

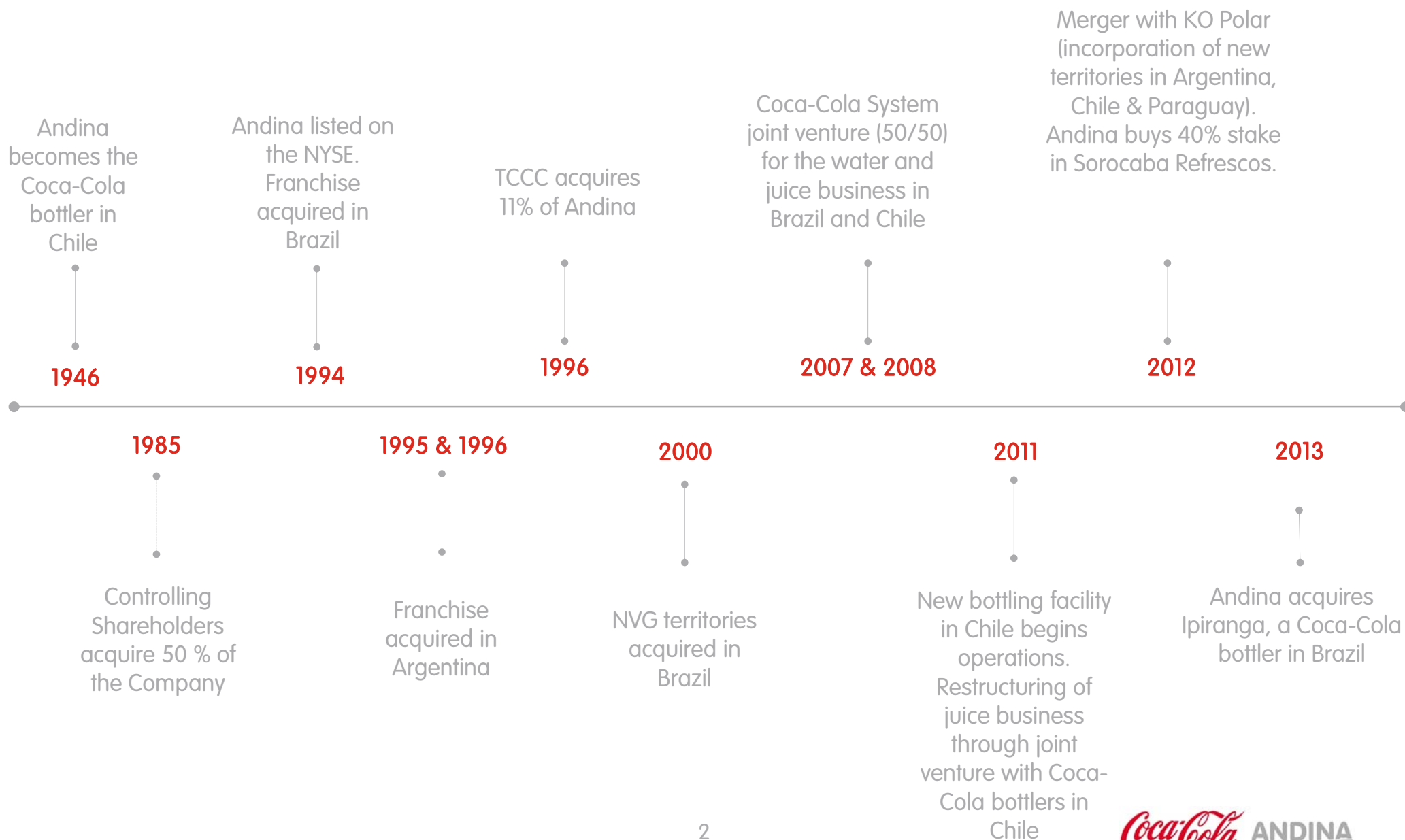


# Corporate Presentation

December 2015

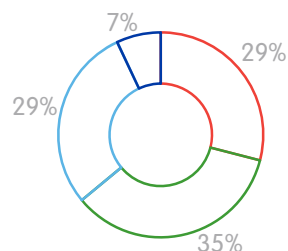
# 1. Company Description

# History



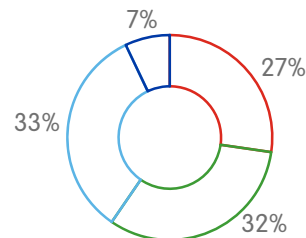
# A regional and diversified platform (FY2015)

## Volume



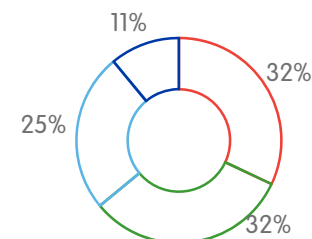
820 MM UCs

## Revenues



US\$2,868 MM

## EBITDA



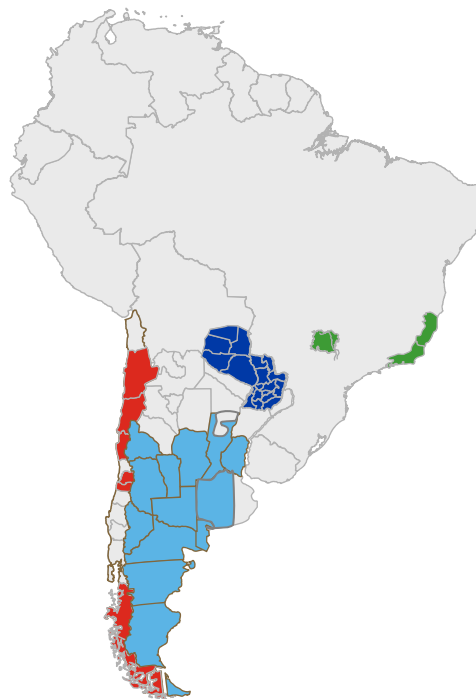
US\$483 MM

## Chile

- ▶ **Territories:** Antofagasta, Atacama, Coquimbo, Metropolitan Region, San Antonio, Cachapoal, Aysen & Magallanes
- ▶ **Extension:** 398 thousand Km
- ▶ **Population covered:** 9.5 million
- ▶ **Total volume FY 2015:** 233.7 million UCs

## Paraguay

- ▶ **Territories:** Ciudad del Este, Asunción, Coronel Oviedo, Encarnación
- ▶ **Extension:** 407 thousand Km
- ▶ **Population covered:** 6.9 million
- ▶ **Total volume FY 2015:** 61.4 million UCs



