

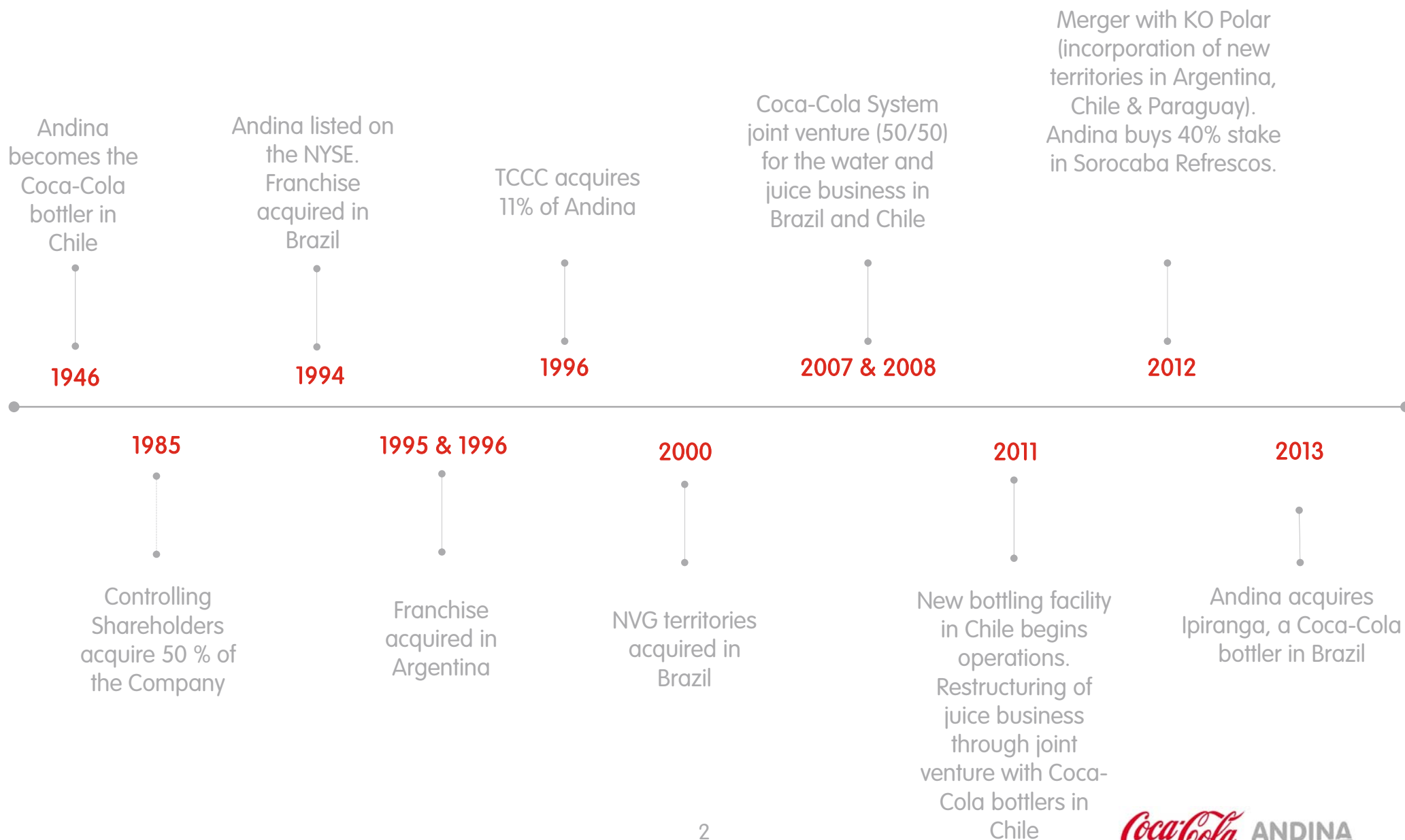


# Corporate Presentation

FY 2016

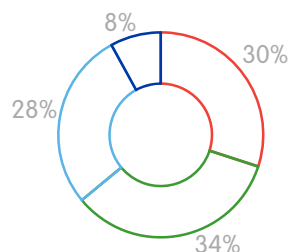
# 1. Company Description

# History



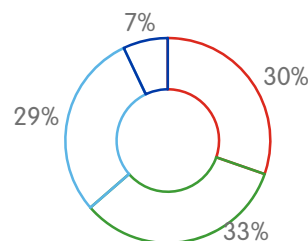
# A regional and diversified platform (FY16)

