

2012 CORPORATE PRESENTATION

Coca-Cola **ANDINA**

Forward-Looking Statements

Statements made in this presentation that could relate to Andina's future performance or financial results are forward-looking statements and are based upon currently available data; however, actual results are subject to numerous uncertainties, many of which are beyond the control of the Company and any one or more of which could materially impact actual performance or results. Factors that can cause performance to differ materially are listed in Andina's annual report filed with the Chilean SVS and form 20-F filed with the U.S. SEC, also available at www.embotelladoraandina.com under "The Company-Risk Factors."

We undertake no obligation to update any of these statements. Recipients are advised not to place undue reliance on these forward-looking statements. These statements should be taken in conjunction with the additional information about risk and uncertainties.

History



Andina becomes the Coca-Cola bottler in Chile

1946

Andina listed on the NYSE. Franchise acquired in Brazil

1994

TCCC acquires 11% of Andina

1996

Coca-Cola System joint venture (50/50) for the water and juice business in Brazil and Chile

2007 & 2008

New bottling facility in Chile begins operations.
Restructuring of juice business through joint venture with Coca-Cola bottlers in Chile

2011

1985

Controlling Shareholders acquire 50 % of the Company

1995 & 1996

Franchise acquired in Argentina

2000

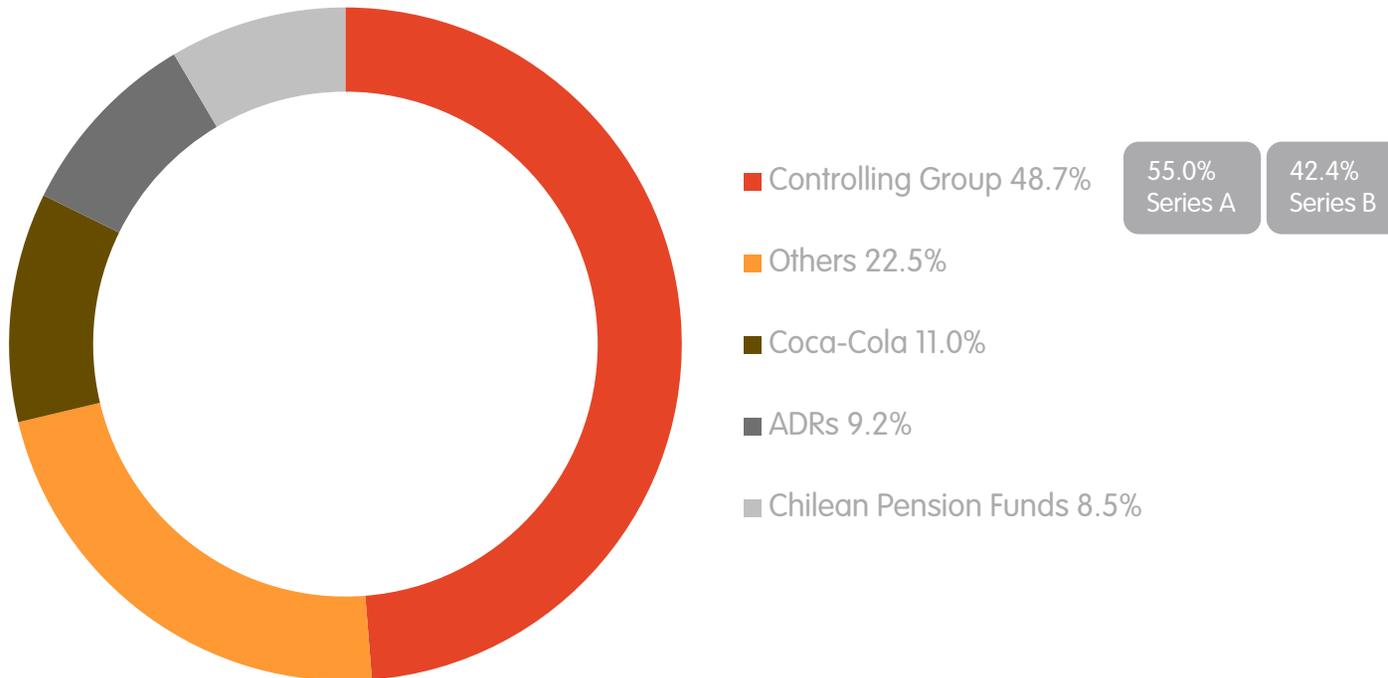
NVG territories acquired in Brazil

2009 & 2010

Significant production and distribution capacity expansion in the three franchises

Ownership

(December 31, 2011)



The Controlling Group is composed of 4 Chilean families with equal parts, that have a shareholders' agreement which includes TCCC.

Series A elects 6 of 7 Board members.

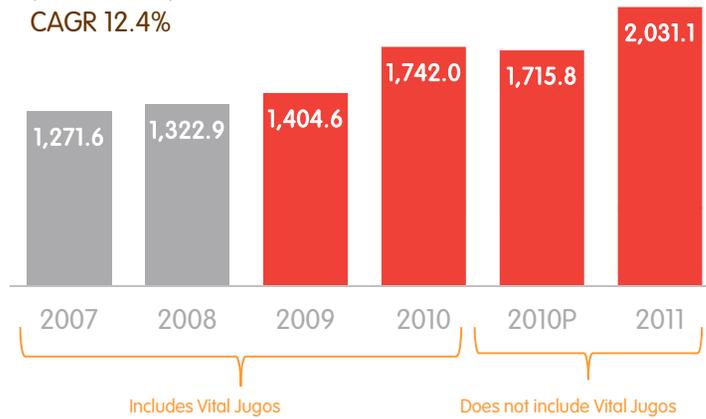
Series B receives an additional 10% in dividends.

Consolidated Overview

(December 31, 2011)



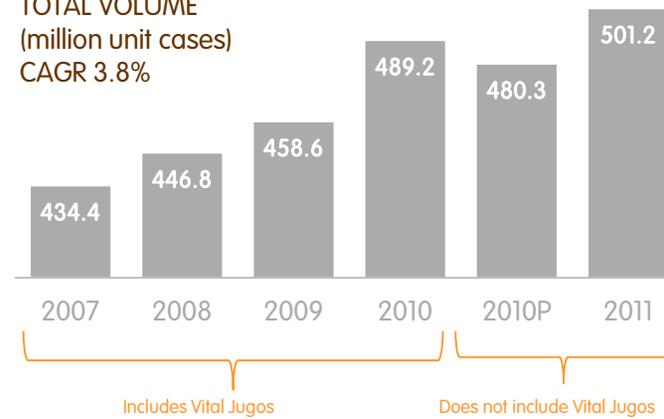
REVENUES
(million USD)
CAGR 12.4%



EBITDA
(million USD)
CAGR 8.6%



TOTAL VOLUME
(million unit cases)
CAGR 3.8%



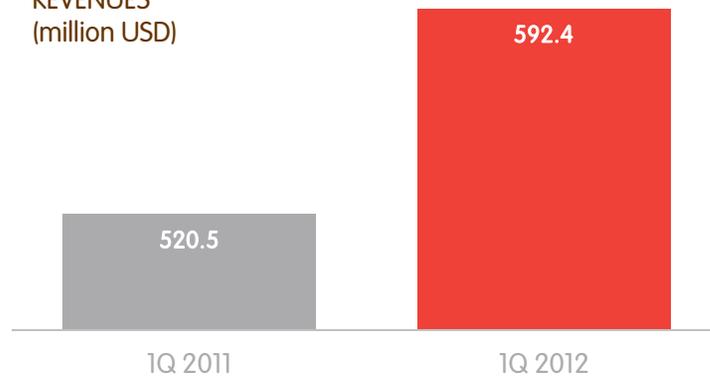
■ Chile GAAP
■ IFRS

Consolidated Overview

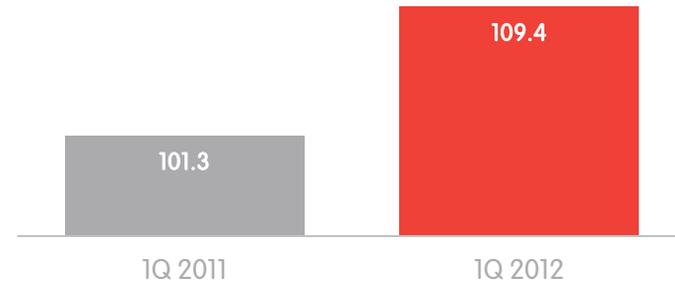
(1Q 2012)



