



# *Coca-Cola* **ANDINA**

CORPORATE PRESENTATION

| 2Q24 |



# AGENDA

Our Company

Market Description

Our Strategy

What Makes Us Unique?

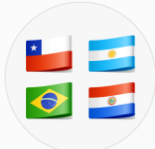
Financial Highlights



## Our Company

## Coca-Cola Andina at a Glance (FY 2023)

### The Company



**LARGEST BOTTLER** in Chile, Argentina and Paraguay and **3RD LARGEST** in Brazil



**15 PRODUCTION FACILITIES**



**95 DISTRIBUTION CENTERS**



**+272,000 CLIENTS**

**57.4 MILLION CONSUMERS**



**MORE THAN 16,000 EMPLOYEES**



**CMF (Chilean Regulator)**  
Local Shares and Bonds  
**SEC (US Regulator)**  
ADR's NYSE and 144A/REGS Bonds

### Key Financials



**883 MILLION UNIT CASES (~5,000 MILLION LITERS) VOLUME**



**~3,100 MILLION DOLLARS REVENUES**



**~555 MILLION DOLLARS EBITDA**



**~203 MILLION DOLLARS NET INCOME**



**LEVERAGE 1.4x**  
Net Financial Debt / Adj. EBITDA (12M)



**INVESTMENT GRADE RATING**  
**BBB+** Fitch Ratings Int.  
**BBB** S&P Global

### ESG Metrics



**48.83 KILOCALORIES**  
sold every 200 ml.



**1.72 LITERS OF WATER**  
consumed per liter of beverage produced



**27.5% Sales volumen RETURNABLE PACKAGING**  
(on NARTD)



**18.4% OF RECYCLED RESIN**  
used to produce PET bottles  
(on Total PET OW)



**0.317 MEGAJOULES OF ENERGY** consumed per liter of beverage produced

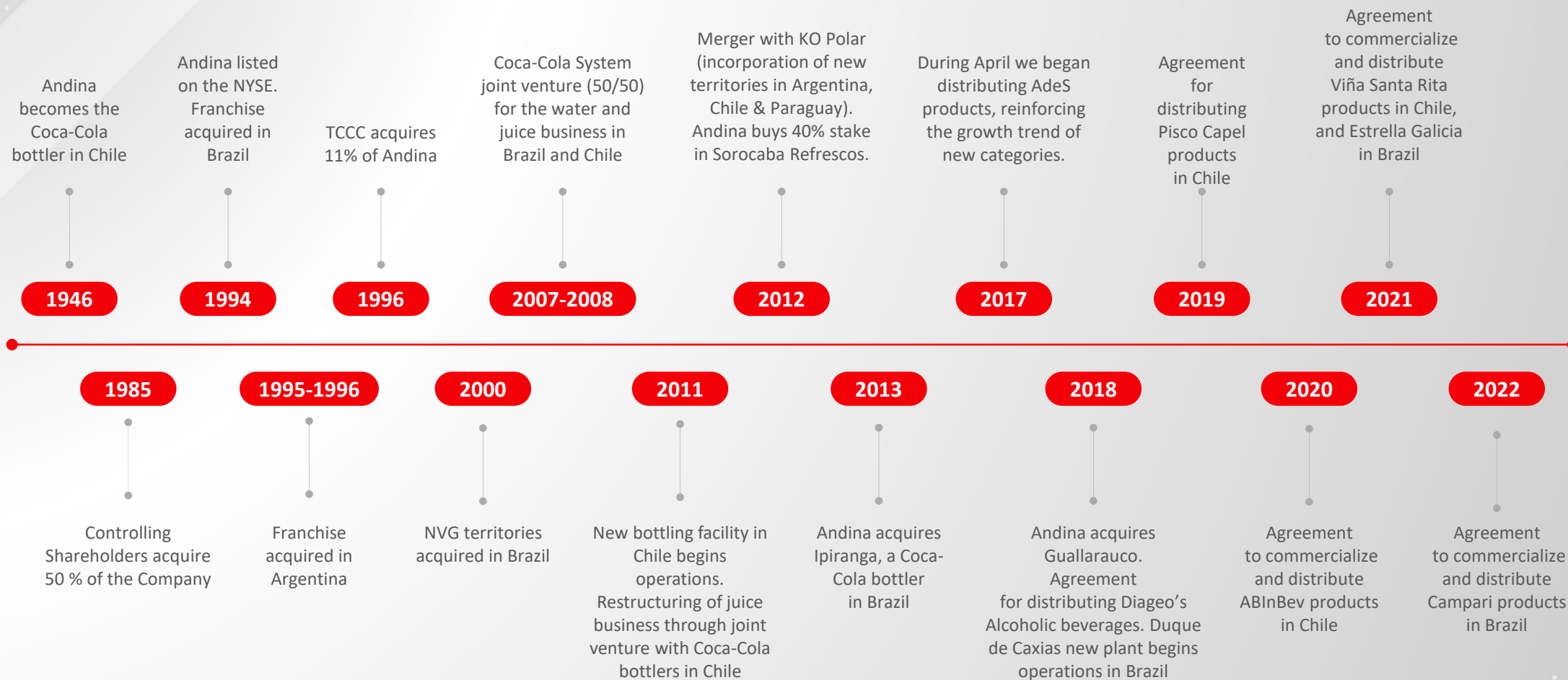


**38.6% OF ENERGY** consumed from renewable sources

**16.9% WOMEN**

## Our Company

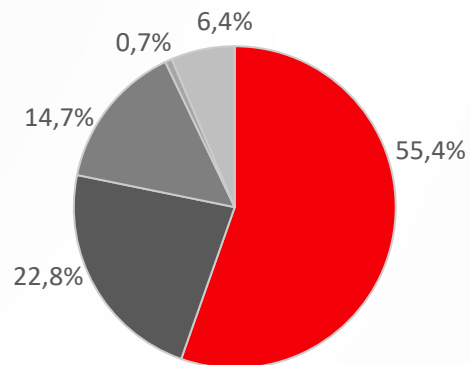
## Andina's History



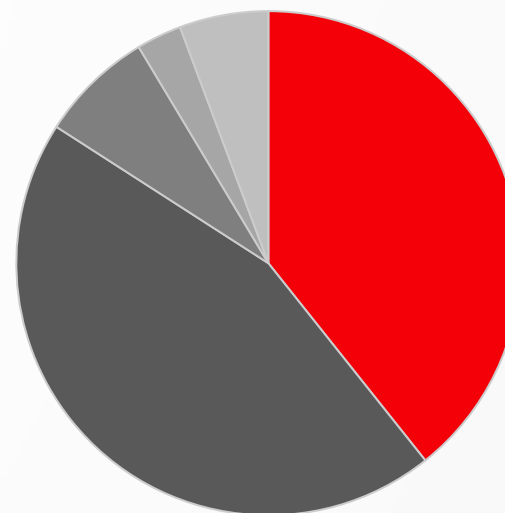
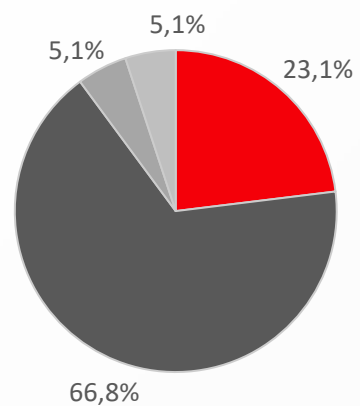
## Our Company

## Ownership Structure (As of December 31, 2023)

A series



B series



- Controlling Group 39.3%
- Others 44.8%
- Coca-Cola 7.3%
- ADRs 2.9%
- Chilean Pension Funds 5.7%

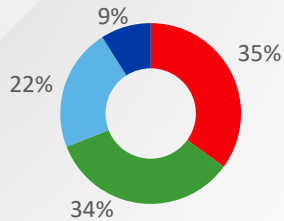
Series A elects 12 of 14 Board members.  
Series B receives an additional 10% in dividends.