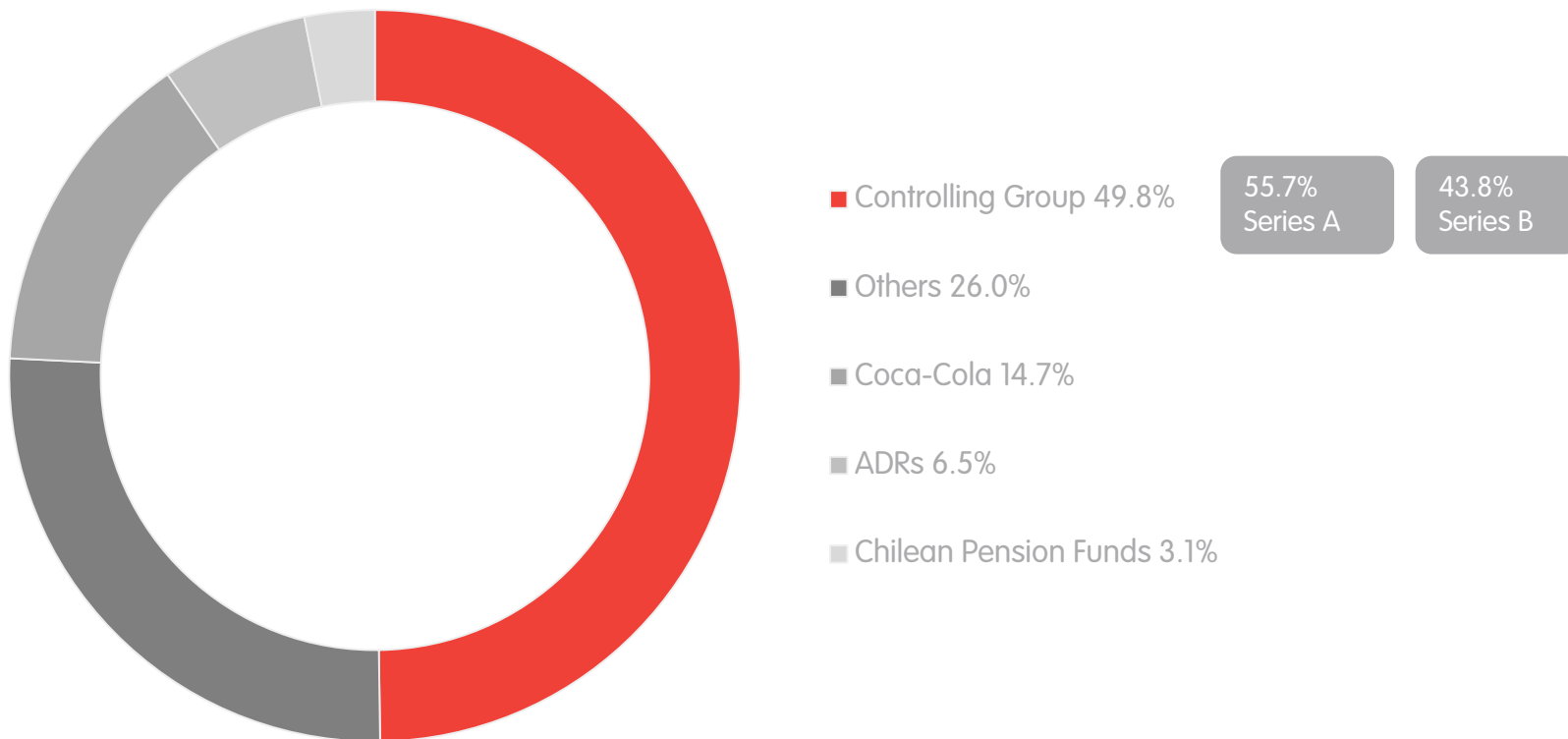
## Brazil

- ▶ **Territories:** Rio de Janeiro, Espírito Santo, part of Sao Paulo and part of Minas Gerais
- ▶ **Extension:** 165 thousand Km
- ▶ **Population covered:** 21,9 million
- ▶ **Total volume FY 2015:** 290.6million UCs

## Argentina

- ▶ **Territories:** San Juan, Mendoza, San Luis, Córdoba, Santa Fé, Entre Ríos, La Pampa, Neuquén, Rio Negro, Chubut, Santa Cruz, Tierra del Fuego & Western Province of Buenos Aires
- ▶ **Extension:** 1.9 million Km
- ▶ **Population covered:** 13.9 million
- ▶ **Total volume FY 2015:** 234.2 million UCs

