

2012 CORPORATE PRESENTATION

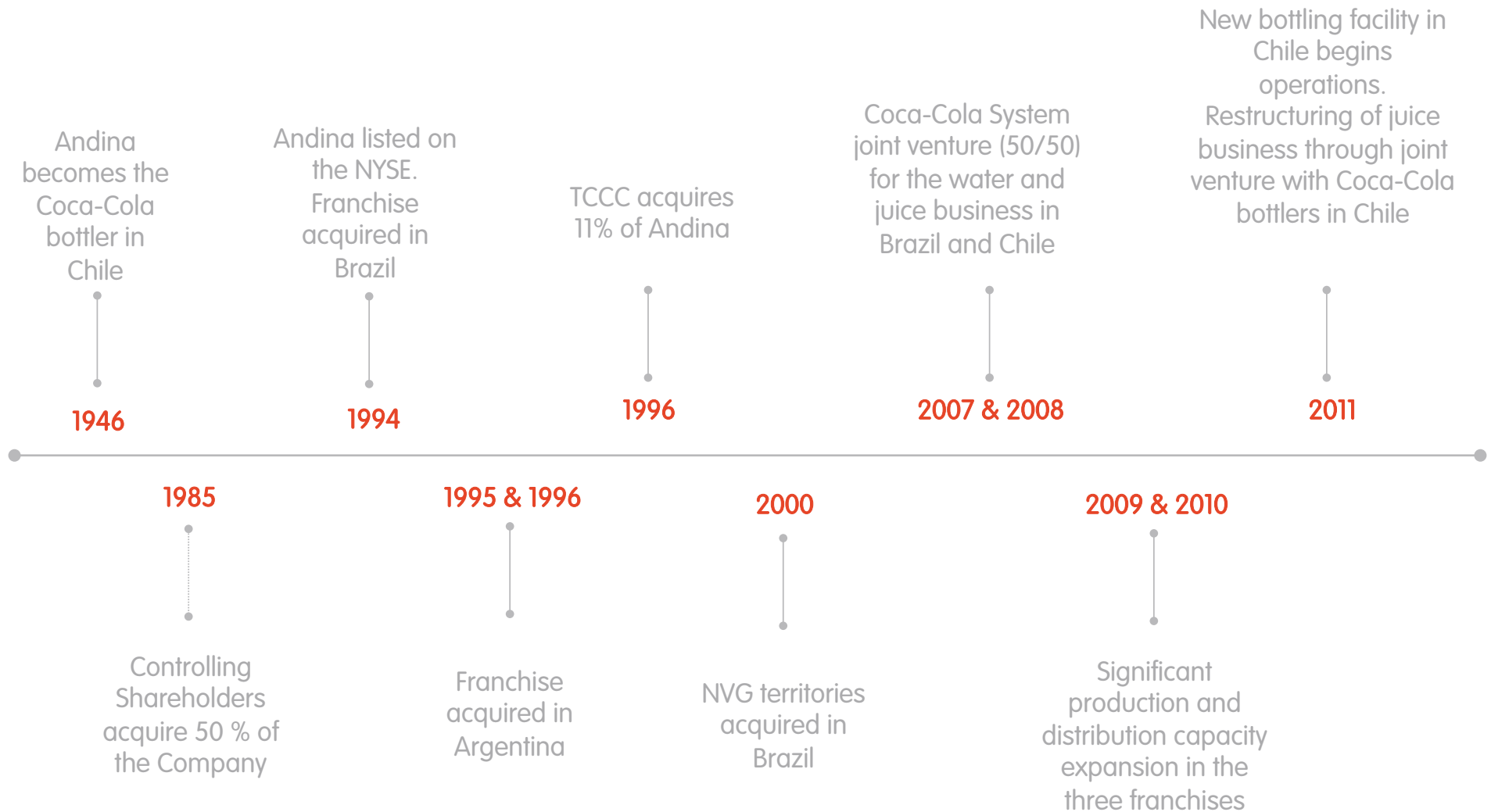


Forward-Looking Statements

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."

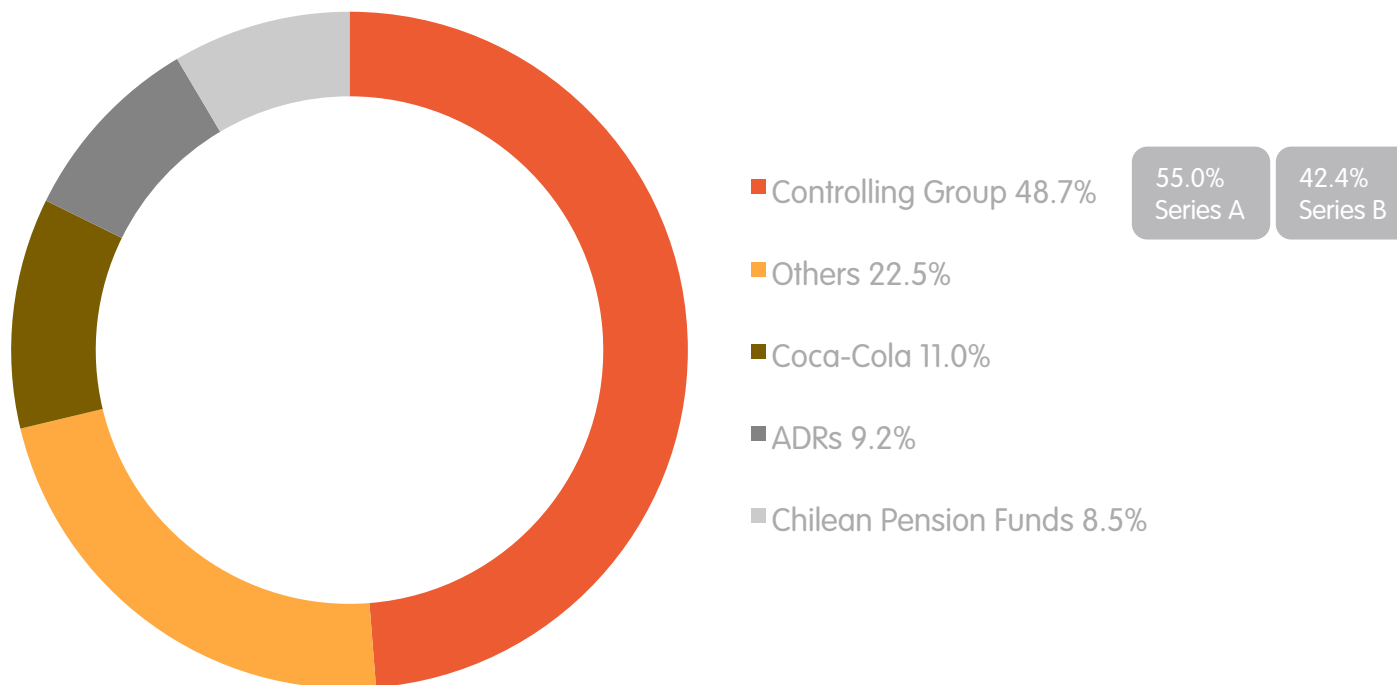
We undertake no obligation to update any of these statements. Recipients are advised not to place undue reliance on these forward-looking statements. These statements should be taken in conjunction with the additional information about risk and uncertainties.

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.

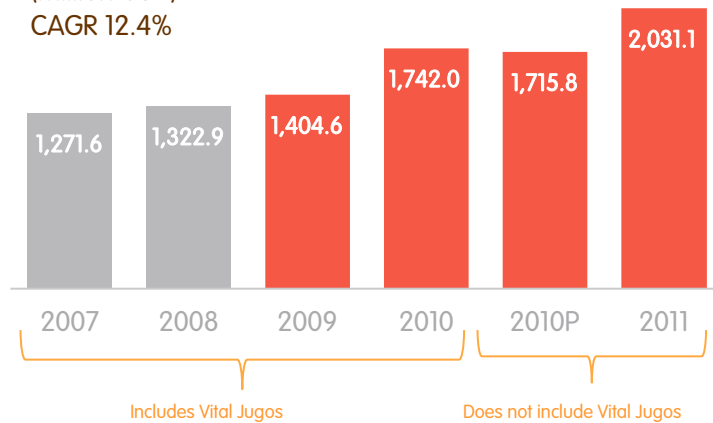
Series B receives an additional 10% in dividends.

Consolidated Overview

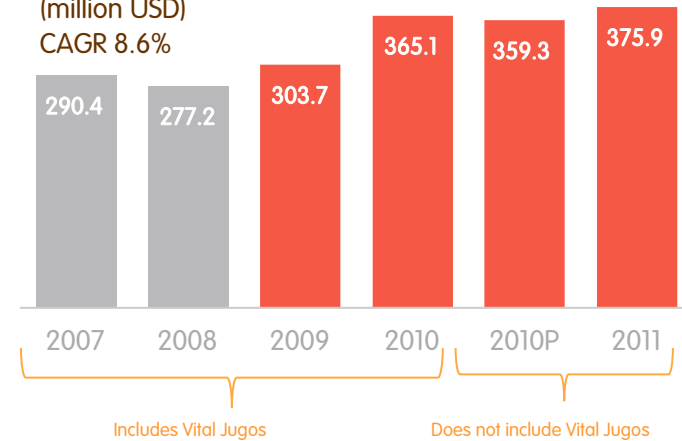
(December 31, 2011)



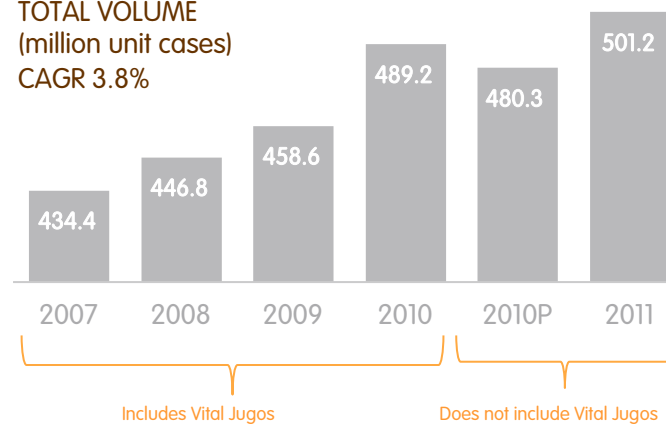
REVENUES
(million USD)
CAGR 12.4%



EBITDA
(million USD)
CAGR 8.6%



TOTAL VOLUME
(million unit cases)
CAGR 3.8%



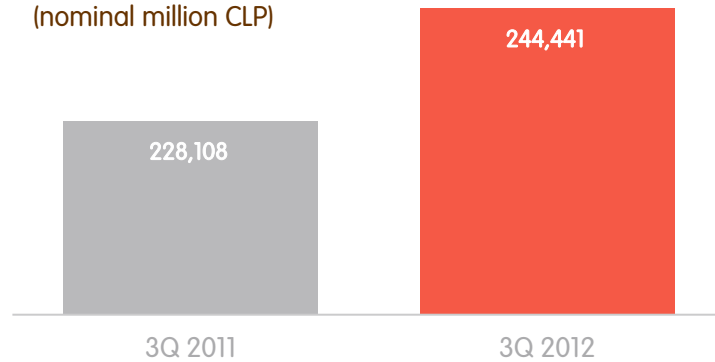
■ Chile GAAP
■ IFRS

Consolidated Overview

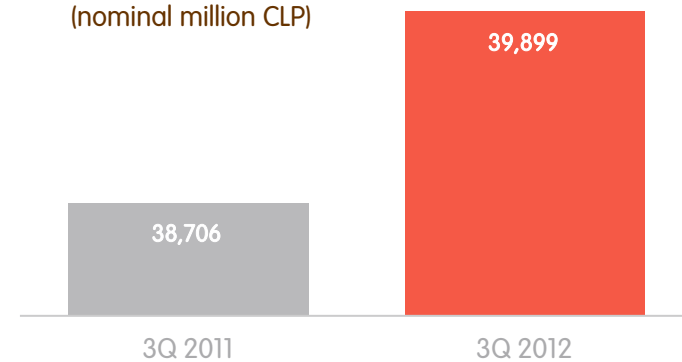
(3Q 2012)