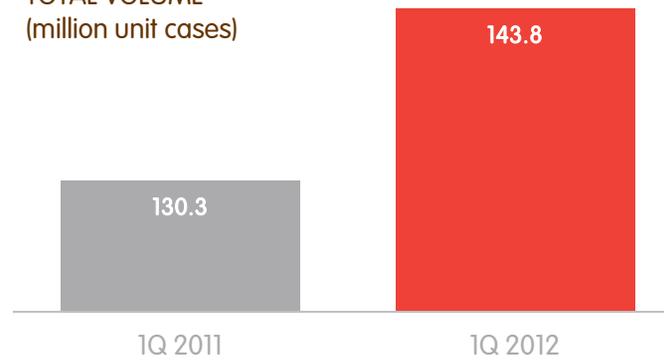
REVENUES
(million USD)



EBITDA
(million USD)

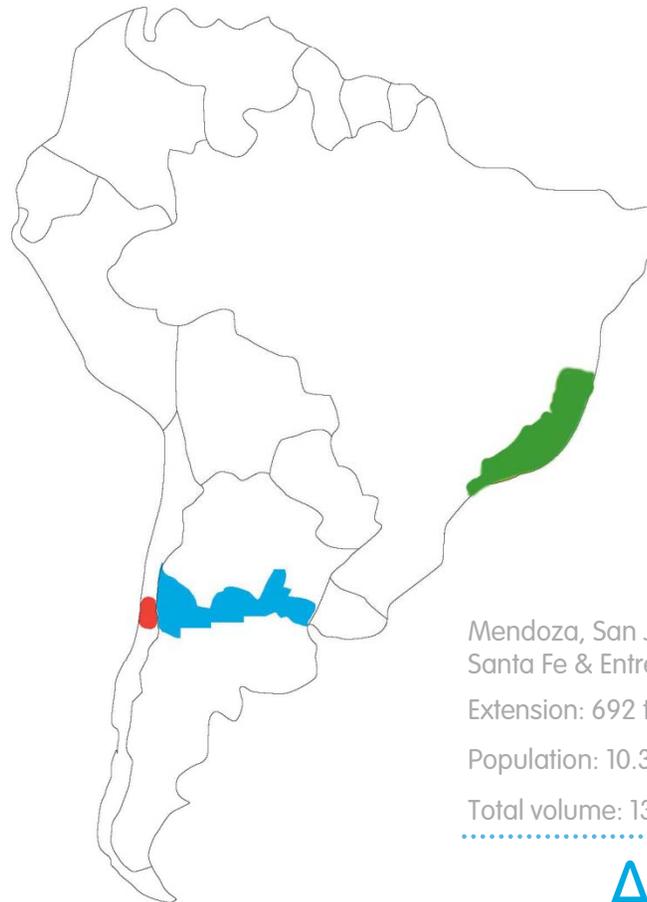


TOTAL VOLUME
(million unit cases)



Summary

(December 31, 2011)



Metropolitan Region,
San Antonio & Cachapoal
Extension: 24 thousand Km²
Population: 7.7 million
Total volume: 157.8 million UCs

Chile

Rio de Janeiro & Espirito Santo
Extension: 90 thousand Km²
Population: 17.6 million
Total volume: 205.1 million UCs

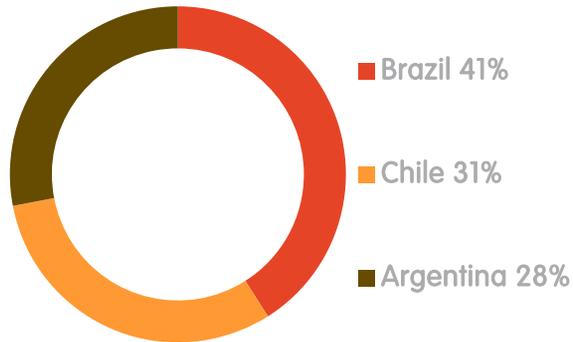
Brazil

Mendoza, San Juan, San Luis, Córdoba,
Santa Fe & Entre Ríos
Extension: 692 thousand Km²
Population: 10.3 million
Total volume: 138.3 million UCs

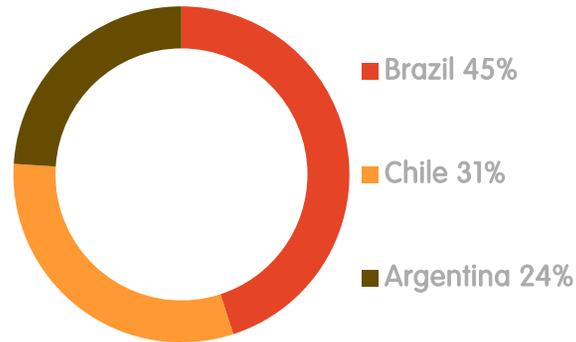
Argentina

Regional Diversification

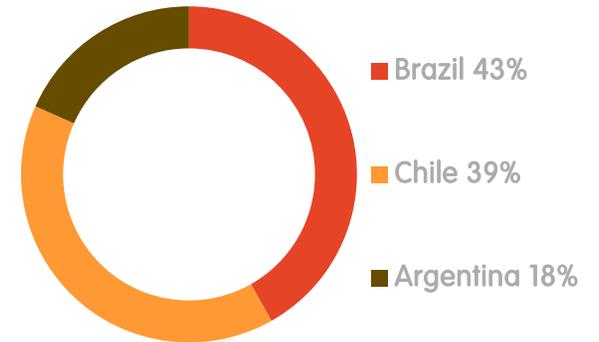
(December 31, 2011)



Total Volume
501 million unit cases

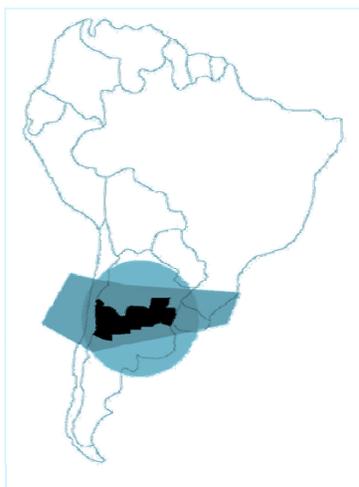


Total Revenues
2.0 billion USD



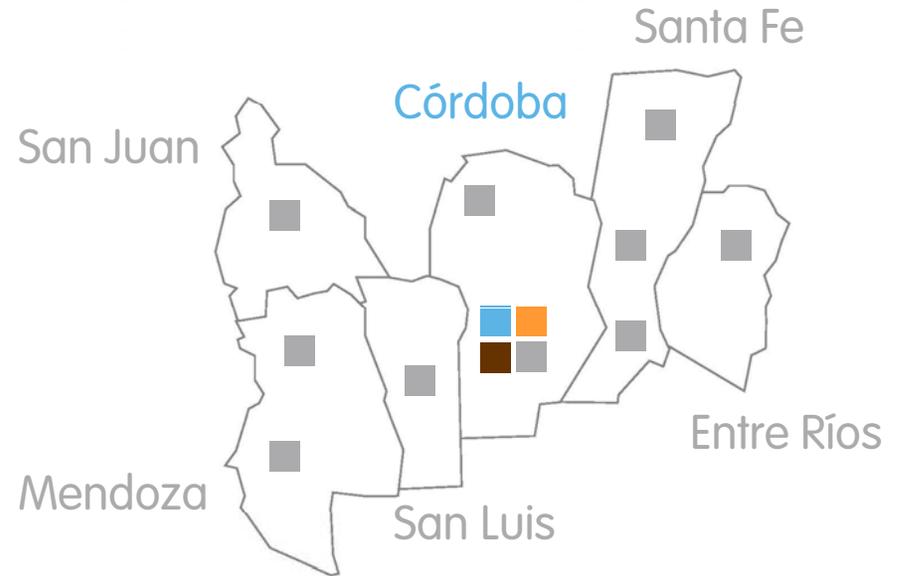
EBITDA
376 million USD

Argentina



In Argentina Company has a License Agreement with The Coca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and non-soft drink beverages. In accordance with the agreement we have the right to produce and distribute Coca-Cola soft drinks in our franchise, which includes: the provinces of Córdoba, Mendoza, San Juan, San Luis and Entre Ríos, as well as part of the provinces of Santa Fe and Buenos Aires (only San Nicolás and Ramallo). The Bottler Agreement with The Coca-Cola Company expired in February 2012, however in April of 2011 EDASA requested the extension for another five years.

