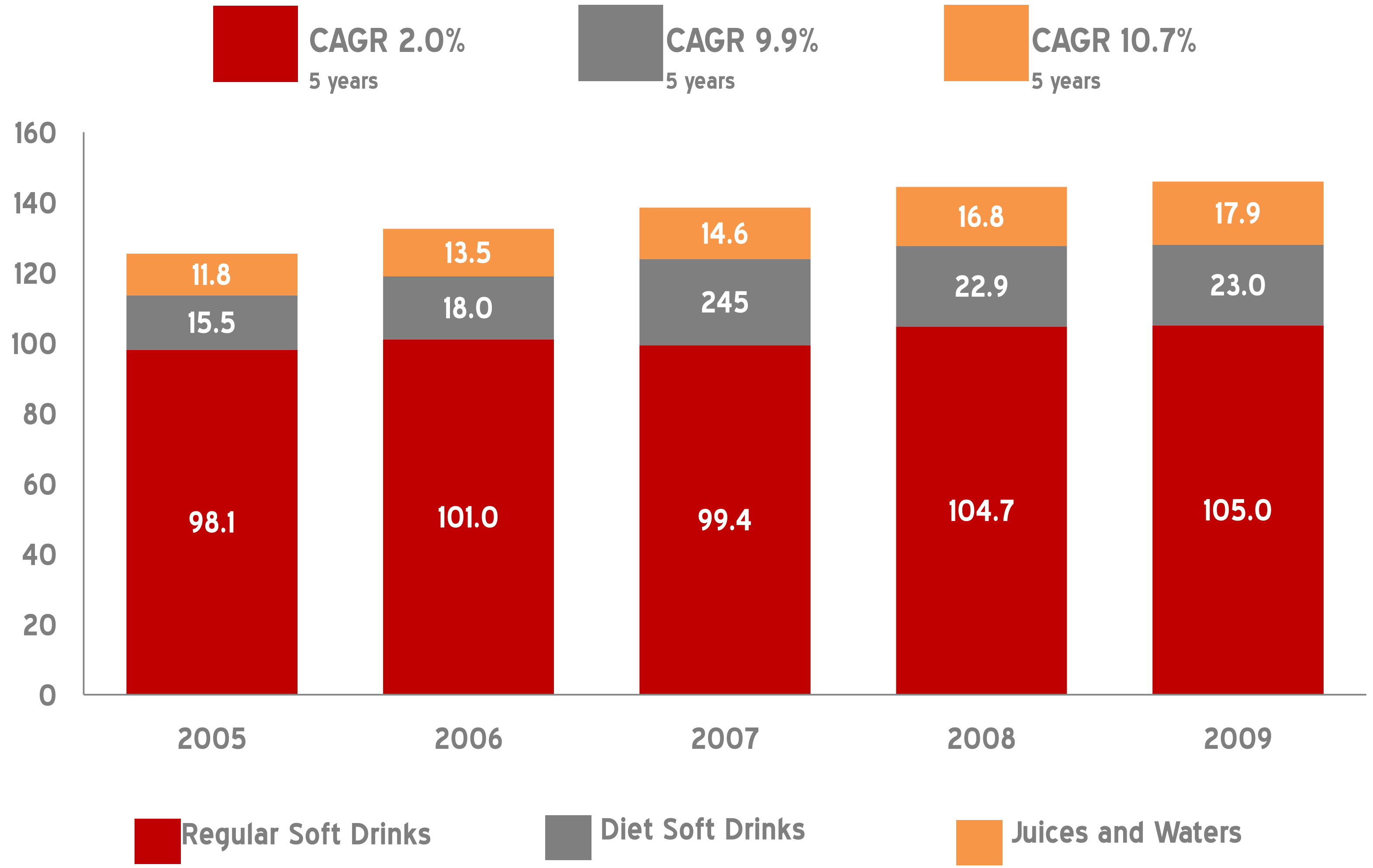
Soft Drinks • 88% Sales Volume

Juices • 7% Sales Volume

Waters • 5% Sales Volume

Volume Growth CHILE

(million unit cases)



Operations in CHILE

Financial Highlights

(nominal million US$)

