For immediate distribution

Contacts in Santiago, Chile
Embotelladora Andina
Andrés Wainer, Cheif Financial Officer
Paula Vicuña, Head of Finance and Investor Relations
(56-2) 338-0520 / paula.vicuna@koandina.com

Contacts in the U.S.A.
i-advize Corporate Communications, Inc.
Peter Majeski/ Rafael Borja
(212) 406-3690 / andina@i-advize.com

Embotelladora Andina announces Consolidated Results for the First Quarter ended March 31, 2012

All figures included in this analysis, are expressed under IFRS and in nominal Chilean pesos and therefore all variations regarding 2011 are in nominal terms. For a better understanding of the analysis by country, we include a chart based on nominal local currency for the first quarter.

- Consolidated Sales Volume for the quarter amounted to 143.8 million unit cases, a 10.4% increase.
- Operating Income for the quarter reached Ch$41,566 million, an increase of 4.7% compared to the previous year. Operating Margin was 14.4%.
- First quarter EBITDA was Ch$53,483 million, an increase of 9.5%. EBITDA Margin was 18.5%.
- Net Income for the quarter reached Ch$24,710 million, a decrease of 11.7%.

(Santiago-Chile, May 29th 2012) - **Embotelladora Andina** announced today its consolidated financial results for the First Quarter ended March 31, 2012.

Comments from the Chief Executive Officer, Mr. Miguel Ángel Peirano

"First quarter results reaffirm the improvement we began to report since the second half of 2011. We grew 10.4% in terms of consolidated volumes during the quarter, with double digit growth rates in Argentina as well as in Chile and a 6.5% growth rate in Brazil, driven by increases in market share of our operations, better weather conditions compared to the previous year, and improved macroeconomic scenarios in the three franchises where we operate. In this respect, the investments we have made in installed capacity allowed us to start on the right foot to deal with this growth in demand. On the other hand, the company's EBITDA grew 9.5% compared to the same quarter of the previous year, thus consolidating the positive trend we have seen during the past quarters. Looking ahead, the main challenges for this year are to attain a successful merger with Embotelladoras Coca-Cola Polar and achieve the expected productivity improvements from our new bottling facility in Chile."

CONSOLIDATED SUMMARY

1st Quarter 2012 vs. 1st Quarter 2011

On average during the quarter and with respect to the U.S. dollar, the Chilean peso, the Brazilian real and the Argentine peso depreciated 1.5%, 6.1%, and 8.2% respectively. With respect to the Chilean peso, the Brazilian real and the Argentine peso depreciated 4.3% and 6.2% respectively, resulting in a negative accounting effect over results upon translation of figures from both countries.

Consolidated volume during the quarter was 143.8 million unit cases, representing a 10.4% growth with respect to the same period during 2011, driven by our operations in Argentina and Chile. Soft drinks grew 9.4% and the other categories of Juices and Waters together grew 18.7%

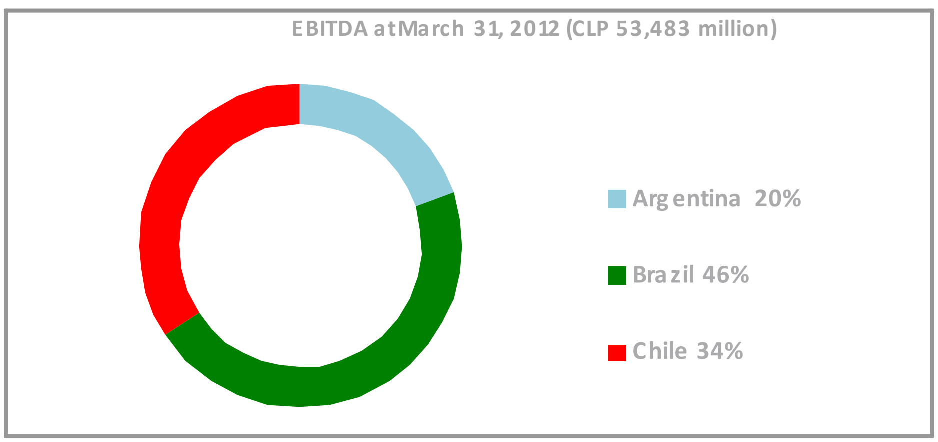
Net Sales reached Ch$289,628 million, an increase of 15.5%. Explained by the growth in volumes previously mentioned and price increases in the countries where we operate.