Argentina



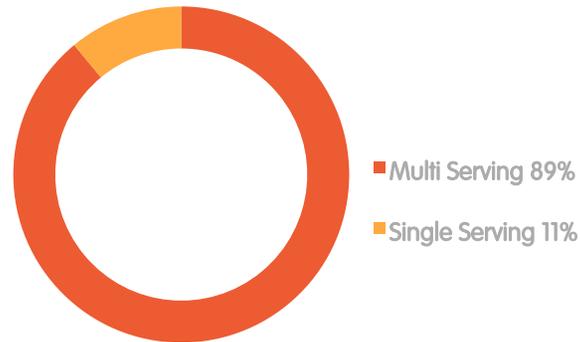
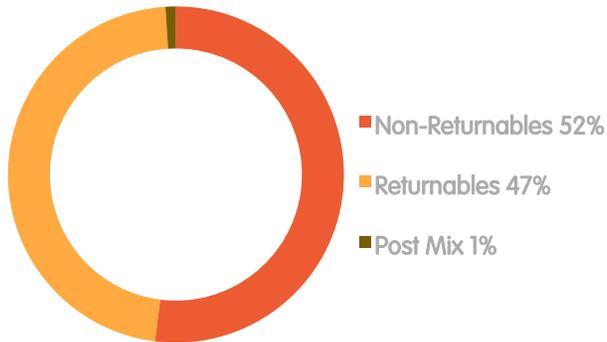
- We operate 1 production facility located in Montecristo, Córdoba with a total of 8 lines. Average utilization capacity for the year 2011 was 59.9%.
- Additionally, it operates 1 production facility for juices and other products with 1 line.
- 1 production facility for mineral water and other products, soon to begin operating
- The company has 10 Distribution Centers for its products carried out through third party distributing companies with an average fleet of 273 trucks.

- Production of soft drinks
- Distribution center
- Production of juices and other products
- Production of mineral water and other products

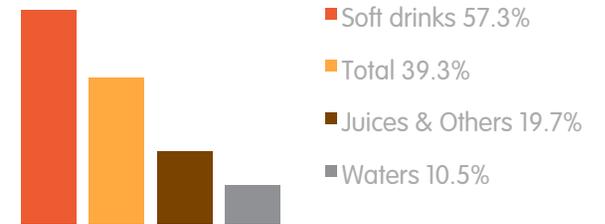
Company employees: 1,892 as of December 31, 2011.
Company clients: 44 thousand as of December 31, 2011.

Argentina Market Structure

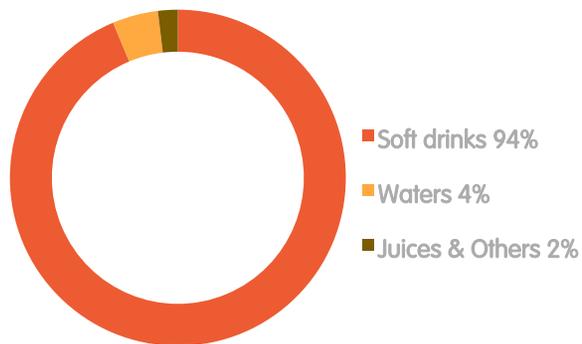
Format Mix – Soft Drinks



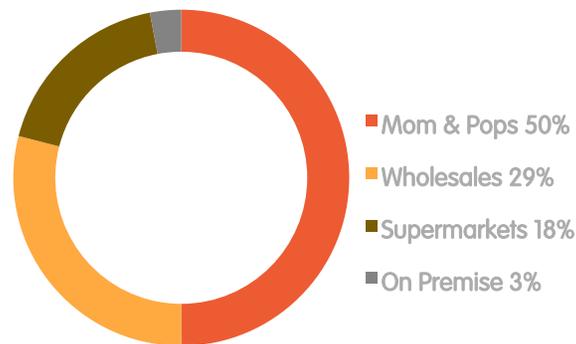
Market Share



Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption (8 oz. bottles)



Argentina

Brand Portfolio



Soft drinks



Juices & Others

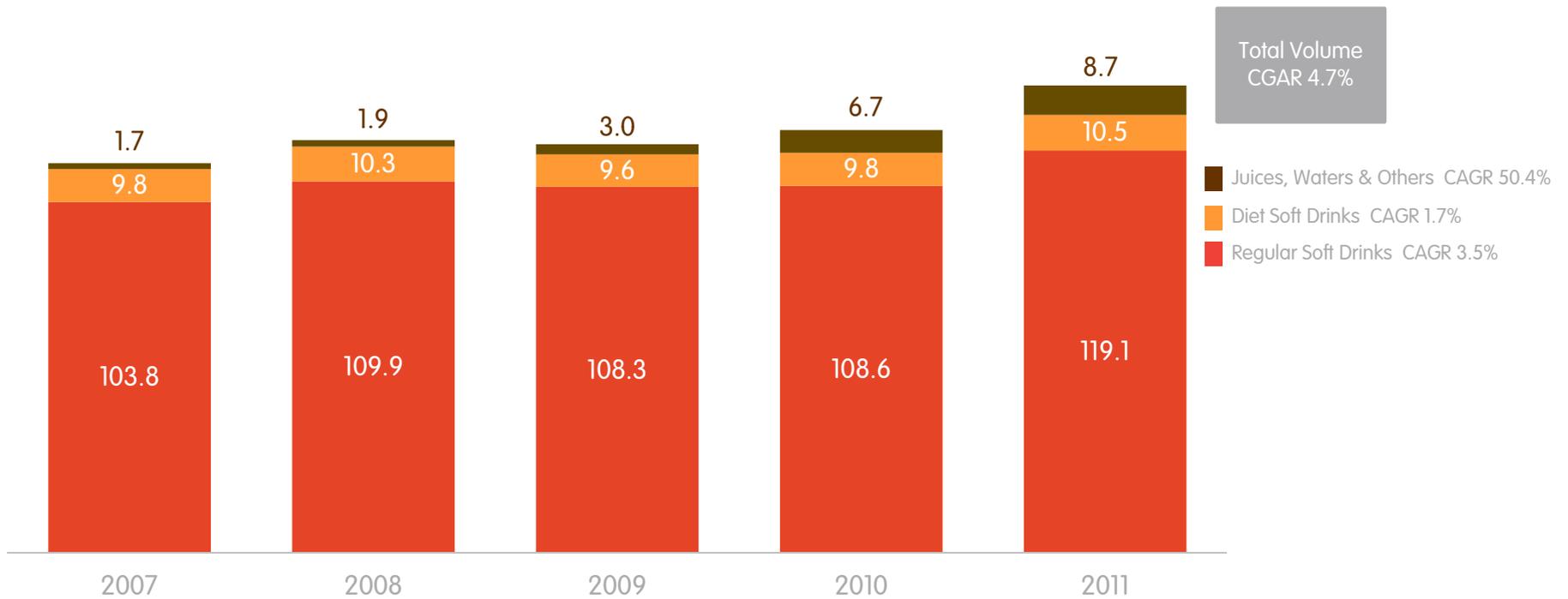


Waters

Argentina

Volume Growth (MUCs)

(December 31, 2011)



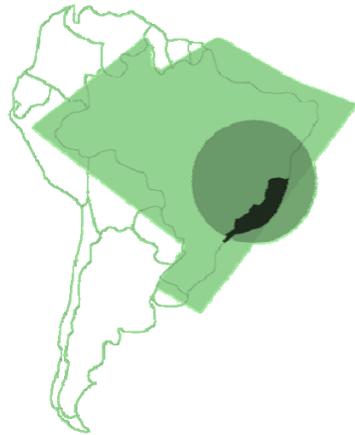
Argentina

Financial Highlights (Nominal MUSD)

(March 31, 2012)