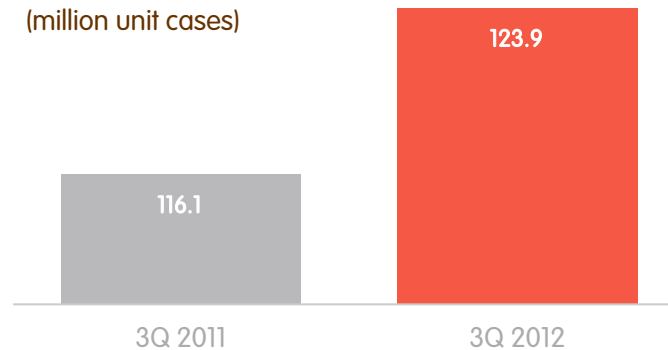
REVENUES
(nominal million CLP)



EBITDA
(nominal million CLP)

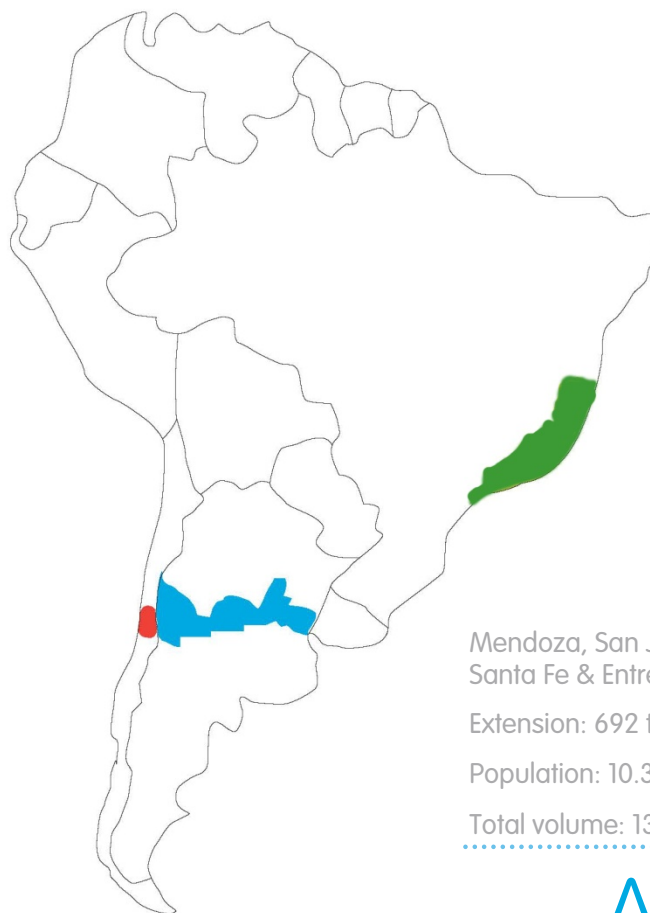


TOTAL VOLUME
(million unit cases)



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 & Espírito 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

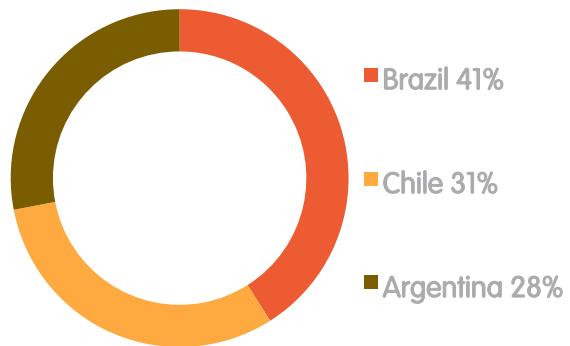
Population: 10.3 million

Total volume: 138.3 million UCs

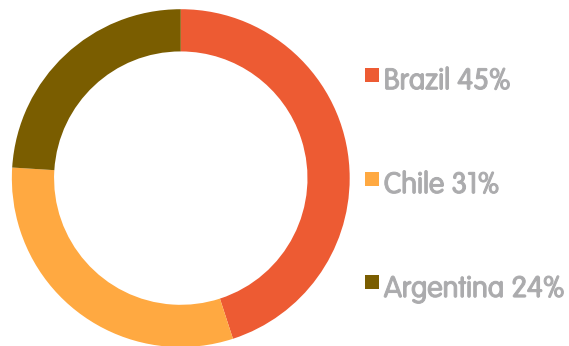
Argentina

Regional Diversification

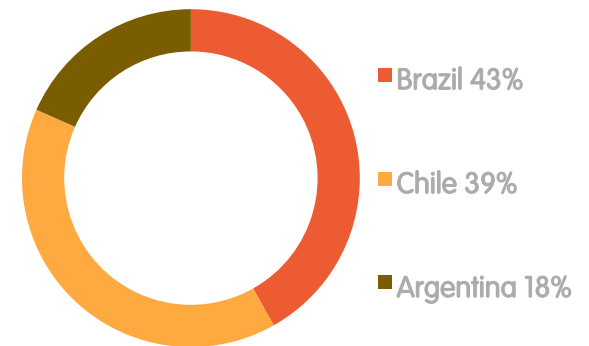
(December 31, 2011)



Total Volume
501 million unit cases

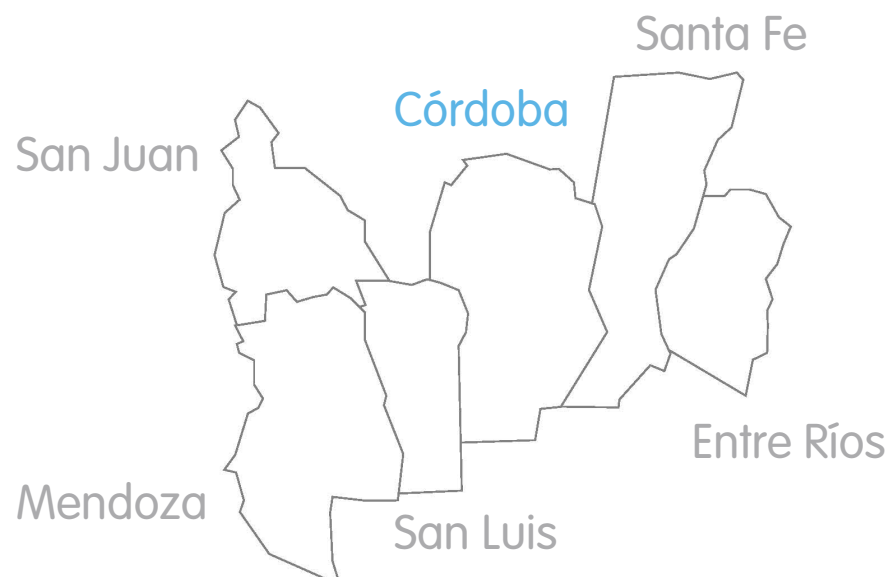


Total Revenues
2.0 billion USD



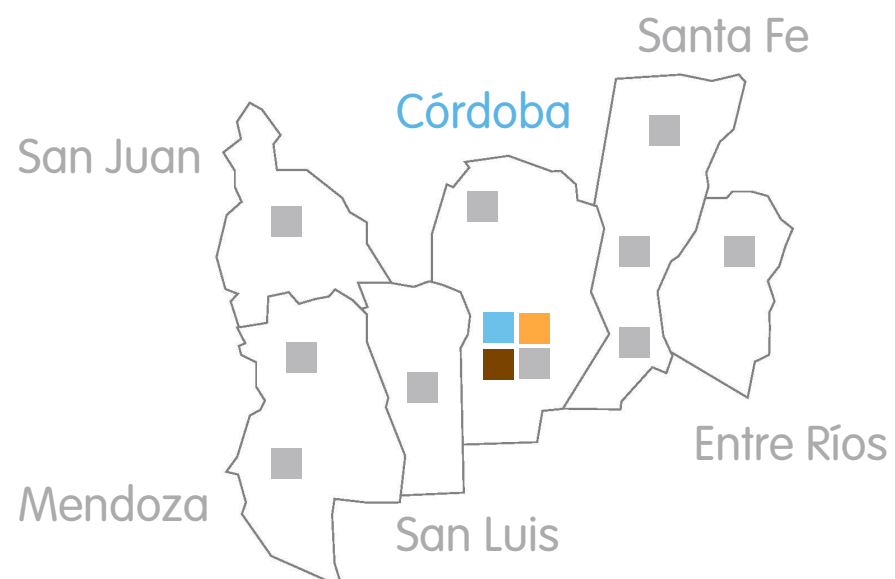
EBITDA
376 million USD

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.

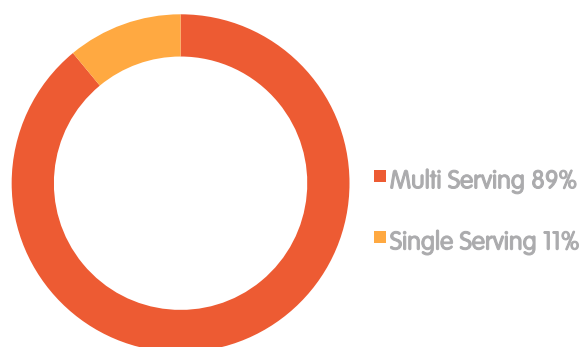
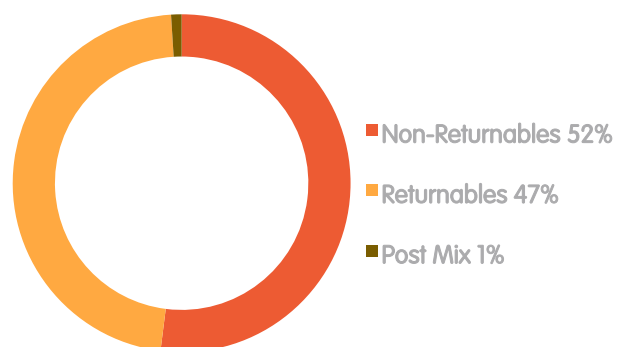
Company employees: 1,892 as of December 31, 2011.
Company clients: 44 thousand as of December 31, 2011.