Cost of Sales increased 16.7% mainly due to: (i) higher cost of concentrate resulting from greater sales mainly in Argentina and Chile; (ii) greater sales of distributed products (juices and waters) specially in Brazil and Argentina, which carry a higher cost per unit case than products produced internally; (iii) higher labor costs, mainly in Argentina and Chile; (iv) higher cost of sugar in Argentina; and (v) depreciation of local currencies with respect to the U.S. dollar, having a negative impact over U.S. dollar denominated raw materials.

Marketing, Distribution and Administration (MD&A) expenses were higher by 18.2%, due to (i) higher distribution costs, affected also by increased volumes and labor costs; (ii) increased labor costs in the three countries in which we operate; and (iii) local inflations in the three countries, especially Argentina, impacting most of these expenses.

Increased consolidated volumes and local prices in addition to the impacts over costs and expenses, resulted in a Consolidated Operating Income of Ch$41,566 million, a 4.7% increase. Operating Margin was 14.4%, a decrease of 148 basis points.

Finally, Consolidated EBITDA amounted to Ch$53,483 million, an increase of 9.5%. EBITDA Margin was 18.5%, a decrease of 100 basis points.



COUNTRY SUMMARY: ARGENTINA

1st Quarter 2012 vs. 1st Quarter 2011

The figures in the following analysis are expressed in accordance with IFRS and in nominal Chilean pesos, and all variations regarding the same period of 2011 are nominal. During the quarter, the Argentine peso devalued 8.2% on average with respect to the U.S. dollar, which has a direct negative impact over our U.S. dollar denominated costs. With respect to the Chilean peso, it devalued 6.2%, resulting in a negative accounting impact upon translation of figures for consolidation. For a better understanding of the operation in Argentina, we include a chart based on nominal local currency.

Sales Volume for the quarter increased 14.3% reaching 41.6 million unit cases. Soft drinks volumes increased 13.2% and Juices and Waters increased 29.9%. Higher Soft drinks volume is mainly explained by greater consumption levels, observed since the second half of 2010, as well as an increase of our market share that reached 57.1% this quarter, an increase of 50 basis points.

Net Sales reached Ch$76,296 million; an increase of 36.5% explained by higher volumes and price increases slightly above local inflation, partially offset by the effect of the depreciation of the Argentine peso with respect to the Chilean peso.

Cost of Sales increased 35.9%, mainly explained by (i) an increase in sales which has a direct incidence over the cost of concentrate; (ii) increased cost of sugar; (iii) increased labor costs, mainly explained by higher salaries and an increase number of personnel; and (iv) shift in the product mix towards distributed products which carry a higher cost.

MD&A expenses increased 41.9% mainly due to (i) the effect of local inflation over expenses such as labor costs and freight fees; (ii) higher advertising expenses; and (iii) higher expenses resulting from third party services.

The increase in volumes and prices, along with the effects upon costs and expenses already explained, resulted in a 26.4% increase of Operating Income, which amounted to Ch$8,466 million. Operating Margin was 11.1%.

EBITDA reached Ch$10,909 million, an increase of 29.5%. EBITDA Margin was 14.3%.

COUNTRY SUMMARY: BRAZIL

1st Quarter 2012 vs. 1st Quarter 2011

The figures in the following analysis are expressed in accordance with IFRS and in nominal Chilean pesos, and all variations regarding the same period of 2011 are nominal. The Brazilian real devalued 6.1% on average during the quarter with respect to the U.S. dollar, which has a direct negative impact over our U.S. dollar denominated costs. With respect to the Chilean peso, it depreciated 4.3% having a negative accounting effect upon translation of figures for consolidation. For a better understanding of the operation in Brazil, we include a chart based on nominal local currency.

