2012 CORPORATE PRESENTATION





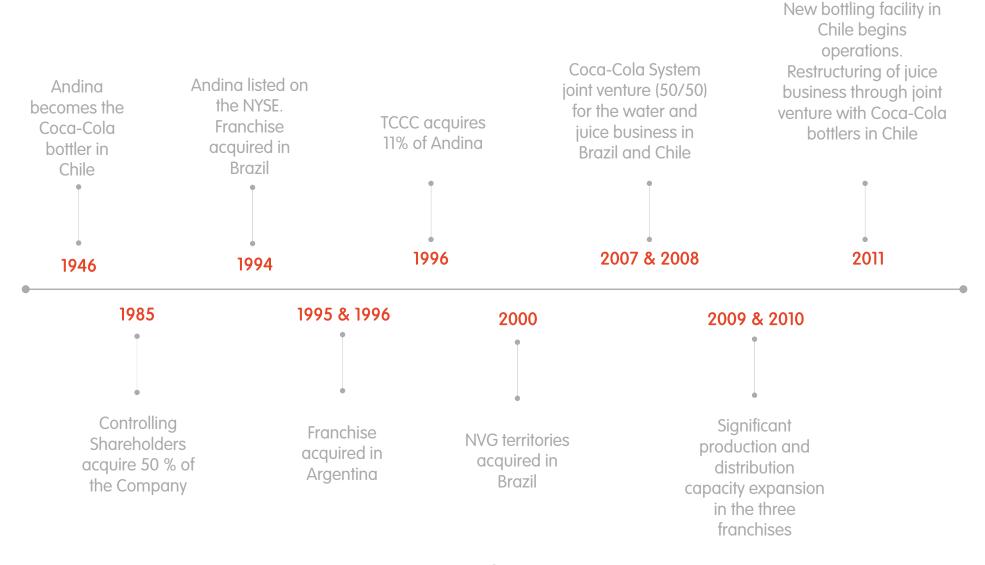
Forward-Looking Statements

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

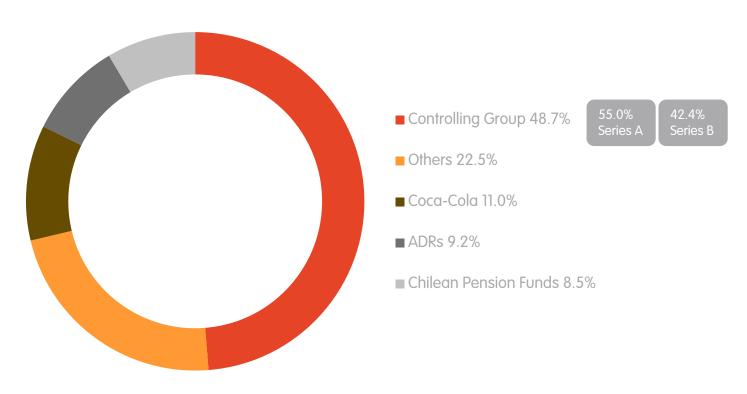
History





Ownership (December 31, 2011)





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

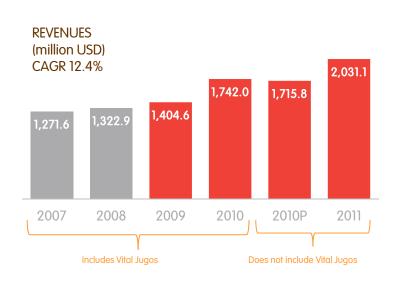
Series A elects 6 of 7 Board members.

Series B receives an additional 10% in dividends.

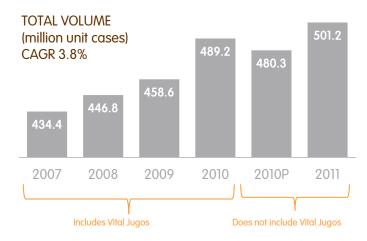
Consolidated Overview



(December 31, 2011)







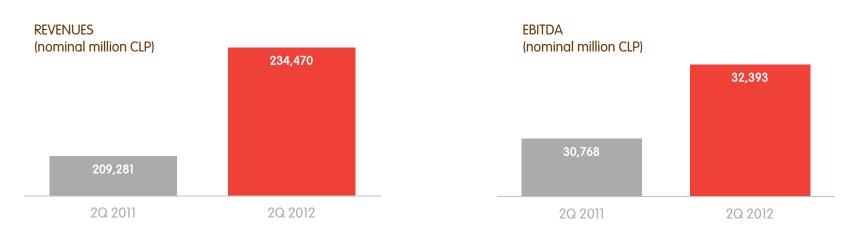
Chile GAAP

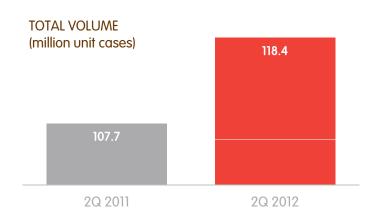
IFRS

Consolidated Overview



(2Q 2012)