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

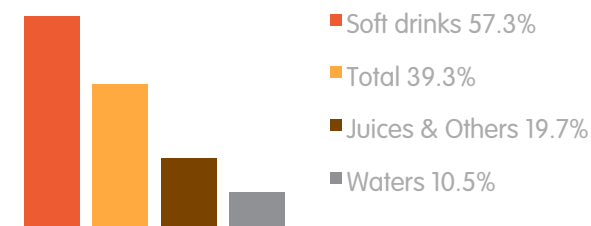
Argentina

Market Structure

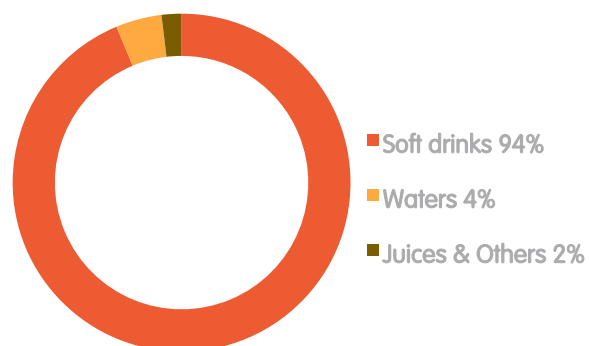
Format Mix – Soft Drinks



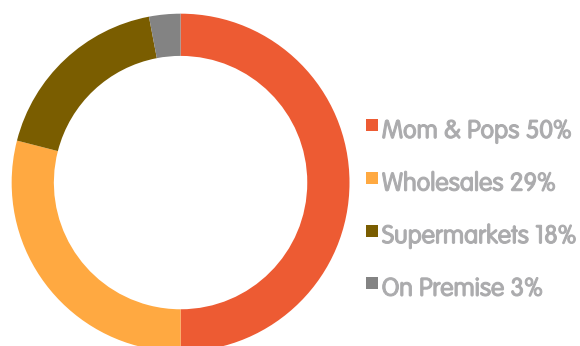
Market Share



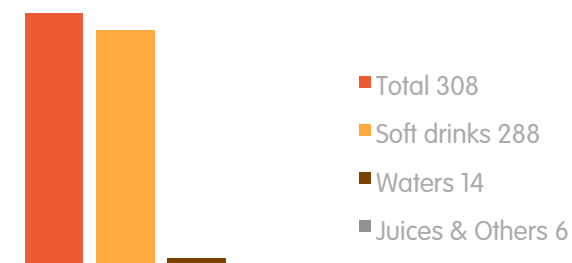
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption
(8 oz. bottles)



Argentina

Brand Portfolio



Soft drinks



Juices & Others

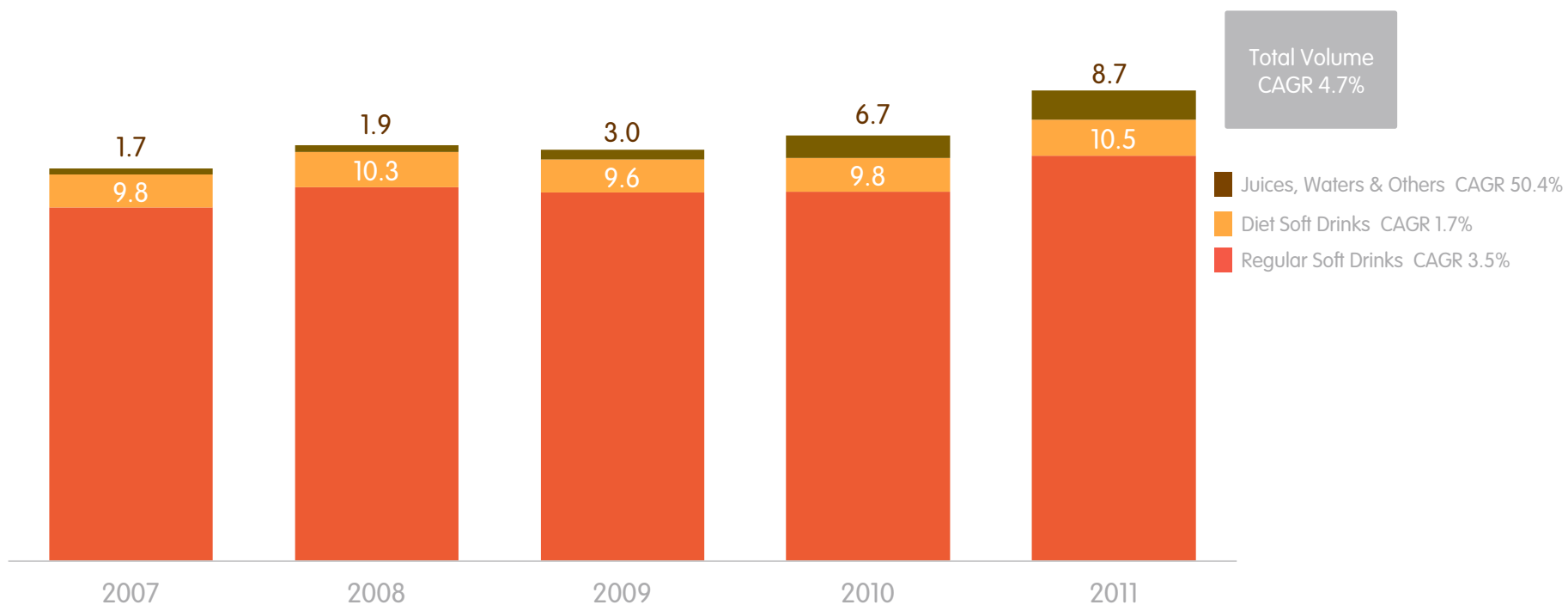


Waters

Argentina

Volume Growth (MUCs)

(December 31, 2011)



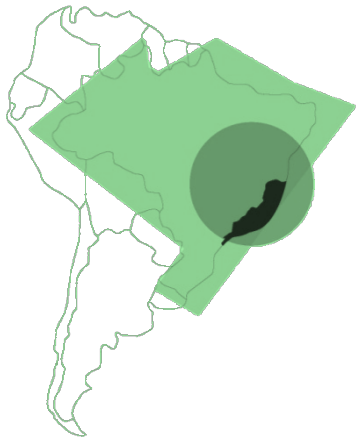
Argentina

Financial Highlights (Nominal MUSD)

(September 30, 2012)

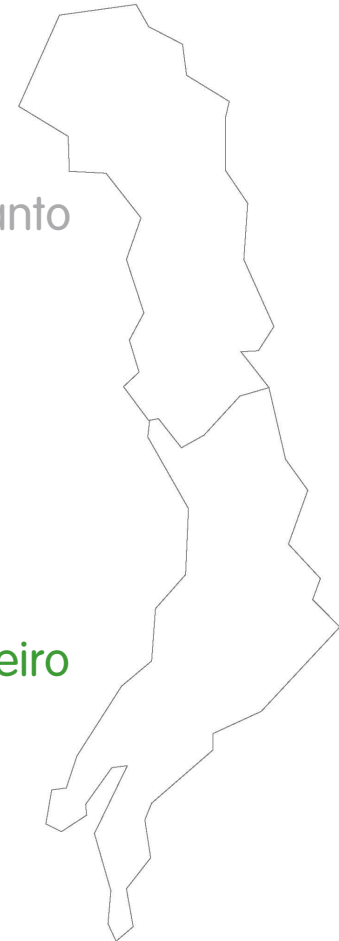
	Chilean GAAP						IFRS					
	2007	2008	2009	2009	2010	2011	1Q11	1Q12	2Q11	2Q12	3Q11	3Q12
Sales Volume (MUC)	115,3	122,0	120,9	120,9	125,2	138,3	36,4	41,6	29,2	31,6	31,8	34,5
Net Sales	252,1	321,7	315,7	311,8	363,2	479,9	116,0	156,0	97,3	122,2	113,3	134,2
Operating Income	26,2	34,8	42,3	41,5	46,0	53,6	13,9	17,3	5,8	5,7	11,3	11,7
Operating Margin	10,4%	10,8%	13,4%	13,3%	12,7%	11,2%	12,0%	11,1%	6,0%	4,7%	10,0%	8,7%
EBITDA	39,3	47,6	56,2	56,0	60,1	69,7	17,5	22,3	9,6	11,1	15,4	16,7
EBITDA Margin	15,6%	14,8%	17,8%	18,0%	16,5%	14,5%	15,1%	14,3%	9,8%	9,1%	13,6%	12,5%
Capital Expenditures	10,4	11,6	15,1	13,7	19,3	52,3	6,0	9,1	11,9	19,8	18,1	17,4
CAPEX/Depreciation (times)	0,8	0,9	1,1	0,9	1,4	3,2	1,7	1,8	3,1	3,7	4,4	3,5
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	4,17	4,61
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	4,21	4,70
Revenues per unit case (US\$)	2,20	2,60	2,61	2,58	2,90	3,47	3,19	3,75	3,33	3,87	3,56	3,89
EBITDA per unit case (US\$)	0,34	0,39	0,46	0,46	0,48	0,50	0,48	0,54	0,33	0,35	0,48	0,48

Brazil



Espírito 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 Espírito Santo.. The Bottler Agreement with The Coca-Cola Company is for a 5 year period beginning beginning October 4, 2007.

Brazil

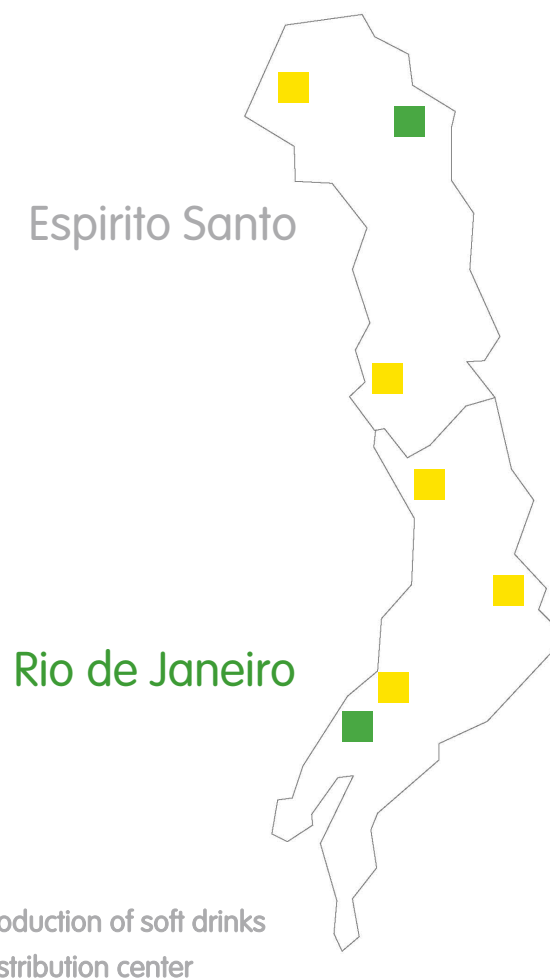
■ We operate 2 production facilities located in Jacarepaguá in the State of Rio de Janeiro and in Vitoria in the State of Espírito Santo with a total of 13 lines. Average utilization capacity for the year 2011 was 75%.

■ 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.

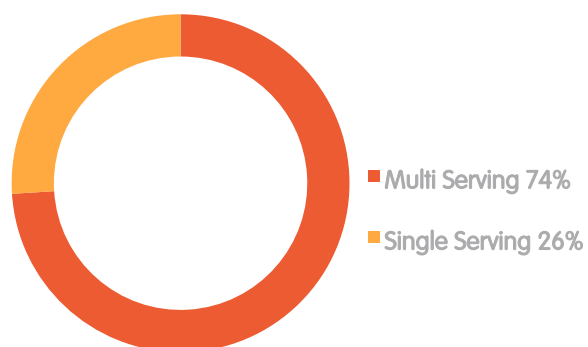
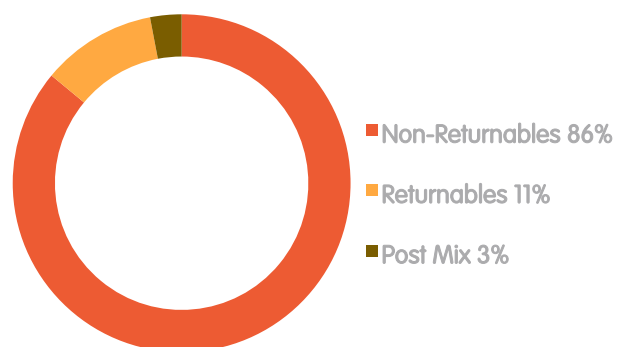


Brazil

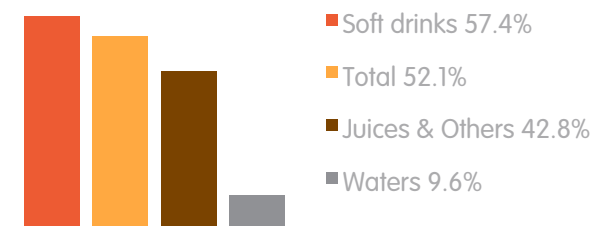
Market Structure

(Year 2011)