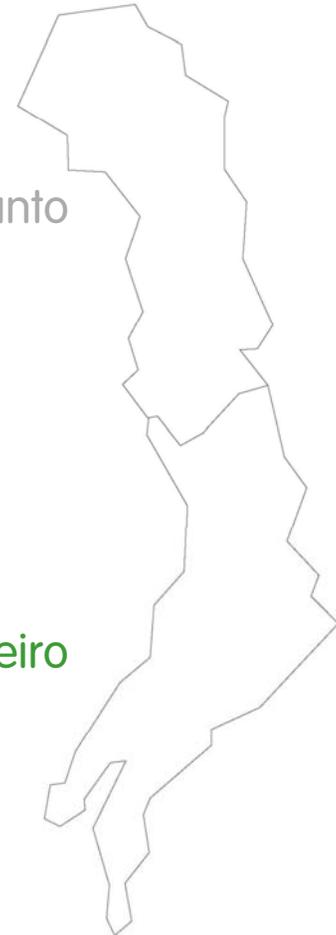
	Chilean GAAP					IFRS		
	2007	2008	2009	2009	2010	2011	1Q11	1Q12
Sales Volume (MUC)	115.3	122.0	120.9	120.9	125.2	138.3	36.4	41.6
Net Sales	252.1	321.7	315.7	311.8	363.2	479.9	116.0	156.0
Operating Income	26.2	34.8	42.3	41.5	46.0	53.6	13.9	17.3
<i>Operating Margin</i>	<i>10.4%</i>	<i>10.8%</i>	<i>13.4%</i>	<i>13.3%</i>	<i>12.7%</i>	<i>11.2%</i>	<i>12.0%</i>	<i>11.1%</i>
EBITDA	39.3	47.6	56.2	56.0	60.1	69.7	17.5	22.3
<i>EBITDA Margin</i>	<i>15.6%</i>	<i>14.8%</i>	<i>17.8%</i>	<i>18.0%</i>	<i>16.5%</i>	<i>14.5%</i>	<i>15.1%</i>	<i>14.3%</i>
Capital Expenditures	10.4	11.6	15.1	13.7	19.3	52.3	6.0	9.1
<i>CAPEX/Depreciation (times)</i>	<i>0.8</i>	<i>0.9</i>	<i>1.1</i>	<i>0.9</i>	<i>1.4</i>	<i>3.2</i>	<i>1.7</i>	<i>1.8</i>
FX (AR\$/US\$) period average	3.12	3.16	3.73	3.73	3.91	4.13	4.04	4.36
FX (AR\$/US\$) end of period	3.15	3.45	3.80	3.80	3.98	4.30	4.05	4.38
Revenues per unit case (US\$)	2.20	2.60	2.61	2.58	2.90	3.47	3.19	3.75
EBITDA per unit case (US\$)	0.34	0.39	0.46	0.46	0.48	0.50	0.48	0.54

Brazil



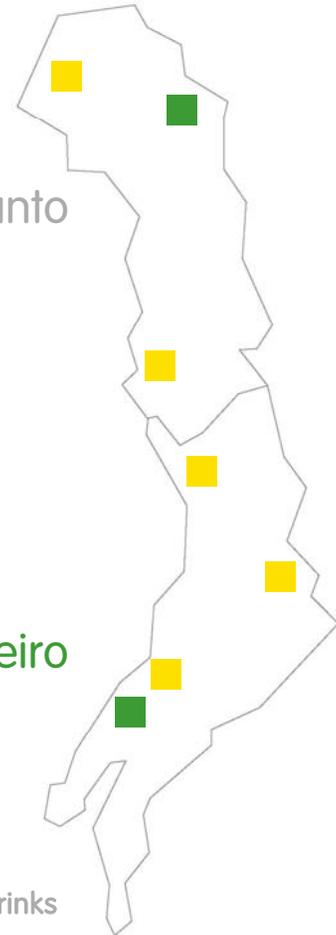
Espirito Santo

Rio de Janeiro



In Brazil the Company has a License Agreement with TheCoca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and non-soft drink beverages. In accordance with the agreement we have the right to produce and distribute Coca-Cola soft drinks in our franchise, which includes: the majority of the State of Rio de Janeiro, and the totality of the State of Espirito Santo.. The Bottler Agreement with The Coca-Cola Company is for a 5 year period beginning beginning October 4, 2007.

Brazil



■ We operate 2 production facilities located in Jacarepaguá in the State of Rio de Janeiro and in Vitoria in the State of Espirito Santo with a total of 13 lines. Average utilization capacity for the year 2011 was 75%.

■ The company has 5 Distribution Centers for its products carried out through third party distributing companies with an average fleet of 631 trucks.

As an additional service, we manage 600 vending machines.

Company employees: 2,847 as of December 31, 2011.

Company clients: 68 thousand as of December 31, 2011.

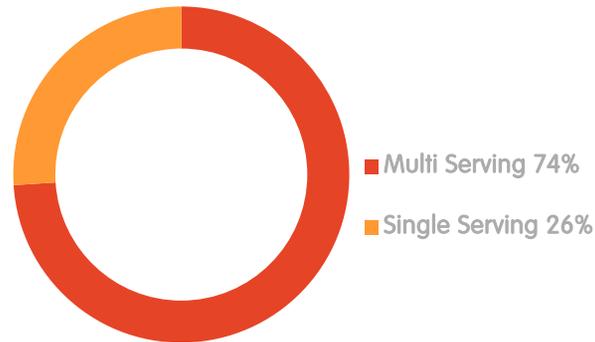
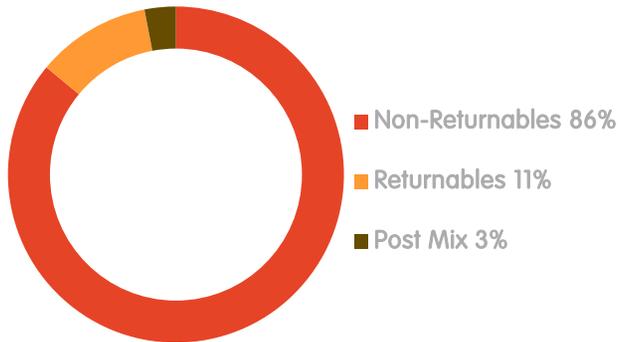
■ Production of soft drinks
■ Distribution center

Brazil

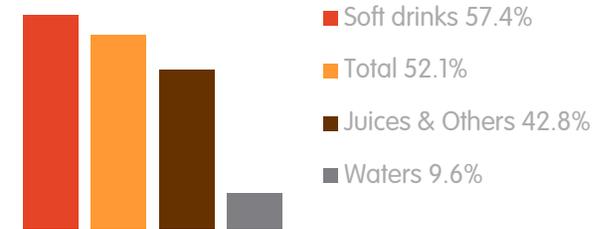
Market Structure

(Year 2011)

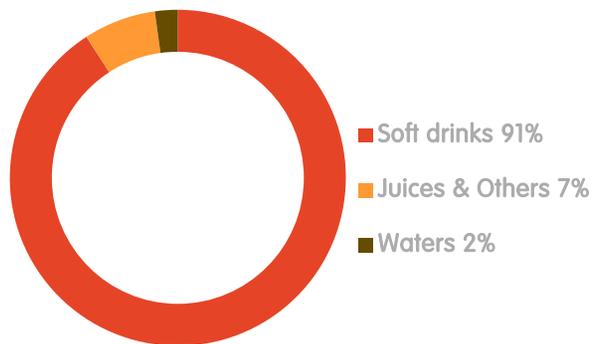
Format Mix – Soft Drinks



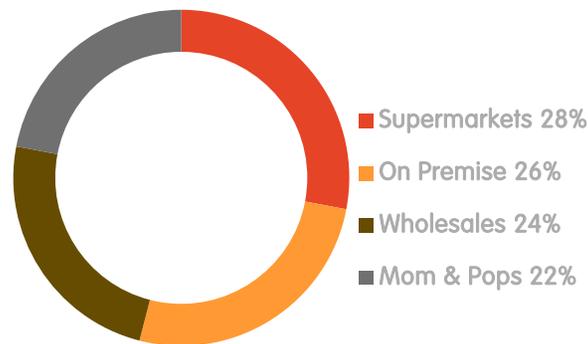
Market Share¹



Volume Mix¹



Channel Mix – Soft Drinks



Per Capita Consumption¹
(8 oz. bottles)