Summary

(December 31, 2011)



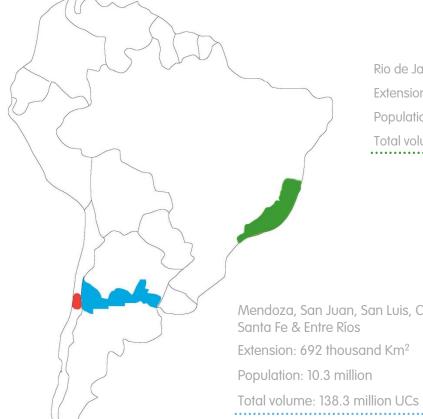
Metropolitan Region, San Antonio & Cachapoal

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

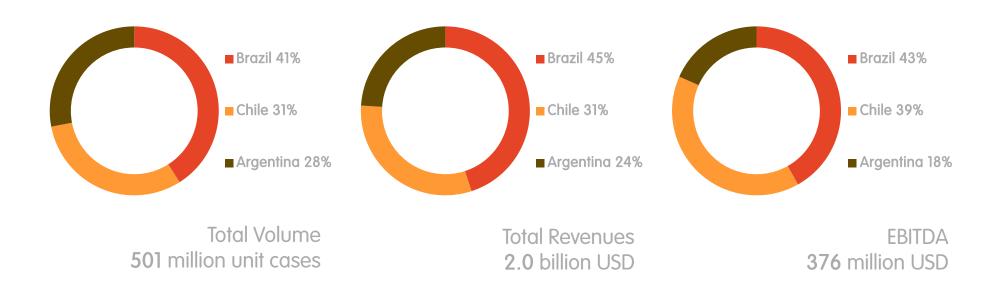
Mendoza, San Juan, San Luis, Córdoba,

Argentina

Regional Diversification



(December 31, 2011)





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

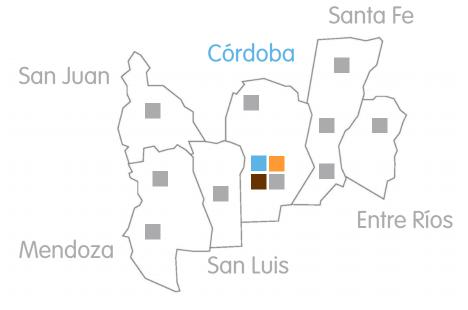


- We operate 1 production facility located in Montecristo, Córdoba with a total of 8
- Additionally, it operates 1 production facility for juices and other products with 1 line.

lines. Average utilization capacity for the year 2011 was 59.9%.

- 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.

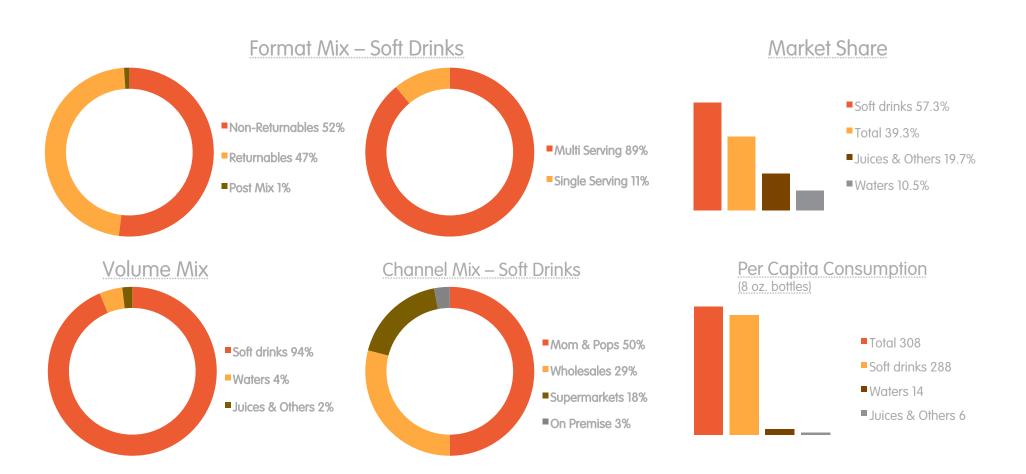
Company employees: 1,892 as of December 31, 2011. Company clients: 44 thousand as of December 31, 2011.