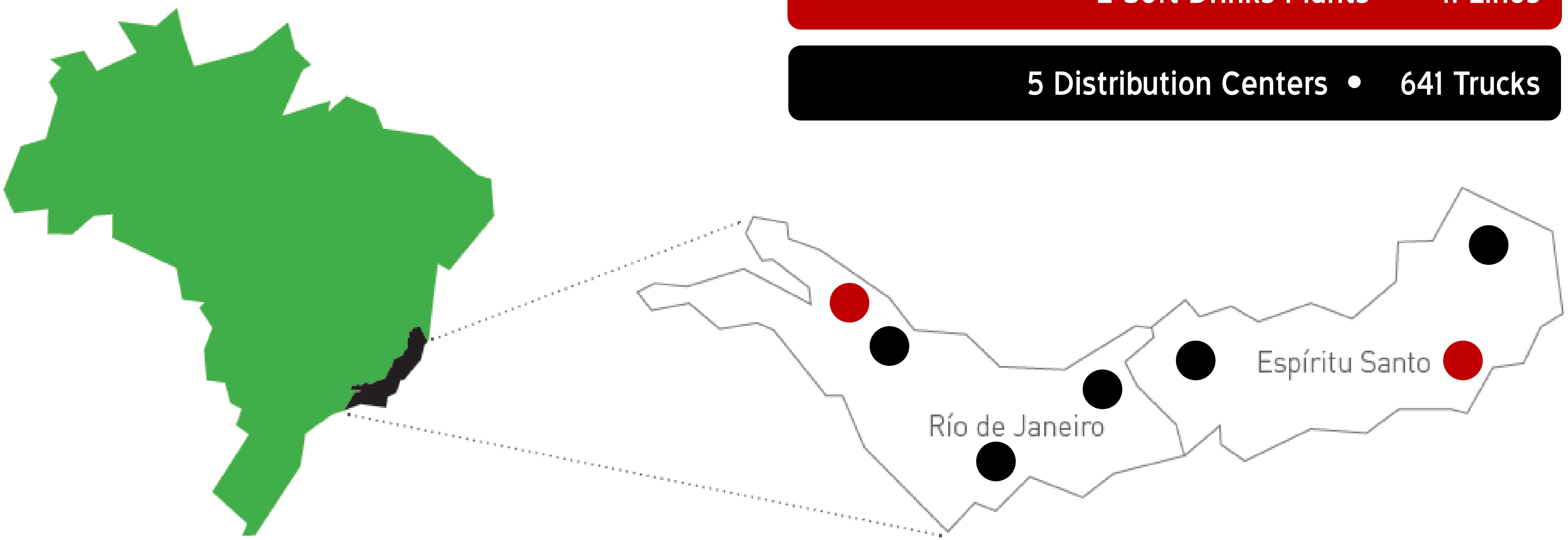
	2005	2006	2007	2008	2009	As of June 2009	As of June 2010
Net Sales	405.2	403.9	482.6	424.4	537.1	219.7	263.6
Operating Income	100.0	97.1	114.7	91.0	109.6	42.3	47.3
Operating Margin	*24.7%*	*24.0%*	*23.8%*	*21.4%*	*20.4%*	*19.3%*	*18.0%*
EBITDA	126.0	121.1	139.8	115.1	138.1	56.7	62.7
EBITDA Margin	*31.1%*	*30.0%*	*29.0%*	*27.1%*	*25.7%*	*25.8%*	*23.8%*
Capital Expenditures	28.9	29.8	70.3	39.9	42.0	21.3	35.0
CAPEX/Depreciation (times)	*1.11*	*1.25*	*2.80*	*1.65*	*1.47*	1.5	2.3
FX (Ch$/USD) period average	559.7	530.2	522.4	522.5	559.5	587.2	524.6
FX (Ch$/USD) end of period	512.5	532.4	496.9	636.5	507.1	531.8	547.2
Revenues per unit case (US$)	3.0	2.9	3.3	2.8	3.5	3.0	3.5
EBITDA per unit case (US$)	0.9	0.9	1.0	0.8	0.9	0.8	0.8

