

3Q20 Conference Call Guidelines

Miguel Ángel Peirano: Good morning and welcome to Coca-Cola Andina's third quarter 2020 earnings Conference Call.

I would like to emphasize that the Company's results this quarter showed a strong recovery from the previous quarter. The Company quickly adapted to the new pandemic scenario, and we recorded volumes in line with the previous year, and even a 2% growth in soft drink volumes.

The countries where we operate remain affected by the evolution of the pandemic, and although quarantines and restrictions on people's mobility have gradually been lifted, partial closures of restaurants and bars, shopping malls, and schools and universities still continue, as well as a ban on mass gathering events and a call to maintain social distancing. These measures have continued to mainly affect the on-premise channel.

During the quarter, consolidated sales of the company decreased by 3.0% and adjusted EBITDA increased by 16.2%, with which the company's adjusted EBITDA margin expanded 325 basis points reaching 19.6%. On the other hand, Income attributable to the owners of the controller reached CLP 25,925 million, increasing by 2.4% regarding the previous year.

With the priority of protecting our collaborators, we have taken all health prevention measures and implemented the protocols indicated by WHO and government health authorities in plants, distribution centers and on the market, including among others, new cleaning and sanitization protocols on the lines, use of personal protective elements such as masks and alcohol-based hand sanitizers, and adapting workplaces ensuring social distancing. Finally, I would again like to thank all our collaborators who have continued working, redoubling their efforts, seeking solutions to all the problems that this pandemic and the consequent restrictions on circulation have generated, in order to satisfy our customers and consumers.

Moving on to the operations,

In Argentina, sales volume this quarter decreased by 2.6%, which was explained by a volume drop in the water and juices categories, which was partially offset by the increase in the soft drinks' category, specially the Coca-Cola trademark. The measures taken to mitigate the effects of the pandemic, such as quarantines, the partial closing of the on-premise channel and social distancing, as well as the economic crisis that the country is facing, have had an impact on the company's volumes. That said, since June, volume has shown a significant improvement as quarantines have been relaxed in the provinces where we operate. The traditional channel has been instrumental in this volume recovery, so Andina has carried out support actions and product combos in order to further strengthen the important link with this strategic channel, either through direct service or through distributors. I would also like to highlight the increase in the returnable mix, which reached 56.8%, which is 9 percentage points over the previous year. Our soft drinks market share reached 59.7 points in the quarter. It should be mentioned that as a result of COVID-19-related restrictions, the company conducting the survey had to change the methodology and the sample, so figures are not completely comparable to those of previous periods, affecting Argentina, Chile and Paraguay.

Price control in Argentina through the Maximum Pricing and Careful Pricing programs has involved price arrears over inflation, but strong spending control and productivity plans have made it possible to offset this impact.

In Brazil, sales volume this quarter increased by 5.8% compared to the previous year, explained by a volume increase in soft drinks, water and beer categories which was partially offset by a decrease in the juices' category. Excellent market execution, strict cost and expense control coupled with a focused revenue management strategy allowed us to enhance the recovery that began to be evident in the market due to reductions in the constraints implemented by COVID-19, allowing us to significantly grow in our results and margins. Our soft drinks market share reached 61.6 points, without variation regarding the same quarter of the previous year.

In Chile, sales volume decreased by 7.2% compared to the same quarter last year, explained by a decrease in the water, soft drinks and juices categories, partially offset by an increase in the spirits category. Our soft drinks market share reached 67.5 points in the quarter.

In addition, during the quarter our online consumer sales platform micocacola.cl continued to show high growth rates, multiplying its sales by six.

I would like to highlight the agreement we signed during August with Cervecería Chile S.A., which allows us to start commercializing ABInBev beers in our franchise in Chile starting this month. The agreement is part of our strategy of growth and diversification of products, with the aim of offering our customers and consumers a broader beverage portfolio.

In Paraguay, our sales volume decreased by 3.4%, explained by a decrease in volume in the water and juices categories, partially offset by an increased volume in the soft drinks' category. We have reached a soft drinks market share of 79.1 points in the quarter.

It is important to mention that for the fourth consecutive year, PARESA was chosen the best employer of the year in Paraguay, which fills us with pride.