# Ownership (As of December 31, 2015)

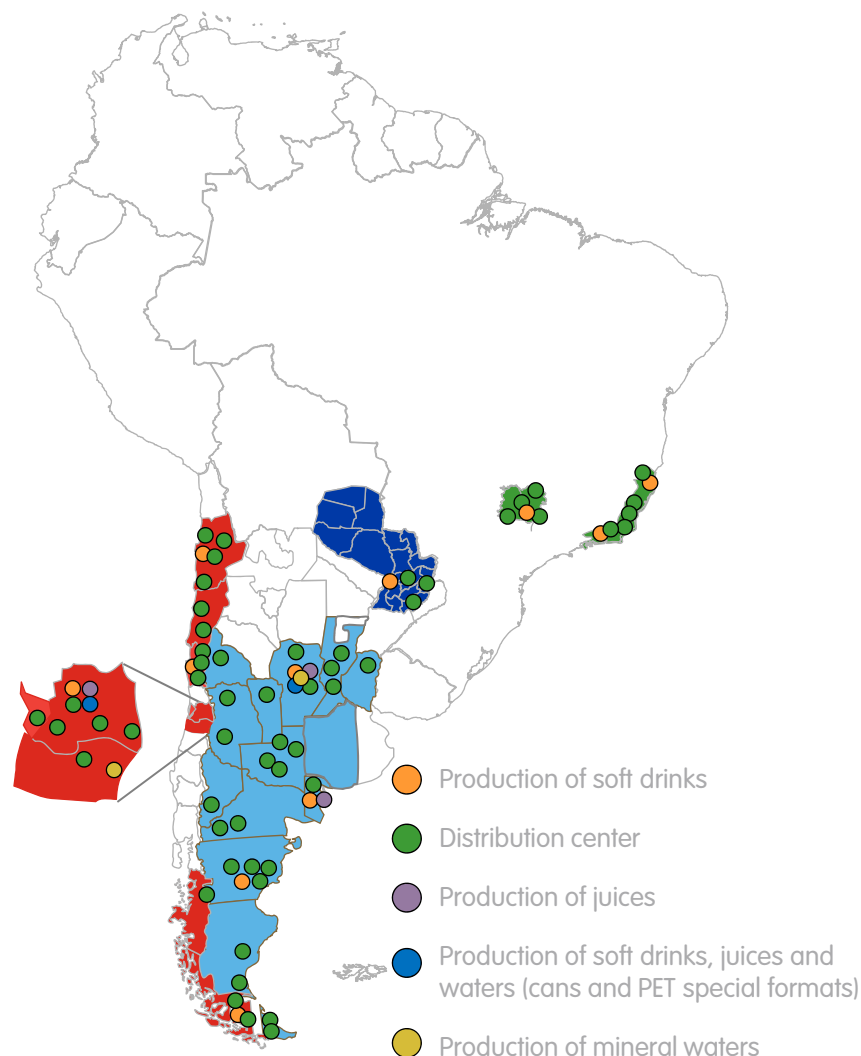


The Controlling Group is composed of 5 Chilean families with equal parts, that have a shareholders' agreement which includes TCCC.

Series A elects 12 of 14 Board members.

Series B receives an additional 10% in dividends.

# Superior manufacturing and logistics capabilities



## Argentina

- ▶ 3 SSD production facilities with a total of 16 lines
- ▶ Additional 2 production facilities for tetra juices and 1 for mineral water with a total of 5 lines
  - Average utilization ranged from 38,7% (water) to 48% (tetra)
- ▶ 26 distribution centers
- ▶ 859 third party trucks

## Brazil

- ▶ 3 production facilities with a total of 25 lines
  - Average utilization range from 59% to 72%
- ▶ 18 distribution centers
- ▶ Fleet of 809 owned trucks, 264 third party
- ▶ 472 vending machines

## Chile

- ▶ 4 production facilities with a total of 19 lines
  - Average utilization ranged from 30% to 71%
- ▶ 17 distribution centers
- ▶ Fleet of 75 owned trucks, 622 third party
- ▶ Through its subsidiaries, operates 3 additional production facilities with a total of 22 lines

## Paraguay

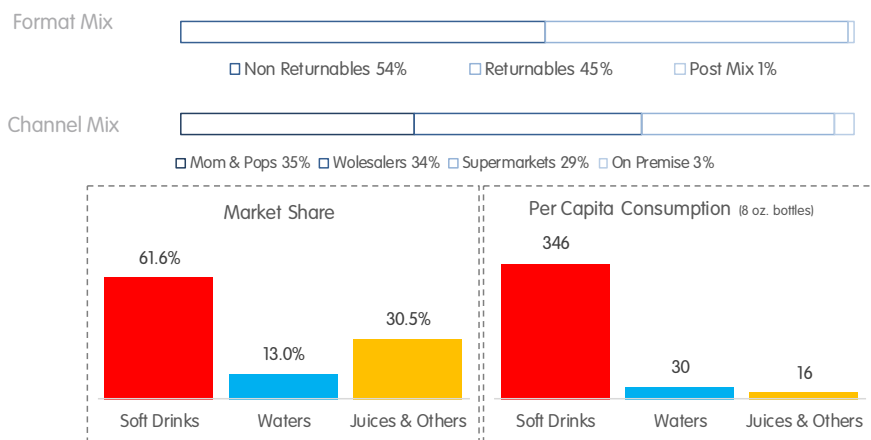
- ▶ 1 production facility with a total of 12 lines
  - Average utilization range from 60% to 85%
- ▶ 3 distribution centers
- ▶ Fleet of 238 third party trucks