Sales Volume for the quarter amounted to 57.2 million unit cases, representing a 6.5% increase. Soft drinks increased 5.7% and Juices and Waters together increased 14.3%. The growth in both segments was impacted by the 14% increase in the minimum wage, by better weather conditions as well as by increased sales in the supermarket channel. Our volume market share for soft drinks was 59.0% during the quarter, 130 basis points above the same period of last year.

Net Sales reached Ch$124,222 million, representing an increase of 4.9%, mainly explained by the combination of greater volumes and price increases slightly below local inflation, partially offset by the effect of the depreciation of the Brazilian real with respect to the Chilean peso.

Cost of Sales increased 7.0%, mainly explained by (i) changes in the sales mix towards distributed products; (ii) increased costs of PET bottles; and (iii) the negative effect of the depreciation of the Brazilian real with respect to the U.S. dollar having an impact over costs of U.S. dollar denominated raw materials. These effects were partially offset by the effect of the depreciation of the Brazilian real with respect to the Chilean peso.

MD&A expenses increased 5.5% mainly explained by (i) greater labor costs results from higher sales commissions and salary negotiations; (ii) higher distribution fees resulting from increased sales volume and higher freight fees; and (iii) higher deprecation charges as a result of the investments carried out the previous year.

The above-mentioned effects resulted in an Operating Income of Ch$20,837 million, a decrease of 2.4%. Operating Margin was 16.8% (a decrease of 125 basis points).

EBITDA amounted to Ch$25,830 million, an increase of 1.2% with respect to the previous year. EBITDA Margin was 20.4% (a decrease of 78 basis points).

COUNTRY SUMMARY: CHILE

1st Quarter 2012 vs. 1st Quarter 2011

The figures included in the following analysis are expressed under IFRS and in nominal Chilean pesos, and all variations regarding 2011 are nominal. The Chilean peso devalued 1.5% with respect to the U.S. dollar on average during the quarter, thus having a slight negative effect over our U.S. dollar denominated costs.

During the quarter, Sales Volume amounted to 44.9 million unit cases, an increase of 12.0%.

Soft drinks volume increased 10.9%, and the other categories of Juices and Waters together increased 18.0%. Our volume market share for soft drinks was 70.9% during the quarter, 210 basis points higher than the previous year, mainly explained by an increased market share of the Coca-Cola brand in the traditional channel.

Net Sales amounted to Ch$89,111 million, reflecting a growth of 16.5%, explained by greater volumes and price increases slightly above local inflation.

Cost of Sales increased 17.6%, mainly due to (i) increased sales volume and increased average prices, having a direct incidence over the cost of concentrate paid; (ii) higher deprecation charges, which occurs because the new bottling lines of the Renca plant have began depreciating; and (iii) higher labor costs, in part due to having two production plants running simultaneously. These increases were offset by (i) a decrease in the cost of products purchased from third parties since we have started producing soft drinks in the 591 cc PET format and the 250 cc PET format drinks at the Renca plant; and (ii) lower cost of sugar resulting from the decrease in the international markets.

MD&A expenses increased 16.6%, mainly explained by (i) increased distribution freights, explained by higher sales volume and increased distribution fees; and (ii) increased labor costs, in part due to increased sales volume as well as salary adjustments.

Increased prices, volumes and the previously explained effects upon Costs and Expenses resulted in an Operating Income of Ch$13,987 million, an increase of 12.1% with respect to the previous year. Operating Margin was 15.7%. (a decrease of 61 basis points compared to the same quarter of the previous year).

EBITDA amounted to Ch$18,918 million, an increase of 17.2%. EBITDA Margin was 21.2%, an improvement of 10 basis points compared to the same quarter of the previous year.