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

## Our Company

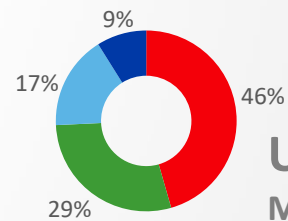
## Regional & Diversified Platform (FY 2023)

### Volume



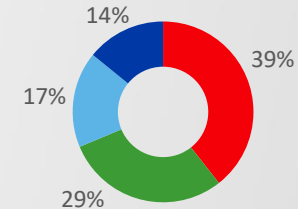
**883**  
MM UCs

### Revenues

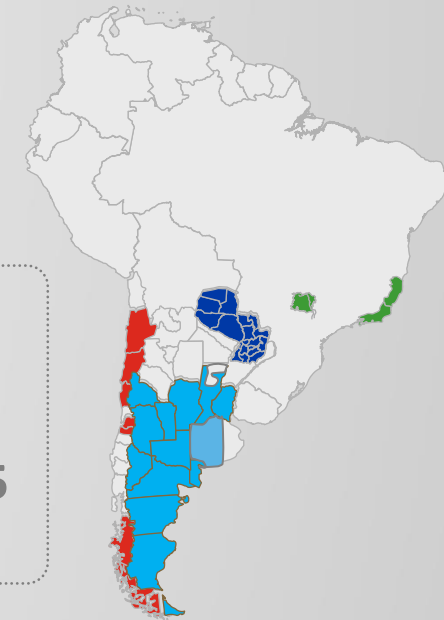


**USD\$3,094**  
MM

### Adjusted EBITDA



**USD\$555**  
MM



### Argentina

- **Territories:** San Juan, Mendoza, San Luis, Córdoba, most of Santa Fé, Entre Ríos, La Pampa, Neuquén, Rio Negro, Chubut, Santa Cruz, Tierra del Fuego and Western Province of Buenos Aires.
- **Extension:** 1.9 million Km<sup>2</sup>
- **Population covered:** 17.3 million
- **Total volume FY 2023:** 194.2 million UCs

### Brazil

- **Territories:** majority of the State of Rio de Janeiro, the State of Espírito Santo, part of São Paulo and part of Minas Gerais.
- **Extension:** 165 thousand Km<sup>2</sup>
- **Population covered:** 22.4 million
- **Total volume FY 2023:** 300.9 million UCs

### Chile

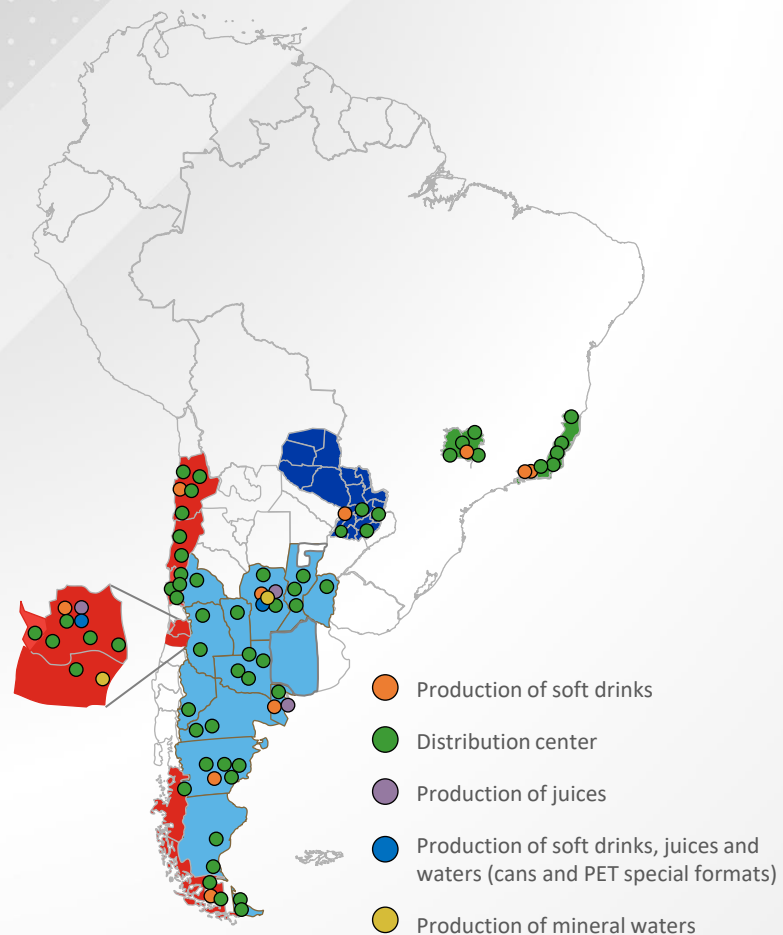
- **Territories:** Antofagasta, Atacama, Coquimbo, Metropolitan Region, San Antonio, Cachapoal, Aysén and Magallanes.
- **Extension:** 398 thousand Km<sup>2</sup>
- **Population covered:** 10.1 million
- **Total volume FY 2023:** 309.9 million UCs

### Paraguay

- **Territories:** the entire Paraguayan territory
- **Extension:** 407 thousand Km<sup>2</sup>
- **Population covered:** 7.6 million
- **Total volume FY 2023:** 77.6 million UCs

## Our Company

## Superior Manufacturing &amp; Logistics Capabilities



- 15 Plants
- 101 lines

- 95 distribution centers
- 2,992 own & third party trucks

## Argentina

- 3 Plants with a total of 25 lines
  - Average utilization ranged from 27.0% to 47.2%
- 47 distribution centers
- Fleet of 682 third party trucks

## Brazil

- 3 Plants with a total of 27 lines
  - Average utilization range from 67.8% to 69.5%
- 21 distribution centers
- Fleet of 1,031 owned trucks and 46 third party trucks

## Chile

- 3 Plants with a total of 21 lines
  - Average utilization ranged from 46.0% to 63.0%
- 20 distribution centers
- Fleet of 381 owned trucks and 495 third party trucks
- In Subsidiaries 4 additional production facilities with 17 lines

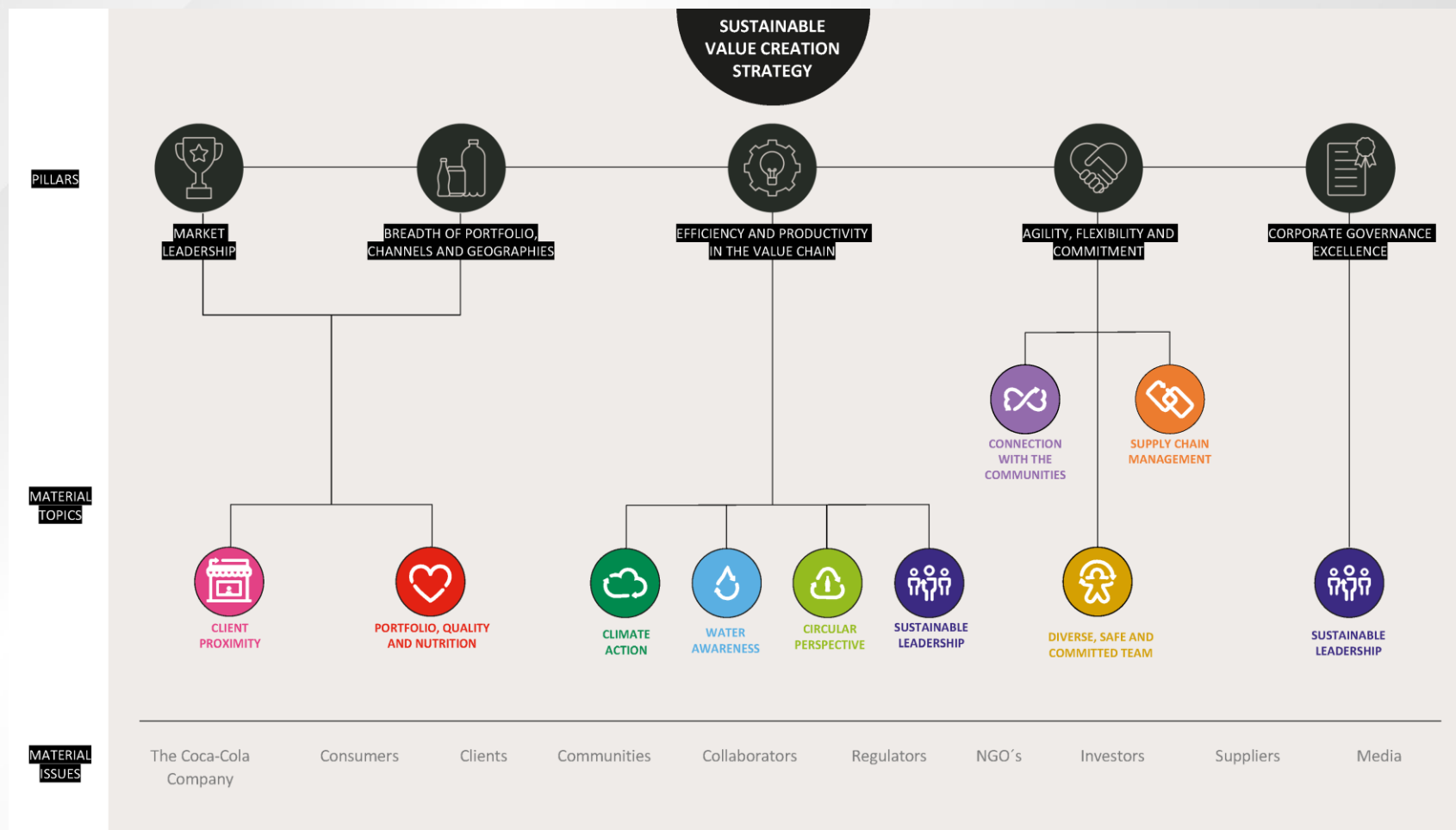
## Paraguay

- 1 Plant with a total of 11 lines
  - Average utilization range from 30.0% to 42.0%
- 7 distribution centers
- Fleet of 357 third party trucks

Reaching over 272,000 clients

## Our Company

## Committed to sustainable development



MEMBER OF  
**Dow Jones**  
Sustainability Indices  
In collaboration with **SAM**  
© RobecoSAM brand