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

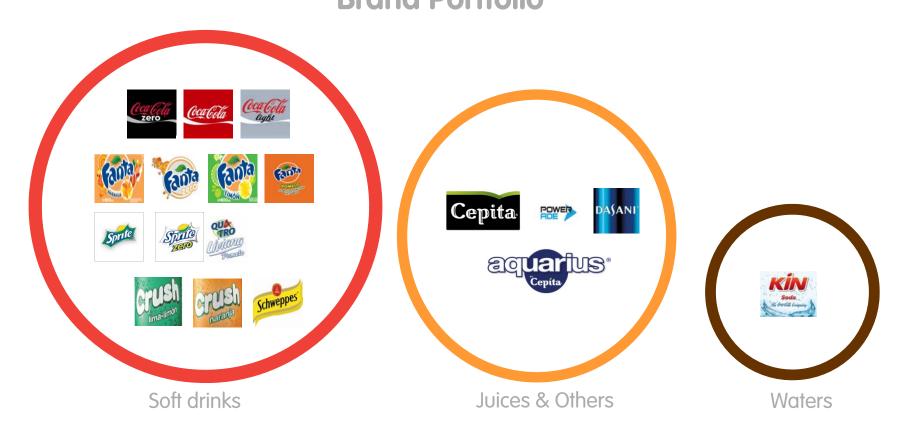


Argentina Market Structure





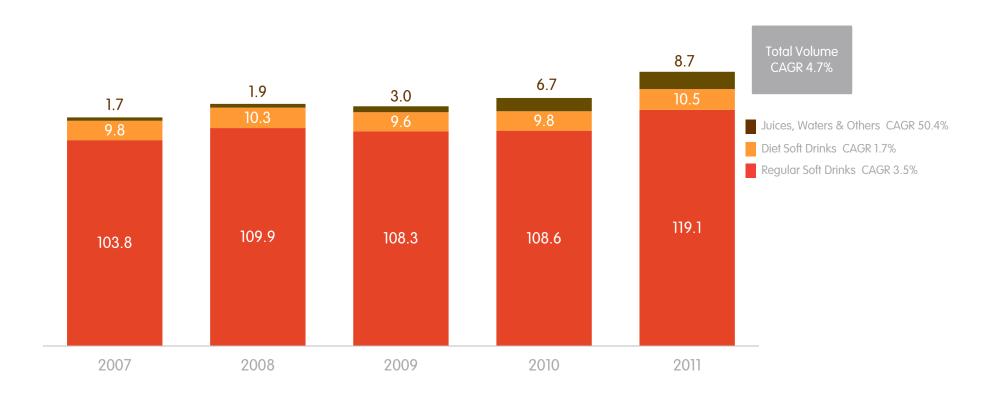
Argentina Brand Portfolio





Argentina Volume Growth (MUCs)

(December 31, 2011)





Argentina Financial Highlights (Nominal MUSD)

(June 30, 2012)

	Chi	ilean GA	AΡ			IFRS				
	2007	2008	2009	2009	2010	2011	1Q11	1Q12	2Q11	2Q12
Sales Volume (MUC)	115.3	122.0	120.9	120.9	125.2	138.3	36.4	41.6	29.2	31.6
Net Sales	252.1	321.7	315.7	311.8	363.2	479.9	116.0	156.0	97.3	122.2
Operating Income	26.2	34.8	42.3	41.5	46.0	53.6	13.9	17.3	5.8	5.7
Operating Margin	10.4%	10.8%	13.4%	13.3%	12.7%	11.2%	12.0%	11.1%	6.0%	4.7%
EBITDA	39.3	47.6	56.2	56.0	60.1	69.7	17.5	22.3	9.6	11.1
EBITDA Margin	15.6%	14.8%	17.8%	18.0%	16.5%	14.5%	15.1%	14.3%	9.8%	9.1%
Capital Expenditures	10.4	11.6	15.1	13.7	19.3	52.3	6.0	9.1	11.9	19.8
CAPEX/Depreciation (times)	0.8	0.9	7.7	0.9	1.4	3.2	1.7	1.8	3.1	3.7
FX (AR\$/US\$) period average	3.12	3.16	3.73	3.73	3.91	4.13	4.04	4.36	4.08	4.45
FX (AR\$/US\$) end of period	3.15	3.45	3.80	3.80	3.98	4.30	4.05	4.38	4.11	4.53
Revenues per unit case (US\$) EBITDA per unit case (US\$)	2.20 0.34	2.60 0.39	2.61 0.46	2.58 0.46	2.90 0.48	3.47 0.50	3.19 0.48	3.75 0.54	3.33 0.33	3.87 0.35



Brazil



In Brazil the Company has a License Agreeement with TheCoca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and nonsoft 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 Espírito Santo.. The Bottler Agreement with The Coca-Cola Company is for a 5 year period beginning beginning October 4, 2007.





Brazil



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.