OTHERS

During the quarter, the account Results from Investments in Related Companies went from earnings in the amount of Ch$213 million to earnings amounting to Ch$1,335 million, mainly due to earnings in the Brazilian equity investee SABB, that produces Sucos Mais and Jugos del Valle and to lower losses from the Brazilian equity investee Matte Leão compared to the previous year. On the other hand, the account Other Income and Expenses went from a loss of Ch$338 million to a loss of Ch$3,754 million mainly due to expenses related to the merger with Embotelladoras Coca-Cola Polar, higher tax charges over bank debits in Argentina, earnings recorded due to the sale of Vital Jugos recorded during 2011 and the mark-to-market of certain derivatives. Lastly, the account Results by adjustment units and exchange rate differences went from earnings in the amount of Ch$98 million to a loss of Ch$1,767 million mainly due to a decrease in accounts receivable of the parent company from the subsidiaries in Argentina and Brazil as a result of the appreciation of the reporting functional currency (Chilean peso) regarding the functional currencies of the foreign subsidiaries (Argentine peso and Brazilian real). Finally, Net Income for the First Quarter of 2012 amounted to Ch$24,710 million, a drawback of 11.7% compared with the figure reported for the First Quarter of 2011. Net Margin was 8.5%.

ANALYSIS OF THE BALANCE SHEET

At March 31, 2012 the Company's Net Cash Position was -US$82.6 million. Accumulated excess cash is invested in short-term time deposits with top of the line banks and money markets.

The Company holds 37.6% of its financial assets in Brazilian reais, 21.6% in Chilean pesos, 16.1% in U.S. dollars, 12.9% in Argentine pesos, and 11.8% in UFs. Total financial assets amounted to US$100.9 million.

Financial debt level as of March 31, 2012, amounted to US$183.5 million, 86.7% of which is UF-denominated, 10.3% in Argentine pesos, 2.4% in Chilean pesos, and 0.6% is in Brazilian reais.

CONFERENCE CALL

We will be hosting a conference call with analysts and investors to discuss our 2012 First Quarter results on Wednesday, **May 30, 2012** at **11:00 am New York Time (11:00 am Santiago Time)**.

To access the call, please dial **(800) 311-9401** from within the U.S., (**334) 323-7224** from elsewhere outside the U.S. and Chile Toll Free: **1-230-020-3417** - Conference ID Number: **87604**. A replay of this call will be available until Midnight ET on June 6, 2012. To obtain the replay, please call: **877-919-4059** from within the U.S., **334-323-7226** outside the U.S. ID Number: **97892123**. The audio file will be permanently available on the Company's website: www.embotelladoraandina.com beginning Wednesday, May 30, 2012.

Embotelladora Andina is among the ten largest Coca-Cola bottlers in the world, servicing franchised territories with 36 million people, delivering over 7.8 million liters of soft drinks, juices, and bottled waters on a daily basis. It is a stock corporation controlled in equal parts by the Garcés Silva, Hurtado Berger, Said Handal and Said Somavía families. In Chile, Andina has the franchise to produce and commercialize Coca-Cola products through Embotelladora Andina; in Brazil through Rio de Janeiro Refrescos; and in Argentina through Embotelladora del Atlántico. The Company's value creation proposal is to be the market leader for non-alcoholic beverages, developing an excellent relationship with the consumers of its products as well as with its employees, clients, suppliers and with Coca-Cola, its strategic partner. For more information, visit the Company's website.

This release may contain forward-looking statements reflecting Embotelladora Andina's good faith expectations 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. Among the factors that can cause performance to differ materially are: political and economic conditions on consumer spending, pricing pressure resulting from competitive discounting by other bottlers, climatic conditions in the Southern Cone, and other risk factors applicable from time to time and listed in Andina's periodic reports filed with relevant regulatory institutions, also available on our website under "The Company-Risk Factors."