FTSE4Good

**MSCI**  
ESG Research

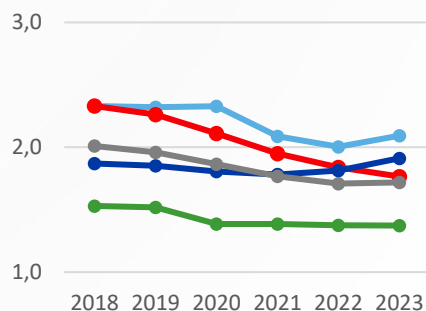
**CDP**  
DISCLOSURE INSIGHT ACTION

Generating Social, Economic and Environmental Value in all our actions

## Our Company

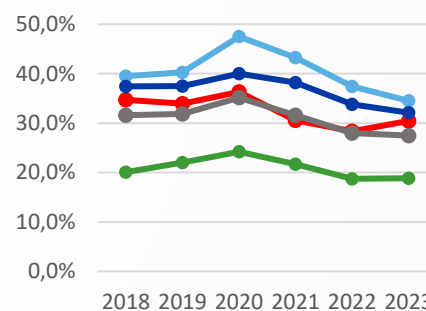
## Achievements on sustainable development

### Water ratio (WUR)



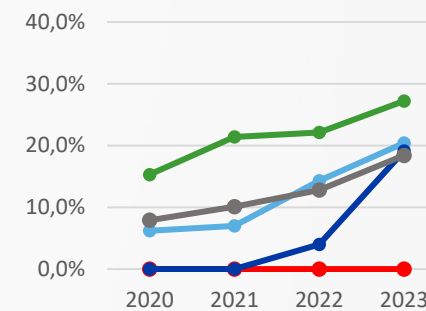
-14.6%

### Returnable packaging (on NARTD)



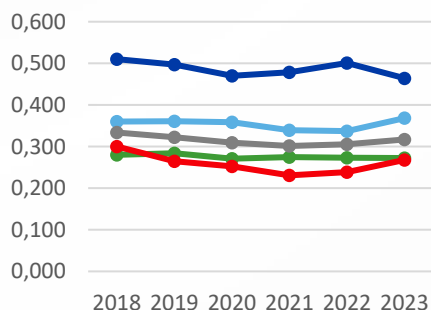
27.5%

### Recycled resin (on Total PET OW)



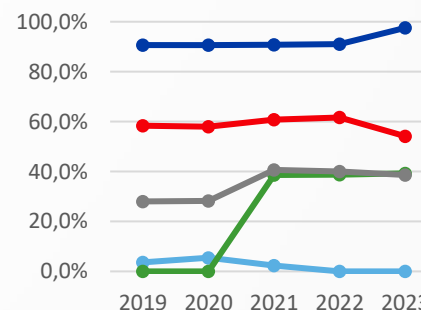
+10.5 pp

### Energy ratio (EUR)



-4.9%

### Energy consumption from renewable sources



+10.3 pp

— Argentina  
— Brazil  
— Chile  
— Paraguay  
— Total Coca-Cola Andina

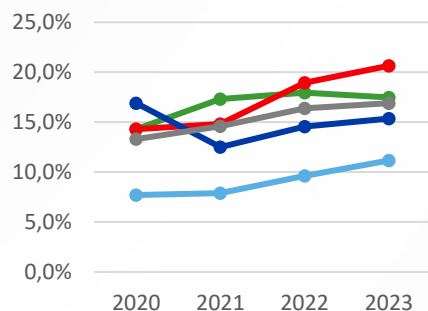
Generating Social, Economic and Environmental Value in all our actions

## Our Company

## Achievements on sustainable development



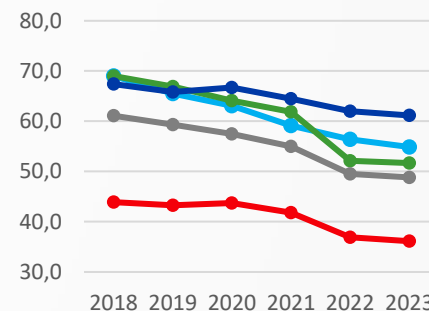
### Diversity: % Women<sup>1</sup>



+3.6 pp



### Kilocalories sold every 200 ml.<sup>2</sup>



-20.1%

— Argentina  
— Brazil  
— Chile  
— Paraguay  
— Total Coca-Cola Andina

## Generating Social, Economic and Environmental Value in all our actions

- (1) Beginning 2022, the calculation of personnel is based on the headcount of the Company's own personnel, pursuant to the new general standard No. 461 of Chile's Financial Market Commission, whereas the values of previous years correspond to Full time equivalent. Argentina includes Embotelladora del Atlántico S.A. and Empaques Argentina S.A., and Chile includes Embotelladora Andina S.A., VJ S.A., Vital Aguas S.A., Envases Central S.A. and Re-Ciclar S.A.
- (2) Values from Chile 2021 were recalculated in 2022, for greater precision in the calculation.

## Our Company

## Main Indicators and Future Commitments



*Coca-Cola* **ANDINA**



**Our Company**

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**What Makes Us Unique?**

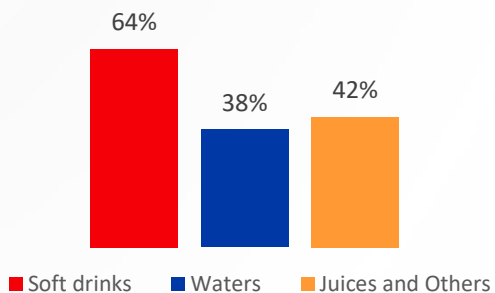
**Financial Highlights**



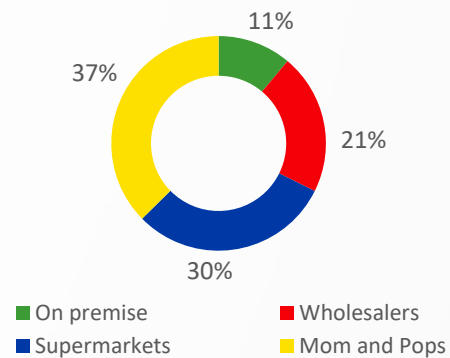
## Market Description

## Our Market Structure at a glance (As of December 31, 2023)

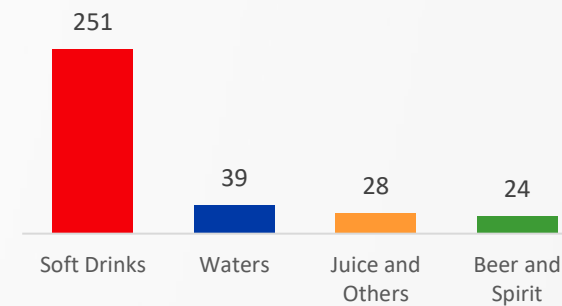
### Market Share



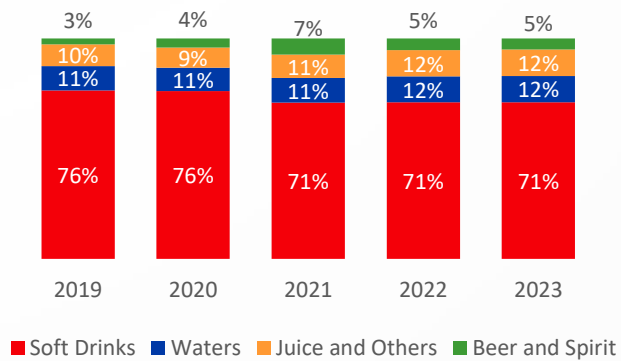
### Channel Mix



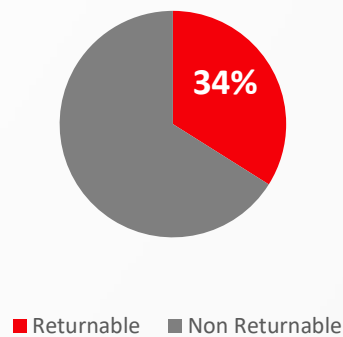
### Per capita Consumption (8 oz. bottles)



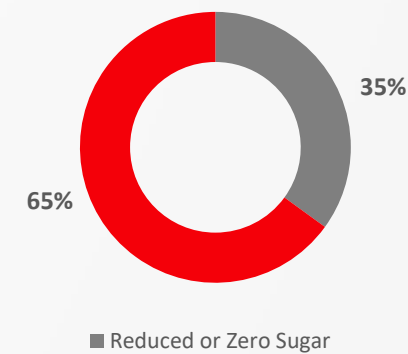
### Product Mix



### Format Mix SSD



### Sugary Mix NARTD





**Our Company**

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**Financial Highlights**



## Our Strategy

## Strategic Objectives Coca-Cola Andina 2025

1

**Growth through:**

- NARTD & ARTD (KO) Portfolio
- Entering New Categories leveraging our Assets and Logistics Capacity.
- New geographic Inorganic Growth opportunities

2

**Efficiency and Productivity** leadership to maintain Cost Effectiveness in all our Operations

3

**Digital Transformation Strategy:** Internal Processes, Culture & Market

4

**Excellence Teams** based on Talent, Diversity and Meritocracy

5

**Sustainability Strategy** through implementing our 6 priorities  
(Water, Sustainable Packaging, Workplace Climate, Communities, Energy & SSD Benefits)



**Our Company**

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**What Makes Us Unique?**

**Financial Highlights**



## What makes us unique?

1

Complete Beverage Portfolio

2

Refillable Bottles Strategy Towards a World Without Waste

3

Strong Sugar Reduction and Stills & Low-Cal Strategy

4

Digital Capabilities for today's business

5

High Performance, strongly committed Team

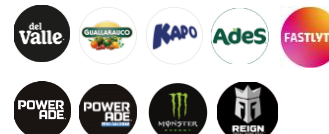
6

Learning and Sharing for Continued Improvement

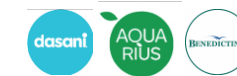
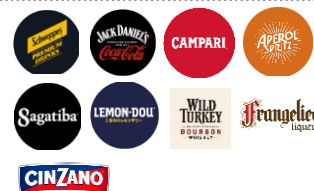
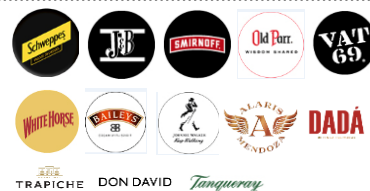
## What makes us unique?