¹Without beer

Brazil

Brand Portfolio

Coca-Cola ANDINA
Brasil



Soft drinks



Juices & Others



Beer



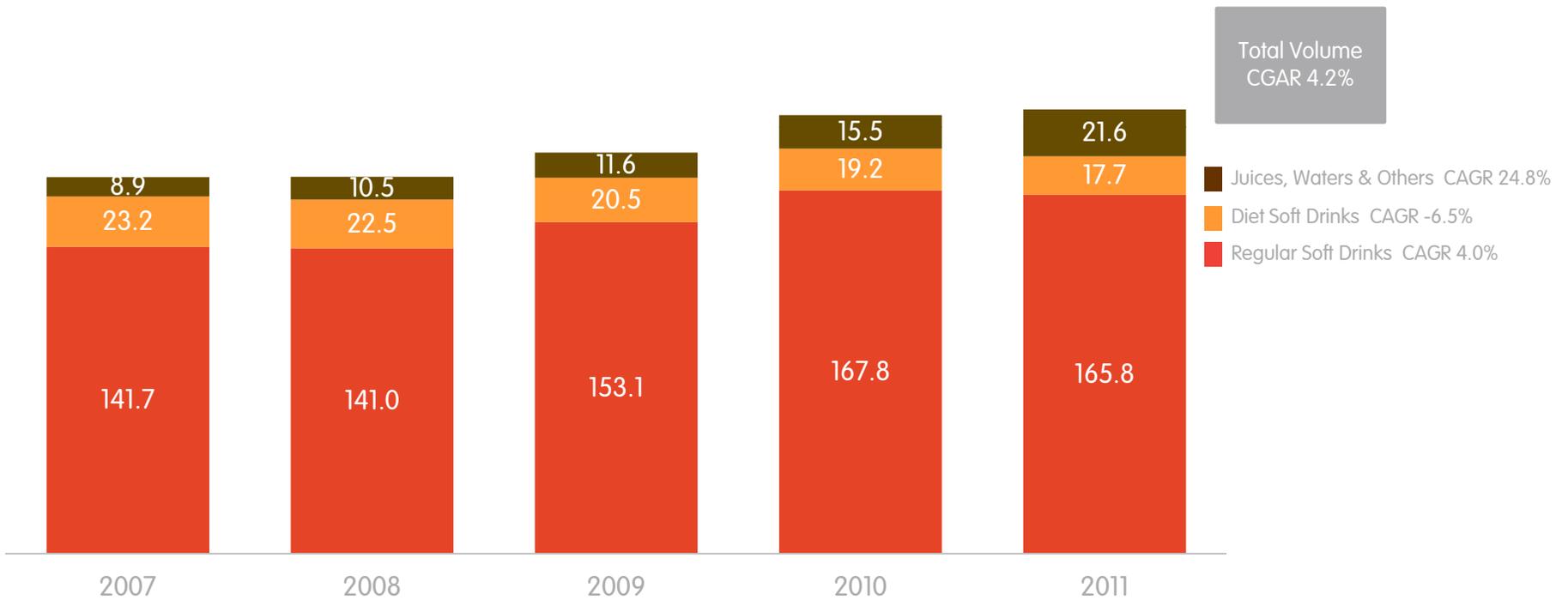
Waters



Brazil

Volume Growth (MUCs)

(December 31, 2011)



Brazil

Financial Highlights (MUSD)

(March 31, 2012)

	Chilean GAAP			IFRS				
	2007	2008	2009	2009	2010	2011	1Q11	1Q12
Sales Volume (MUC)	174.7	174.0	185.3	185.3	202.5	205.1	53.7	57.2
Net Sales	543.4	582.5	615.1	606.9	799.3	921.0	245.7	254.1
Operating Income	96.6	96.5	112.4	107.2	141.6	132.4	44.3	42.6
<i>Operating Margin</i>	<i>17.8%</i>	<i>16.6%</i>	<i>18.3%</i>	<i>17.7%</i>	<i>17.7%</i>	<i>14.4%</i>	<i>18.0%</i>	<i>16.8%</i>
EBITDA	116.6	118.9	130.7	128.7	168.8	165.1	52.0	51.9
<i>EBITDA Margin</i>	<i>21.5%</i>	<i>20.4%</i>	<i>21.3%</i>	<i>21.2%</i>	<i>21.1%</i>	<i>17.9%</i>	<i>21.2%</i>	<i>20.4%</i>
Capital Expenditures	31.2	53.2	37.9	33.8	69.8	59.8	6.4	15.1
<i>CAPEX/Depreciation (times)</i>	<i>1.6</i>	<i>2.4</i>	<i>2.1</i>	<i>1.6</i>	<i>2.6</i>	<i>1.8</i>	<i>0.8</i>	<i>1.6</i>
FX (R\$/USD) period average	1.94	1.84	2.00	2.00	1.76	1.67	1.66	1.80
FX (R\$/USD) end of period	1.77	2.34	1.74	1.74	1.67	1.88	1.63	1.82
Revenues per unit case (US\$)	3.11	3.35	3.32	3.28	3.95	4.49	4.58	4.44
EBITDA per unit case (US\$)	0.67	0.68	0.71	0.69	0.83	0.80	0.97	0.91

Chile



Región Metropolitana

San Antonio

Cachapoal

In Chile the Company has a License Agreement with TheCoca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and non-soft drink beverages. In accordance with the agreement we have the right to produce and distribute Coca-Cola soft drinks in our franchise, which includes: the Metropolitan Region in Santiago, the Province of San Antonio in the Fifth Region; and the Province of Cachapoal (including San Vicente de Tagua-Tagua) in the Sixth Region. The Bottler Agreement with The Coca-Cola Company is for a 5 year period beginning January 1, 2008.

Chile

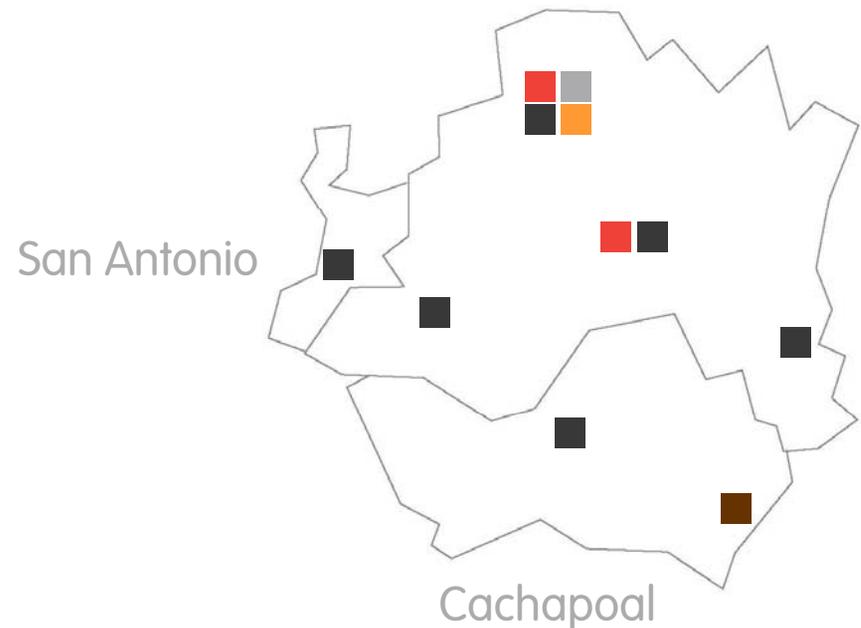


- We operate the San Joaquín production facility with 8 bottling lines and 1 blowing line. Average utilization capacity for 2011 was 82.0%. Additionally, during the fourth quarter of 2011 2 lines began production at the new bottling facility in Renca.
- The company has 6 Distribution Centers for its products carried out through the subsidiary, Transportes Andina Refrescos, and counts with a fleet of 30 owned trucks and 350 third party trucks.
- The company holds a 49.91% stake in Envases Central S.A. that operates one production facility located in Santiago, with 1 line for cans (350 ml, 310 ml and 250 ml) and 1 line for PET bottles (250 ml, 500 ml, 580 ml, and 1.5 lt-only for Aquarius-). During 2011, the canning and bottling lines operated at an average of 56% and 52%, respectively.
- The company holds a 57% stake in Vital Aguas that operates 4 production lines for mineral water and purified water at the production facility located in Chanqueahue, in the municipality of Rengo in Chile. During 2011, average utilization capacity was a 67.0%.
- The company holds a 56.5% stake in Vital Jugos that operates 1 production facility located in Santiago with 7 lines for the production of Andina Frut, Andina Néctar Nestea, Powerade, Aquarius and Hugo; and 7 lines for the production of Kapo. Average utilization capacity for the year 2011 was 73.0%.

Also, as an additional service, we manage 2,420 vending machines for soft drinks and snacks through the subsidiary, Servicios Multivending.

Company employees: 1,732 as of December 31, 2011.
Company clients: 48 thousand as of December 31, 2011.