Reaching over 281,000 clients

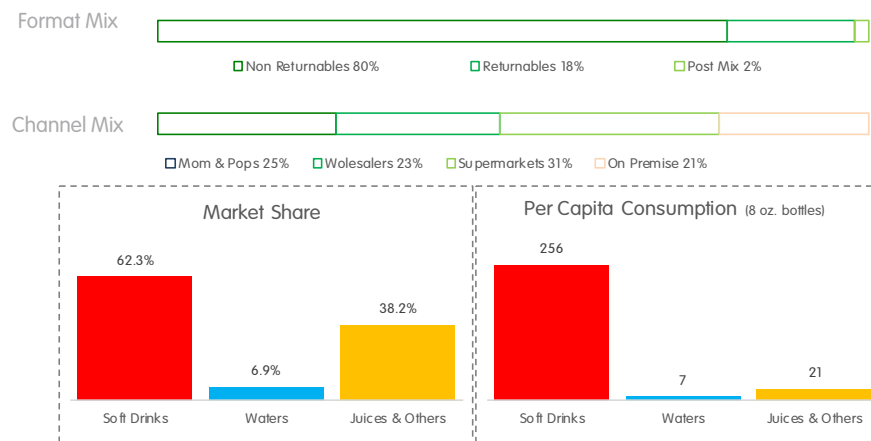
## 2. Market Description

# Market Structure (FY2015)

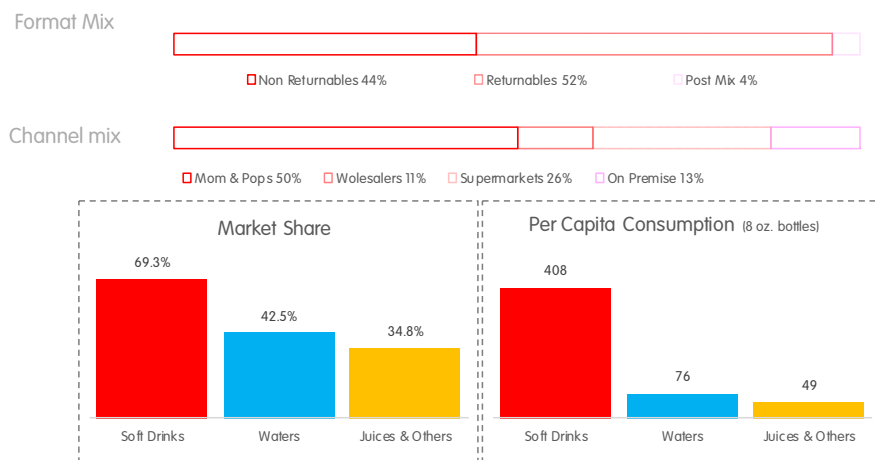
## ARGENTINA



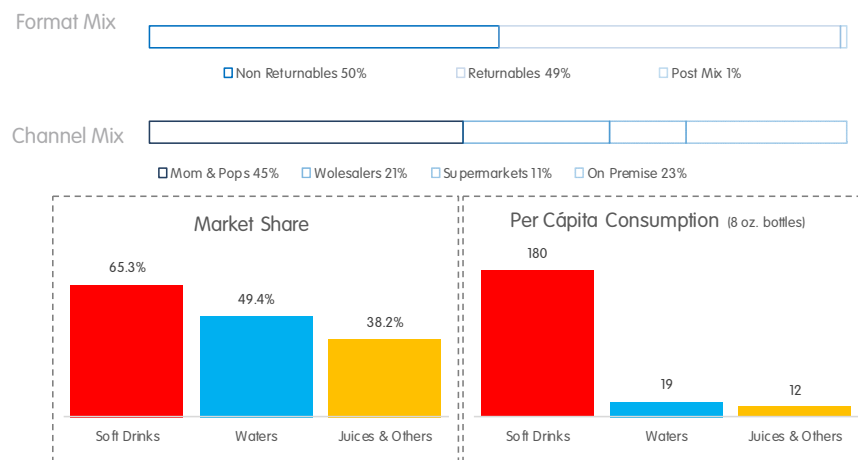
## BRAZIL



## CHILE



## PARAGUAY






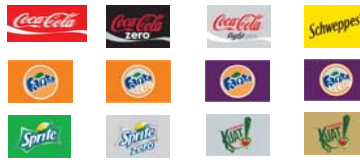
















# Diversified brand portfolio across segments and geographies

(As of December 31, 2015)

SSDs<sup>1</sup>

Argentina 	Brazil 	Chile 	Paraguay 
			
<p>Juices and other NCBs<sup>1</sup></p> 			
<p>Water</p> 			
<p>Beer</p> 	 <p>17.8 MM Cs</p>		

Source: Company filings and public releases

<sup>1</sup> SSDs: sparkling soft drinks; NCBs: non-carbonated soft drinks

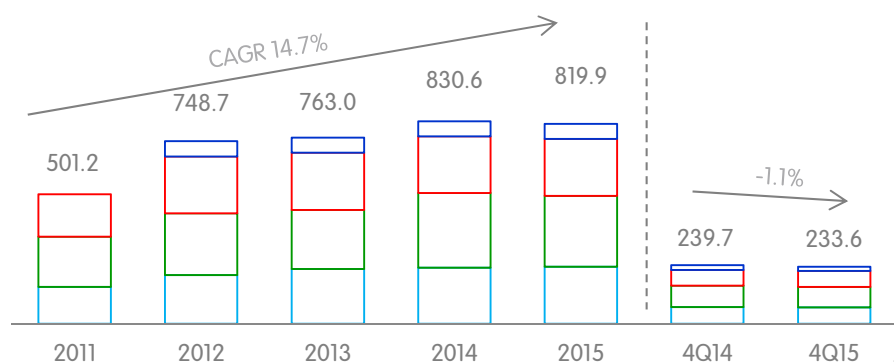
<sup>2</sup> Total includes 0.1mmUC distributed in Chile

# 3. Financial Highlights

# Track record of profitability, revenue and ebitda growth, diversification and strong cash generation

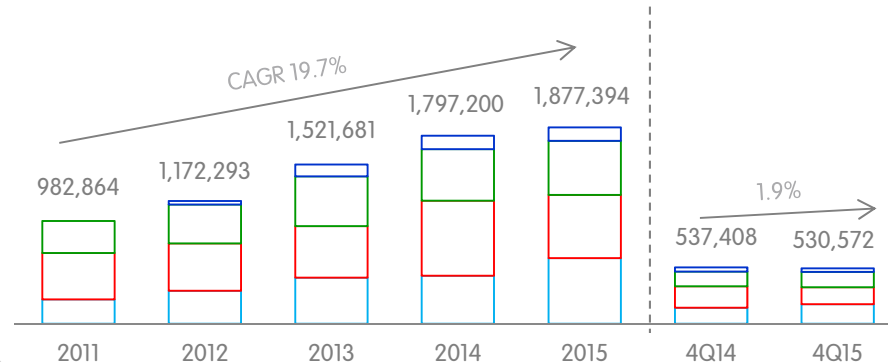
Sales volume (million UCs)

Argentina Brazil Chile Paraguay



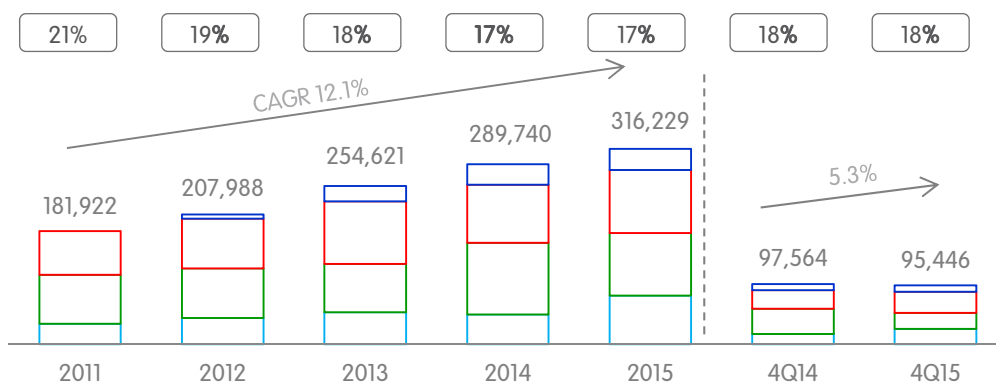
Revenues (CLP\$mm)