1

## Complete Beverage Portfolio (2Q24)

SSDs<sup>1</sup>Juices and other NCBs<sup>1</sup>

## Water

Beer<sup>2</sup>Spirit Beverages<sup>2</sup>Source: Company filings and public releases. <sup>1</sup> SSDs: Sparkling Soft Drinks; NCBs: Non-Carbonated Beverages<sup>2</sup> To see the complete list of the products, you can review in our website [www.koandina.com](http://www.koandina.com) the Integrated Annual Report or 20-F Report

## What makes us unique?

2

## Refillable Bottles Strategy Towards a World Without Waste

**Coca-Cola ANDINA**

### % Refillables as of Total SSD Volume

	FY2021	FY2022	FY2023
Argentina	50.8%	44.4%	41.4%
Brazil	25.5%	22.0%	22.2%
Chile	40.3%	38.6%	41.1%
Paraguay	46.7%	41.9%	40.0%



**Universal Bottle**



**DQX Brazil:  
New capacity**

**One of the highest mix of refillables worldwide**

## What makes us unique?

3

## Strong Sugar Reduction and Stills &amp; Low-Cal Strategy

% of NARTD Total Volume (\*)

## No Sugar &amp; LowCal

9%

2010

27%

2023

Argentina

11%

2010

23%

2023

Brazil

21%

2010

60%

2023

Chile

11%

2010

27%

2023

Paraguay

## Stills Mix

4%

2010

16%

2023

Argentina

4%

2010

19%

2023

Brazil

13%

2010

34%

2023

Chile

5%

2010

20%

2023

Paraguay

(\*) Sugar free + Mid cal volume (less than 5 gr of sugar/100 ml) over Total NARTD Volume

# What makes us unique?

4

## Digital Capabilities for today's business

### Market

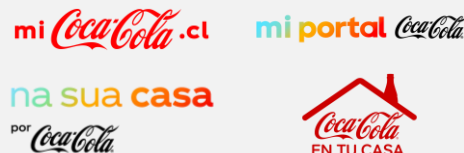
#### Interaction with our Customers & Consumers

- Customer & Consumers Centric
- Omnichannel Experience
- Scale in digitalized customers in all operations
- Data source generating insights
- Direct to Consumers platform in all operations

#### Customers App



#### Consumers Ecommerce



### Internal Operations

#### Generation of Efficiency & Productivity

- Digitize operation information flows to generate data-based solutions
- Expand & Capture benefits from Truck and Labor Optimization apps
- Automate as much as possible through RPA and Data & Analytics



OPTIPLUS



### Data – AI - Automatismos

#### Data Driven Decision Company



- Information in our Data Lake
- Data Driven Decision Processes
- Pricing and Portfolio
- Suggested Order

### Technology

#### Scaling connected and integrated platforms



- Move to the cloud
- Cybersecurity
- Data Business
- Artificial Intelligent

### People

#### Generating ambidextrous culture

- Continuously reviewing digital teams and structure
- Developing and fostering people growth
- Communicating internally to align and externally to attract talent



## What makes us unique?

4

Digital Capabilities  
for today's business

## Market

Interaction with our Customers &  
Consumers

## Customers

- Our B2B operating under a **single technological platform** across all operations.
- **+80% registered** customers and **54% buyers**.
- Generating **+34% of the net income from the traditional trade** through this solution.
- At a total channel level, **+45% of the net income** is obtained through digital channels.

## Consumers

- B2C platforms with **robust growth** across all operations, offering a **complete portfolio** directly to our consumers, maintaining world-class satisfaction indicators, **+70 NPS points**.

Internal  
Operations

## Generation of Efficiency &amp; Productivity

## Tracking Orders

- Application to manage inventory, track operations and deliveries **in near real time**.
- More than **700 users in 4 countries** and more than **500 queries per hour**.
- 22 different views of the operation and **AI models** to predict anomalies.

## Truck Optimizer

- Solution developed by Andina to optimize the load carried by each truck.
- More than **45 FTEs decreased** (via increased productivity).

## Process automation

- More than **171 bots** that automate operations in Backoffice, Supply Chain and Commercial (including solutions with generative AI).

Data – AI -  
Automatismos

## Data Driven Decision Company

- Migrated **all information to the Data Lake**.
- **Data Driven Process** in Commercial Area (pricing, suggest order and portfolio) and Supply Chain (Forecast and Order Tracking).
- We incorporated **Artificial Intelligence** (Suggest Order, Forecasting and anomaly prediction).

## Technology

Scaling connected and integrated  
platforms

- **Technology people integrated** with the business forming an integral part of the **digital teams**.
- **Migration** of applications and servers **to the cloud**.
- Cost optimization of cloud solutions.
- New **cybersecurity** model.

## People

## Generating ambidextrous culture

- More than **300 people working** in digital development teams (agile teams and tribes).
- **Operations teams aligned** and connected with the digital strategy.
- Collaboration with **world-class partners** and continuous training of our digital and business teams with institutions such as MIT, among others.

## What makes us unique?

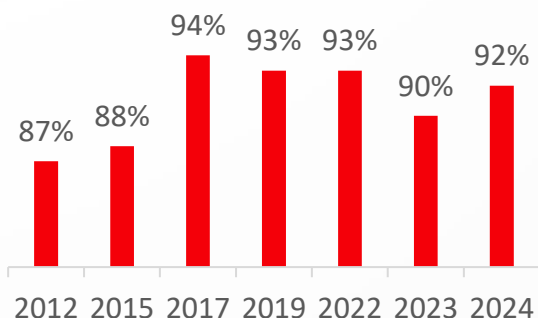
5

## High Performance, strongly committed Team

- In 2022, we started **measuring Average Commitment** of employees, in line with the Gallup methodology. **GALLUP**
- Results in 2024 reached **3.99**, in a scale of 1 to 5, **improving our overall engagement for third year in a row.**

We have developed a **robust engagement management system**, that allows us to monitor and develop our engagement in a frequent, effective, and data-driven manner.

### Adherence Rate



### Experienced Senior Management

	Industry Experience (Years)	Company Experience (Years)		Industry Experience (Years)	Company Experience (Years)
<b>Miguel Ángel Peirano</b> <i>Chief Executive Officer</i>	28	13	<b>Andrés Wainer</b> <i>Chief Financial Officer</i>	28	28
<b>José Luis Solórzano</b> <i>General Manager – Chile</i>	27	22	<b>Fernando Jaña</b> <i>Chief Strategic Planning Officer</i>	10	10
<b>Renato Barbosa</b> <i>General Manager – Brazil</i>	34	12	<b>Jaime Cohen</b> <i>Chief Legal Officer</i>	16	16
<b>Fabián Castelli</b> <i>General Manager – Argentina</i>	31	31	<b>Martín Idígoras</b> <i>Chief Technology Officer</i>	6	6
<b>Francisco Sanfurgo</b> <i>General Manager - Paraguay</i>	36	19	<b>Gonzalo Muñoz</b> <i>Chief Human Resources Officer</i>	9	9

**85%** of employees declare to be satisfied or extremely satisfied at work.

**79%** of our teams have either maintained or improved their engagement results.

**89%** of our employees declare that in our company we feel highly responsible for the quality of service we offer to our clients and consumers.

**47 eNPS** our score places us at the highest eNPS segments within the FMCG category.

## What makes us unique?

6

## Learning and Sharing for Continued Improvement



**Inside The  
Coca-Cola  
System**

**Top 2 Top**

High level instance to share strategy, best practices, new ways of working and projects to ensure short and long term results

**Growth  
Corridors**

Alignment and Project Portfolio (SSD, Stills, Fabs, RTM, Procurement, ESG, Digital, etc) with KO & 3 largest LatAm Bottlers.

**Joint Working  
Framework with The  
Coca-Cola Company**

To strengthen the long-term relationship between both companies in different areas, including Growth plans, Relationship economics, Potential new business and ventures, and Digital strategy.