Lastly, as in the previous quarter, I would like to emphasize that we have continued developing our returnable packaging platform in the four operations, which has allowed us to offer our products at affordable values in sustainable packaging, something much needed for our consumers at this difficult time for all the economies in which we operate. In the 4 operations we have shown a significant increase in the mix of returnables, 9 percentage points in Argentina, 3 points in Brazil, 4 points in Chile and 3 points in Paraguay.

*Now Andrés will comment on the **company's financial results**:*

Andrés Wainer: Good morning,

To begin, I would like to remind you that the figures analyzed incorporate the adoption of IAS 29 since Argentina was categorized as a hyperinflationary economy more than a year ago. Hence, among other implications, the figures of Argentina in the third quarter of 2019 were consolidated using the closing exchange rate of September 2019, which was \$12.6 Chilean pesos per Argentine peso, and those of the third quarter of 2020 were consolidated using the closing exchange rate of September 2020, which reached \$10.3 Chilean pesos per Argentine peso. Figures of our Argentine operation for both the third quarter of 2019 and the third quarter of 2020, are presented in local currency of September 2020.

With regard to the exchange rates of the other countries where we have operations and their effect on the consolidation of figures, this quarter we had a negative impact upon consolidating figures of our operation in Brazil, since we used an exchange rate of \$145.1 Chilean pesos per Brazilian real in the consolidation of figures, which compares to an exchange rate of \$177.9 Chilean pesos per Brazilian real in 3Q19. From Paraguay, the

Guaraní did not have a significant variation in the period, it remained stable at \$0.11 Chilean pesos per Guaraní during both periods.

Regarding each of the franchises where the Company has operations, and for a better understanding, the figures that we will analyze in each of them are expressed in nominal local currency, and for Argentina, as we discussed, figures will be expressed in real currency of September 2020.

In Argentina, Net Sales decreased by 11.0% in the quarter, which was mainly explained by lower average prices, which was affected by price controls exercised by authorities, as well as by the lower immediate consumption mix and to a lesser extent by the decreased volume already mentioned by Miguel Ángel.

Cost of Sales decreased by 12.1% in the quarter, which was mainly explained by the drop in volume sold, a lower cost of PET resin, and a lower cost of concentrate because of lower sales prices. These effects were partially offset by the effect of the devaluation of the Argentine peso on our dollarized costs.

As for Distribution Costs and Administrative Expenses they decreased 16.5% in the quarter, which is mainly explained by the effect of lower volumes on distribution expenses, as well as by lower distribution tariffs, lower labor costs, lower advertising expenses and higher other operating income classified under this item.

Finally, Adjusted EBITDA increased by 19.2% in the quarter, and Adjusted EBITDA margin expanded 411 basis points reaching 16.2%. Argentina represented 16.5% of Adjusted EBITDA generated by the company.

In Brazil, Net Sales increased by 12.7%, which was mainly explained by higher average prices driven by a greater mix and price of the beer category, in addition to greater soft drinks' prices and by the increased Sales Volume already mentioned by Miguel Ángel.

Cost of sales increased by 9.2%, which is mainly explained by:

- i. the negative effect on our dollarized costs of the devaluation of the Brazilian real against the U.S. dollar (particularly sugar and PET resin),
- ii. the greater cost of concentrate because of the reduction of tax benefits, and
- iii. the increase in beer sales, which carries a high cost per unit case.

On the other hand, Distribution Costs and Administration Expenses decreased by 10.5%, which is mainly explained by lower distribution costs because of greater efficiencies, as well as by a reduction in labor costs and advertising expenses.

Adjusted EBITDA in Brazil increased by 67.0% in the quarter and Adjusted EBITDA margin was 21.5%, an expansion of 699 basis points. Brazil represented 37.4% of Adjusted EBITDA generated by the company.

In Chile, Net Sales increased by 1.8% in the quarter, mainly explained by higher average prices, which was partially offset by the decreased Sales Volume already mentioned by Miguel Ángel. Higher average prices are mainly explained by greater average prices in soft drinks, juices and water, and by a greater mix of the spirits category, which was partially offset by a lower mix of immediate consumption.