Operations in BRAZIL

Rio de Janeiro Refrescos

2 Soft Drinks Plants • 11 Lines

5 Distribution Centers • 641 Trucks



Embotelladora Andina

Market Structure BRAZIL

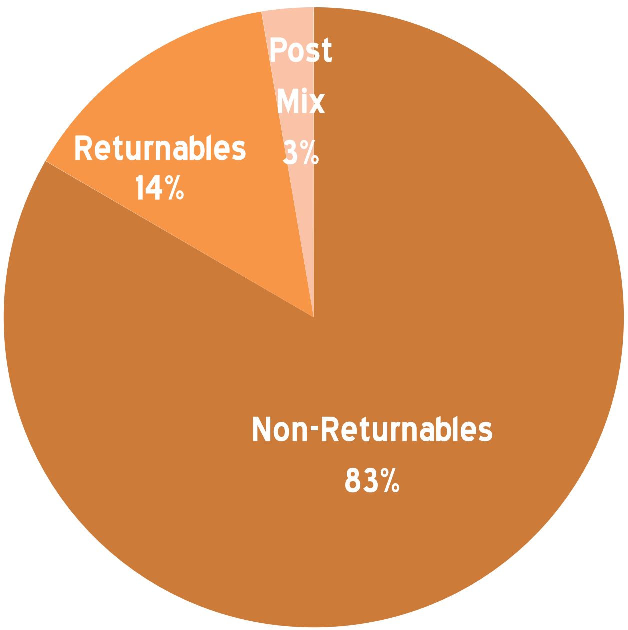
Soft Drinks Market

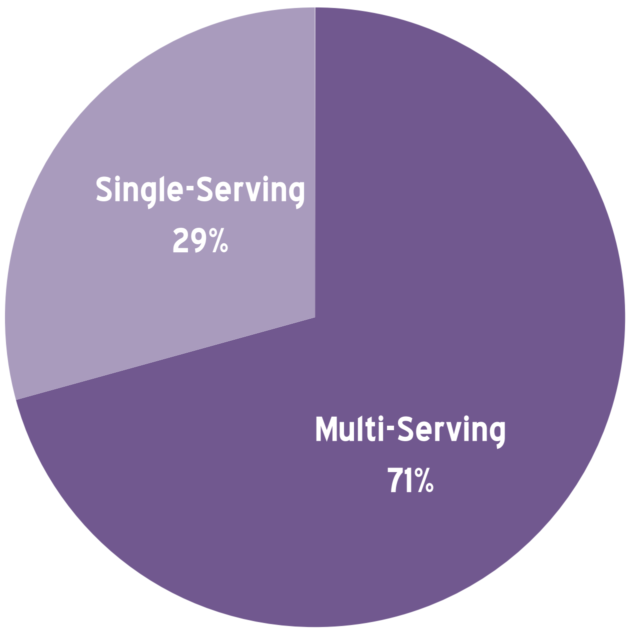
Market Share (Volume)
57.5%

Per Capita Consumption
232
8 oz bottles per year