**Other Bottlers**

Regular Instances with Top 10 Worldwide Bottlers to share best practices and continued improvement (CEPG, Finance, Digital, RTM, etc)

**Digital Partners**

World Class Digital Partners to ensure best in class solutions in Digital Transformation (i.e. AWS in data lake & analytics)

**With  
Relevant  
Partners**

**Business  
Partners**

World Class Business Partners to ensure best practices in our core and backoffice activities



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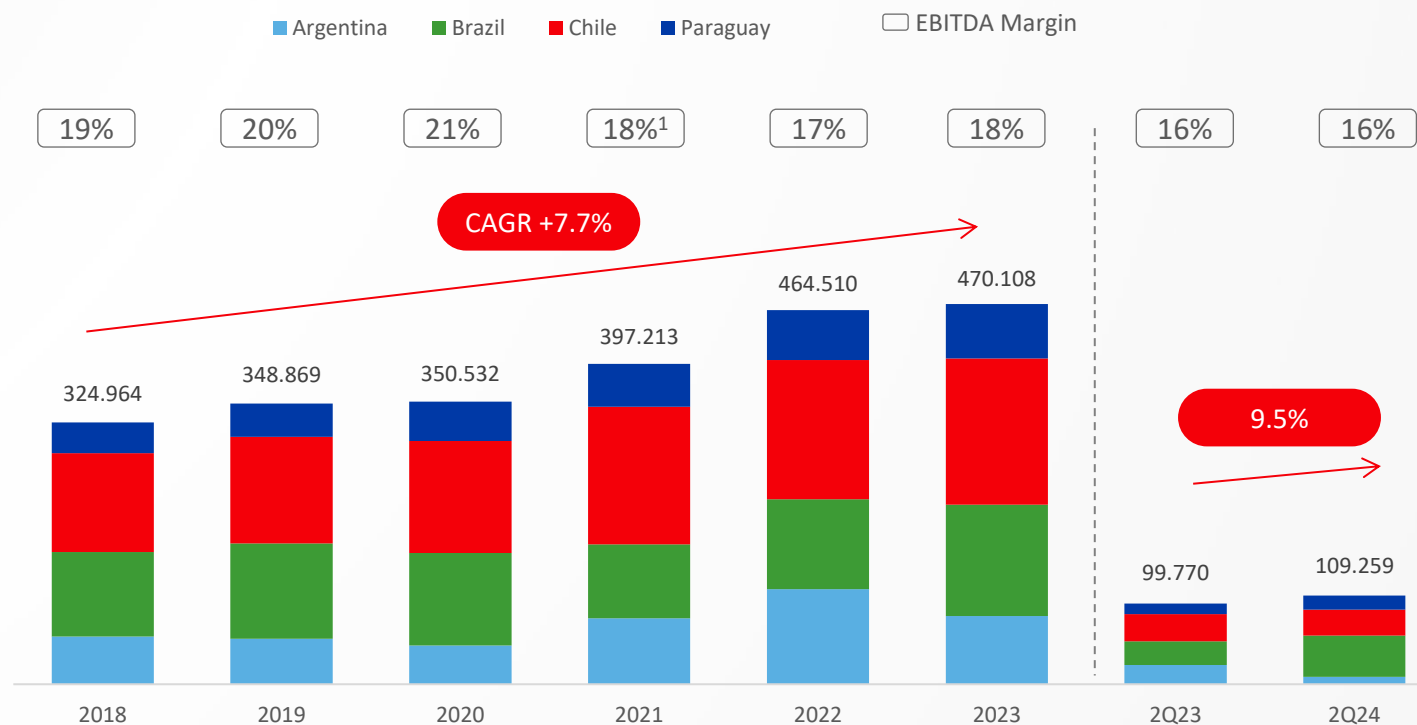
**Financial Highlights**



# Financial Highlights

## Strong Ebitda Generation (Consolidated)

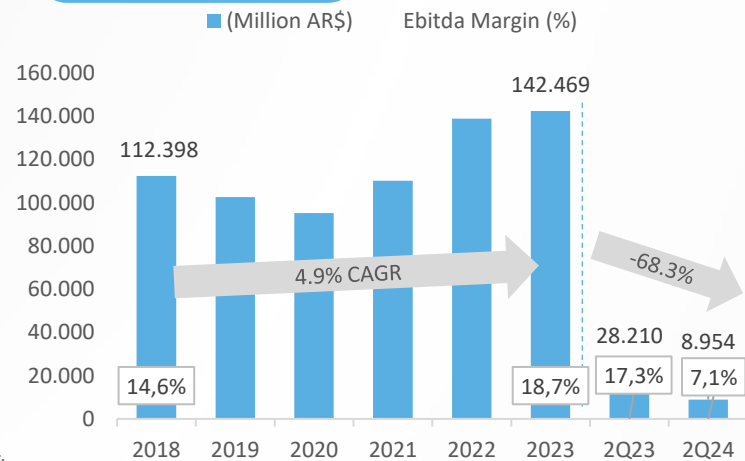
### Adjusted EBITDA and Adjusted EBITDA Margin (CLP\$ mm)



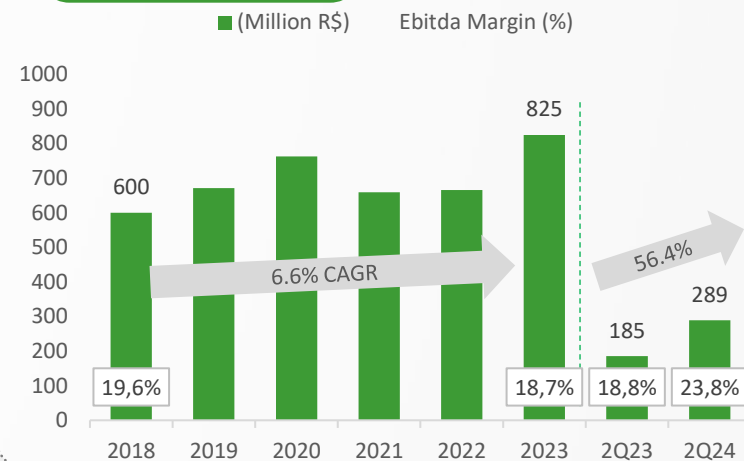
1: EBITDA Margin considers AB InBev beer distribution agreement that started on Oct-20.

## Financial Highlights

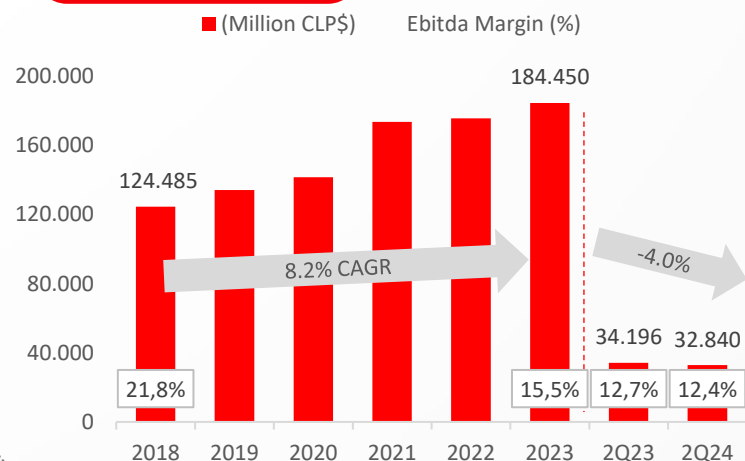
## Strong Ebitda Generation

Argentina<sup>1</sup>

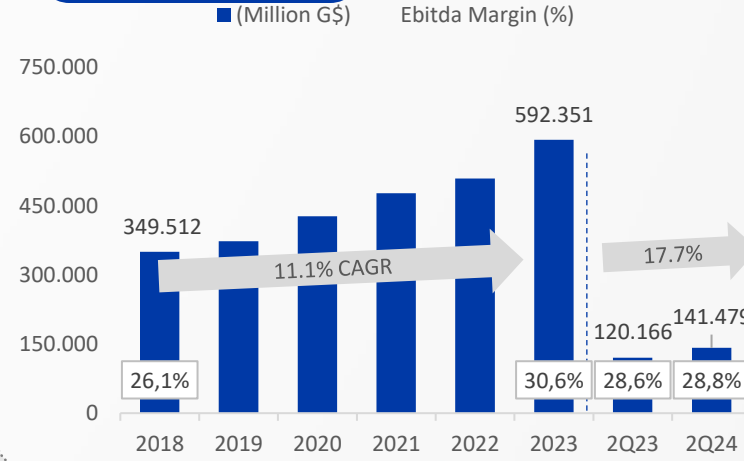
## Brazil



## Chile



## Paraguay



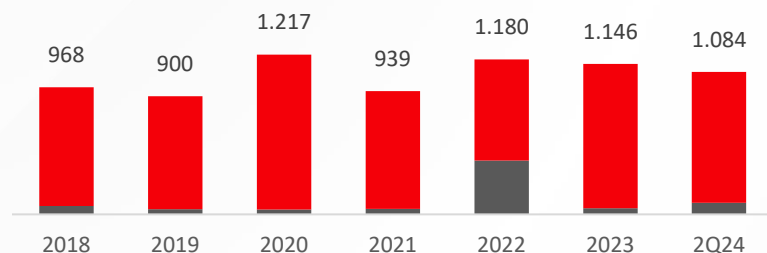
(1) All figures are expressed using June-24 currency.