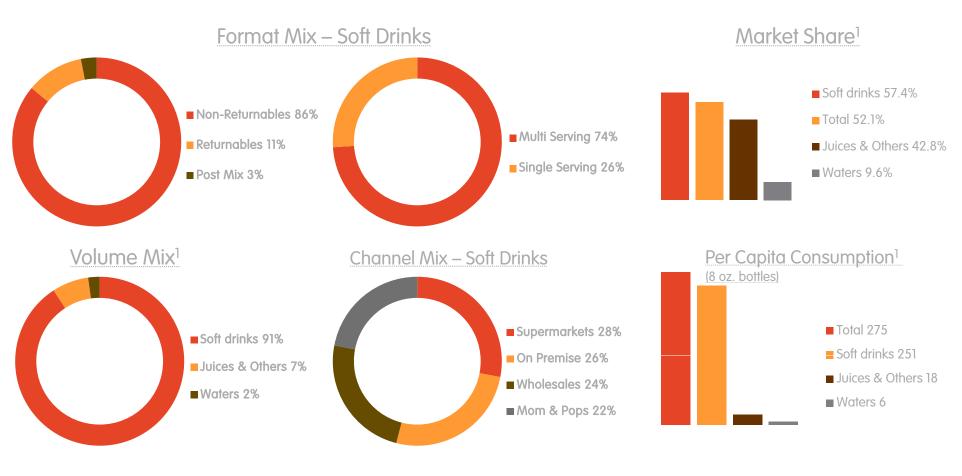
Company employees: 2,847 as of December 31, 2011. Company clients: 68 thousand as of December 31, 2011.





BrazilMarket Structure

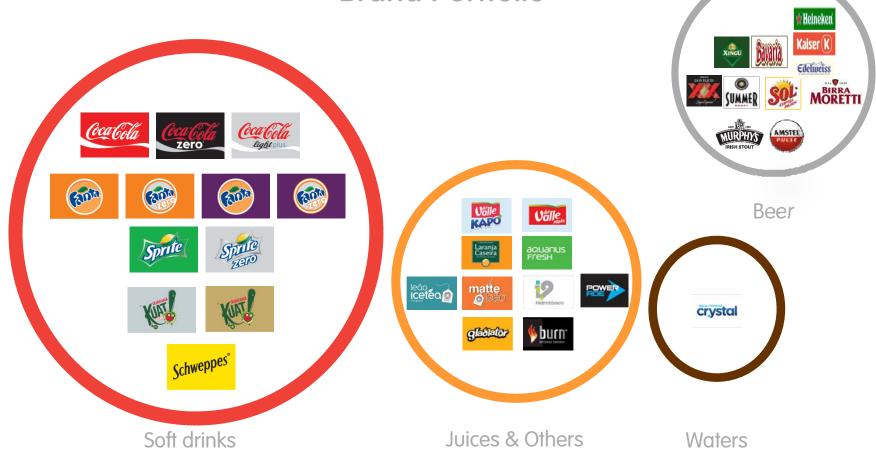
(Year 2011)





Brazil

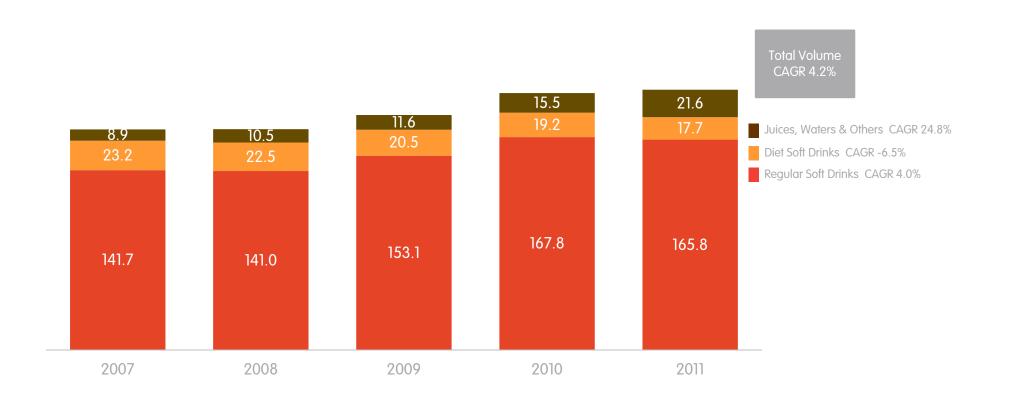
Brand Portfolio





Brazil Volume Growth (MUCs)

(December 31, 2011)





BrazilFinancial Highlights (MUSD)