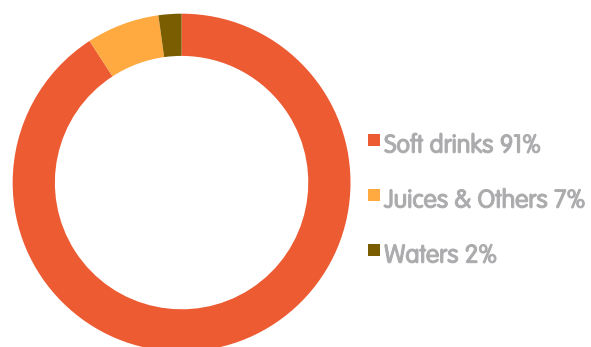
Format Mix – Soft Drinks



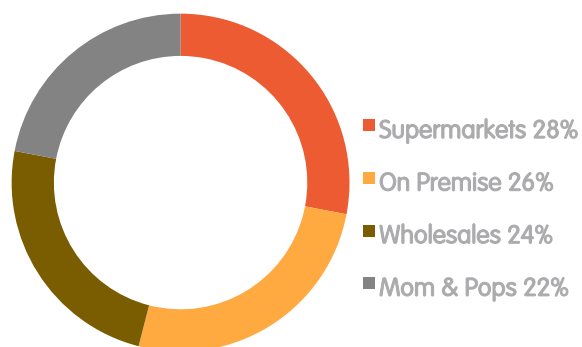
Market Share¹



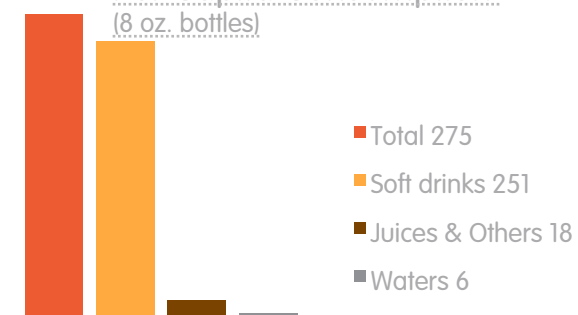
Volume Mix¹



Channel Mix – Soft Drinks



Per Capita Consumption¹
(8 oz. bottles)



¹ Without beer

Brazil

Brand Portfolio



Soft drinks



Juices & Others



Beer

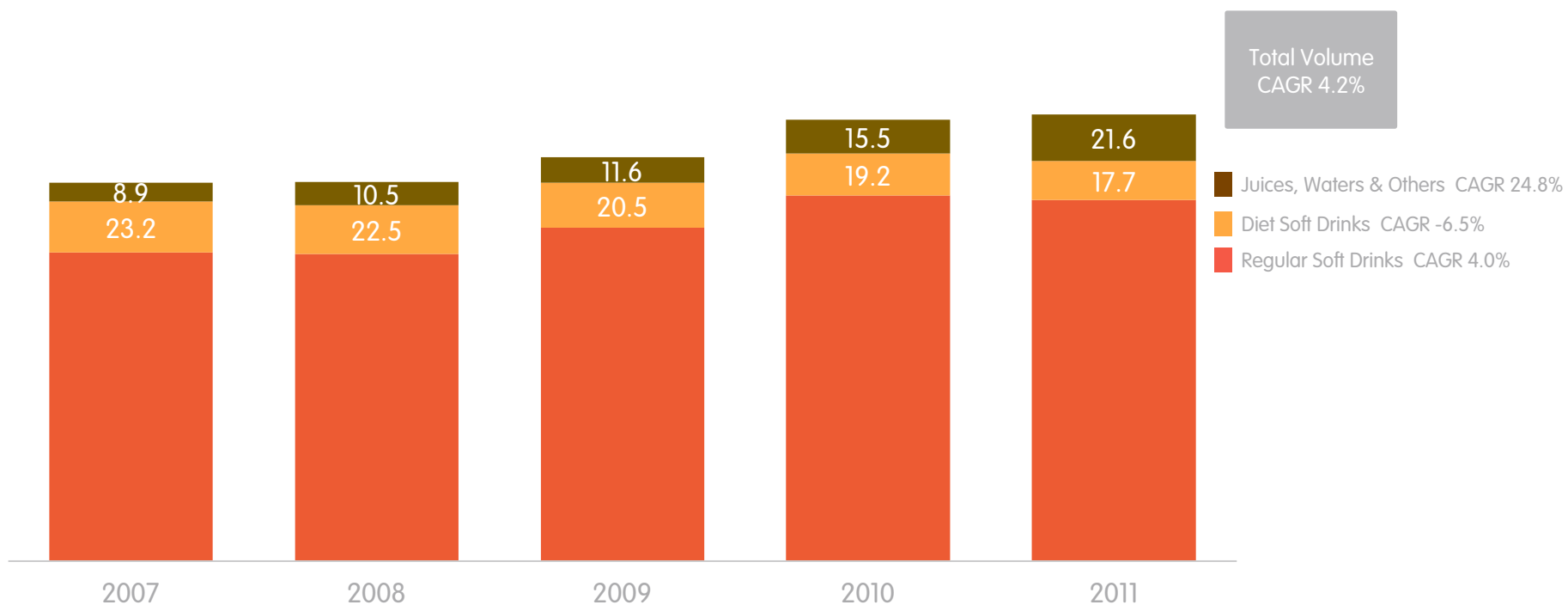


Waters

Brazil

Volume Growth (MUCs)

(December 31, 2011)



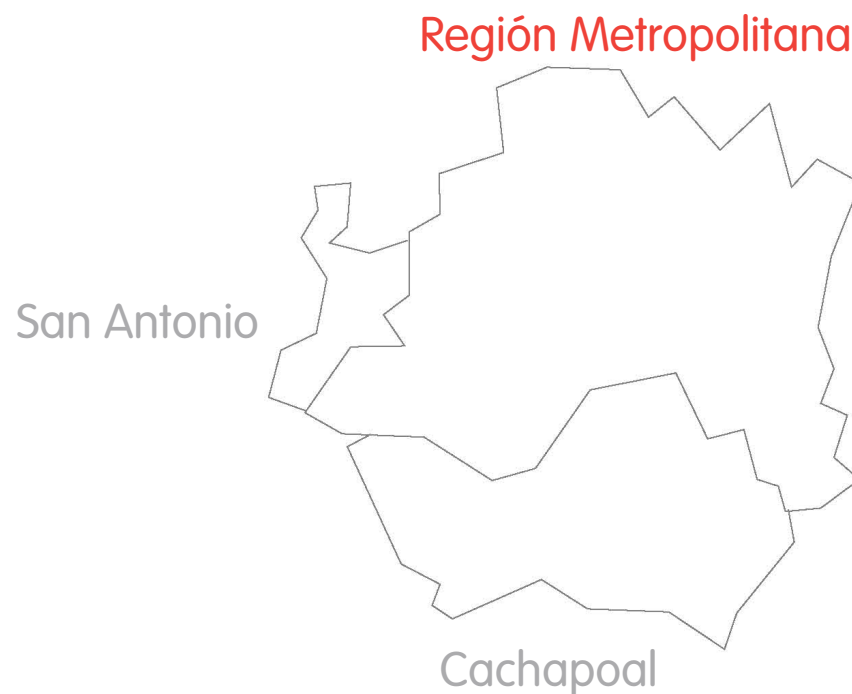
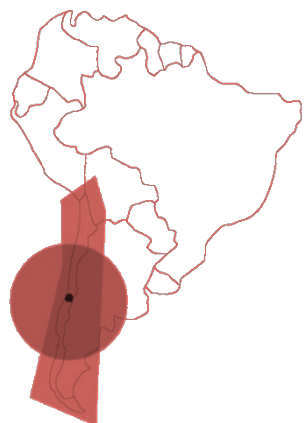
Brazil

Financial Highlights (MUSD)

(September 30, 2012)

	Chilean GAAP			IFRS								
	2007	2008	2009	2009	2010	2011	1Q11	1Q12	2Q11	2Q12	3Q11	3Q12
Sales Volume (MUC)	174,7	174,0	185,3	185,3	202,5	205,1	53,7	57,2	44,9	50,6	47,9	52,3
Net Sales	543,4	582,5	615,1	606,9	799,3	921,0	245,7	254,1	210,6	201,8	221,5	214,6
Operating Income	96,6	96,5	112,4	107,2	141,6	132,4	44,3	42,6	22,5	19,0	29,8	28,9
Operating Margin	17,8%	16,6%	18,3%	17,7%	17,7%	14,4%	18,0%	16,8%	10,7%	9,4%	13,5%	13,5%
EBITDA	116,6	118,9	130,7	128,7	168,8	165,1	52,0	51,9	30,7	27,4	38,6	36,7
EBITDA Margin	21,5%	20,4%	21,3%	21,2%	21,1%	17,9%	21,2%	20,4%	14,6%	13,6%	17,4%	17,1%
Capital Expenditures	31,2	53,2	37,9	33,8	69,8	59,8	6,4	15,1	9,5	17,9	19,1	16,7
CAPEX/Depreciation (times)	1,6	2,4	2,1	1,6	2,6	1,8	0,8	1,6	1,2	2,1	2,2	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	1,64	2,03
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	1,85	2,03
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	4,62	4,10
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	0,81	0,70

Chile



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.

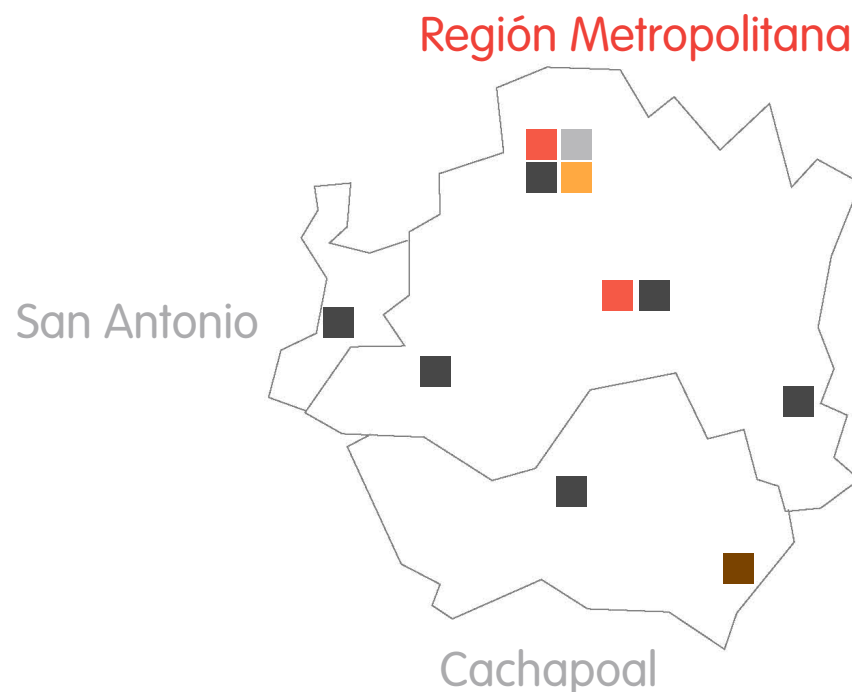
■ The company holds a 57% stake in Vital Aguas that operates 4 production lines for mineral water and purified water at the production facility located in Chanqueahue, in the municipality of Rengo in Chile. During 2011, average utilization capacity was a 67.0%.

■ 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.