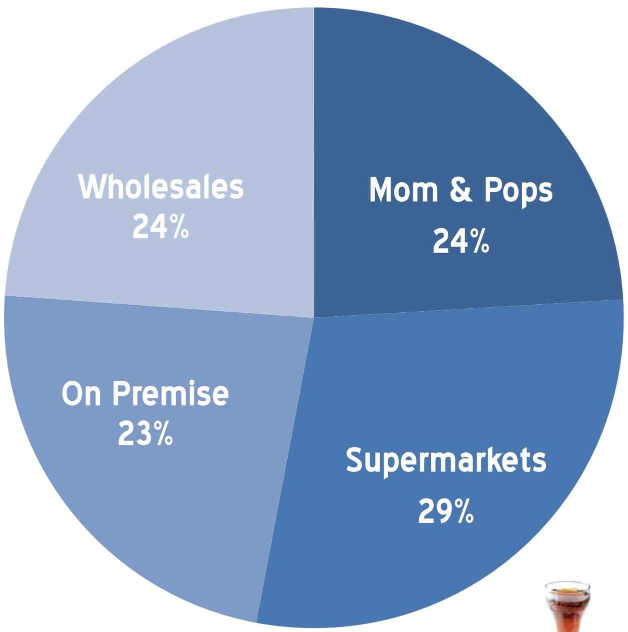
Clients
57,139

Format Mix





Channel Mix



Brand Portfolio BRAZIL

Soft Drinks • 94% Sales Volume

Juices • 3% Sales Volume

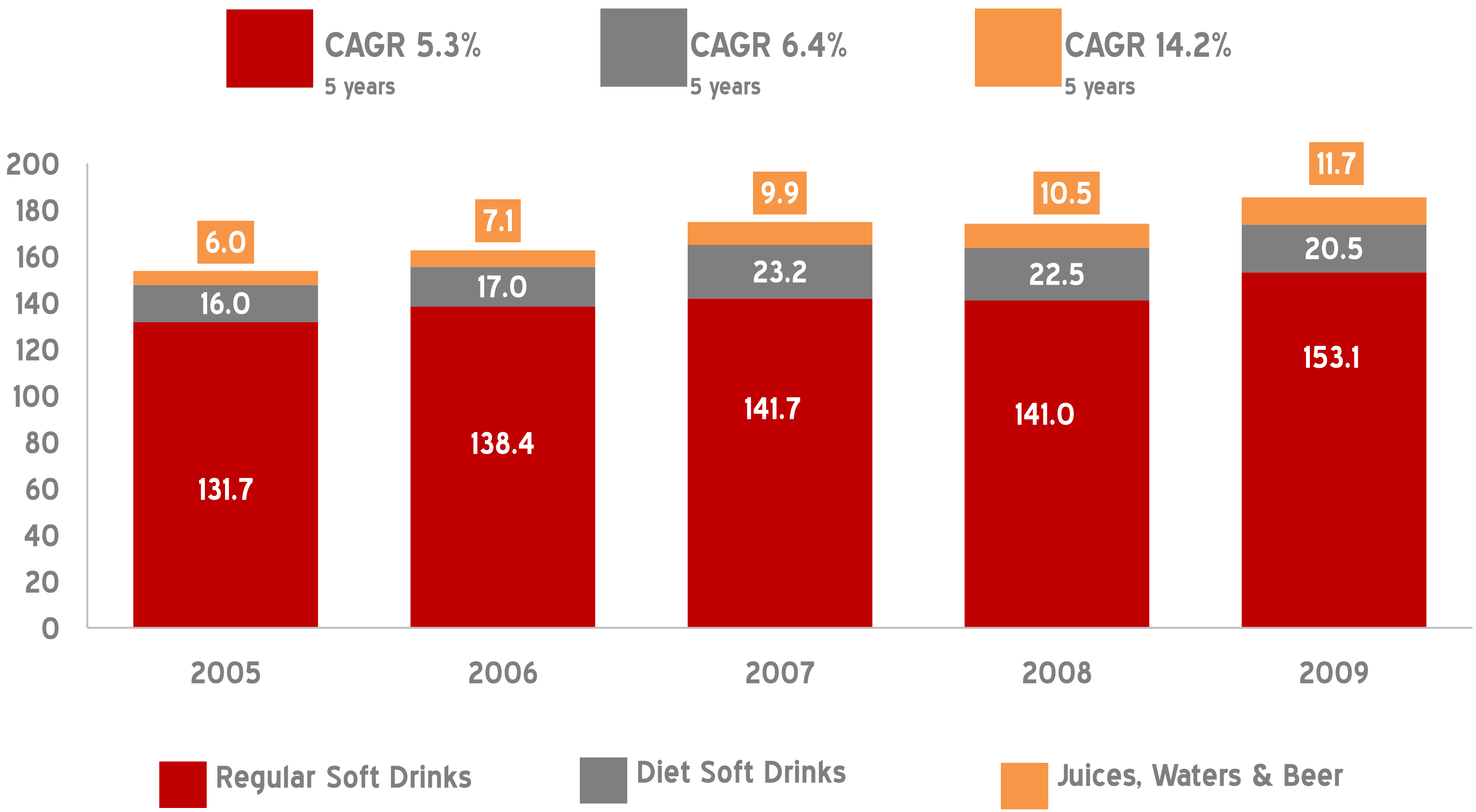
Waters • 1% Sales Volume

Beers • 2% Sales Volume

Embotelladora Andina

Volume Growth BRAZIL

(million unit cases)