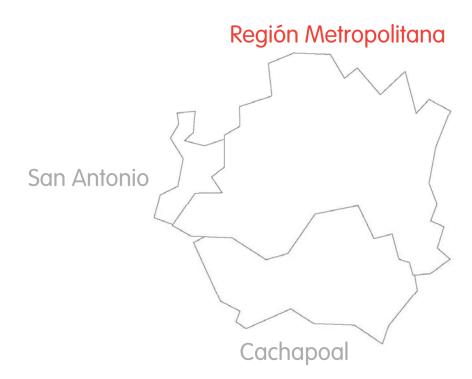
(June 30, 2012)

	Chi	ilean GA	ΔP				IFRS			
	2007	2008	2009	2009	2010	2011	1Q11	1Q12	2Q11	2Q12
Sales Volume (MUC)	174.7	174.0	185.3	185.3	202.5	205.1	53.7	57.2	44.9	50.6
Net Sales	543.4	582.5	615.1	606.9	799.3	921.0	245.7	254.1	210.6	201.8
Operating Income	96.6	96.5	112.4	107.2	141.6	132.4	44.3	42.6	22.5	19.0
Operating Margin	17.8%	16.6%	18.3%	17.7%	17.7%	14.4%	18.0%	16.8%	10.7%	9.4%
EBITDA	116.6	118.9	130.7	128.7	168.8	165.1	52.0	51.9	30.7	27.4
EBITDA Margin	21.5%	20.4%	21.3%	21.2%	21.1%	17.9%	21.2%	20.4%	14.6%	13.6%
Capital Expenditures	31.2	53.2	37.9	33.8	69.8	59.8	6.4	15.1	9.5	17.9
CAPEX/Depreciation (times)	7.6	2.4	2.7	1.6	2.6	1.8	0.8	1.6	1.2	2.1
FX (R\$/USD) period average	1.94	1.84	2.00	2.00	1.76	1.67	1.66	1.80	1.60	1.96
FX (R\$/USD) end of period	1.77	2.34	1.74	1.74	1.67	1.88	1.63	1.82	1.56	2.02
Revenues per unit case (US\$)	3.11	3.35	3.32	3.28	3.95	4.49	4.58	4.44	4.69	3.99
EBITDA per unit case (US\$)	0.67	0.68	0.71	0.69	0.83	0.80	0.97	0.91	0.68	0.54



Chile





In Chile the Company has a License Agreeement with TheCoca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and nonsoft 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.

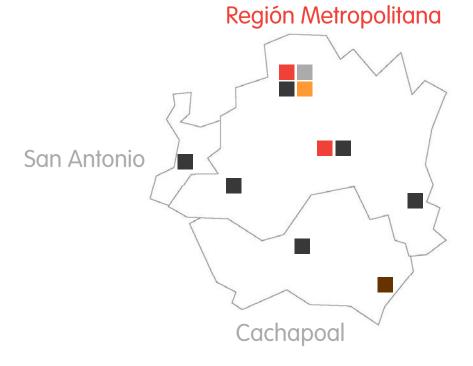


Chile

- 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.

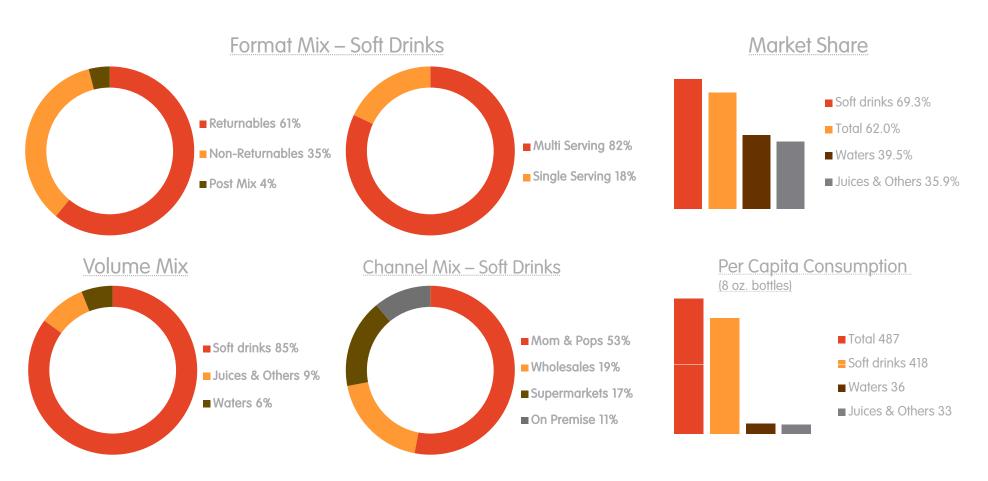


- Production of soft drinks
- Distribution center
- Production of juices
- Production of soft drinks (cans and PET special formats)
- Production of waters



ChileMarket Structure

(Year 2011)