Embotelladora Andina S.A.
First Quarter Results for the period ended March 31, IFRS GAAP
(In nominal million Chilean Pesos, except per share)

	January - March 2012				*January - March 2011*				
	Chilean Operations	*Brazilian Operations*	*Argentine Operations*	*Total (1)*	*Chilean Operations*	*Brazilian Operations*	*Argentine Operations*	*Total (1)*	*% Ch.*
VOLUME TOTAL BEVERAGES (Million UC)	**44.9**	**57.2**	**41.6**	**143.8**	**40.1**	**53.7**	**36.4**	**130.3**	**10.4%**
Soft Drinks	38.0	50.6	38.7	**127.3**	34.2	47.9	34.2	**116.3**	9.4%
Mineral Water	3.8	1.5	2.1	**7.4**	3.1	1.3	1.6	**6.0**	22.6%
Juices	3.2	4.0	0.9	**8.0**	2.8	3.5	0.7	**7.0**	15.3%
Beer	NA	1.1	NA	**1.1**	NA	1.0	NA	**1.0**	10.7%
NET SALES	**89,111**	**124,222**	**76,296**	**289,628**	**76,508**	**118,390**	**55,877**	**250,776**	**15.5%**
COST OF SALES	(52,403)	(73,123)	(44,282)	(169,808)	(44,552)	(68,360)	(32,582)	(145,495)	16.7%
GROSS PROFIT	**36,707**	**51,099**	**32,014**	**119,820**	**31,956**	**50,030**	**23,295**	**105,281**	**13.8%**
Gross Margin	41.2%	41.1%	42.0%	41.4%	41.8%	42.3%	41.7%	42.0%	
MARKETING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES	(22,721)	(30,262)	(23,548)	(76,530)	(19,481)	(28,687)	(16,599)	(64,767)	18.2%
CORPORATE EXPENSES (2)				(1,724)				(814)	111.7%
OPERATING INCOME	**13,987**	**20,837**	**8,466**	**41,566**	**12,475**	**21,343**	**6,696**	**39,700**	**4.7%**
Operating Margin	15.7%	16.8%	11.1%	14.4%	16.3%	18.0%	12.0%	15.8%	
EBITDA (3)	**18,918**	**25,380**	**10,909**	**53,483**	**16,141**	**25,073**	**8,426**	**48,826**	**9.5%**
Ebitda Margin	21.2%	20.4%	14.3%	18.5%	21.1%	21.2%	15.1%	19.5%	
FINANCIAL EXPENSE/INCOME (Net)				(1,110)				(1,136)	-2.3%
RESULTS FROM AFFILIATED				1,335				213	528.0%
OTHER INCOME/(EXPENSE)				(3,754)				(338)	1011.1%
RESULTS BY READJUSTEMENT UNITS AND EXCHANGE RATE DIFFERENCE				(1,767)				98	-1910.0%
INCOME BEFORE INCOME TAXES; AND MINORITY INTEREST				**36,271**				**38,537**	**-5.9%**
INCOME TAXES				(11,562)				(10,538)	9.7%
MINORITY INTEREST				1				1	13.7%
NET INCOME				**24,710**				**27,999**	**-11.7%**
Net Margin				8.5%				11.2%	

WEIGHTED AVERAGE SHARES OUTSTANDING	760.3	760.3	
EARNINGS PER SHARE	**32.5**	**36.8**	
EARNINGS PER ADS	**195.0**	**221.0**	**-11.7%**

(1) Total may be different from the addition of the three countries because of intercountry eliminations
(2) Corporate expenses partially reclassified to the operations.
(3) EBITDA: Operating Income + Depreciation

Embotelladora Andina S.A.
First Quarter Results for the period ended March 31, IFRS GAAP
(In nominal million US$, except per share)