Cost of Sales increased by 5.4%, which was mainly explained by the negative effect of the depreciation of the Chilean peso on our dollarized costs and by an increase in the spirits mix, which carry a higher cost. These effects were partially offset by a decreased volume and by the lower cost of PET resin.

Distribution Costs and Administration Expenses decreased by 3.2% in the quarter, mainly explained by lower distribution expenses due to the decrease in volume sold as well as by lower labor costs and lower advertising expenses.

Adjusted EBITDA decreased by 3.9% in the quarter and Adjusted EBITDA margin reached 18.1%, a contraction of 107 basis points over the previous year. During the period, the Chilean operation represented 33.1% of the Adjusted EBITDA generated by the company.

In Paraguay, Net Sales decreased by 6.8% in the quarter, which was explained by lower average prices, affected by the lower immediate consumption mix, and by the Sales Volume decrease already mentioned by Miguel Ángel.

Cost of sales decreased by 11.6%, which was mainly explained by lower volume sold, by a lower cost of PET resin, and by an increase in the future consumption soft drinks' mix, which carries a lower average price. This was partially offset by the negative effect of the devaluation of the Paraguayan Guaraní on our dollarized costs.

Distribution Costs and Administration Expenses decreased by 11.4%, which is mainly explained by lower labor costs and lower advertising expenses.

Adjusted EBITDA increased by 11.3% in the quarter and Adjusted EBITDA margin reached 30.1%, expanding 491 basis points over the previous year. Paraguay represented 12.9% of Adjusted EBITDA generated by the company.

We are now available for any questions you may have.

Operator: And the first question comes from Felipe Ucross with Scotiabank. Go ahead with your question, please.

Felipe Ucross: Good morning, Miguel Ángel, Andrés. Congratulations on the results, very good results. If I can ask you on returnables, quite incredible results in increasing returnables. I do not know if you can explain what has happened in previous crises with the mix of returnables as you emerge from the crisis. I would imagine that most of that stays within the mix, and that that helps you with gains in market share, that's our theory, I wanted to hear what you've experienced in past crises. Thank you.

Miguel Ángel Peirano: Hello Felipe, how are you? Good morning. Thanks a lot. Normally returnables grow during crises, then when the crisis passes, a part falls, but there is a residual because there are many people who adopt it and understand the benefits that that packaging has, not only from an economic point of view but also from the point of view of sustainability, which is increasingly an attribute that people take more into account and is being more relevant. So we believe that an important part of what we have grown in the returnable mix will remain after the crisis, and as always we will keep the focus on this type of packaging understanding that sustainability is one of the key elements, and our main concern, so there will be two focuses. First, our actions to try to sustain it, and on the other hand those who adopted it who probably will not want to go back.

Felipe Ucross: Very clear. And I was wondering if you can explain what that means in terms of market share.

Miguel Ángel Peirano: Having the share in returnables, and that returnables help with the relationship with people, and by keeping people with the brand makes market shares more sustainable also looking forward to the future. When you have an empty packaging and you can exchange it with a more affordable value to your pocket, it certainly increases fidelity.

Felipe Ucross: Last follow-up. And your competitors, how well prepared are they in the different countries to offer such alternatives?

Miguel Ángel Peirano: It is a question more for our competitors, what I can convey to you is that for returnables to work properly and be a good solution, it is necessary to have a critical mass of minimum volume because availability has to be everywhere. What cannot happen is that you go with an empty bottle to a store, to a supermarket, and you cannot find the product so you can exchange it for a full one. And that is what normally makes it impossible for small volumes to be available in different places. In addition to all the complexity involved in handling packaging and empty packaging. Hence the reason why, and in order to increase our coverage in returnables, is that along with The Coca-Cola Company, we have gone towards a single container, which is the same bottle for Coca-Cola, for Fanta, for Sprite, or for the light or sugar-free versions. That allows us to facilitate, by leveraging the volume of Coca-Cola, the presence of returnables in other brands or in other segments where volume alone made it difficult for us to expand returnables, and by having a single bottle makes it much easier.