Región Metropolitana



- Production of soft drinks
- Distribution center
- Production of juices
- Production of soft drinks (cans and PET special formats)
- Production of waters

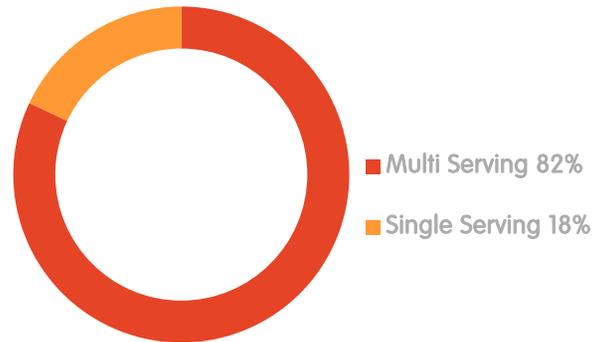
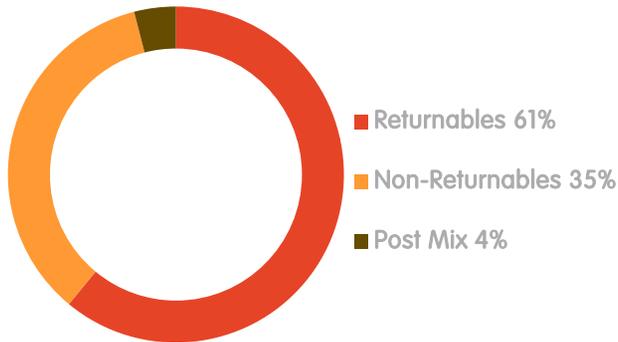


Chile

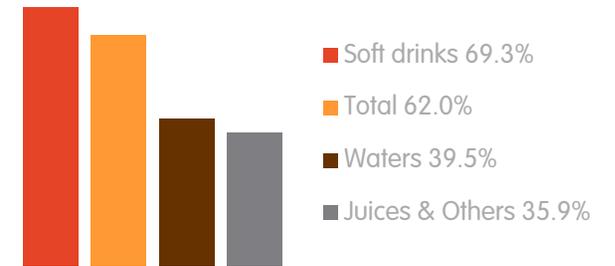
Market Structure

(Year 2011)

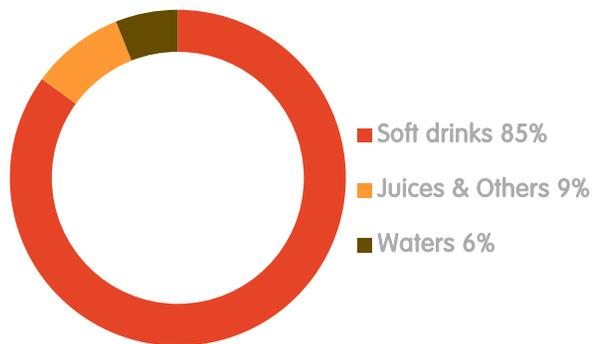
Format Mix – Soft Drinks



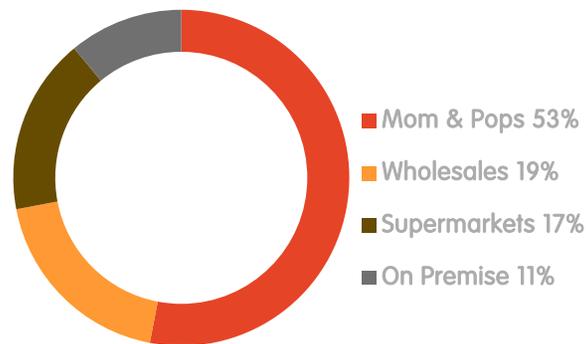
Market Share



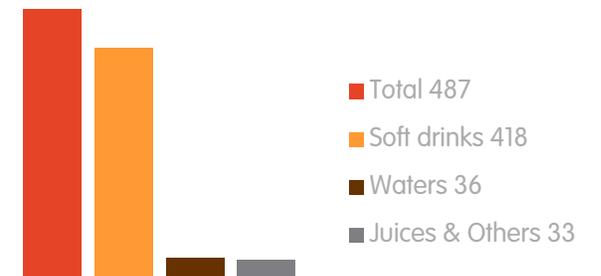
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption
(8 oz. bottles)



Chile

Brand Portfolio



Soft drinks



Juices & Others

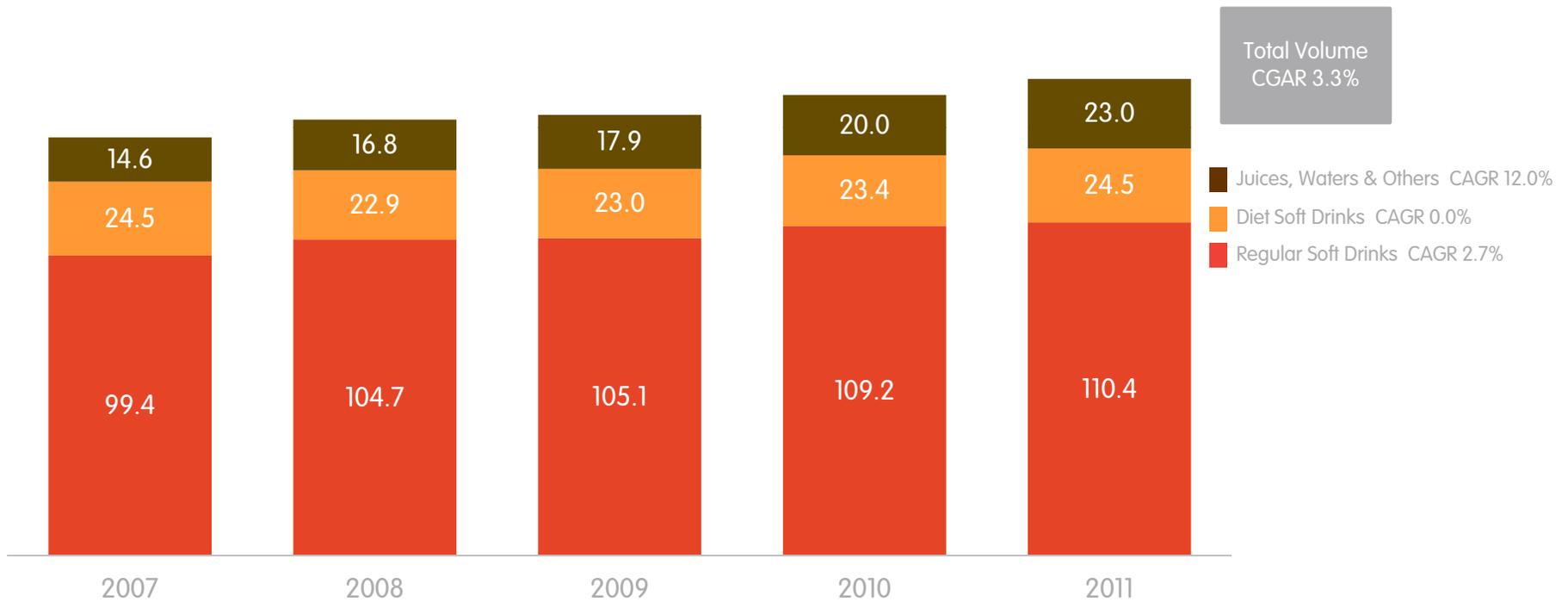


Waters

Chile

Volume Growth

(December 31, 2011)



Chile

Financial Highlights

(Nominal MUSD)

	Chilean GAAP			IFRS					
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12
Sales Volume (MUC)	144.4	150.8	152.4	152.4	161.5	152.6	157.8	40.1	44.9
Net Sales	482.6	424.4	537.1	488.1	579.5	553.3	630.2	158.8	182.3
Operating Income	114.7	91.0	109.6	96.3	112.6	109.3	116.1	25.9	28.6
<i>Operating Margin</i>	<i>23.8%</i>	<i>21.4%</i>	<i>20.4%</i>	<i>19.7%</i>	<i>19.4%</i>	<i>19.8%</i>	<i>18.4%</i>	<i>16.3%</i>	<i>15.7%</i>
EBITDA	139.8	115.1	138.1	126.1	143.9	138.1	148.9	33.5	38.7
<i>EBITDA Margin</i>	<i>29.0%</i>	<i>27.1%</i>	<i>25.7%</i>	<i>25.8%</i>	<i>24.8%</i>	<i>25.0%</i>	<i>23.6%</i>	<i>21.1%</i>	<i>21.2%</i>
Capital Expenditures	70.3	39.9	45.1	41.0	98.0	91.5	150.2	35.8	18.4
<i>CAPEX/Depreciation (times)</i>	<i>2.8</i>	<i>1.7</i>	<i>1.6</i>	<i>1.4</i>	<i>3.1</i>	<i>3.2</i>	<i>4.6</i>	<i>4.7</i>	<i>1.8</i>
FX (Ch\$/USD) period average	522.4	522.5	559.5	559.5	510.2	510.2	483.9	479.8	485.9
FX (Ch\$/USD) end of period	496.9	636.5	507.1	507.1	468.0	468.0	519.2	479.5	487.4
Revenues per unit case (US\$)	3.34	2.81	3.52	3.20	3.59	3.63	3.99	3.96	4.06
EBITDA per unit case (US\$)	0.97	0.76	0.91	0.83	0.89	0.90	0.94	0.84	0.86

Includes Vital Jugos

Does not include Vital Jugos

Consolidated Financial Highlights

(Nominal million USD)