Operations in BRAZIL

Financial Highlights

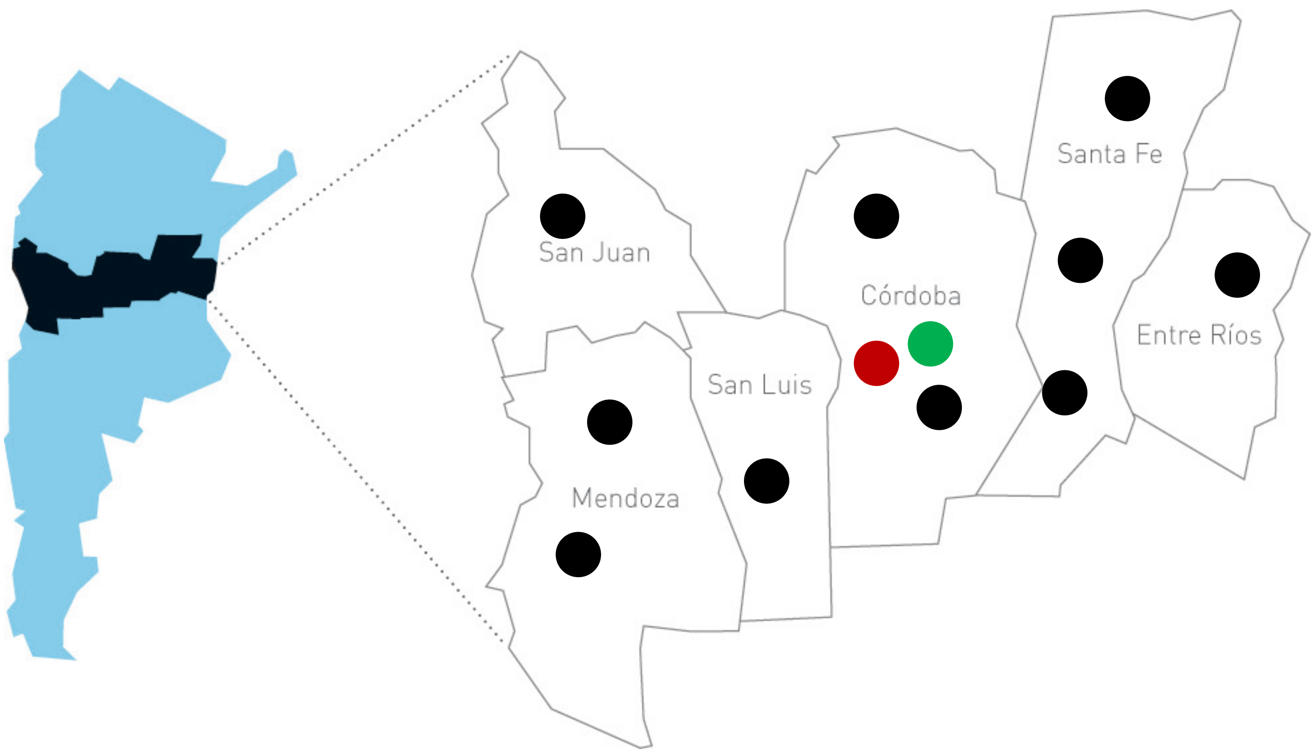
(nominal million US$)

	2005	2006	2007	2008	2009	As of June 2009	As of June 2010
Net Sales	317.1	411.2	543.4	582.5	615.1	254.1	376.1
Operating Income	40.0	64.3	96.6	96.5	112.4	38.8	70.1
Operating Margin	*12.6%*	*15.6%*	*17.8%*	*16.6%*	*18.3%*	*15.3%*	*18.6%*
EBITDA	57.5	82.6	116.6	118.9	130.7	48.2	83.0
EBITDA Margin	*18.1%*	*20.1%*	*21.5%*	*20.4%*	*21.3%*	*19.0%*	*22.1%*
Capital Expenditures	14.8	27.5	31.2	53.2	37.9	16.0	25.3
CAPEX/Depreciation (times)	*0.84*	*1.50*	*1.56*	*2.37*	*2.07*	*1.70*	*1.96*
FX (R$/USD) period average	2.43	2.18	1.94	1.84	2.00	2.19	1.80
FX (R$/USD) end of period	2.30	2.14	1.77	2.34	1.74	1.95	1.80
Revenues per unit case (US$)	2.1	2.5	3.1	3.3	3.3	2.9	3.9
EBITDA per unit case (US$)	0.4	0.5	0.7	0.7	0.7	0.5	0.9