# Financial Highlights

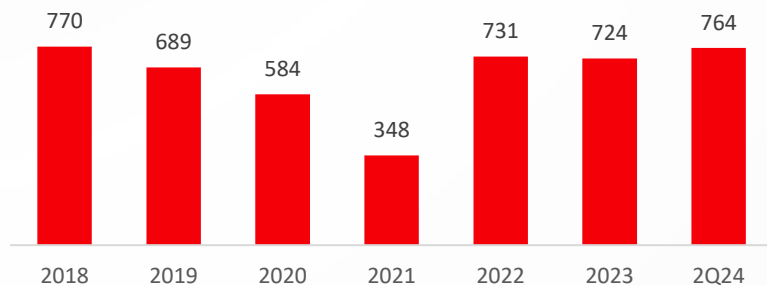
# Solid Financial Position

## Financial Debt<sup>1</sup> (USD\$ mm)

■ Short Term Financial Debt ■ Long Term Financial Debt



## Net Financial Debt<sup>2</sup> (USD\$ mm)



	Banks	Bonds	Total
USD\$mm	85	999	1,084
%	8%	92%	100%

Note: Banks includes Bank, Leasing & Others, doesn't consider Guarantee Deposits from Refillable Bottles. Bonds Include derivative's effect and its corresponding MtM

	UF	CLP\$	R\$	US\$	PGY\$	AR\$	CHF\$	Total
US\$mm	584	281	182	6	0	31	0	1,084
%	54%	26%	17%	1%	0%	3%	0%	100%

Note: After derivatives effect, and its corresponding MtM

## Risk Ratings

Local rating agencies Rating

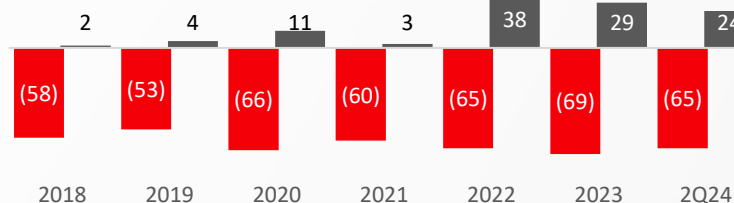
ICR AA+  
Fitch Chile AA+

International rating agencies Rating

Standard & Poors BBB  
Fitch Ratings, Inc. BBB+

## Financial Expenses / Income (USD\$ mm)<sup>3</sup>

■ Financial Expenses ■ Financial Income



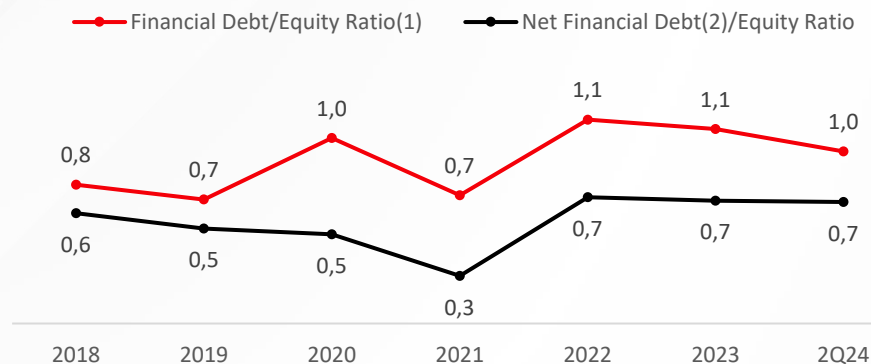
Source: Data as reported on Company filings

- Financial Debt: Other Current Financial Debt + Other Non-Current Financial Debt considering MtM of Derivatives and without Guarantee Deposit from refillable bottles.
- Net Financial Debt means consolidated Liabilities bearing interest minus Cash, namely: (i) other current financial liabilities, plus (ii) other non-current financial liabilities, less (iii) the sum of cash and cash equivalents; plus, other current financial assets; plus, other non-current financial assets (to the extent that they correspond to the asset balances of derivative financial instruments, entered to cover exchange rate risks or interest rate risks on financial liabilities).
- Financial Income corresponds to the interests generated by the cash and Financial Expenses corresponds to the interests generated by the financial debt of the company. The value corresponds to the sum of the last 12 months.

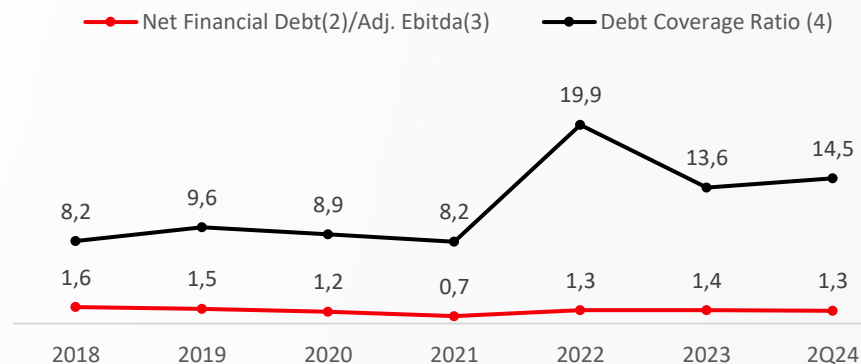
## Financial Highlights

## Solid Financial Position

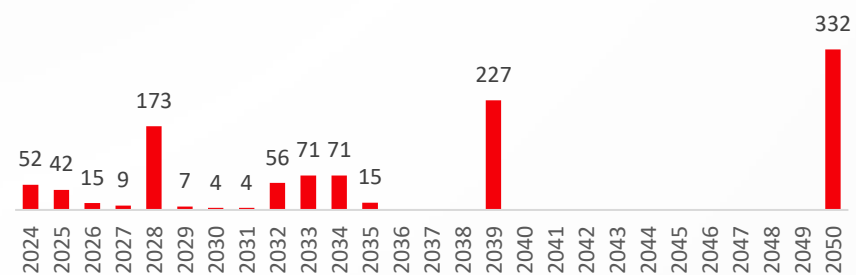
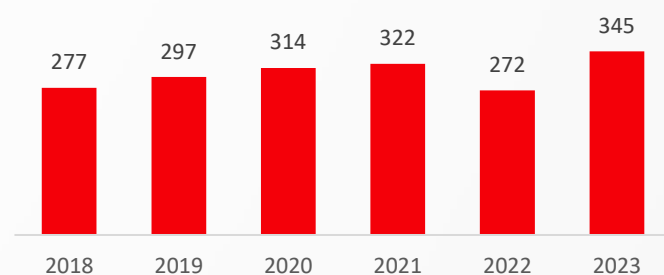
Financial Ratios (I)



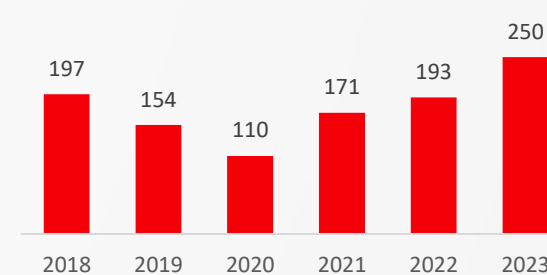
Financial Ratios (II)



Debt Amortizations (USD\$mm)

Free Cash Flow<sup>5</sup> (USD\$ mm)

CAPEX (USD\$ mm)

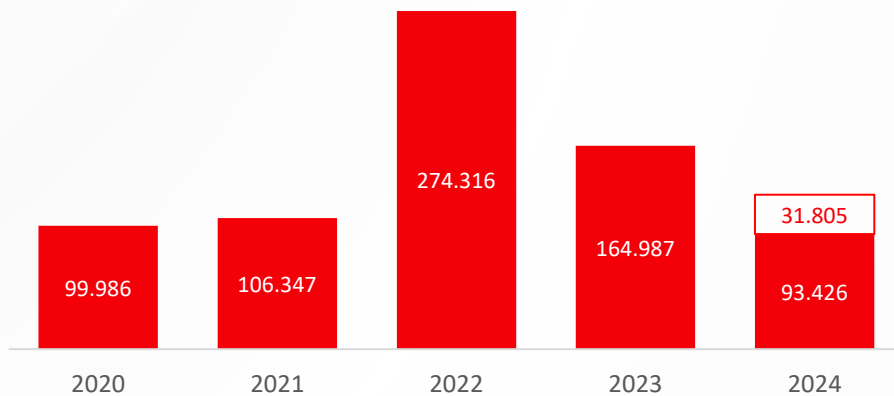


Source: Data as reported on Company filings

- (1) Financial Debt to Equity Ratio:  $[\text{Other Current Financial Debt} + \text{Other Non-Current Financial Debt}] / \text{Equity}$ . Debt doesn't consider Guarantee Deposits from refillable bottles and does consider the liability generated by the MtM of Derivatives.
- (2) Net Financial Debt: Consolidated Liabilities bearing interests minus Cash, namely: (i) other current financial liabilities, plus (ii) other non-current financial liabilities, less (iii) the sum of cash and cash equivalents; other current financial assets; and other non-current financial assets (to the extent that they correspond to the asset balances of derivative financial instruments, entered to cover exchange rate risks or interest rate risks on financial liabilities).
- (3) Adjusted EBITDA considers the following items: Ordinary Income, Sales Costs, Distribution Costs, Administrative Expenses plus Depreciation, included in the Financial Statements presented to the Chilean Financial Market Commission and which are determined in accordance with IFRS. The value corresponds to the sum of the last 12 months.
- (4) Debt Coverage Ratio:  $\text{Adjusted EBITDA} / (\text{Financial Expenses} - \text{Financial Income})$ . Adj. EBITDA & Financial Expenses/Income for 2Q24 considers last 12 months figures from Jun-23. Also, it considers interests related to Financial Debt and Cash.
- (5) Free Cash Flow = Operating Income + Depreciation - CAPEX - Taxes (+/-) Working Capital Variation.