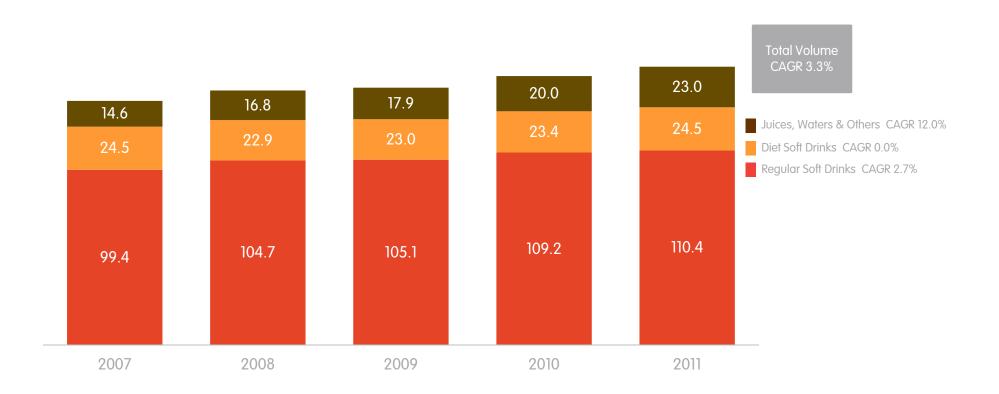
Chile Brand Portfolio





Chile Volume Growth

(December 31, 2011)





ChileFinancial Highlights

((June 30, 2012) Nominal MUSD)

	Chi	lean GA	AP			IFR	!S				
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12	2Q11	2Q12
Sales Volume (MUC)	144.4	150.8	152.4	152.4	161.5	152.6	157.8	40.1	44.9	33.5	36.2
Net Sales	482.6	424.4	537.1	488.1	579.5	553.3	630.2	158.8	182.3	138.0	148.3
Operating Income	114.7	91.0	109.6	96.3	112.6	109.3	116.1	25.9	28.6	18.7	18.3
Operating Margin	23.8%	21.4%	20.4%	19.7%	19.4%	19.8%	18.4%	16.3%	<i>15.7%</i>	13.6%	12.3%
EBITDA	139.8	115.1	138.1	126.1	143.9	138.1	148.9	33.5	38.7	26.7	28.9
EBITDA Margin	29.0%	27.1%	25.7%	25.8%	24.8%	25.0%	23.6%	21.1%	21.2%	19.3%	19.5%
Capital Expenditures	70.3	39.9	45.1	41.0	98.0	91.5	150.2	35.8	18.4	56.1	33.4
CAPEX/Depreciation (times)	2.8	1.7	1.6	7.4	3.7	3.2	4.6	4.7	1.8	7.0	3.2
FX (Ch\$/USD) period average	522.4	522.5	559.5	559.5	510.2	510.2	483.9	479.8	485.9	469.3	496.5
FX (Ch\$/USD) end of period	496.9	636.5	507.1	507.1	468.0	468.0	519.2	479.5	487.4	468.2	501.8
Revenues per unit case (US\$)	3.34	2.81	3.52	3.20	3.59	3.63	3.99	3.96	4.06	4.12	4.10
EBITDA per unit case (US\$)	0.97	0.76	0.91	0.83	0.89	0.90	0.94	0.84	0.86	0.80	0.80

Includes Vital Jugos

Does not include Vital Jugos



Consolidated

Financial Highlights

(June 30, 2012) (Nominal million USD)

	Ch	ilean GAAP				IFRS					
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12	2Q11	2Q12
Total Volume (MUCs)	441.3	454.6	458.6	458.6	489.2	480.3	501.2	130.3	143.8	107.7	118.4
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	446.0	472.3
Operating Income	232.4	217.9	256.5	237.9	292.5	289.2	294.3	82.4	85.0	45.7	41.0
Operating Margin	18.1%	16.4%	17.5%	16.9%	16.8%	16.9%	14.5%	15.8%	14.4%	10.2%	8.7%
EBITDA	291.1	277.7	317.3	303.7	365.1	359.3	375.9	101.3	109.4	65.6	65.2
EBITDA Margin	22.7%	20.9%	21.7%	21.6%	21.0%	20.9%	18.5%	19.5%	18.5%	14.7%	13.8%
Capital Expenditures	112.7	105.4	98.1	88.4	187.1	180.6	262.3	48.2	42.6	77.5	71.1
CAPEX/Depreciation (times)	1.9	1.8	1.6	1.3	2.6	2.6	3.2	2.5	1.7	3.9	2.9
FX (Ch\$/USD) period average	522.4	522.5	559.5	559.5	510.2	510.2	483.9	479.8	485.9	469.3	496.5
FX (Ch\$/USD) end of period	496.9	636.5	507.1	507.1	468.0	468.0	519.2	479.5	487.4	468.2	501.8
Revenues per unit case (US\$)	2.90	2.93	3.20	3.06	3.56	3.57	4.05	4.00	4.12	4.14	3.99
EBITDA per unit case (US\$)	0.66	0.61	0.69	0.66	0.75	0.75	0.75	0.78	0.76	0.61	0.55