Operations in ARGENTINA

Embotelladora del Atlántico

1 Soft Drinks Plant	7 Lines
1 Juice Plant	1 Line
10 Distribution Centers	259 Trucks

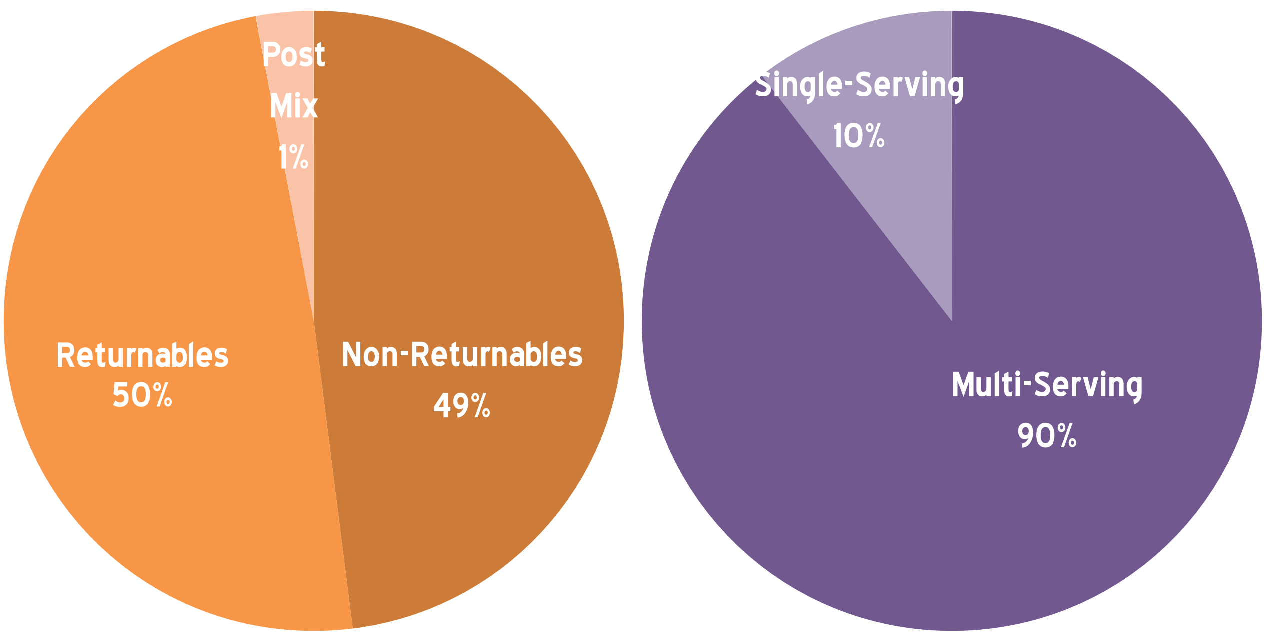


Market Structure in ARGENTINA

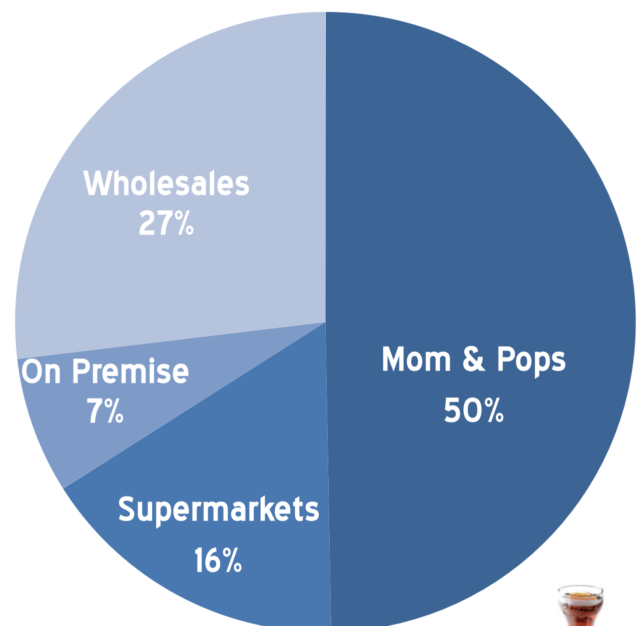
Soft Drinks Market

Market Share (Volume)	Per Capita Consumption	Clients
52.8%	255 8 oz botttles per year	45,901