## Financial Highlights

## Dividends (as of June 30, 2024)

Dividend Distribution<sup>1</sup>

Dividend Yield <sup>2</sup>	2019	2020	2021	2022	2023
Series A	3.8%	5.4%	6.8%	17.3%	10.1%
Series B	3.6%	5.1%	6.4%	16.4%	8.8%

Payout Ratio <sup>3</sup>	2019 <sup>4</sup>	2020	2021	2022	2023
	69%	82%	69%	219%	96%

(1) Dividends announced and paid during the year. 2024 includes dividends announced but not paid during the quarter.

(2) Dividend yield is calculated as dividends per share distributed on year t over the closing price of year t-1.

(3) Payout ratio is calculated as dividends distributed on account of income from the fiscal year t over the Net Income of the same year.

(4) 2019 Net Income excludes the effect of the tax credit recognition as a result of the favorable ruling of the Brazilian tax authorities. Including the effect of tax credit recognition Payout Ratio was 49%.



**Contact in Santiago, Chile**

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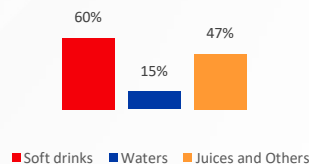
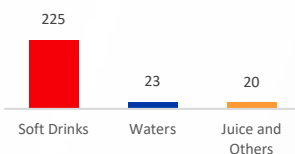


## Market Description

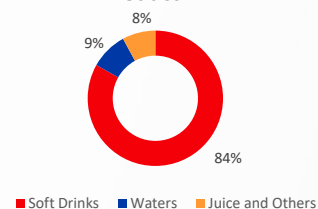
## Our Market Structure by operation (As of December 31, 2023)



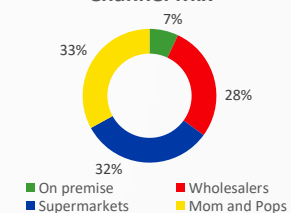
Market Share

Per capita Consumption  
(8 oz. bottles)

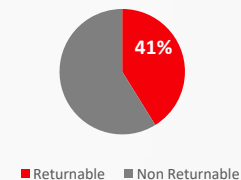
Product Mix



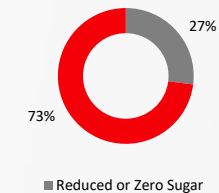
Channel Mix



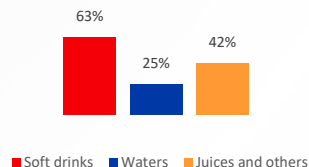
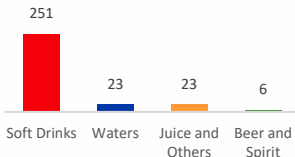
Format Mix SSD



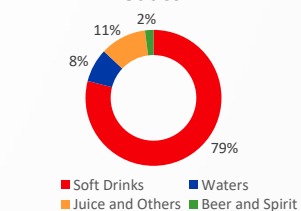
Sugary Mix NARTD



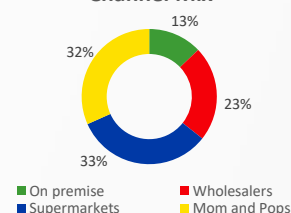
Market Share

Per capita Consumption  
(8 oz. bottles)

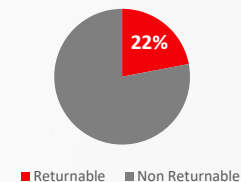
Product Mix



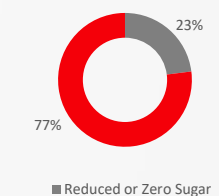
Channel Mix



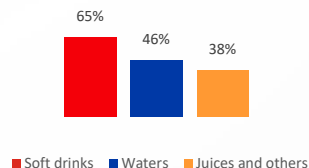
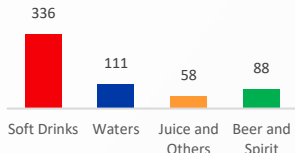
Format Mix SSD



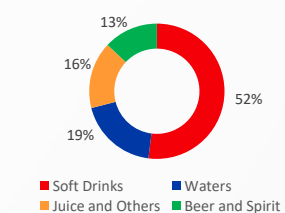
Sugary Mix NARTD



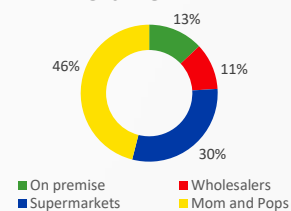
Market Share

Per capita Consumption  
(8 oz. bottles)

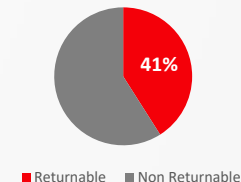
Product Mix



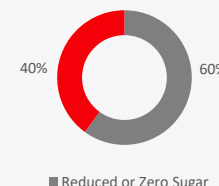
Channel Mix



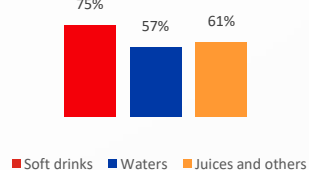
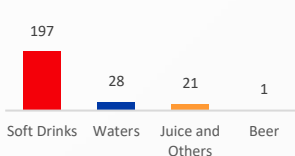
Format Mix SSD



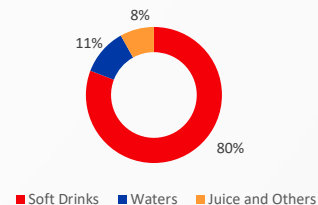
Sugary Mix NARTD



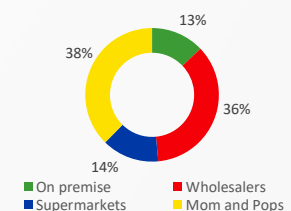
Market Share

Per capita Consumption  
(8 oz. bottles)

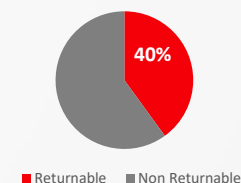
Product Mix



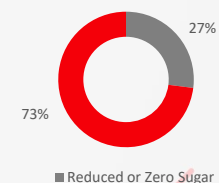
Channel Mix



Format Mix SSD



Sugary Mix NARTD



## Main Financial Highlights (Million USD\$)

	2018	2019 <sup>1</sup>	2020	2021 <sup>2</sup>	2022 <sup>2</sup>	2023	2Q23	2Q24
<b>Total Volume (million UCs)</b>	<b>751</b>	<b>746</b>	<b>735</b>	<b>828</b>	<b>874</b>	<b>883</b>	<b>196</b>	<b>197</b>
Net Sales	2,569	2,495	2,190	2,848	3,058	3,094	767	718
Operating Income	348	335	306	378	397	422	87	79
Operating Margin	13.5%	13.4%	14.1%	13.3%	13.0%	13.6%	11.3%	11.0%
<b>Adjusted EBITDA</b>	<b>502</b>	<b>491</b>	<b>450</b>	<b>512</b>	<b>535</b>	<b>555</b>	<b>125</b>	<b>117</b>
Adjusted EBITDA Margin	19.4%	19.6%	20.6%	18.0%	17.5%	17.9%	16.2%	16.3%
<b>Net Income</b>	<b>149</b>	<b>247</b>	<b>156</b>	<b>201</b>	<b>145</b>	<b>203</b>	<b>15</b>	<b>26</b>
<b>Revenues per unit case (USD\$)</b>	<b>3.42</b>	<b>3.34</b>	<b>2.98</b>	<b>3.44</b>	<b>3.50</b>	<b>3.51</b>	<b>3.90</b>	<b>3.64</b>
<b>Adj. EBITDA per unit case (USD\$)</b>	<b>0.67</b>	<b>0.66</b>	<b>0.61</b>	<b>0.62</b>	<b>0.61</b>	<b>0.63</b>	<b>0.63</b>	<b>0.59</b>
Capital Expenditures	197	154	110	171	193	250	56	93
CAPEX/Depreciation (times)	1.3	1.0	0.8	1.3	1.4	1.7	1.5	2.5
<b>FX (CLP\$/USD) period average</b>	<b>638.0</b>	<b>702.8</b>	<b>792.0</b>	<b>759.6</b>	<b>873.3</b>	<b>839.9</b>	<b>801.0</b>	<b>934.2</b>
<b>FX (CLP\$/USD) end of period</b>	<b>694.8</b>	<b>748.7</b>	<b>711.0</b>	<b>844.7</b>	<b>855.9</b>	<b>877.1</b>	<b>801.7</b>	<b>944.3</b>

Note: 2018, 2019, 2020, 2021, 2022 and 2023 results are constructed with Argentinean results expressed at Dec-18 currency, Dec-19 currency, Dec-20 currency, Dec-21 currency, Dec-22 currency and Dec-23 currency, respectively. 2Q23 (2Q24) results are constructed with Argentinean results expressed at June-23 (24) currency.

Accumulated capital expenditures for 2Q24 includes USD\$ 8.2 million due to the adoption of IFRS 16. Accumulated capital expenditures for 2Q23 includes USD\$ 10.5 million due to the adoption of IFRS 16.