	Exch. Rate : 488.92				Exch. Rate : 481.76				
	January - March 2012				*January - March 2011*				
	Chilean Operations	*Brazilian Operations*	*Argentine Operations*	*Total (1)*	*Chilean Operations*	*Brazilian Operations*	*Argentine Operations*	*Total (1)*	*% Ch.*
VOLUME TOTAL BEVERAGES (Million UC)	**44.9**	**57.2**	**41.6**	**143.8**	**40.1**	**53.7**	**36.4**	**130.3**	**10.4%**
Soft Drinks	38.0	50.6	38.7	**127.3**	34.2	47.9	34.2	**116.3**	9.4%
Mineral Water	3.8	1.5	2.1	**7.4**	3.1	1.3	1.6	**6.0**	22.6%
Juices	3.2	4.0	0.9	**8.0**	2.8	3.5	0.7	**7.0**	15.3%
Beer	NA	1.1	NA	**1.1**	NA	1.0	NA	**1.0**	10.7%
NET SALES	**182.3**	**254.1**	**156.0**	**592.4**	**158.8**	**245.7**	**116.0**	**520.5**	**13.8%**
COST OF SALES	(107.2)	(149.6)	(90.6)	(347.3)	(92.5)	(141.9)	(67.6)	(302.0)	15.0%
GROSS PROFIT	**75.1**	**104.5**	**65.5**	**245.1**	**66.3**	**103.8**	**48.4**	**218.5**	**12.1%**
Gross Margin	41.2%	41.1%	42.0%	41.4%	41.8%	42.3%	41.7%	42.0%	
MARKETING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES	(46.5)	(61.9)	(48.2)	(156.5)	(40.4)	(59.5)	(34.5)	(134.4)	16.4%
CORPORATE EXPENSES (2)				(3.5)				(1.7)	108.6%
OPERATING INCOME	**28.6**	**42.6**	**17.3**	**85.0**	**25.9**	**44.3**	**13.9**	**82.4**	**3.2%**
Operating Margin	15.7%	16.8%	11.1%	14.4%	16.3%	18.0%	12.0%	15.8%	
EBITDA (3)	**38.7**	**51.9**	**22.3**	**109.4**	**33.5**	**52.0**	**17.5**	**101.3**	**7.9%**
Ebitda Margin	21.2%	20.4%	14.3%	18.5%	21.1%	21.2%	15.1%	19.5%	
FINANCIAL EXPENSE/INCOME (Net)				(2.3)				(2.4)	-3.7%
RESULTS FROM AFFILIATED				2.7				0.4	518.8%
OTHER INCOME/(EXPENSE)				(7.7)				(0.7)	994.8%
RESULTS BY READJUSTEMENT UNITS AND EXCHANGE RATE DIFFERENCE				(3.6)				0.2	-1883.5%
INCOME BEFORE INCOME TAXES; AND MINORITY INTEREST				**74.2**				**80.0**	**-7.3%**
INCOME TAXES				(23.6)				(21.9)	8.1%
MINORITY INTEREST				0.0				0.0	12.0%
NET INCOME				**50.5**				**58.1**	**-13.0%**
Net Margin				8.5%				11.2%	

WEIGHTED AVERAGE SHARES OUTSTANDING	760.3	760.3	
EARNINGS PER SHARE	**0.1**	**0.1**	
EARNINGS PER ADS	**0.4**	**0.5**	**-13.0%**

(1) Total may be different from the addition of the three countries because of intercountry eliminations
(2) Corporate expenses partially reclassified to the operations.
(3) EBITDA: Operating Income + Depreciation

Embotelladora Andina S.A.

Consolidated Balance Sheet

(In million of constant 03/31/12 Chilean Pesos)

ASSETS	31-03-2012	31-12-2011	3/31/2011 (*)	%Ch
Cash + Time deposits + market. Securit.	49,200	46,959	98,162	-49.9%
Account receivables (net)	95,113	113,862	77,961	22.0%
Inventories	55,575	57,489	53,418	4.0%
Other current assets	19,515	17,222	16,796	16.2%
Total Current Assets	**219,403**	**235,532**	**246,337**	**-10.9%**
Property, plant and equipment	730,647	737,702	677,648	7.8%
Depreciation	(380,189)	(387,638)	(383,768)	-0.9%
Total Property, Plant, and Equipment	**350,458**	**350,064**	**293,880**	**19.3%**
Investment in related companies	61,064	60,291	62,256	-1.9%
Goodwill	54,964	57,552	59,827	-8.1%
Other long term assets	38,911	38,520	31,247	24.5%
Total Other Assets	**154,939**	**156,363**	**153,330**	1.0%
TOTAL ASSETS	**724,800**	**741,959**	**693,547**	**4.5%**