Includes Vital Aguas and Vital Jugos

Includes only Vital Jugos

Does not include Vital Jugos



Consolidated Financial Highlights

(June 30, 2012) (Nominal million CLP)

	Ch	nilean GAAP		IFRS							
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12	2Q11	2Q12
Total Volume (MUCs)	441.3	454.6	458.6	458.6	489.2	480.3	501.2	130.3	143.8	107.7	118.4
Net Sales	636,689	847,301	743,116	785,845	888,714	875,326	982,864	250,776	289,628	209,281	234,470
Operating Income	115,494	138,677	130,061	133,123	149,234	147,562	142,424	39,700	41,566	21,424	20,331
Operating Margin	18.1%	16.4%	17.5%	16.9%	16.8%	16.9%	14.5%	15.8%	14.4%	10.2%	8.7%
EBITDA	144,642	176,734	160,913	169,929	186,248	183,304	181,922	48,826	53,483	30,768	32,393
EBITDA Margin	22.7%	20.9%	21.7%	21.6%	21.0%	20.9%	18.5%	19.5%	18.5%	14.7%	13.8%
Capital Expenditures	56,024	67,074	49,763	49,483	95,462	92,147	126,931	23,227	20,838	36,367	35,307
CAPEX/Depreciation (times)	1.9	1.8	1.6	1.3	2.6	2.6	3.2	2.5	1.7	3.9	2.9
Revenues per unit case (CLP)	1,443	1,864	1,620	1,714	1,817	1,822	1,961	1,925	2,014	1,943	1,980
EBITDA per unit case (CLP)	328	389	351	371	381	382	363	375	372	286	274

Includes Vital Aguas and Vital Jugos

Includes only Vital Jugos Does not include Vital Jugos



Consolidated Balance Sheet

(at June 30, 2012)

(Million USD)							
Cash & Cash Equivalents	90	Current Financial Liabilities	40				
Current Assets	311	Other Current Liabilities	258				
Non current Assets + Others	914	Non-Current Financial Liabilities	202				
Goodwill	104	Other Non-Current Liabilities	92				
		Total Equity	826				
Total Assets	1,418	Total Liabilities & Equity	1,418				

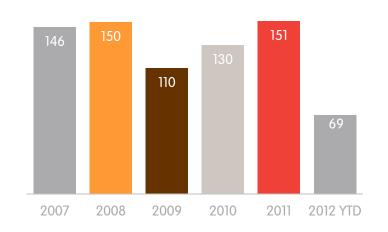
Net Cash Position: -156.5 million USD

Dividends and Market Cap

(as of June 30, 2012)

Dividend Distribution

(million USD



Market Cap

(billion USD)

3.42

2.99

1.54

2007 2008 2009 2010 2011 2012 YTD

Total dividends paid out since 2000 = US\$1.5 billion

<u>Dividend Yield</u>	2007	2008
Series A	7.3%	7.2%
Series B	7.4%	7.3%

201	2010	2009
4.6%	6.0%	6.6%
4 19	5.4%	6.0%

Merger Andina – Polar



Transaction overview

- Embotelladora Andina S.A. ("Andina"), Embotelladoras Coca-Cola Polar S.A. ("Polar") and their respective controlling groups have entered into a Memorandum of Understanding to merge Andina and Polar
 - Approved by respective Boards of Directors
 - Subject to due diligence, signing of definitive documentation, customary corporate, regulatory and TCCC approvals
- Transaction creates the 7th largest Coca-Cola bottler in the world and the 2nd largest in South America
- Polar shareholders to receive newly issued Andina shares, representing a 19.68% stake in the combined entity
 - 0.33269 Andina Series A shares and 0.33269 Andina Series B shares for each Polar share
- Pre-closing dividends
 - Ch\$28,156 million to be paid to Andina shareholders
 - Ch\$29,566 million to be paid to Polar shareholders
- Implied EBITDA 2011E multiple in line with recent Coke bottler transactions in the region
- Expected annual synergies of US\$25 30 million
- Business combination offers significant and unique growth and strategic opportunities