## Volume



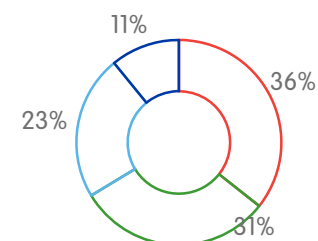
779 MM UCs

## Revenues



US\$2,627 MM

## EBITDA



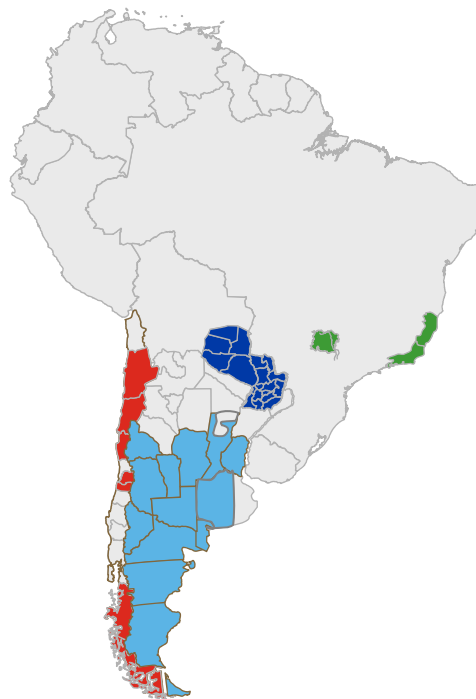
US\$460 MM

## Chile

- ▶ **Territories:** Antofagasta, Atacama, Coquimbo, Metropolitan Region, San Antonio, Cachapoal, Aysen & Magallanes
- ▶ **Extension:** 398 thousand Km
- ▶ **Population covered:** 9.5 million
- ▶ **Total volume FY 2016:** 232.2 million UCs

## Paraguay

- ▶ **Territories:** Ciudad del Este, Asunción, Coronel Oviedo, Encarnación
- ▶ **Extension:** 407 thousand Km
- ▶ **Population covered:** 6.9 million
- ▶ **Total volume FY 2016:** 62.0 million UCs