Format Mix



Channel Mix



Brand Portfolio in ARGENTINA

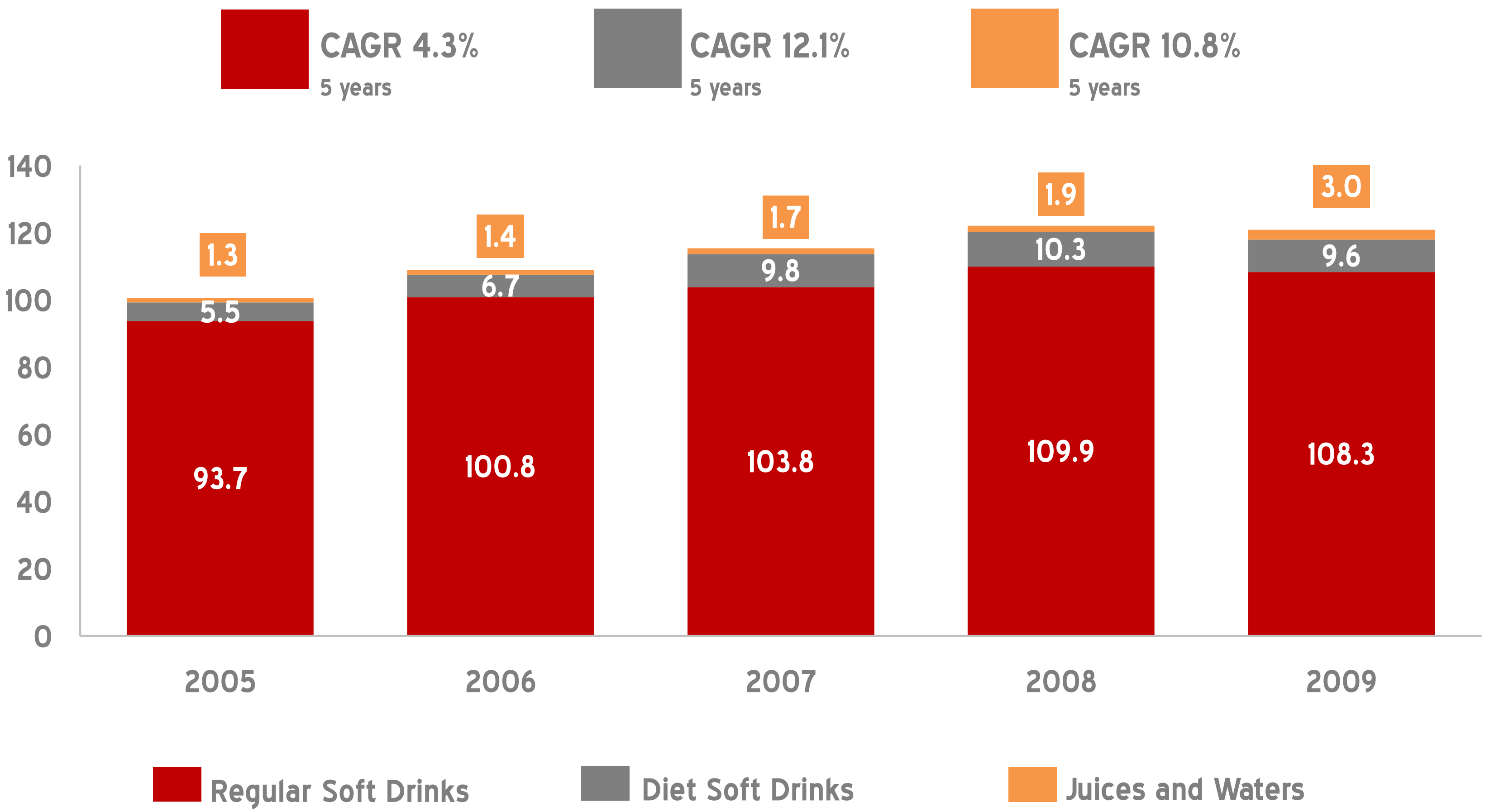
Soft Drinks • 98% Sales Volume

Juices • 1% Sales Volume

Waters • 1% Sales Volume

Volume Growth in ARGENTINA

(million unit cases)



Embotelladora Andina

Operations in ARGENTINA

Financial Highlights

(nominal million US$)

	2005	2006	2007	2008	2009	As of June 2009	As of June 2010
Net Sales	197.0	210.3	252.1	321.7	315.7	153.6	163.8
Operating Income	21.3	21.6	26.2	34.8	42.3	18.1	18.4
Operating Margin	*10.8%*	*10.3%*	*10.4%*	*10.8%*	*13.4%*	*11.8%*	*11.2%*
EBITDA	34.4	34.4	39.3	47.6	56.2	25.3	25.6
EBITDA Margin	*17.4%*	*16.4%*	*15.6%*	*14.8%*	*17.8%*	*16.4%*	*15.6%*
Capital Expenditures	9.7	10.8	10.4	11.6	15.1	6.5	8.8
CAPEX/Depreciation (times)	*0.70*	*0.80*	*0.80*	*0.90*	*1.09*	*0.90*	*1.22*
FX (AR$/US$) period average	2.94	3.07	3.12	3.16	3.73	3.64	3.87
FX (AR$/US$) end of period	3.03	3.06	3.15	3.45	3.80	3.80	3.93
Revenues per unit case (US$)	2.0	1.9	2.2	2.6	2.6	2.6	2.7
EBITDA per unit case (US$)	0.3	0.3	0.3	0.4	0.5	0.4	0.4