Andrés Wainer: Felipe, I would also add that our main competition, which is CCU in Chile and Ambev in other countries, have returnables, but our market share in returnables is much higher than our average market share. So, there is a direct benefit for us as people move towards returnables.

Felipe Ucros: Thank you both very much, and congratulations again on the results.

Operator: The following question comes from Fernando Oliveira with Bank of America. Go ahead, please.

Fernando Oliveira: Hello, good morning. Thank you so much for taking my questions. The first is regarding efficiencies you recorded in the quarter, how much of these can be seen going forward, especially in Brazil that recorded the largest margin expansion? And my second question is regarding volumes, I was wondering if you can discuss what the volume performance by market has been so far in October, and especially how it connects with the performance that The Coca-Cola Company sees in the region during the month with a low drop in digits? Thank you very much.

Andrés Wainer: Hi Fernando, this is Andrés. On the issue of efficiency, in the third quarter we achieved quite significant cost reductions that greatly helped the financial numbers we presented. There is one part that is sustainable, mainly efficiency in logistics, particularly in Brazil, and there is a part that will occur during this year that is probably not going to be repeated next year, which is a reduction that we have made in all four countries regarding marketing and advertising expenses. Therefore, while there is a part that is sustainable and will continue in the coming years, there is also a part that is a one-time, which is only during this year because of the pandemic.

Regarding volumes, the quarter was quite volatile in volumes. We had a fairly reasonable July, an August where we saw a drop in volumes in most markets again, and a very good September. And then October, we have even seen better volumes than in September. In October we will probably close with volumes at the consolidated level with a nearly 10% growth. Now you might wonder, is this projectable for the coming months? Well, it is hard to project, we are in a very volatile environment, it is going to depend a lot on the pandemic, it will depend on the quarantines or restrictions placed by the authorities in the different countries, on the effect on unemployment, on state aid to families. So it's hard to project, but at least October is going to close very well and probably November will also start well.

Fernando Oliveira: Thank you very much, Andrés. If I may, in the case of efficiencies, could you give us an idea how much would that one-off you mention be?

Andrés Wainer: No, we don't go into as much detail, but in terms of advertising as I mentioned, we lowered the marketing investment rate during this year, but next year we're going back to normal, but I can't give you the figure.

Fernando Oliveira: Okay, perfect. Thank you very much.

Andrés Wainer: You are welcome.

Operator: The next question comes from Collon Fitzgerald with Inteligo. Go ahead, please.

Collon Fitzgerald: Hello, good morning and congratulations on the results. I have one question, can you share an update on the agreement with ABInBev, and can you provide an explanation to help us understand the impact that the coming quarters will have and how roll out is going? Thank you.

Miguel Ángel Peirano: Hello, Collon, how are you? This is Miguel Ángel. Well, the agreement in Chile with Cervecería Chile, with ABInBev, basically consists in the distribution, sale and market execution of all their products, except supermarket sales that is maintained by ABInBev. Basically that is the agreement. We have already incorporated the beer products into our virtual platform, micocacola.cl, and this month we will already start selling and distributing, in the rest of the channels where we have the agreement.

Collon Fitzgerald: Perfect, thank you.

Miguel Ángel Peirano: Thank you very much, Collon.

Operator: And the next question comes from Ana Santos with Sura. Go ahead, please.

Ana Santos: Hello, thank you very much for the call. My question has to do a little bit with the cost of concentrate because we saw that FEMSA announced that they were going to increase it, so I don't know if you have any updates on that.

Miguel Ángel Peirano: Hello Ana, this is Miguel Ángel. No, we have not had any communication. The cost of concentrate is a decision of The Coca-Cola Company, but we have had not heard anything new.

Ana Santos: Thank you very much.

Miguel Ángel Peirano: Thank you.

Operator: The following question comes from Jorge Mauro with Fundamenta. Go ahead, please.

Jorge Mauro: How are you? Thank you for taking my question. I wanted to ask about direct sales, how WhatsApp sales are evolving in the different countries, whether you could tell us a little bit about that initiative and how relevant it is today to the company's results.