Argentina Brazil Chile Paraguay



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

Argentina Brazil Chile Paraguay Margin

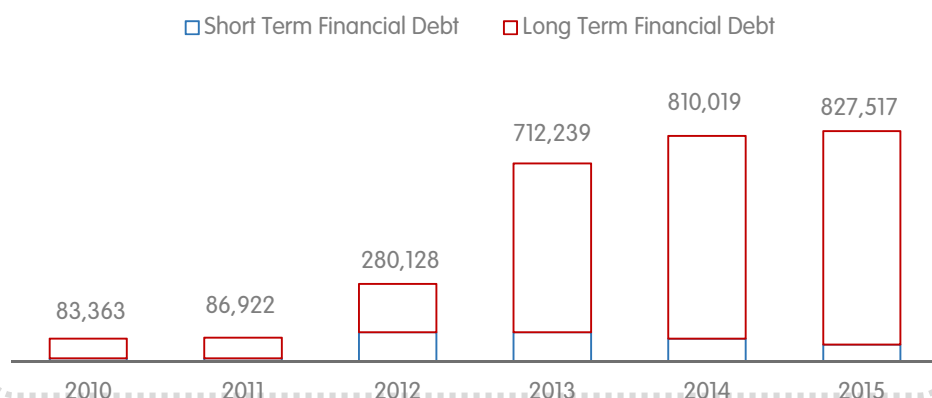


# Solid Financial Position

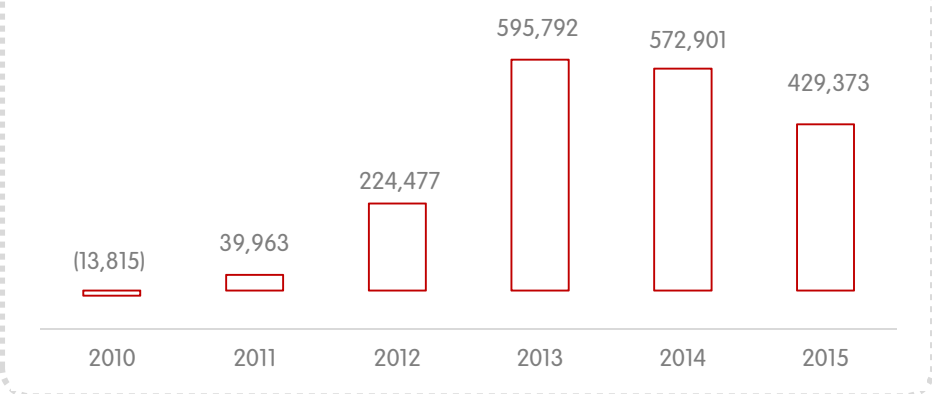
Increase in Net Debt is mainly explained by:

- US\$575MM Bond Issue for the Acquisition of Ipiranga (2013)<sup>1</sup>
- UF5 million Chilean Bond Issued on Sept 2013, UF3 million Chilean Bond Issued on Apr 2014<sup>2</sup>
- Embotelladoras Coca-Cola Polar Merger (2012)

## Financial Debt (CLP\$ mm)



## Financial Net Debt<sup>3</sup> (CLP\$ mm)



## Financial Debt Summary (CLP\$ mm) as of Sept, 2015

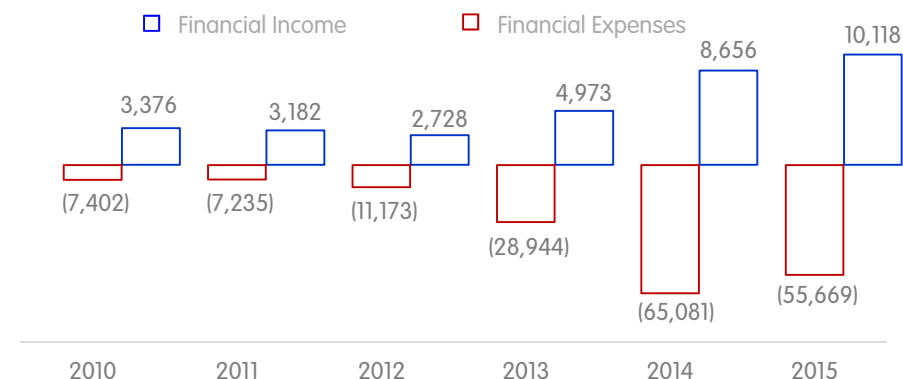
	Banks	Bonds	Total
Ch\$mm	104,641	722,876	827,517
%	12.6%	87.4%	100%

Note: Banks includes: Bank, Leasing, Derivatives y Warrantee Deposits

	UF	R\$	Arg\$	Ch\$	Gy\$	US\$	Total
Ch\$mm	478,196	325,419	7,996	10,546	589	4,771	827,517
%	57.8%	39.3%	1.0%	1.3%	0.1%	0.6%	100%

Note: After Cross Currency Swaps

## Financial Expenses / Income (CLP\$ mm)



Source: Data as reported on Company filings

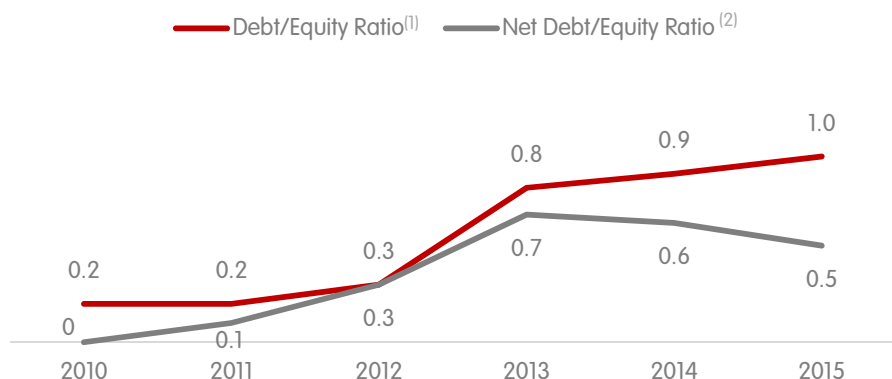
(1) 144<sup>a</sup>/RegS USA Bond, 10 years due 2023

(2) Approximately, 50% of the funds were used to prepay short term financial debt, and the other 50% for Other Corporate Purposes

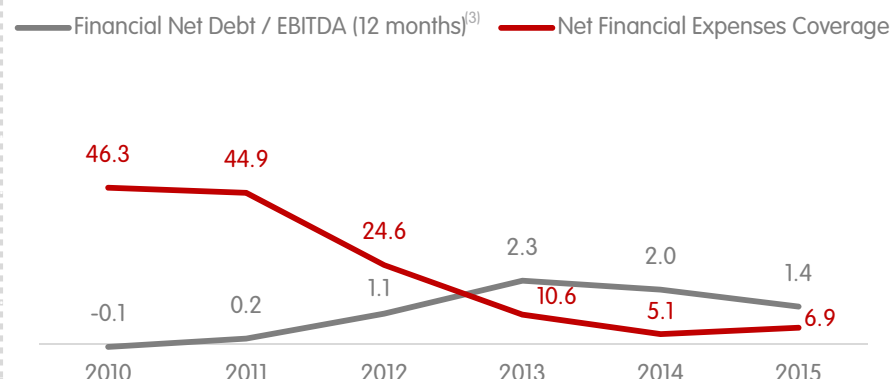
(3) Considers Cash and Cash Equivalents, Other Current Financial Assets and Other Non Current Financial Assets of \$350,283 CLPMM