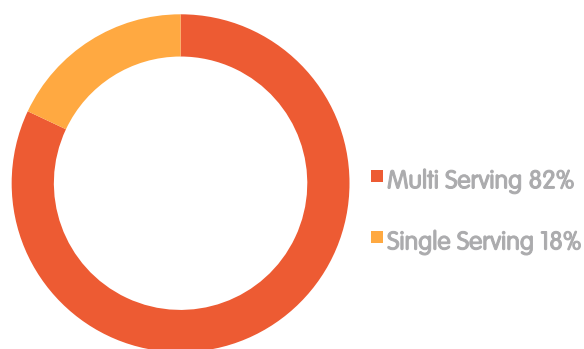
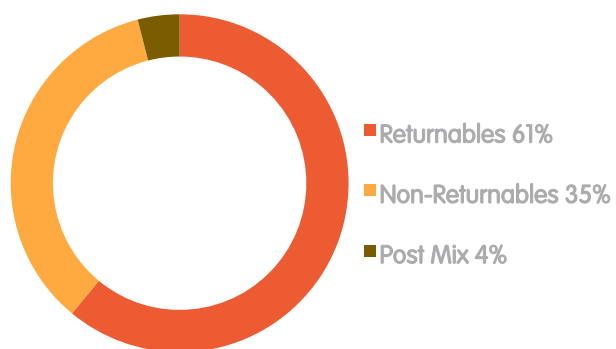
- Production of soft drinks
- Distribution center
- Production of juices
- Production of soft drinks (cans and PET special formats)
- Production of waters

Chile

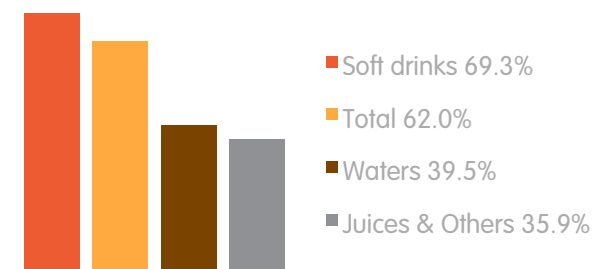
Market Structure

(Year 2011)

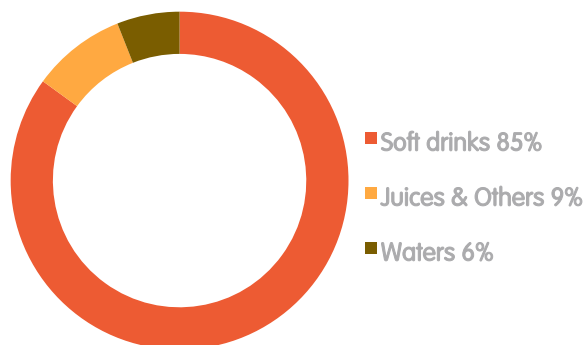
Format Mix – Soft Drinks



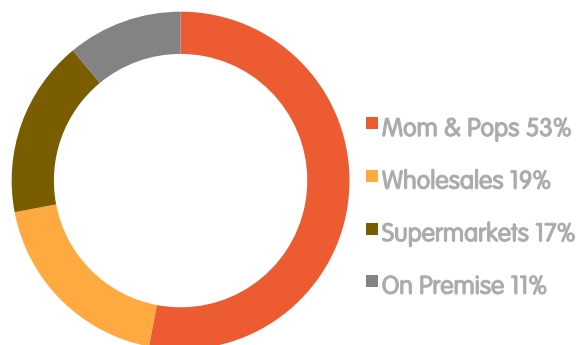
Market Share



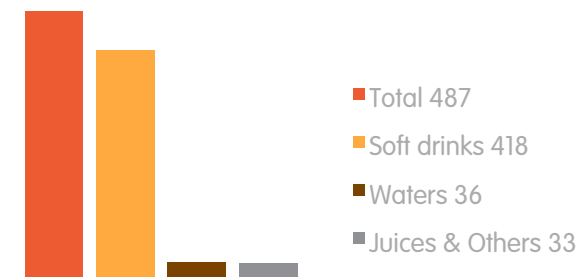
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption
(8 oz. bottles)



Chile

Brand Portfolio



Soft drinks



Juices & Others

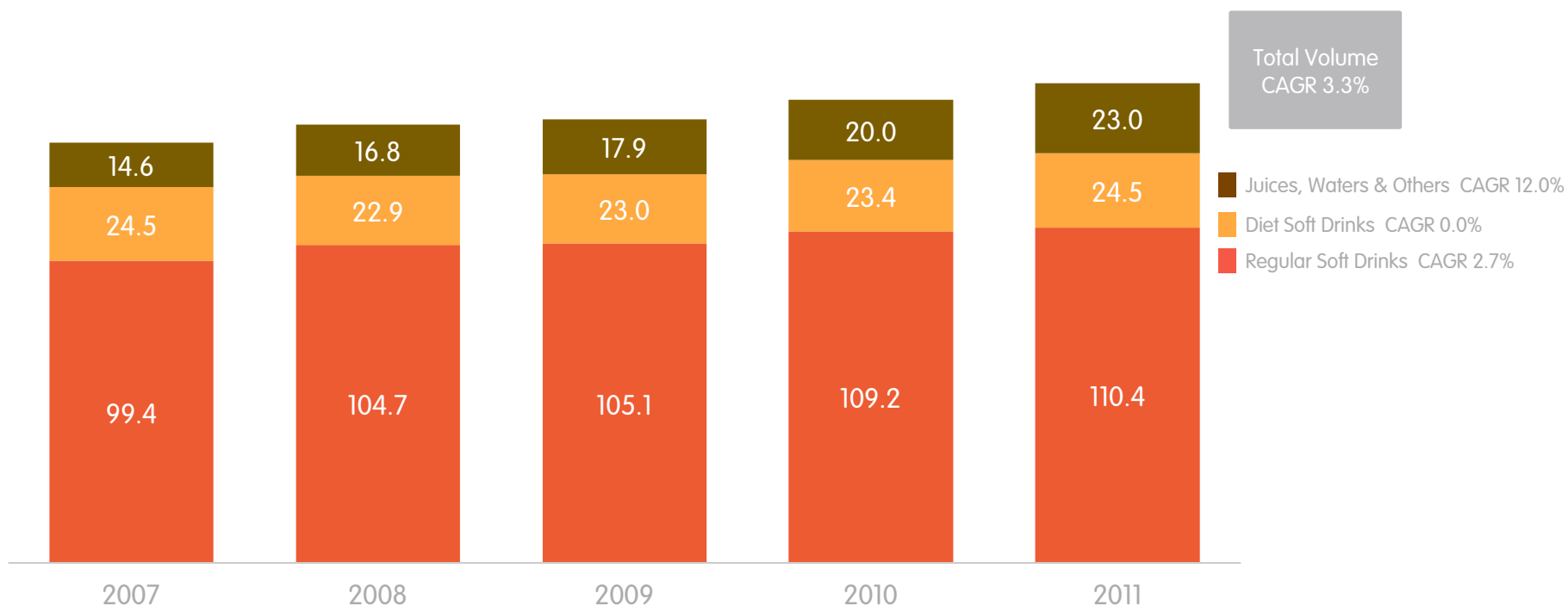


Waters

Chile

Volume Growth

(December 31, 2011)



Chile

Financial Highlights

(September 30, 2012)
Nominal MUSD)

	Chilean GAAP							IFRS					
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12	2Q11	2Q12	3Q11	3Q12
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	36,4	37,1
Net Sales	482,6	424,4	537,1	488,1	579,5	553,3	630,2	158,8	182,3	138,0	148,3	148,5	158,2
Operating Income	114,7	91,0	109,6	96,3	112,6	109,3	116,1	25,9	28,6	18,7	18,3	21,7	19,9
Operating Margin	23,8%	21,4%	20,4%	19,7%	19,4%	19,8%	18,4%	16,3%	15,7%	13,6%	12,3%	14,6%	12,6%
EBITDA	139,8	115,1	138,1	126,1	143,9	138,1	148,9	33,5	38,7	26,7	28,9	29,6	31,3
EBITDA Margin	29,0%	27,1%	25,7%	25,8%	24,8%	25,0%	23,6%	21,1%	21,2%	19,3%	19,5%	20,0%	19,8%
Capital Expenditures	70,3	39,9	45,1	41,0	98,0	91,5	150,2	35,8	18,4	56,1	33,4	31,6	24,4
CAPEX/Depreciation (times)	2,8	1,7	1,6	1,4	3,1	3,2	4,6	4,7	1,8	7,0	3,2	4,0	2,1
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	472,0	482,2
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	521,8	473,8
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	4,08	4,26
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	0,81	0,84

Includes Vital Jugos

Does not include Vital Jugos

Consolidated Financial Highlights

(September 30, 2012)

(Nominal million USD)

	Chilean GAAP			IFRS									
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12	2Q11	2Q12	3Q11	3Q12
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	116,1	123,9
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	483,3	507,0
Operating Income	232,4	217,9	256,5	237,9	292,5	289,2	294,3	82,4	85,0	45,7	41,0	61,2	58,6
<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>	<i>10,2%</i>	<i>8,7%</i>	<i>12,7%</i>	<i>11,6%</i>
EBITDA	291,1	277,7	317,3	303,7	365,1	359,3	375,9	101,3	109,4	65,6	65,2	82,0	82,8
<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>	<i>14,7%</i>	<i>13,8%</i>	<i>17,0%</i>	<i>16,3%</i>
Capital Expenditures	112,7	105,4	98,1	88,4	187,1	180,6	262,3	48,2	42,6	77,5	71,1	68,9	58,5
<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>	<i>3,9</i>	<i>2,9</i>	<i>3,3</i>	<i>2,4</i>
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	472,0	482,2
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	521,8	473,8
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	4,16	4,09
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	0,71	0,67

Includes Vital Aguas and Vital Jugos

Includes only
Vital Jugos

Does not include Vital Jugos

Consolidated Financial Highlights

(September 30, 2012)

(Nominal million CLP)

	Chilean GAAP							IFRS					
	2007	2008	2009	2009	2010	2010P	2011	1Q11	1Q12	2Q11	2Q12	3Q11	3Q12
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	116,1	123,9
Net Sales	636.689	847.301	743.116	785.845	888.714	875.326	982.864	250.776	289.628	209.281	234.470	228.108	244.441
Operating Income	115.494	138.677	130.061	133.123	149.234	147.562	142.424	39.700	41.566	21.424	20.331	28.894	28.240
<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>	<i>10,2%</i>	<i>8,7%</i>	<i>12,7%</i>	<i>11,6%</i>
EBITDA	144.642	176.734	160.913	169.929	186.248	183.304	181.922	48.826	53.483	30.768	32.393	38.706	39.899
<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>	<i>14,7%</i>	<i>13,8%</i>	<i>17,0%</i>	<i>16,3%</i>
Capital Expenditures	56.024	67.074	49.763	49.483	95.462	92.147	126.931	23.227	20.838	36.367	35.307	32.507	28.186
<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>	<i>3,9</i>	<i>2,9</i>	<i>3,3</i>	<i>2,4</i>
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	1.965	1.973
EBITDA per unit case (CLP)	328	389	351	371	381	382	363	375	372	286	274	333	322

Includes Vital Aguas and Vital Jugos

Includes only
Vital Jugos

Does not include Vital Jugos

Consolidated Balance Sheet

(at September 30, 2012)

(Million USD)

Cash & Cash Equivalents	108	Current Financial Liabilities	50
Current Assets	357	Other Current Liabilities	289
Non current Assets + Others	958	Non-Current Financial Liabilities	226
Goodwill	103	Other Non-Current Liabilities	91
		Total Equity	869
Total Assets	1.525	Total Liabilities & Equity	1.525