	Chilean GAAP			IFRS					
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12
Total Volume (MUCs)	441.3	454.6	458.6	458.6	489.2	480.3	501.2	130.3	143.8
Net Sales	1,281.3	1,331.3	1,465.4	1,404.6	1,742.0	1,715.8	2,031.1	520.5	592.4
Operating Income	232.4	217.9	256.5	237.9	292.5	289.2	294.3	82.4	85.0
<i>Operating Margin</i>	<i>18.1%</i>	<i>16.4%</i>	<i>17.5%</i>	<i>16.9%</i>	<i>16.8%</i>	<i>16.9%</i>	<i>14.5%</i>	<i>15.8%</i>	<i>14.4%</i>
EBITDA	291.1	277.7	317.3	303.7	365.1	359.3	375.9	101.3	109.4
<i>EBITDA Margin</i>	<i>22.7%</i>	<i>20.9%</i>	<i>21.7%</i>	<i>21.6%</i>	<i>21.0%</i>	<i>20.9%</i>	<i>18.5%</i>	<i>19.5%</i>	<i>18.5%</i>
Capital Expenditures	112.7	105.4	98.1	88.4	187.1	180.6	262.3	48.2	42.6
<i>CAPEX/Depreciation (times)</i>	<i>1.9</i>	<i>1.8</i>	<i>1.6</i>	<i>1.3</i>	<i>2.6</i>	<i>2.6</i>	<i>3.2</i>	<i>2.5</i>	<i>1.7</i>
FX (Ch\$/USD) period average	522.4	522.5	559.5	559.5	510.2	510.2	483.9	479.8	485.9
FX (Ch\$/USD) end of period	496.9	636.5	507.1	507.1	468.0	468.0	519.2	479.5	487.4
Revenues per unit case (US\$)	2.90	2.93	3.20	3.06	3.56	3.57	4.05	4.00	4.12
EBITDA per unit case (US\$)	0.66	0.61	0.69	0.66	0.75	0.75	0.75	0.78	0.76

Includes Vital Aguas and Vital Jugos

Includes only Vital Jugos

Does not include Vital Jugos

Consolidated Financial Highlights

(Nominal million CLP)

	Chilean GAAP			IFRS					
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12
Total Volume (MUCs)	441.3	454.6	458.6	458.6	489.2	480.3	501.2	130.3	143.8
Net Sales	636,689	847,301	743,116	785,845	888,714	875,326	982,864	250,776	289,628
Operating Income	115,494	138,677	130,061	133,123	149,234	147,562	142,424	39,700	41,566
<i>Operating Margin</i>	<i>18.1%</i>	<i>16.4%</i>	<i>17.5%</i>	<i>16.9%</i>	<i>16.8%</i>	<i>16.9%</i>	<i>14.5%</i>	<i>15.8%</i>	<i>14.4%</i>
EBITDA	144,642	176,734	160,913	169,929	186,248	183,304	181,922	48,826	53,483
<i>EBITDA Margin</i>	<i>22.7%</i>	<i>20.9%</i>	<i>21.7%</i>	<i>21.6%</i>	<i>21.0%</i>	<i>20.9%</i>	<i>18.5%</i>	<i>19.5%</i>	<i>18.5%</i>
Capital Expenditures	56,024	67,074	49,763	49,483	95,462	92,147	126,931	23,227	20,838
<i>CAPEX/Depreciation (times)</i>	<i>1.9</i>	<i>1.8</i>	<i>1.6</i>	<i>1.3</i>	<i>2.6</i>	<i>2.6</i>	<i>3.2</i>	<i>2.5</i>	<i>1.7</i>
Revenues per unit case (CLP)	1,443	1,864	1,620	1,714	1,817	1,822	1,961	1,925	2,014
EBITDA per unit case (CLP)	328	389	351	371	381	382	363	375	372

Includes Vital Aguas and Vital Jugos

Includes only Vital Jugos

Does not include Vital Jugos

Consolidated Balance Sheet

(at March 31, 2012)

(Million USD)

Cash & Cash Equivalents	101	Current Financial Liabilities	23
Current Assets	349	Other Current Liabilities	312
Non current Assets + Others	924	Non-Current Financial Liabilities	155
Goodwill	113	Other Non-Current Liabilities	103
		Total Equity	894
Total Assets	1,487	Total Liabilities & Equity	1,487

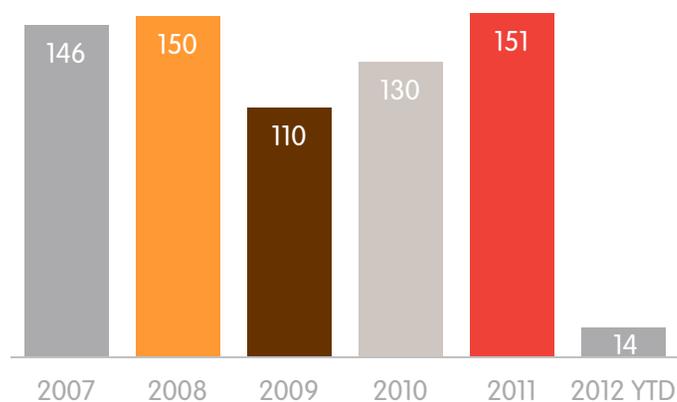
Net Cash Position: -82.6 million USD

Dividends and Market Cap

(as of March 31, 2012)

Dividend Distribution

(million USD)



Market Cap

(billion USD)



Total dividends paid out since 2000 = US\$1.4 billion

<u>Dividend Yield</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
Series A	7.3%	7.2%	6.6%	6.0%	4.6%
Series B	7.4%	7.3%	6.0%	5.4%	4.1%

Merger Andina – Polar

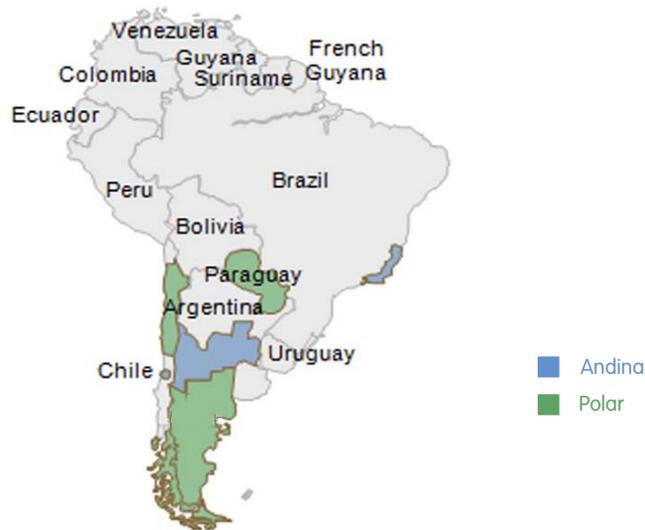


The consolidation of a South American bottling powerhouse

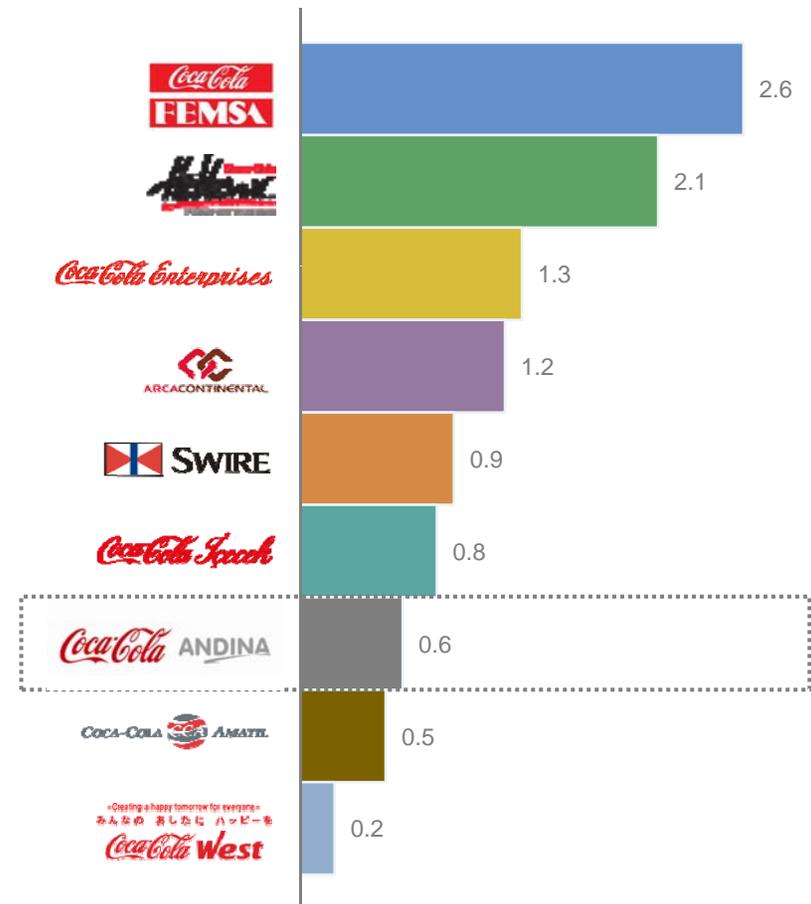


- ✓ Second largest Coke bottler in South America and third largest Coke bottler in Latin America in terms of volume
 - 646 MUCs sold in last 12 months to December 2011
 - Population served: 48 million
- ✓ Attractive geographic footprint
 - Franchises include main cities in Latin American such as Santiago, Rio de Janeiro, Córdoba and Asunción, among others
 - High market shares in all of the company's territories
 - Significant presence in high growth countries