LIABILITIES & SHAREHOLDERS' EQUITY	31-03-2012	31-12-2011	3/31/2011 (*)	%Ch
Short term bank liabilities	7,049	8,690	8,383	-15.9%
Current portion of bonds payable	4,350	3,427	4,350	0.0%
Trade accounts payable and notes payable	119,099	139,300	98,823	20.5%
Other liabilities	32,768	45,227	36,908	-11.2%
Total Current Liabilities	**163,266**	**196,644**	**148,464**	**10.0%**
Long term bank liabilities	4,359	5,082	550	693.1%
Bonds payable	71,179	69,559	70,315	1.2%
Other long term liabilities	49,990	48,695	50,387	-0.8%
Total Long Term Liabilities	**125,528**	**123,336**	**121,252**	**3.5%**
Minority interest	**8**	**9**	**9**	**-12.4%**
Stockholders' Equity	**435,998**	**421,970**	**423,822**	**2.9%**
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	**724,800**	**741,959**	**693,547**	**4.5%**

Financial Highlights

(In million of constant 03/31/12 Chilean Pesos)

	Year to Date		
ADDITIONS TO FIXED ASSETS	**31-03-2012**	**31-12-2011**	**3/31/2011 (*)**
Chile	9,018	72,668	17,256
Brazil	7,392	28,951	3,096
Argentina	4,429	25,311	2,875
	20,838	**126,930**	**23,227**

DEBT RATIOS	31-03-2012	31-12-2011	3/31/2011 (*)
Financial Debt / Total Capitalization	0.17	0.17	0.16
Financial Debt / EBITDA L12M	0.46	0.48	0.46
EBITDA L12M / Interest Expense (net) L12M	26.37	25.58	24.23

L12M: Last twelve months

(*) To ease figure comparison we include March 31, 2011 only on this chart, since mandatory SVS information does not require it.

Embotelladora Andina S.A.
First Quarter Results for the period ended March 31, 2012 IFRS GAAP
(In nominal local currency of each period)

	January - March 2012			January - March 2011		
	Chile Million Ch$	***Brazil Million R$***	***Argentina Million AR$***	***Chile Million Ch$***	***Brazil Million R$***	***Argentina Million AR$***
TOTAL BEVERAGES VOLUME (Million UC)	**44.9**	**57.2**	**41.6**	**40.1**	**53.7**	**36.4**
Soft Drinks	38.0	50.6	38.7	34.2	47.9	34.2
Mineral Water	3.8	1.5	2.1	3.1	1.3	1.6
Juices	3.2	4.0	0.9	2.8	3.5	0.7
Beer	NA	1.1	NA	NA	1.0	NA
NET SALES	**89,111**	**449.4**	**677.1**	**76,508**	**410.1**	**465.2**
COST OF SALES	(52,403)	(264.6)	(393.0)	(44,552)	(236.8)	(271.3)
GROSS PROFIT	**36,707**	**184.8**	**284.1**	**31,956**	**173.3**	**193.9**
Gross Margin	41.2%	41.1%	42.0%	41.8%	42.3%	41.7%
SELLING AND ADMINISTRATIVE EXPENSES	(22,721)	(109.4)	(209.0)	(19,481)	(99.3)	(138.2)
OPERATING INCOME	**13,987**	**75.5**	**75.1**	**12,475**	**74.0**	**55.7**
Operating Margin	15.7%	16.8%	11.1%	16.3%	18.0%	12.0%
EBITDA[1]	**18,918**	**91.9**	**96.8**	**16,141**	**86.9**	**70.1**
Ebitda Margin	21.2%	20.5%	14.3%	21.1%	21.2%	15.1%

[1]EBITDA: Operating Income + Depreciation