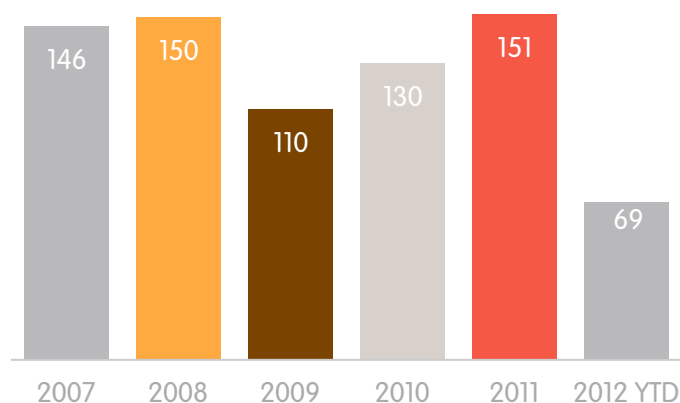
Net Cash Position: -172.9 million USD

Dividends and Market Cap

(as of September, 2012)

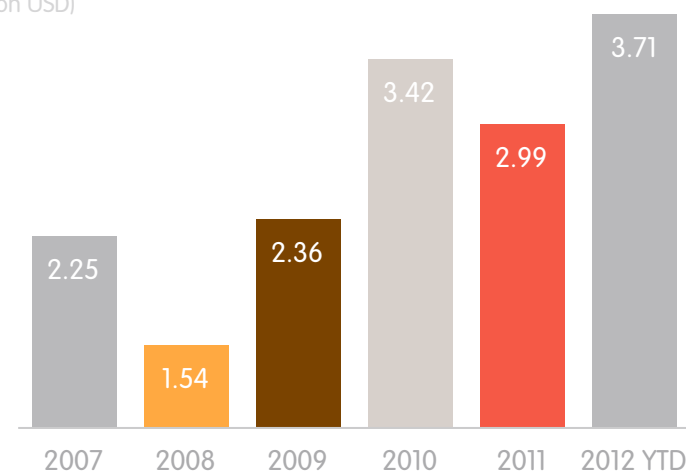
Dividend Distribution

(million USD)



Market Cap

(billion USD)



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

Dividend Yield

	<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



Transaction overview

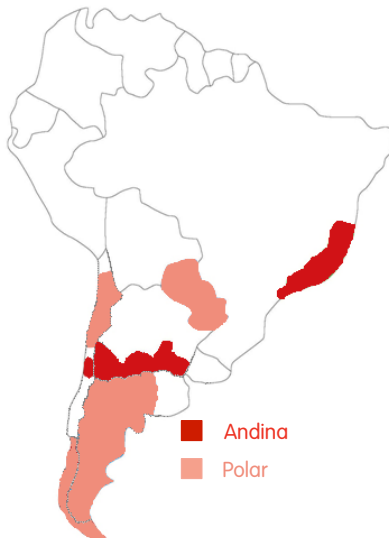
- Embotelladora Andina S.A. ("Andina"), Embotelladoras Coca-Cola Polar S.A. ("Polar") and their respective controlling groups have entered into a Memorandum of Understanding to merge Andina and Polar
 - Approved by respective Boards of Directors
 - Approved by the respective Shareholders meeting
- Transaction 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
 - 186,304,194 new shares to be issued (divided into the same number of Series A and Series B shares (with the sole purpose of carrying out the merger agreement))
- Pre-closing dividends
 - Ch\$28,156 million paid to Andina shareholders (May 31st, 2012)
 - Ch\$29,566 million paid to Polar shareholders (June 28th, 2012)
- Implied EBITDA 2011 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

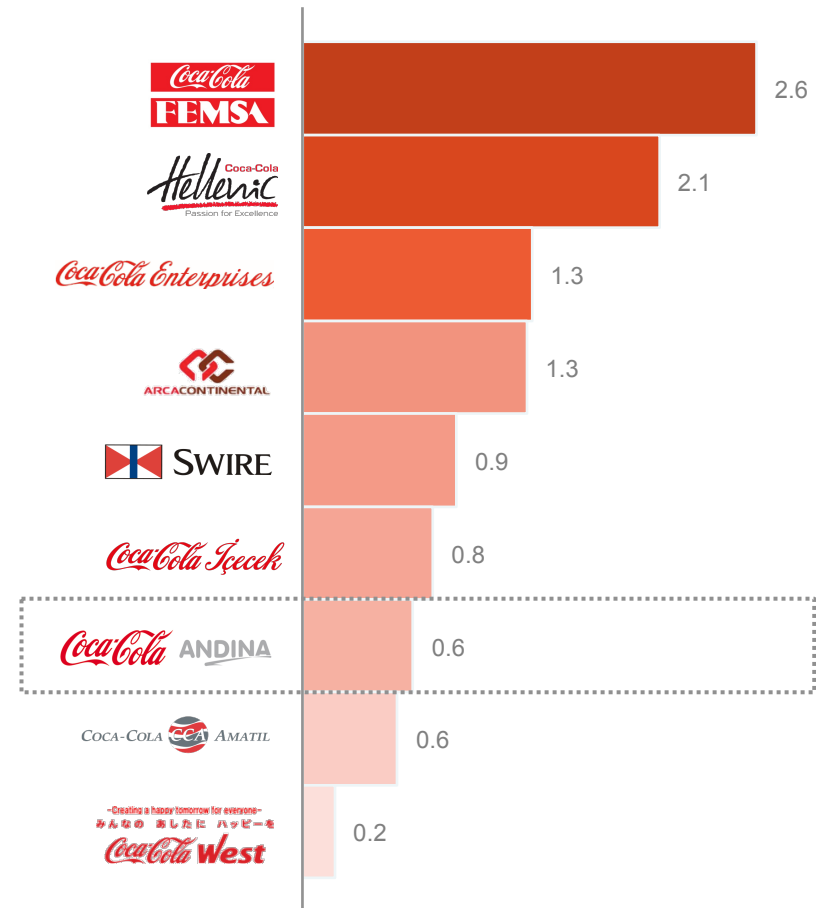


- ✓ Second largest Coke bottler in South America and third largest Coke bottler in Latin America in terms of volume
 - 646 MUCs sold in last 12 months to December 2011
 - Population served: 48 million
- ✓ Attractive geographic footprint
 - Franchises include main cities in Latin American such as Santiago,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

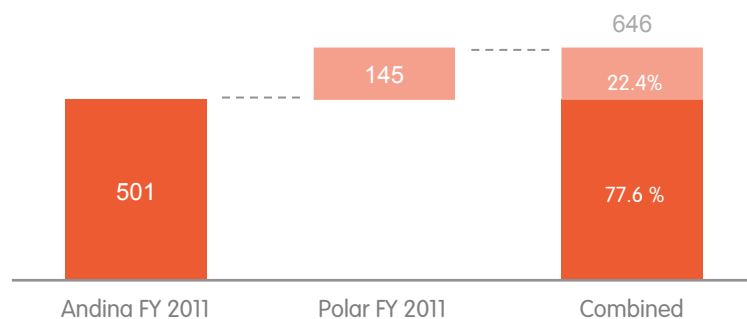


Source: company filings

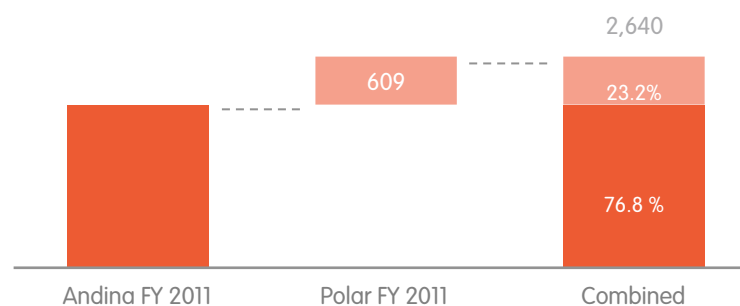
Note: Volume based on 2011 figures, except Swire (2010).

Increased scale across the board

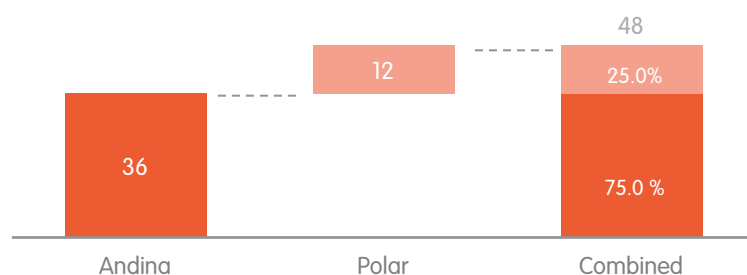
Volume (MUCs)



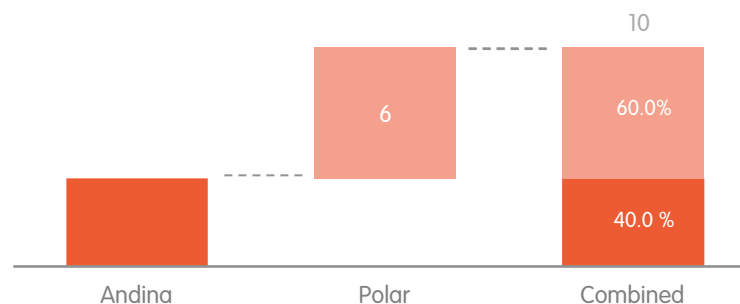
Revenues (MUS\$)



Population served (million)