Miguel Ángel Peirano: Hello, Jorge, how are you? This is Miguel Ángel. Well, in different countries we have different methods of direct selling. Where we have progressed the most, and here I mean consumer wise, that I understand is your question, in the case of Chile is where we have progressed the most with micocacola.cl, where growth rates were already high because of mobility restrictions, COVID-19 and so on, has been a tremendous booster in terms of volume. And this has involved a growth of five, six times compared to what we were selling the previous year.

In Argentina, sales are being made through the traditional market, because consumer concentration is much lower in the territory that we have in Argentina, which is the entire central and southern part of the country, compared to Chile where we are in Santiago, which makes the sale to consumers we are making through traditional market. The consumer enters a platform, in our Coca-Cola store platform where he/she makes his/her purchase, chooses the store that is closest to him/her, whether it is his/her work, or his/her home, and is informed at the time the product arrives at that place and where he/she goes and picks it up. So this allows us to have this direct relationship with the consumer, on the one hand, at a lower cost because we are leveraging with delivery to the traditional market, and on the other hand, we are also supporting the traditional market as we generate traffic in their stores when the consumer goes to pick up the product at the store that is most comfortable for him/her. In Brazil and Paraguay we are also seeing different alternatives, but in terms of development, the ones that have progressed most are Chile and Argentina, regarding direct sales to the consumer.

Jorge Mauro: Excellent. And have you already implemented WhatsApp sales as well, in Brazil specifically?

Miguel Ángel Peirano: Yes, WhatsApp sales have already been implemented in all operations. It began in Brazil, in general and here it is important to clarify that the way we implement things is that we decide a country where all resources are added, all the focus, and once this is developed and we have learned, it is copy-pasted in the rest of the countries. Brazil was the one that started WhatsApp sales, and it is now being replicated in the rest of the countries, but that is a way of communicating with our customers, we do not have it with consumers, it is towards our traditional market.

Jorge Mauro: Okay, one last question, if I may. Regarding lower advertising expenses, this is mainly due to the pandemic and that there are no events, does that explain a large part of the drop in advertising, or have you also reduced advertising at the point of sale, changing canopies, and so on?

Miguel Ángel Peirano: Yes, as you say, it is the pandemic that has had an impact. In the case of canopies, with businesses closed, with bars, restaurants closed, and the inability of people to circulate in many places still today, it is very difficult for them to be authorized to do and place canopies and so on because it is forbidden, it impacted marketing across the board. And that is something that next year will be resumed in terms of advertising in a way quite similar to what we had pre-pandemic, and regarding trade marketing, as far as possible, depending on the openings in the different locations. Unfortunately it is very difficult to predict how this will continue, we see what is happening in Europe and we do not know whether that will be repeated here or not, but to the extent that everything is normalized, the intention is to also normalize our marketing and advertising activities as they historically were.

Jorge Mauro: Perfect. Thank you so much.

Miguel Ángel Peirano: Thank you, Jorge. Thank you very much.

Operator: The next question comes from Marcella Recchia with Credit Suisse. Go ahead, please.

Marcella Recchia: Hello Miguel Ángel, Andrés. Thank you for taking my question and congratulations on the results. Is there anything you can already share with us in terms of investment perspective for next year? Thank you.

Andrés Wainer: Hello Marcella. No, we also are right now in the process of drawing up the budget for next year, so we still do not have the official figure. What I can tell you is that we will probably return to a figure like the one we had in this year's budget, which eventually ended up going down. Capex should be between USD160 and USD180 million, in that range. And that is the normal Capex of this company when we do not have to build a plant, or something. And in the coming years we do not see a big investment needed, so if nothing strange happens the company's Capex should be in that range in the coming years. That figure does not include any possible M&A incurred by the company, i.e. the Capex of the business.

Marcella Recchia: Thank you, very clear. Thank you.

Operator: The next question comes from Leandro Antonelli's with Bradesco BBI. Go ahead, please.

Leandro Antonelli: Hello, good morning. I have two questions. First, you have agreements with Diageo, Capel, and ABInBev in Chile, but for example in other countries you still do not have similar agreements as far as I can see. So my question is whether there is anything in Chile that will allow you to make that kind of agreement that is somewhat harder to make in other countries? And here I do not include the agreement in Brazil with Heineken. And my second question, there was a decision in Brazil regarding the IPI in Manaus, so can you explain the potential benefit of this decision? Thanks a lot.