- (1) Excluding the effect of the tax credit recognition as a result of the favorable ruling of the Brazilian tax authorities, Net Income reached USD\$ 53 million during the 4<sup>th</sup> quarter 2019, and USD\$ 176 million for FY19.
- (2) Adjusted EBITDA Margin for 2021 considers AB InBev beer distribution agreement that started on Oct-20. Adjusted EBITDA Margin without considering AB InBev agreement is 19.2% for 2021. Adjusted EBITDA Margin for 2022 considers Viña Santa Rita distribution agreement that started on Nov-21 (also considers AB InBev beer distribution agreement). Adjusted EBITDA Margin without considering AB InBev and Viña Santa Rita agreements is 18.8% for 2022.

# Main Financial Highlights (Local Currency (million))



	2018 <sup>1</sup>	2019 <sup>1</sup>	2020 <sup>1</sup>	2021 <sup>1</sup>	2022 <sup>1</sup>	2023 <sup>1</sup>	2Q23 <sup>1</sup>	2Q24
<b>Sales Volume (million UCs)</b>	<b>202</b>	<b>178</b>	<b>167</b>	<b>185</b>	<b>201</b>	<b>194</b>	<b>42</b>	<b>32</b>
Net Sales	22,441	31,566	37,737	65,297	142,559	424,298	162,748	125,942
Operating Income	2,158	2,563	3,081	6,120	17,905	58,031	18,487	-595
Operating Margin	9.6%	8.1%	8.2%	9.4%	12.6%	13.7%	11.4%	-0.5%
<b>Adjusted EBITDA</b>	<b>3,269</b>	<b>4,592</b>	<b>5,791</b>	<b>10,117</b>	<b>24,828</b>	<b>79,282</b>	<b>28,210</b>	<b>8,954</b>
Adjusted EBITDA Margin	14.6%	14.5%	15.3%	15.5%	17.4%	18.7%	17.3%	7.1%
<b>Revenues per unit case (US\$)</b>	<b>2.95</b>	<b>2.96</b>	<b>2.69</b>	<b>3.44</b>	<b>4.00</b>	<b>2.70</b>	<b>4.13</b>	<b>4.38</b>
<b>Adj. EBITDA per unit case (US\$)</b>	<b>0.43</b>	<b>0.43</b>	<b>0.41</b>	<b>0.53</b>	<b>0.70</b>	<b>0.50</b>	<b>0.72</b>	<b>0.31</b>
Capital Expenditures (million US\$)	43	29	23	38	44	51	18	29
CAPEX/Depreciation (times)	1.8	0.9	0.7	1.0	1.2	1.4	1.8	2.8
FX (AR\$/US\$) period average	28.11	48.23	70.64	95.10	130.72	296.61	232.18	886.47
FX (AR\$/US\$) end of period	37.70	59.89	84.15	102.72	177.16	808.45	256.70	912.00



	2018	2019	2020	2021	2022	2023	2Q23	2Q24
<b>Sales Volume (million UCs)</b>	<b>249</b>	<b>259</b>	<b>265</b>	<b>266</b>	<b>278</b>	<b>301</b>	<b>68</b>	<b>82</b>
Net Sales	3,062	3,467	3,758	3,833	3,753	4,404	984	1,217
Operating Income	448	503	586	491	479	638	137	238
Operating Margin	14.6%	14.5%	15.6%	12.8%	12.8%	14.5%	13.9%	19.5%
<b>Adjusted EBITDA</b>	<b>600</b>	<b>671</b>	<b>763</b>	<b>659</b>	<b>666</b>	<b>825</b>	<b>185</b>	<b>289</b>
Adjusted EBITDA Margin	19.6%	19.3%	20.3%	17.2%	17.7%	18.7%	18.8%	23.8%
<b>Revenues per unit case (US\$)</b>	<b>3.40</b>	<b>3.40</b>	<b>2.76</b>	<b>2.67</b>	<b>2.62</b>	<b>2.95</b>	<b>2.91</b>	<b>2.86</b>
<b>Adj. EBITDA per unit case (US\$)</b>	<b>0.67</b>	<b>0.66</b>	<b>0.55</b>	<b>0.46</b>	<b>0.47</b>	<b>0.55</b>	<b>0.55</b>	<b>0.68</b>
Capital Expenditures (million US\$)	74	30	25	37	49	60	11	40
CAPEX/Depreciation (times)	1.8	0.7	0.7	1.2	1.3	1.6	1.1	4.0
FX (R\$/USD) period average	3.65	3.95	5.16	5.40	5.16	4.99	4.95	5.22
FX (R\$/USD) end of period	3.87	4.03	5.20	5.58	5.22	4.84	4.82	5.56



	2018	2019	2020	2021 <sup>2</sup>	2022 <sup>2</sup>	2023	2Q23	2Q24
<b>Sales Volume (million UCs)</b>	<b>231</b>	<b>240</b>	<b>236</b>	<b>307</b>	<b>320</b>	<b>310</b>	<b>70</b>	<b>65</b>
Net Sales	570,939	608,952	644,762	975,296	1,123,665	1,191,974	270,196	264,979
Operating Income	82,131	87,978	91,166	135,232	134,840	139,519	23,226	20,003
Operating Margin	14.4%	14.4%	14.1%	13.9%	12.0%	11.7%	8.6%	7.5%
<b>Adjusted EBITDA</b>	<b>124,485</b>	<b>134,083</b>	<b>141,437</b>	<b>173,422</b>	<b>175,554</b>	<b>184,450</b>	<b>34,196</b>	<b>32,840</b>
Adjusted EBITDA Margin	21.8%	22.0%	21.9%	17.8%	15.6%	15.5%	12.7%	12.4%
<b>Revenues per unit case (US\$)</b>	<b>3.87</b>	<b>3.61</b>	<b>3.44</b>	<b>4.18</b>	<b>4.02</b>	<b>4.58</b>	<b>4.85</b>	<b>4.34</b>
<b>Adj. EBITDA per unit case (US\$)</b>	<b>0.84</b>	<b>0.80</b>	<b>0.76</b>	<b>0.74</b>	<b>0.63</b>	<b>0.71</b>	<b>0.61</b>	<b>0.54</b>
Capital Expenditures (million US\$)	58	74	35	69	77	120	23	21
CAPEX/Depreciation (times)	0.9	1.1	0.5	1.4	1.6	2.2	1.7	1.5
FX (Ch\$/USD) period average	638.0	702.8	792.0	759.6	873.3	839.9	801.0	934.2
FX (Ch\$/USD) end of period	694.8	748.7	711.0	844.7	855.9	877.1	801.7	944.3



	2018	2019	2020	2021	2022	2023	2Q23	2Q24
<b>Sales Volume (million UCs)</b>	<b>68</b>	<b>69</b>	<b>66</b>	<b>70</b>	<b>74</b>	<b>78</b>	<b>17</b>	<b>18</b>
Net Sales	1,337,989	1,405,584	1,351,909	1,497,924	1,706,394	1,937,751	419,879	490,541
Operating Income	260,735	286,781	337,587	386,831	402,745	473,188	91,955	111,366
Operating Margin	19.5%	20.4%	25.0%	25.8%	23.6%	24.4%	21.9%	22.7%
<b>Adjusted EBITDA</b>	<b>349,512</b>	<b>372,543</b>	<b>426,706</b>	<b>476,646</b>	<b>509,070</b>	<b>592,351</b>	<b>120,166</b>	<b>141,479</b>
Adjusted EBITDA Margin	26.1%	26.5%	31.6%	31.8%	29.8%	30.6%	28.6%	28.8%
<b>Revenues per unit case (US\$)</b>	<b>3.44</b>	<b>3.26</b>	<b>2.99</b>	<b>3.17</b>	<b>3.27</b>	<b>3.43</b>	<b>3.49</b>	<b>3.58</b>
<b>Adj. EBITDA per unit case (US\$)</b>	<b>0.90</b>	<b>0.86</b>	<b>0.94</b>	<b>1.01</b>	<b>0.97</b>	<b>1.05</b>	<b>1.00</b>	<b>1.03</b>
Capital Expenditures (million US\$)	22	20	27	27	23	18	4	4
CAPEX/Depreciation (times)	1.4	1.5	2.1	2.0	1.5	1.1	1.1	0.9
FX (G\$/US\$) period average	5,732	6,240	6,773	6,778	6,988	7,294	7,216	7,486
FX (G\$/US\$) end of period	5,961	6,453	6,900	6,886	7,346	7,278	7,266	7,540

(1) 2018, 2019, 2020, 2021, 2022 and 2023 Argentinean results are expressed at Dec-18, Dec-19, Dec-20, Dec-21, Dec-22 and Dec-23 currency, respectively. 2Q23 results are expressed at June-24 currency.

(2) Adjusted EBITDA Margin for 2021 considers AB InBev beer distribution agreement that started on Oct-20. Adjusted EBITDA Margin without considering AB InBev agreement is 21.1% for 2021. Adjusted EBITDA Margin for 2022 considers Viña Santa Rita distribution agreement that started on Nov-21 (also considers AB InBev beer distribution agreement). Adjusted EBITDA Margin without considering AB InBev and Viña Santa Rita agreements is 18.7% for 2022.