The consolidation of a South American bottling powerhouse

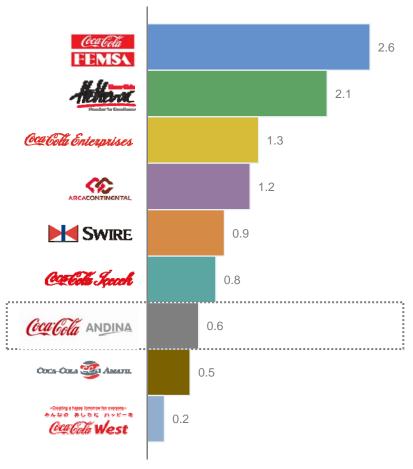


- Second largest Coke bottler in South America and third largest Coke bottler in Latin America in terms of volume
 - 646 MUCs sold in last 12 months to December 2011
 - Population served: 48 million
- Attractive geographic footprint
 - Franchises include main cities in Latin American such as Santiago, 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-Coca bottlers by volume (Bn UCs)

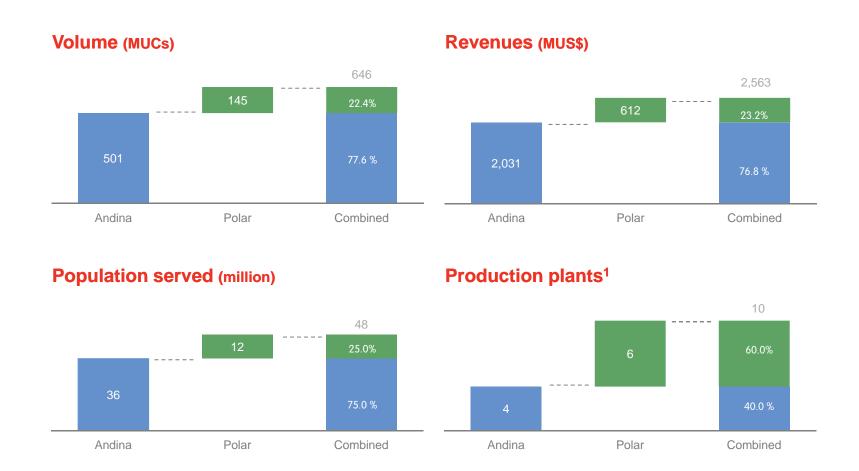


Source: company filings

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

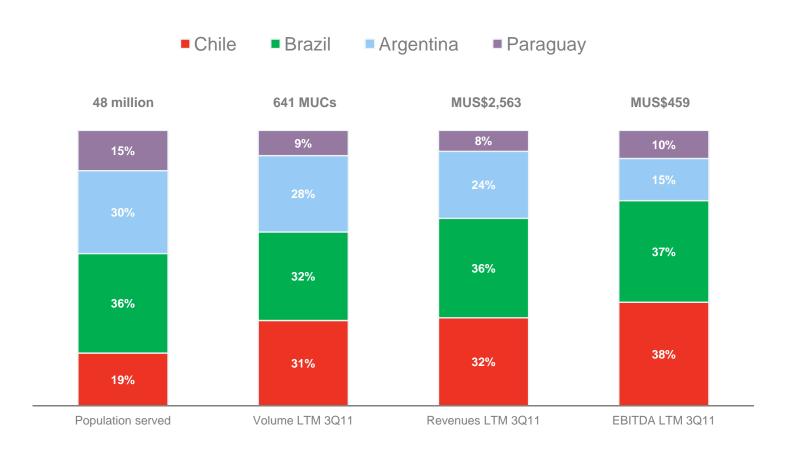


¹ Andina owns 2 plants in Brazil, and 1 plant in Argentina and Chile each; Polar owns 3 plants in Chile, 2 in Argentina and 1 in Paraguay. In addition to this, Andina and Polar are parties in a JV in Chile for the production of juices, water and cans and Andina is a part of JV in Brazil for the production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



Diversified business profile

Key figures



Multiple sources of value creation

- Estimated synergies of approximately US\$25 30 million per year
 - Representing approximately 4-5% of Polar's revenues
 - Achievable within 12-24 months
 - Contiguous territories in Argentina
- Efficiency and competitive costs from scale gains in purchasing and distribution capabilities
- ✓ Combination of two best-in-class organizations
 - Experienced management teams with strong track record and complementary operational skills
 - Boost to innovation capabilities across franchises and better services for clients
- Ability to grow faster within the region
 - Platform to capitalize new growth opportunities and strengthen the companies market position in the territories they operate in

A unique value creation vehicle



- Combined market cap as of Jan 30, 2012 of US\$3.8 billion
- PKO controlling shareholders to join AKO controlling group
 - Los Aromos' representative to join Board of Directors upon closing

- ✓ Leading diversified foot print
 - #1 KO bottler in Chile
 - # 2 KO bottler in Brazil
 - # 2 KO bottler in Argentina
 - Only KO bottler in Paraguay
- ✓ Clear and executable synergies potential
- ✓ Strong balance sheet and cash flow generation profile
- ▼ The combination of 2 best-in-class operators



Visit our Website

www.embotelladoraandina.com