Geographic footprint



Largest Coca-Cola bottlers by volume (Bn UCs)

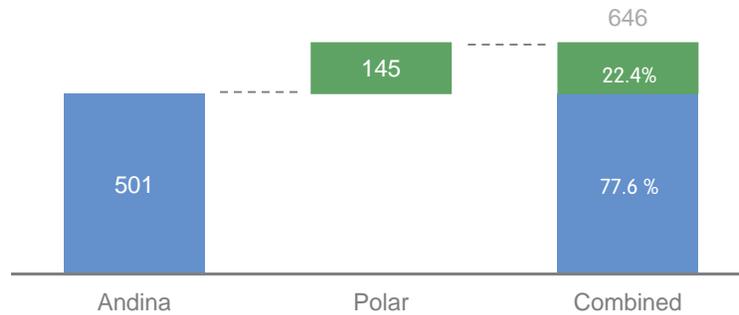


Source: company filings
 Note: revenues and volume based on LTM 3Q11 figures, except Swire (2010) and Icecek (2011). Coca-Cola Enterprises volume based on 2010 figures

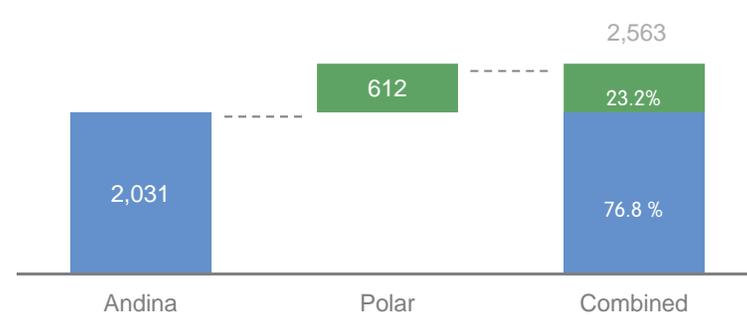
Increased scale across the board



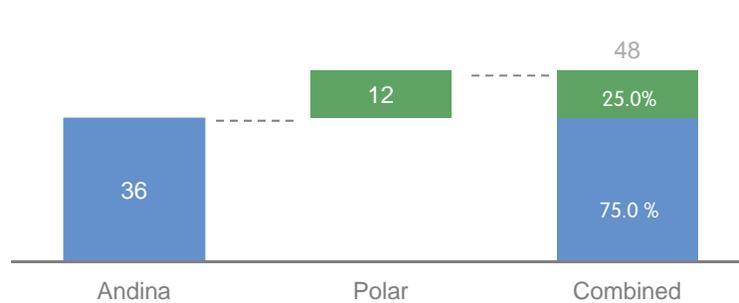
Volume (MUCs)



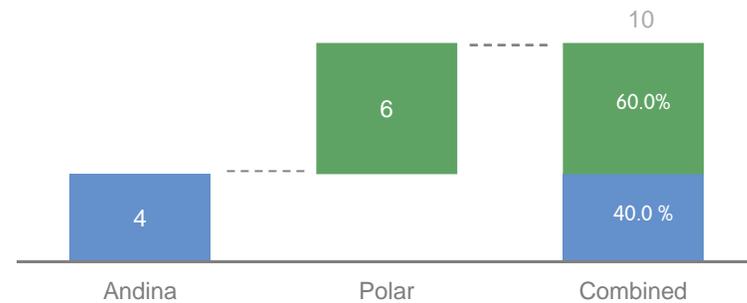
Revenues (MUS\$)



Population served (million)



Production plants¹

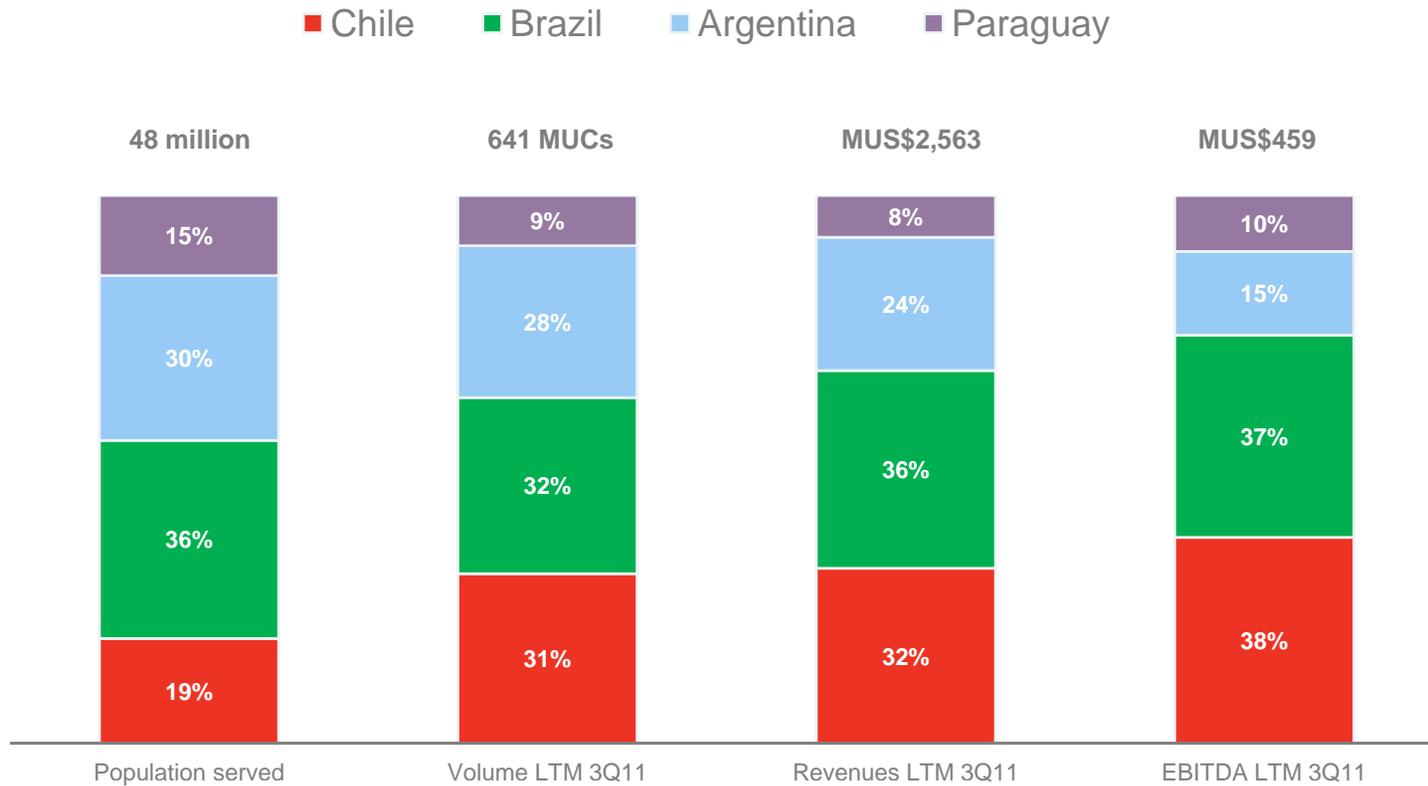


¹ Andina owns 2 plants in Brazil, and 1 plant in Argentina and Chile each; Polar owns 3 plants in Chile, 2 in Argentina and 1 in Paraguay. In addition to this, Andina and Polar are parties in a JV in Chile for the production of juices, water and cans and Andina is a part of JV in Brazil for the production of juices

Diversified business profile



Key figures



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