Miguel Ángel Peirano: Hello Leandro. This is Miguel Ángel. Well, as you said, regarding extending the portfolio, we are convinced it is necessary because, by placing our customers and consumers in the center, this implies a better service to them and that is our goal, to place them in the center and see how we serve them better. And that is why we are always looking for different options to extend our product portfolio. In Chile, as you say, we did it with Capel, with Diageo, now we closed with ABInBev. In Argentina, we have beer with CCU, and in Brazil we have beer with Heineken. We are always looking for options to be able to grow our portfolio.

Andrés Wainer: Regarding the IPI subject, as you say, the benefit was finally set at 8% from February next year instead of 4%. This is obviously positive for us. The effect of it being 8% for eleven months of the year instead of 4%, is approximately BRL 20 million during next year regarding our P&L.

Leandro Antonelli: Perfect. And some bottlers are not using this benefit, do you believe that you are going to use these benefits?

Andrés Wainer: Yes, we are using it as we have always used it, we do not see any inconvenience in doing so.

Leandro Antonelli: Perfect. Thanks a lot.

Andrés Wainer: You are welcome Leandro.

Operator: The next question comes from Alan Alanis with Santander. Go ahead with your question, please.

Alan Alanis: Thank you. Good morning, everybody. Hello Miguel, it has been a long time. Congratulations on the results. I hope all of you and your families are okay. I have two questions, the first has to do with Brazil, you record a price increase, I think it is double inflation levels, 6%-7%, with volume growth also very strong, well above the GDP of 6%. How much of this situation derives from the Corona voucher? And how have you seen the trend and what if the Corona voucher is not renewed after December? That would be the first question, as to the expectations you would have for 2021.

Andrés Wainer: Regarding the price level in Brazil, we have been increasing prices quite in line with inflation, not twice as much as inflation, what happens is that there is a mix effect. We are selling a lot of beer, beer has grown much more than the other categories, and beer has a much higher average price. And that is what makes the total average price look like it is growing a lot. But prices are growing slightly above inflation, not twice as much as inflation. And regarding next year, we also expect to have price growth by category quite in line with inflation.

Alan Alanis: And don't you see a threat as to volumes for the coming year if these incentives are lost because of transfers?

Andrés Wainer: Yes, Well, that's something that has clearly helped volume in recent months, and as that begins to withdraw, if employment in Brazil doesn't increase, there's clearly going to be an aggregated demand-level problem that should affect us. But on the other hand, also, the first half of the year in Brazil we suffered a lot from the issue of water in Rio de Janeiro, that there was no drinking water in the public network, and that greatly reduced the sale of carbonated beverages and increased that of water that has much lower margin. Therefore, I understand that there is a part that will affect us negatively, but there will also be an effect that will affect us positively.

Alan Alanis: OK. Thank you very much. And finally, how does The Coca-Cola Company benefit from your sales of alcoholic products? I mean, what is profit split like in Chile versus Brazil, etcetera? I want to understand how you have been adding these spirits, and now these beers, etc., how The Coca-Cola Company benefits versus how you benefit?

Miguel Ángel Peirano: Hello, Alan, how you doing? As you say, it has been a long time, right? Luckily, all is well.

Alan Alanis: Good, congratulations.

Miguel Ángel Peirano: Thank you. Well, The Coca-Cola Company, like us, because ultimately the global system profits, have two profit paths. On the one hand, this better service, this better participation in customers that basically sell alcoholic products that allows us to be more relevant, helps us to sell non-alcoholic products that are also present in such premises as water and juices. Normally Coca-Cola is sold regardless of where it went, but there are other products where competition is more difficult, and where prices are lower when you compare them to alcoholic beverages, and that going to the premises solely with water is very difficult to get in. When you come in with a portfolio of alcoholic beverages and you are relevant to them, then this makes our participation in those customers and our volume of non-alcoholic beverages, spread much more horizontally in those types of customers. That is one way. The other way is the profitability gained by the sale of these products that we reinvest, a part in sparkling. That is, a portion of what is earned is reinvested in actions to continue to enhance and grow in the sale of non-alcoholics.