# Solid Financial Position

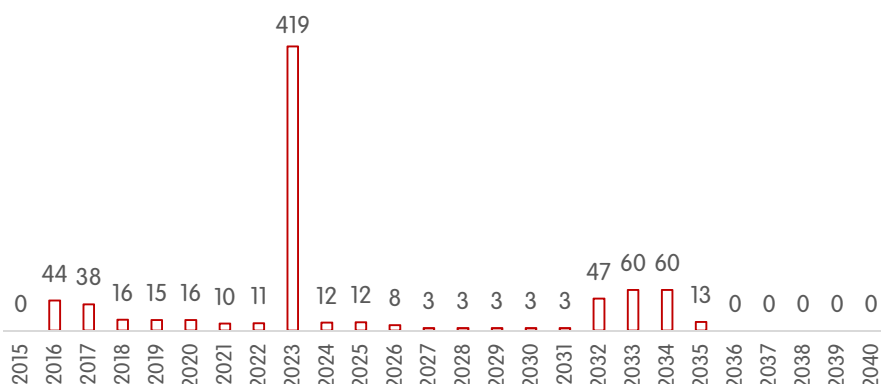
## Financial Ratios (I)



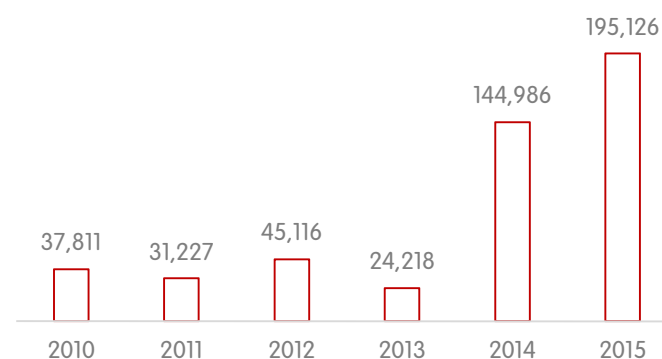
## Financial Ratios (II)



## Debt Amortizations (CLP\$Billion)



## Free Cash Flow<sup>4</sup> (Ch\$ mm)



Source: Data as reported on Company filings

(1) Financial Debt Ratio: (Other Current Financial Debt (I) + Other Non-Current Financial Debt (III)) / Equity (III)

(2) (I + II – Cash and Cash Equivalents – Other Current Financial Assets – Other Non Current Financial Assets) / III

(3) EBITDA / (Financial Expenses – Financial Income)

(4) Free Cash Flow = Operating Income + Depreciation – CAPEX – Taxes (+/-) Working Capital Var.

# Consolidated Financial Highlights (Billion Ch\$)

	2011	2011 P	2012	2012P	2013	2013P	2014	2015
Total Volume (MUCs)	502	549	596	749	763	826	831	820
Net Sales	983	1,083	1,172	1,477	1,522	1,640	1,797	1,877
Operating Income	142	157	154	173	171	179	187	216
<i>Operating Margin</i>	<i>14.5%</i>	<i>14.5%</i>	<i>13.2%</i>	<i>11.7%</i>	<i>11.3%</i>	<i>10.9%</i>	<i>10.4%</i>	<i>11.5%</i>
EBITDA	182	201	208	244	255	270	290	316
<i>EBITDA Margin</i>	<i>18.5%</i>	<i>18.5%</i>	<i>17.7%</i>	<i>16.5%</i>	<i>16.7%</i>	<i>16.4%</i>	<i>16.1%</i>	<i>16.8%</i>
Capital Expenditures (million US\$)	261	N/A	297	N/A	371	N/A	200	169
<i>CAPEX/Depreciation (times)</i>	<i>3.2</i>	<i>N/A</i>	<i>2.7</i>	<i>N/A</i>	<i>2.2</i>	<i>N/A</i>	<i>1.1</i>	<i>1.1</i>
FX (Ch\$/USD) period average	483.9	483.9	486.3	486.3	495.5	495.5	570.8	654.4
FX (Ch\$/USD) end of period	519.2	519.2	480.0	480.0	524.6	524.6	606.8	710.1
Revenues per unit case (US\$)	4.05	4.08	4.04	4.06	4.03	4.01	3.79	3.50
EBITDA per unit case (US\$)	0.75	0.76	0.72	0.67	0.67	0.66	0.61	0.59

Legal Results	Does not include Vital and VASA	AKO FY + KOP 4Q + (Vital+VASA +ECSA) 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI FY
Proforma Results		AKO FY + KOP 4Q + (Vital+VASA +ECSA) 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI FY

# Consolidated Financial Highlights (Million US\$)

	2011	2011 P	2012	2012P	2013	2013P	2014	2015
Total Volume (MUCs)	502	549	596	749	763	826	831	820
Net Sales	2,031	2,239	2,411	3,038	3,071	3,311	3,151	2,868
Operating Income	294	324	317	355	346	361	328	329
<i>Operating Margin</i>	<i>14.5%</i>	<i>14.5%</i>	<i>13.2%</i>	<i>11.7%</i>	<i>11.3%</i>	<i>10.9%</i>	<i>10.4%</i>	<i>11.5%</i>
EBITDA	376	415	428	502	514	544	508	483
<i>EBITDA Margin</i>	<i>18.5%</i>	<i>18.5%</i>	<i>17.7%</i>	<i>16.5%</i>	<i>16.7%</i>	<i>16.4%</i>	<i>16.1%</i>	<i>16.8%</i>
Capital Expenditures	261	N/A	297	N/A	371	N/A	200	169
<i>CAPEX/Depreciation (times)</i>	<i>3.2</i>	<i>N/A</i>	<i>2.7</i>	<i>N/A</i>	<i>2.2</i>	<i>N/A</i>	<i>1.1</i>	<i>1.1</i>
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Revenues per unit case (US\$)	4.05	4.08	4.04	4.06	4.03	4.01	3.79	3.50
EBITDA per unit case (US\$)	0.75	0.76	0.72	0.67	0.67	0.66	0.61	0.59

Legal Results	Does not include Vital and VASA	AKO FY + KOP 4Q + (Vital+VASA +ECSA) 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI FY
Proforma Results		AKO FY + KOP 4Q + (Vital+VASA +ECSA) 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI 4Q	AKO FY + KOP FY + (Vital+VASA +ECSA) FY + IPI FY