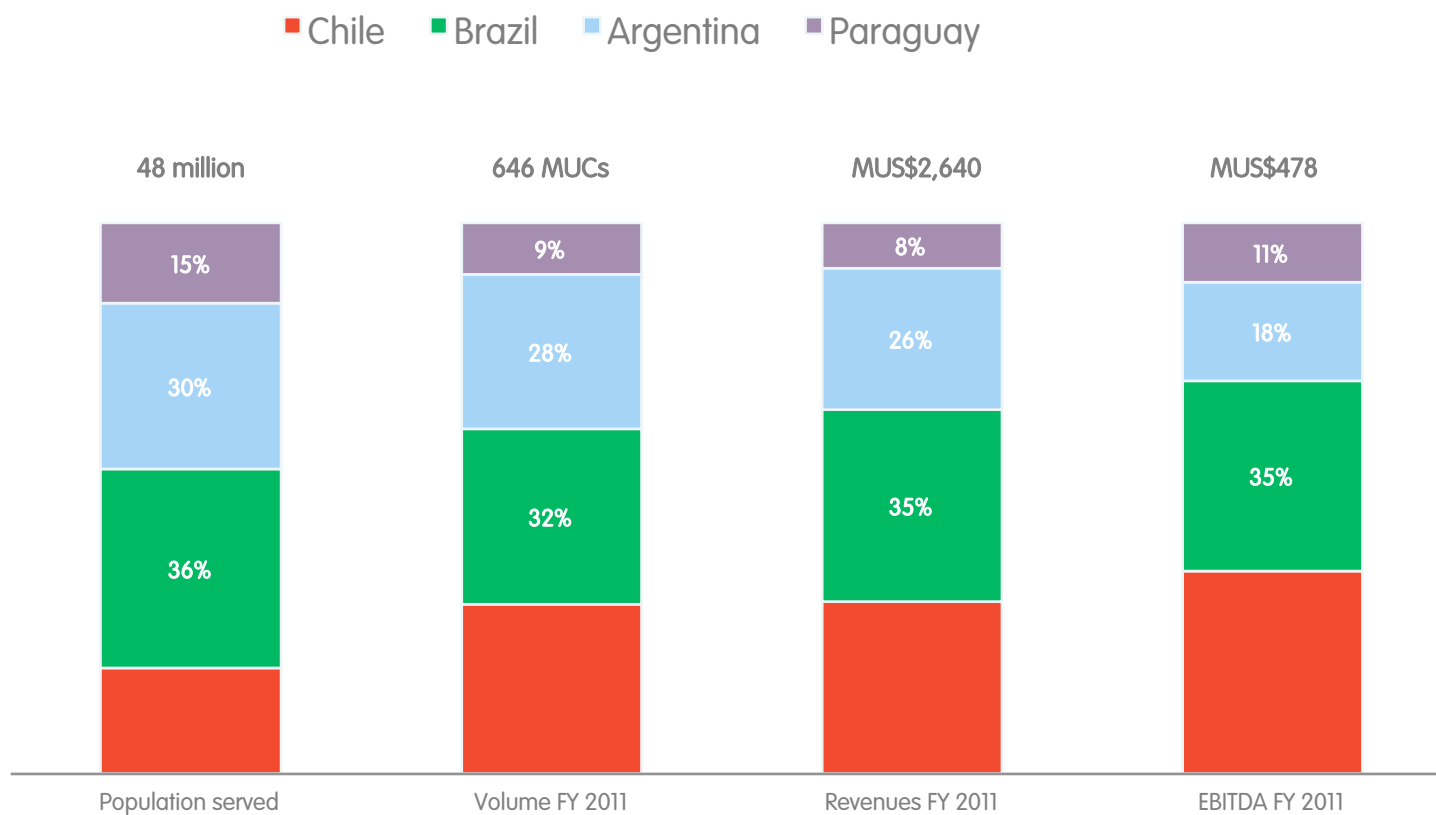
Production plants¹



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

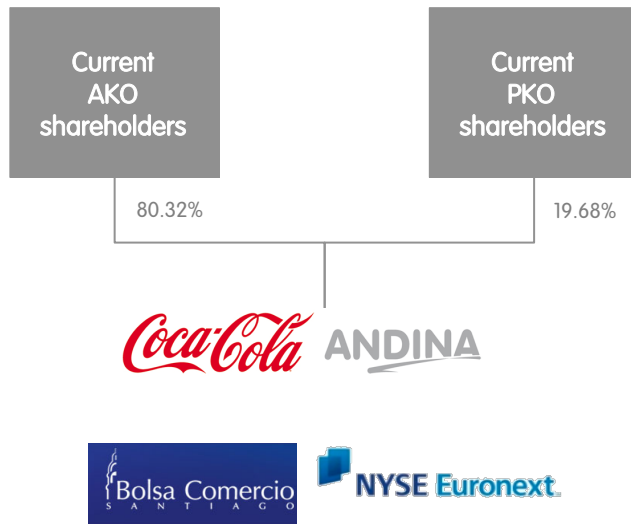
Key figures



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 January 30th, 2012 of US\$3.8 billion
- PKO controlling shareholders to join AKO controlling group
 - Los Aromos' representative joined the Board of Directors subsequent to the SSM held on June 25th, 2012
 - Increased Board members from 7 to 14, eliminating alternate directors

- ✓ 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

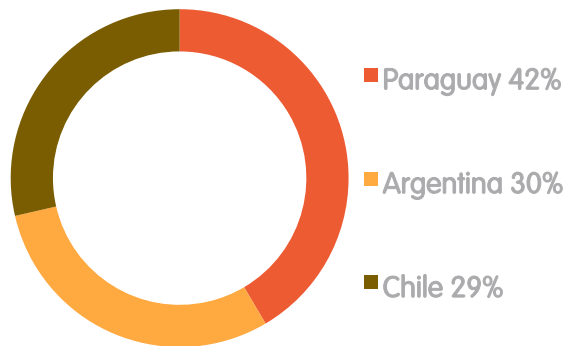
Polar Overview

Coca-Cola Polar

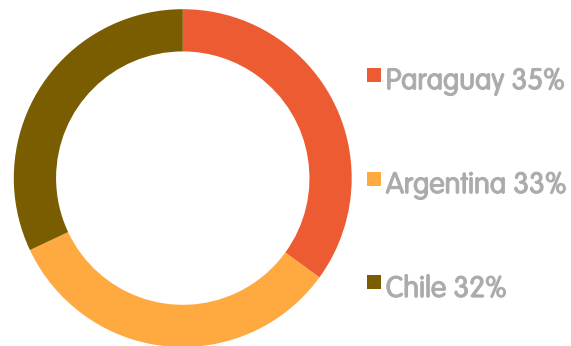
Regional Diversification

(December 31, 2011)

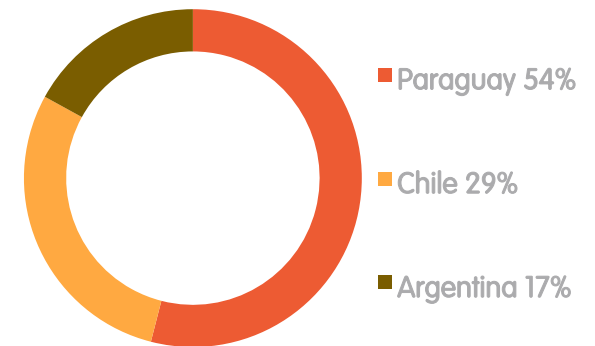
Coca-Cola Polar



Total Volume
145 million unit cases




Total Revenues
0.6 billion USD



EBITDA
95 million USD

Argentina

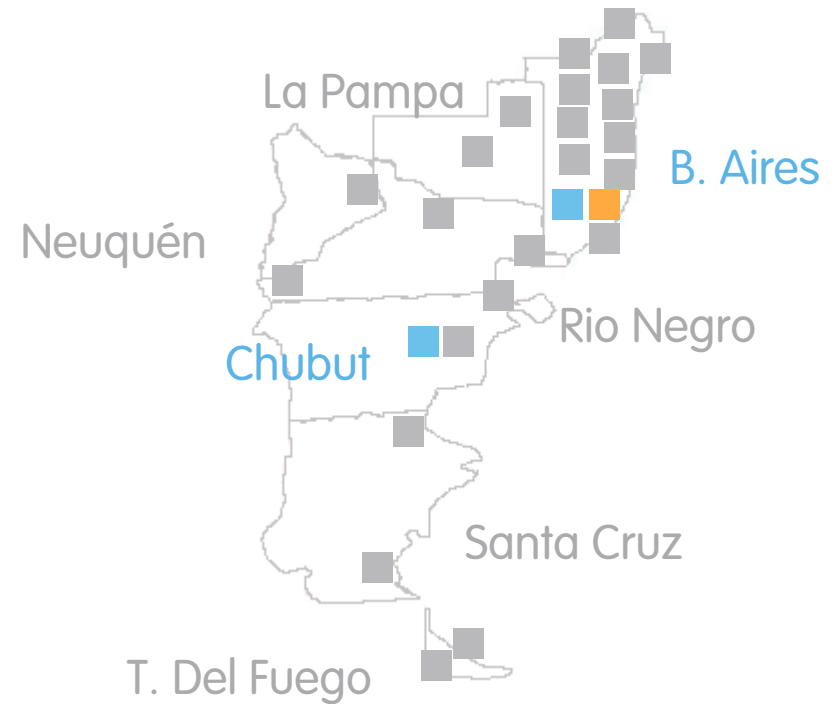
 We will operate 2 production facilities, 1 located in Bahía Blanca (Buenos Aires) with a total of 4 lines and 1 located in Trelew (Chubut) with a total of 2 lines.

 Additionally, we will operate 1 production facility for juices and other products, located in Bahía Blanca with 2 lines

 The company has more than 20 Distribution Centers for its products carried out through third party distributing companies with an average fleet of 168 trucks.

Company employees: 922 as of December 31, 2011.

Combined Company clients: 20 thousand as of December 31, 2011.



 Production of soft drinks

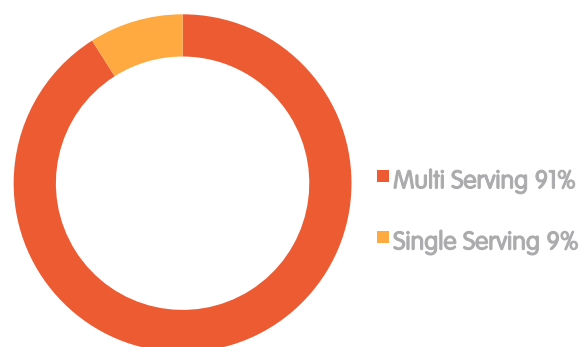
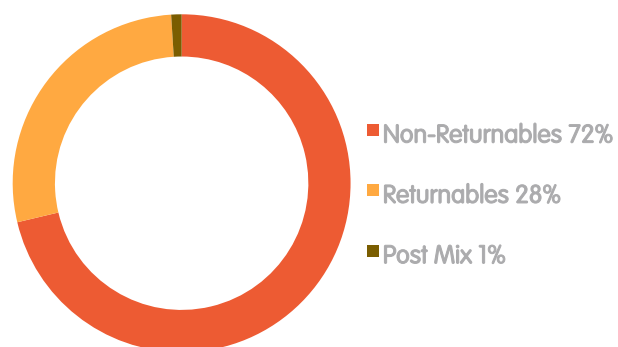
 Distribution center