Alan Alanis: That is very clear.

Miguel Ángel Peirano: Perfect, that is basically the point. But the most relevant factor is that this drives the system, and in the system, we are together because we are in the same boat with the company.

Alan Alanis: Of course, and the extra profits that come from alcoholic beverages, there is a part, a component that is reinvested in Capex to continue driving the carbonated part and that's how you benefit Coca-Cola.

Miguel Ángel Peirano: Yes sir, exactly.

Alan Alanis: Excellent, thank you very much and congratulations once again. Take care, be well.

Miguel Ángel Peirano: Thank you. All the best.

Alan Alanis: Same to you.

Operator: The next question comes from Carlos Laboy with HSBC. Go ahead please.

Carlos Laboy: Yes, good morning, everybody. Miguel Angel, Andrés, I want to ask you a key question regarding your relationship with Coca-Cola and how the company is going to grow based on that relationship because we are seeing a number of increases in the cost of concentrate in Mexican bottlers. But your economic profit split balance with Coca-Cola has been 50-50 for many years and I wanted to see if you could talk a little bit about your economic balance with Coca-Cola in your markets, if you are satisfied that you are standing in good stead? And how important, is the issue on growth? How important is this in the dialogue you are having right now with Coca-Cola? And how does that change the dialogue on more visionary and productive topics? Because it seems to me that it is no coincidence that your impulse of returnable bottles, of the use of alcohol, the pact with Coca-Cola's enemy, ABInBev, that all these things are being done in Andina and not in other bottlers. But I want to see if you can simplify that issue for us in terms of your relationship, how you handle it and how the already balanced profit split is allowing you to start on these issues?

Miguel Ángel Peirano: Hello Carlos, how are you? Well, I think Andina has always had an exceptionally good relationship with The Coca-Cola Company. We have always worked, and it has always been my mentality and that of Coca-Cola as a mirror, that we are a system. A system where we both must look for solutions in cases where we disagree, and hopefully we will agree on most things, and work together to move faster. Neither of us is an independent company, we are two interdependent companies, and the more aligned, the more agile, the closer we are, the faster we work. Which is why the relationship has been and is remarkably close. It helps that the entire Coca-Cola leadership team has passed through Latin America, and somehow directly with most of them we have worked solving the problems here in Latin America, so there is tremendous closeness. And I think that has also allowed us to have confidence to try new things, to break some myths, and to see that in the end with a good execution, by working together, things work and are good for the system. We were just mentioning to Alan, for example, about the impact on our portfolio that the growth of alcoholic products has on non-alcoholics. And how perhaps sometimes it was thought that this generated a distraction, today with all the technology tools that exist, with all the use of artificial intelligence to be able to predict what the optimal sale is depending on the type of customer, the customer's locality, the features, makes everything easier and the greater the portfolio, the greater the service and our relevance in that client.

So, and moving on to the other question, how we are, we are always on a balance sheet around 50-50, so we are not worried regarding our costs and how profits are distributed with The Coca-Cola Company. So it is not a relevant topic in the least for us, but the relevant topics are how we keep looking for opportunities and grow the business and places where we are.

Carlos Laboy: Thank you very much and congratulations because the results are very good.

Miguel Ángel Peirano: Thank you very much, Carlos. All the best.

Operator: And the next question comes from Bianca Coelho with The Coca-Cola Company. Go ahead please.

Bianca Coelho: Good morning. Could you talk a little more about the provision of credits in Brazil described under other expense income in the reports, please?

Andrés Wainer: Hello, Bianca. Those correspond simply tax credits that have been recognized mainly last year, and part this year regarding a lawsuit that was won last year in Brazil regarding the exclusion of Pis/Cofins from the calculation of ICMS.

Bianca Coelho: Okay, very clear. Thank you.

Andrés Wainer: You are welcome.

Operator: We do not have any more questions right now. I now give the floor to Mr. Peirano for his final comments.

Miguel Ángel Peirano: *Just thank you for your time, your participation in this conference call, and for your interest in Coca-Cola Andina's results. As always, our investor relations and management team are and will be available to meet with you and answer any questions you may have. We remain at your disposal. Have a nice day.*