# Consolidated Balance Sheet (as of December 31, 2015, in million Ch\$ and million USD)

Assets	
Cash and Cash Equivalents	195,176
Current Assets	330,357
Non current Assets + Others	1,587,592
Goodwill	95,836
<b>Total</b>	<b>2,208,961</b>

Liabilities and Equity	
Current Financial Liabilities	45,971
Other Current Liabilities	334,204
Non-Current Financial Liabilities	765,299
Other Non-Current Liabilities	211,953
Total Equity	851,534
<b>Total</b>	<b>2,208,961</b>

Assets	
Cash and Cash Equivalents	275
Current Assets	465
Non current Assets + Others	2,236
Goodwill	135
<b>Total</b>	<b>3,111</b>

Liabilities and Equity	
Current Financial Liabilities	65
Other Current Liabilities	471
Non-Current Financial Liabilities	1,078
Other Non-Current Liabilities	298
Total Equity	1,199
<b>Total</b>	<b>3,111</b>

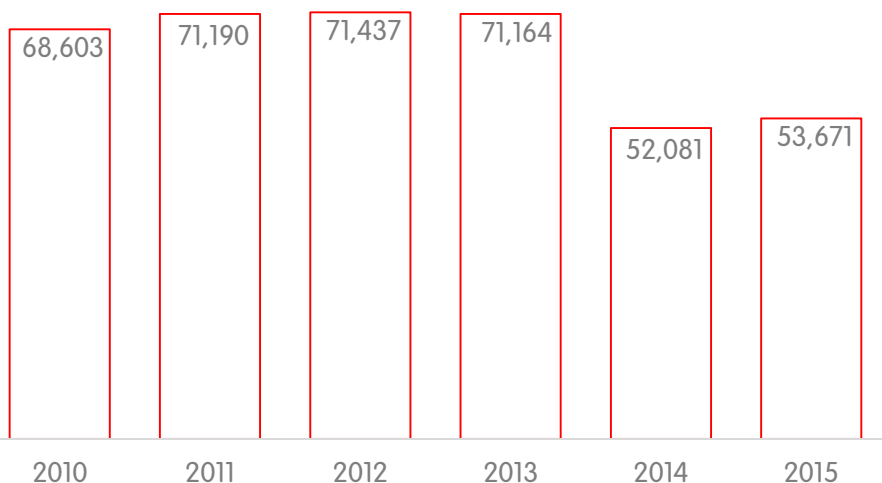
Net Debt Position: 581,6 million USD



# Dividends and Market Cap (as of December 31, 2015)

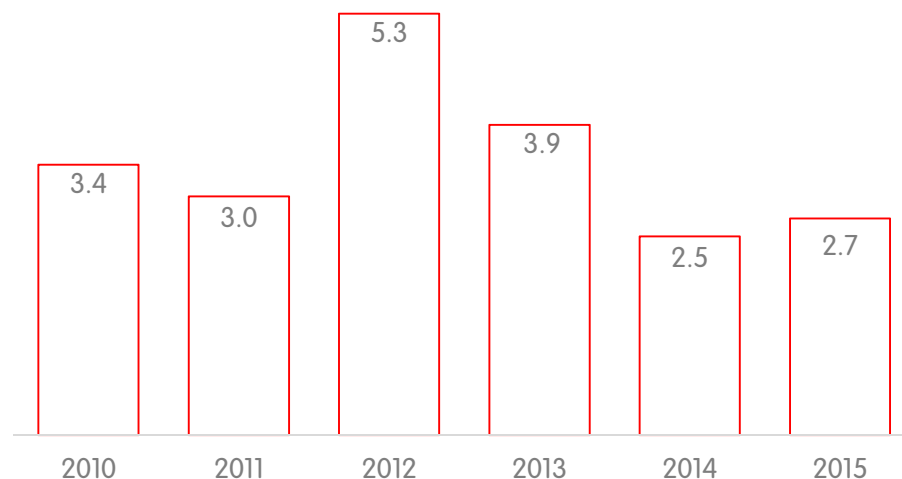
## Dividend Distribution

(million Ch\$)



## Market Cap

(billion USD)



## Dividend Yield

	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
Series A	4.6%	4.4%	2.9%	2.8%	3.7%
Series B	4.2%	3.9%	2.6%	2.4%	3.5%

## Payout Ratio\*

<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
50%	109%	58%	69%	36%

\* Payout ratio is calculated as dividends distributed on account of income from the fiscal year t over the Net Income of the same year. Additional dividends distributed in year t are incorporated in year t-1 sum of dividends.

# 4. Strategy

# Expansion potential through organic and inorganic growth avenues

## Organic growth

### Superior organic growth within the Coca-Cola system

#### ► Fuel growth in SSD business

- Strengthen our returnable segment to provide an attractive value proposition
- Increase immediate consumption as a vehicle for recruiting and profitability
- Optimize our product portfolio and price structure



#### ► Increase our share in still categories

- Implement new technologies to improve quality
- Invest in brand positioning and awareness
- Offer attractive price and packaging options
- Develop the category in the point of sale



#### ► Develop best in class processes

- Invest in production, logistics and commercial capacity
- Innovate in our Route to Market (RTM) models
- Optimize the logistic network improving client delivery processes
- Invest in employee development opportunities
- Increase productivity and optimize cost structure



## Inorganic growth

### Key role in the consolidation process of the Coca-Cola system in Latin America

- Inorganic expansion in line with TCCC goals
- Main focus on businesses of or related to non-alcoholic beverages
- Selectively looking for opportunities in Latin America, and potentially expanding to other geographies if an interesting opportunity arises
- Flexibility in transaction structures to align incentives with potential targets
- Optimization of capital structure to continue generating value to all stakeholders