 Production of juices and other products

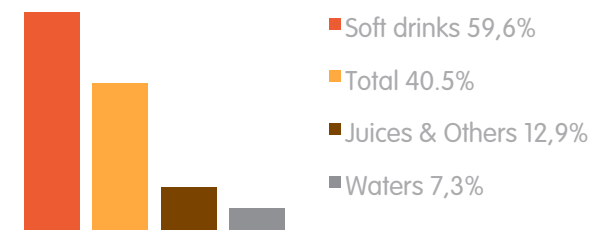
Argentina

Market Structure

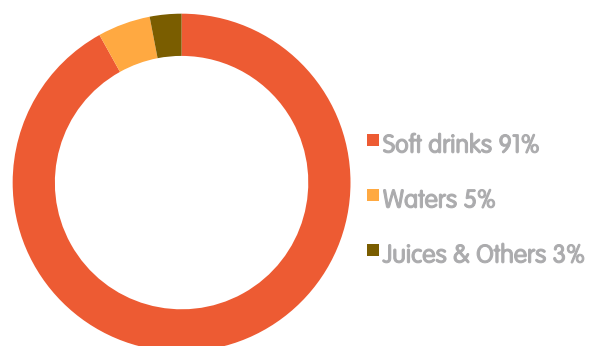
Format Mix – Soft Drinks



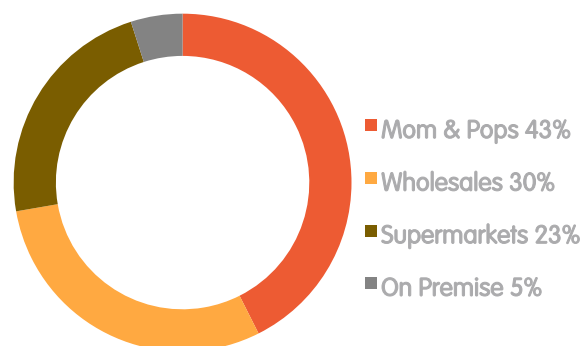
Market Share



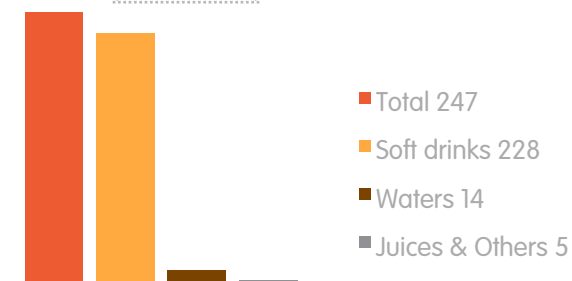
Volume Mix



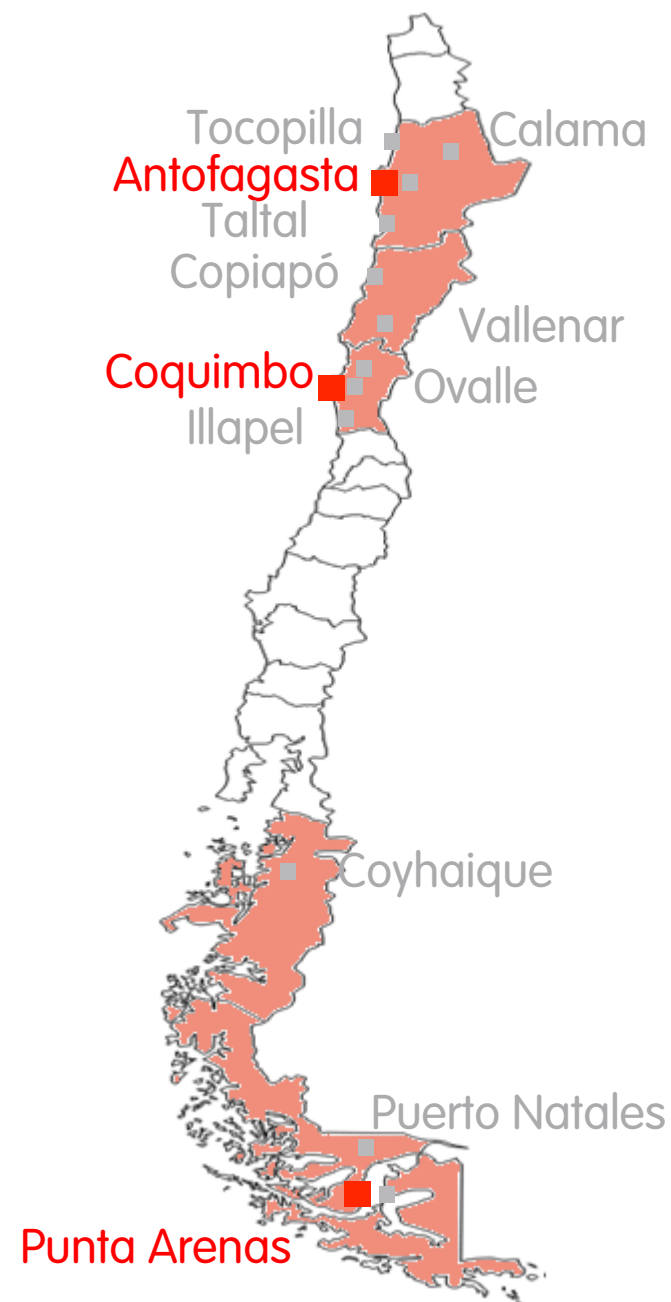
Channel Mix – Soft Drinks



Per Capita Consumption
(8 oz. bottles)



Chile



■ The company operates 3 production facilities located in Antofagasta, Coquimbo and Punta Arenas with a total of 8 lines for soft drinks, 3 lines for water and other products.

■ The company has 12 Distribution Centers for its products carried out through third party distributing companies with an average fleet of 203 trucks in addition to 3 company owned trucks

Company employees: 1.396 as of December 31, 2011.
Company clients: 15 thousand+ as of December 31, 2011.

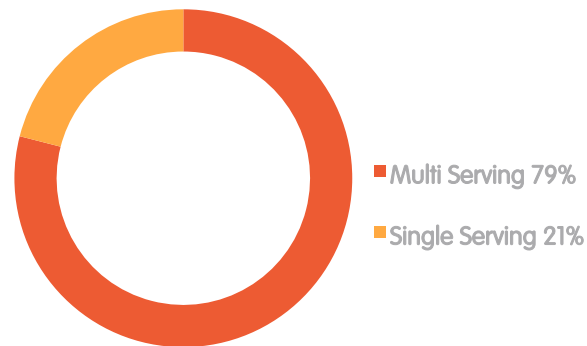
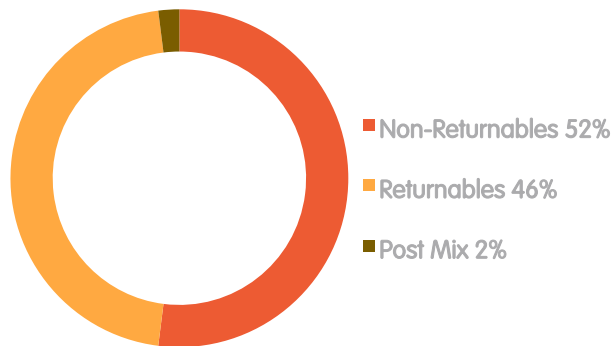
■ Production of soft drinks
■ Distribution center

Chile

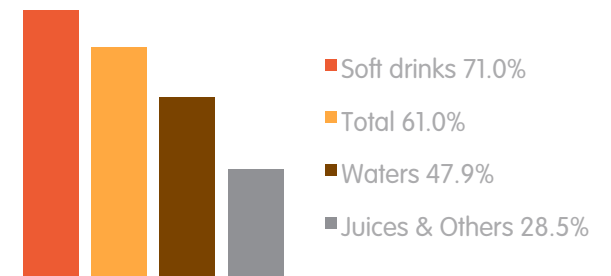
Market Structure

(Year 2011)

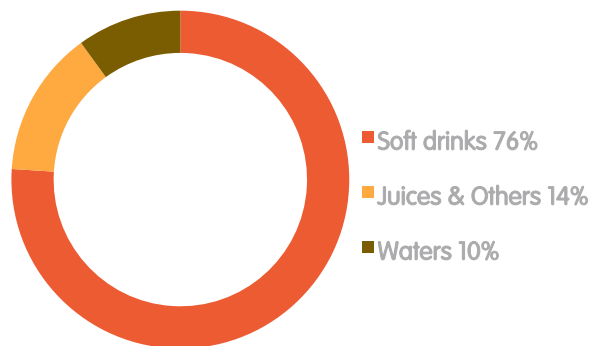
Format Mix – Soft Drinks



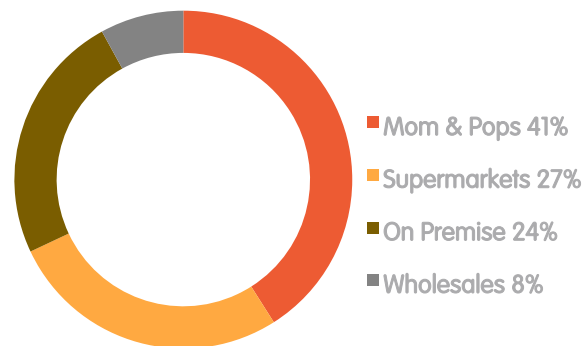
Market Share



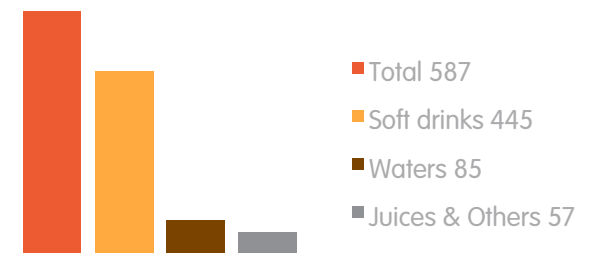
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption
(8 oz. bottles)



Paraguay

■ The company operates 1 production facility located in Barcequillo, San Lorenzo with a total of 7 lines for soft drinks and water and 2 lines for juices.

■ The company has 3 Distribution Centers for its products carried out through third party distributing companies with an average fleet of 273 trucks.

Only Coca-Cola bottler in the country.

Company employees: 792 as of December 31, 2011.

Company clients: 45 thousand as of December 31, 2011.

Barcequillo(San Lorenzo)

Coronel Oviedo

Ciudad del Este

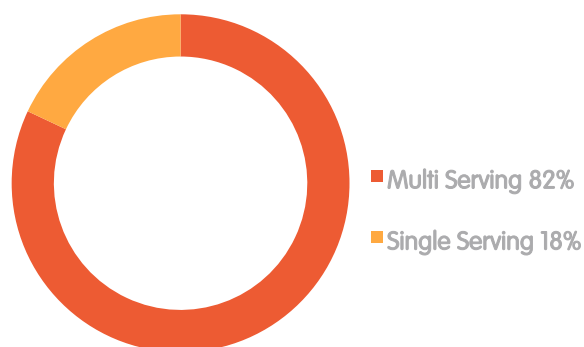
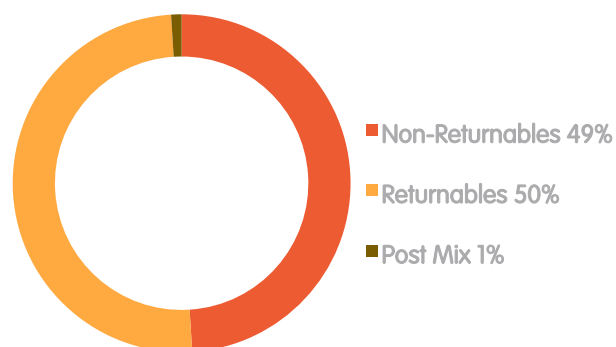
Encarnación

■ Production of soft drinks, water and juices
■ Distribution center

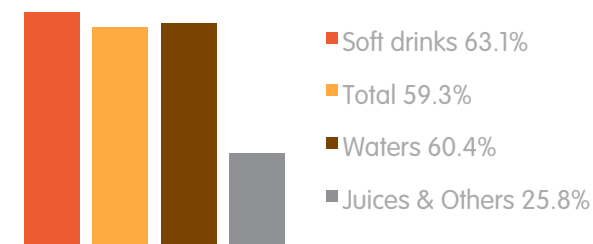
Paraguay

Market Structure

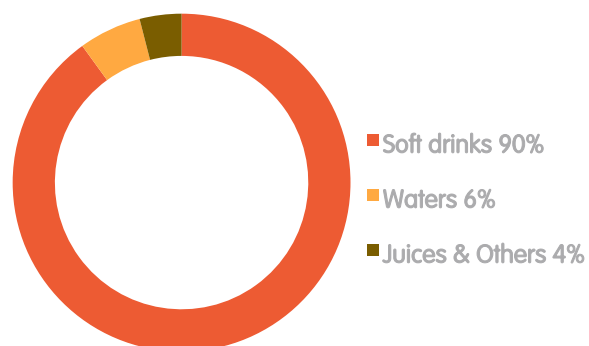
Format Mix – Soft Drinks



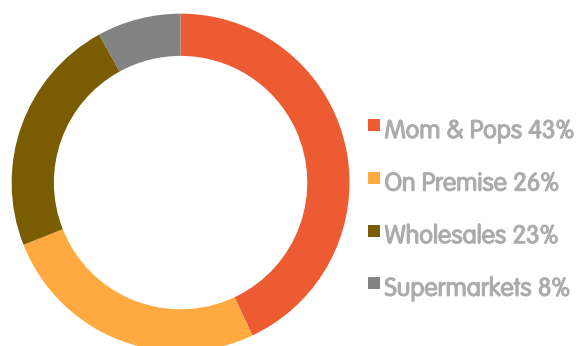
Market Share



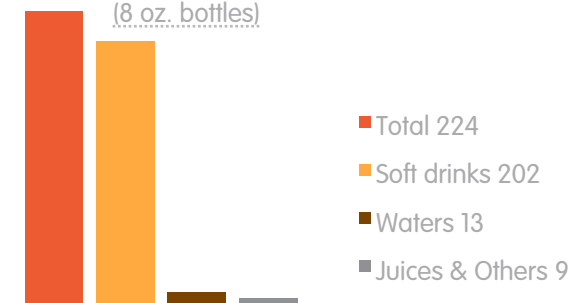
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption
(8 oz. bottles)



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