Consolidated Financial Highlights

(nominal million US$)

	2005	2006	2007	2008	2009	As of June 2009	As of June 2010
Net Sales	909.8	1,018.0	1,271.6	1,322.9	1,465.4	625.4	803.5
Operating Income	152.0	178.8	232.2	217.8	256.5	96.5	131.4
Operating Margin	***16.7%***	***17.6%***	***18.3%***	***16.5%***	***17.5%***	***15.4%***	***16.4%***
EBITDA	208.7	233.8	290.4	277.2	317.3	127.4	166.9
EBITDA Margin	***22.9%***	***23.0%***	***22.8%***	***21.0%***	***21.7%***	***20.4%***	***20.8%***
Capital Expenditures	53.5	68.1	111.9	104.6	95.0	43.8	69.0
CAPEX/Depreciation (times)	*0.9*	*1.2*	*1.9*	*1.8*	*1.6*	*1.4*	*1.9*
Revenues per unit case (US$)	2.3	2.5	2.9	3.0	3.2	2.8	3.5
EBITDA per unit case (US$)	0.5	0.6	0.7	0.6	0.7	0.6	0.7

Consolidated Balance Sheet

(as of June 2010)

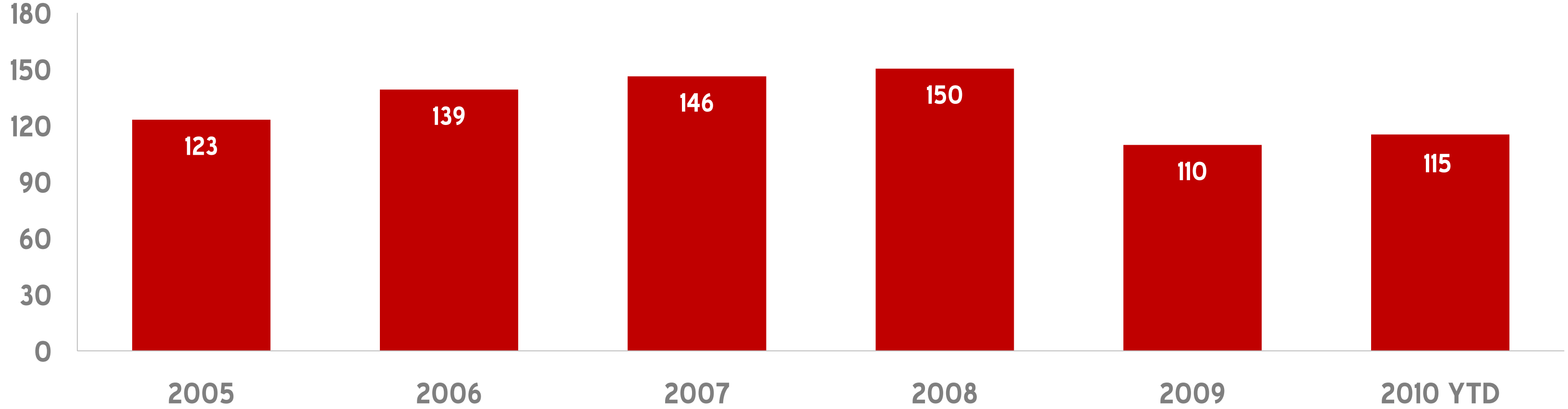
	MUS$
Cash & Cash Equivalents	217
Current Assets	207
Property, Plant & Equipment + Others	625
Goodwill	117
Total Assets	**1,166**

	MUS$
Current Liabilities	193
Short Term Debt	31
Long Term Debt	129
Long Term Liabilities	122
Shareholders' Equity	691
Total Liabilities & Shareholders' Equity	**1,166**

Net Cash Position: US$52.5 million

Dividend Distribution

(nominal million US$)



Total dividends paid out since 2000 = US$1.2 billion

Dividend Yield

	2005	2006	2007	2008	2009	2010
Series A	7.8%	6.7%	7.6%	8.2%	5.7%	5.0%
Series B	8.0%	6.8%	7.8%	7.4%	5.3%	4.4%

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