# Appendix

## Argentina: Main Financial Highlights (Local Currency (millions))

	2011	2011 P	2012	2012P	2013	2014	2015
Sales Volume (MUC)	138	151	167	200	224	229	234
Net Sales	1,975	2,254	2,985	3,690	4,898	6,541	8,903
Operating Income	219	255	308	311	398	428	829
<i>Operating Margin</i>	<i>11.2%</i>	<i>11.4%</i>	<i>10.2%</i>	<i>8.2%</i>	<i>8.0%</i>	<i>6.6%</i>	<i>9.3%</i>
EBITDA	286	329	414	444	591	689	1,128
<i>EBITDA Margin</i>	<i>14.5%</i>	<i>14.6%</i>	<i>13.7%</i>	<i>11.7%</i>	<i>12.0%</i>	<i>10.6%</i>	<i>12.7%</i>
Capital Expenditures (million US\$)	52	N/A	96	N/A	105	45	45
<i>CAPEX/Depreciation (times)</i>	<i>3.2</i>	<i>N/A</i>	<i>4.2</i>	<i>N/A</i>	<i>3.0</i>	<i>1.4</i>	<i>1.4</i>
FX (AR\$/US\$) period average	4.13	4.13	4.55	4.55	5.48	8.13	9.27
FX (AR\$/US\$) end of period	4.30	4.30	4.92	4.92	6.52	8.55	13.04
Revenues per unit case (US\$)	3.47	3.63	3.88	4.09	3.97	3.52	4.09
EBITDA per unit case (US\$)	0.50	0.53	0.53	0.48	0.47	0.37	0.52

## Brazil: Main Financial Highlights (Local Currency (millions))

	2011	2012	2012 P	2013	2013 P	2014	2015
Sales Volume (MUC)	205	225	253	243	305	306	291
Net Sales	1,545	1,814	2,030	2,142	2,657	2,959	3,059
Operating Income	223	260	276	257	290	354	378
<i>Operating Margin</i>	<i>14.4%</i>	<i>14.3%</i>	<i>13.7%</i>	<i>12.0%</i>	<i>10.9%</i>	<i>11.8%</i>	<i>12.5%</i>
EBITDA	277	324	353	342	407	489	512
<i>EBITDA Margin</i>	<i>17.9%</i>	<i>17.9%</i>	<i>17.4%</i>	<i>16.0%</i>	<i>15.4%</i>	<i>16.4%</i>	<i>16.9%</i>
Capital Expenditures (million US\$)	59	74	N.A.	115	N.A.	53	38
<i>CAPEX/Depreciation (times)</i>	<i>1.8</i>	<i>2.3</i>	<i>N.A.</i>	<i>2.9</i>	<i>N.A.</i>	<i>0.9</i>	<i>0.9</i>
FX (R\$/USD) period average	1.67	1.95	1.95	2.16	2.16	2.35	3.33
FX (R\$/USD) end of period	1.88	2.04	2.04	2.34	2.34	2.66	3.90
Revenues per unit case (US\$)	4.49	4.13	4.08	4.09	4.04	4.10	3.19
EBITDA per unit case (US\$)	0.80	0.74	0.71	0.65	0.62	0.67	0.54

## Chile: Main Financial Highlights (Local Currency (millions))

	2011	2011 P	2012	2012P	2013	2014	2015
<b>Sales Volume (MUC)</b>	<b>158</b>	<b>175</b>	<b>185</b>	<b>233</b>	<b>235</b>	<b>232</b>	<b>234</b>
Net Sales	304,948	339,116	374,873	475,824	477,918	492,072	514,733
Operating Income	56,170	57,900	57,685	65,941	66,620	56,460	63,059
<i>Operating Margin</i>	<i>18.4%</i>	<i>17.1%</i>	<i>15.4%</i>	<i>13.9%</i>	<i>13.9%</i>	<i>11.5%</i>	<i>12.3%</i>
<b>EBITDA</b>	<b>72,065</b>	<b>75,912</b>	<b>81,975</b>	<b>97,183</b>	<b>102,587</b>	<b>95,167</b>	<b>103,142</b>
<i>EBITDA Margin</i>	<i>23.6%</i>	<i>22.4%</i>	<i>21.9%</i>	<i>20.4%</i>	<i>21.5%</i>	<i>19.3%</i>	<i>20.0%</i>
Capital Expenditures (million US\$)	151	N/A	113	N/A	116	68	75
<i>CAPEX/Depreciation (times)</i>	<i>4.6</i>	<i>N/A</i>	<i>2.2</i>	<i>N/A</i>	<i>1.6</i>	<i>1.2</i>	<i>1.2</i>
FX (Ch\$/USD) period average	483.9	483.9	486.3	486.3	495.5	570.8	654.5
FX (Ch\$/USD) end of period	519.2	519.2	480.0	480.0	524.6	606.8	710.2
<b>Revenues per unit case (US\$)</b>	<b>3.99</b>	<b>4.01</b>	<b>4.16</b>	<b>4.20</b>	<b>4.11</b>	<b>3.72</b>	<b>3.36</b>
<b>EBITDA per unit case (US\$)</b>	<b>0.94</b>	<b>0.90</b>	<b>0.91</b>	<b>0.86</b>	<b>0.88</b>	<b>0.72</b>	<b>0.67</b>

## Paraguay: Main Financial Highlights (Local Currency (millions))

	2011	2012 P	2012	2013	2014	2015
<b>Sales Volume (MUC)</b>	<b>18</b>	<b>19</b>	<b>63</b>	<b>61</b>	<b>63</b>	<b>61</b>
Net Sales	274,234	291,166	968,454	968,523	1,010,735	1,033,215
Operating Income	70,135	42,001	99,174	129,747	157,306	176,418
<i>Operating Margin</i>	<i>25.5%</i>	<i>14.4%</i>	<i>10.2%</i>	<i>13.4%</i>	<i>15.6%</i>	<i>17.0%</i>
<b>EBITDA</b>	<b>82,263</b>	<b>62,618</b>	<b>162,363</b>	<b>220,229</b>	<b>260,203</b>	<b>278,172</b>
<i>EBITDA Margin</i>	<i>29.9%</i>	<i>21.5%</i>	<i>16.8%</i>	<i>22.7%</i>	<i>25.7%</i>	<i>26.9%</i>
Capital Expenditures (million US\$)	N/A	N/A	N/A	35	23	11
<i>CAPEX/Depreciation (times)</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>1.6</i>	<i>1.0</i>	<i>0.6</i>
FX (G\$/US\$) period average	4,165	4,403	4,409	4,280	4,459	5,209
FX (G\$/US\$) end of period	4,455	4,418	4,429	4,585	4,629	5,835
<b>Revenues per unit case (US\$)</b>	<b>3.81</b>	<b>3.51</b>	<b>3.48</b>	<b>3.70</b>	<b>3.63</b>	<b>3.23</b>
<b>EBITDA per unit case (US\$)</b>	<b>1.14</b>	<b>0.76</b>	<b>0.58</b>	<b>0.84</b>	<b>0.94</b>	<b>0.87</b>





# Corporate Presentation

December 2015