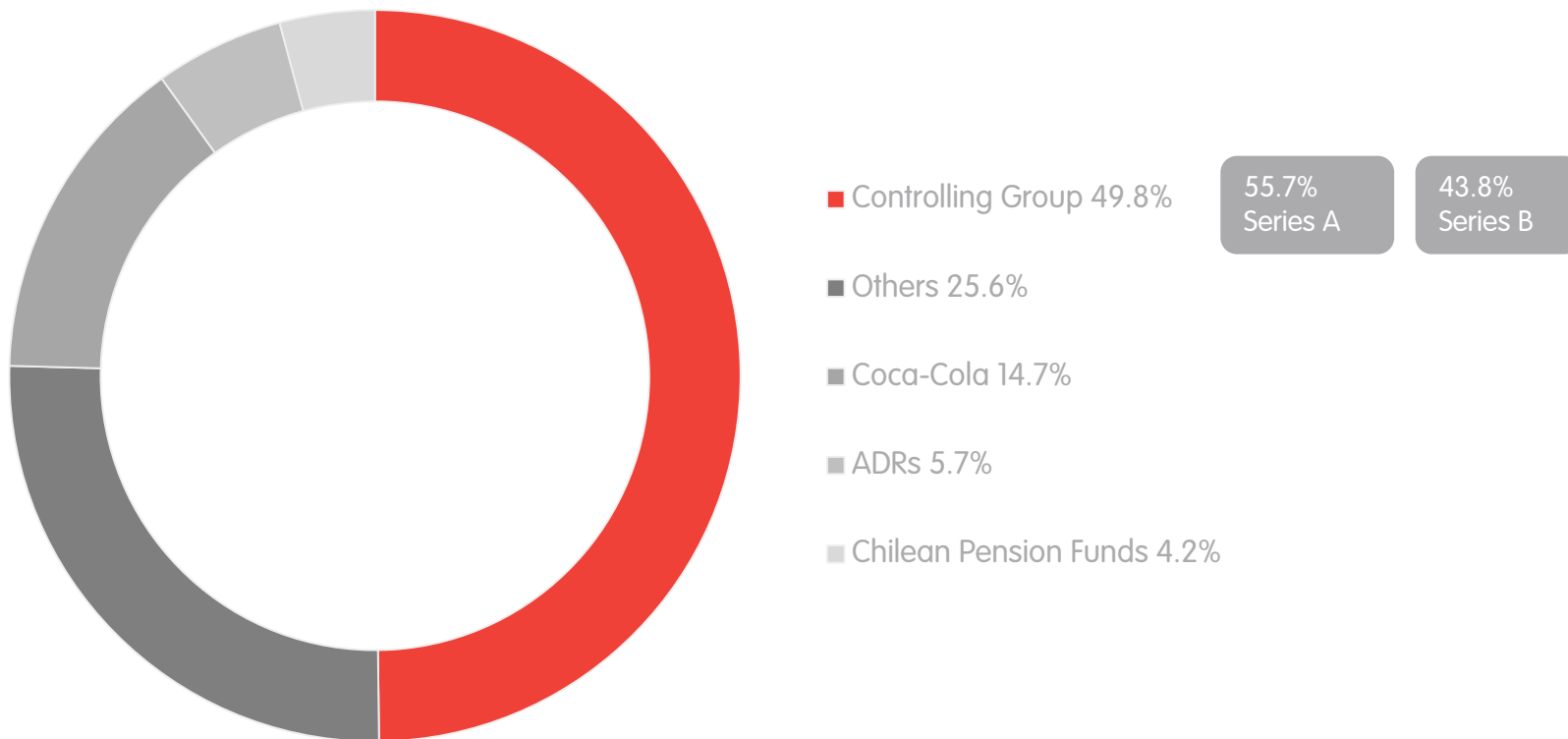
## Brazil

- ▶ **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 2016:** 266.1 million 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 2016:** 218.7 million UCs

## Ownership (As of December 31, 2016)

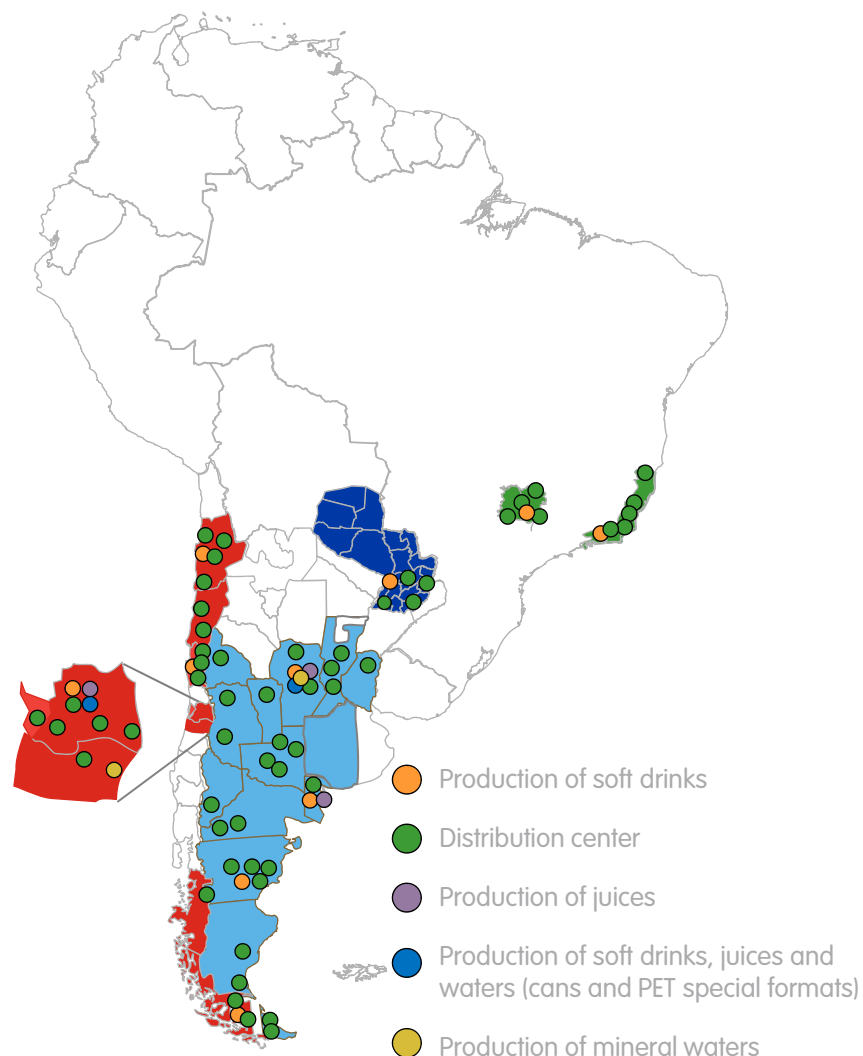


The Controlling Group is composed of 5 Chilean families with equal parts, that have a shareholders' agreement which includes TCCC.

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

- ▶ 2 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

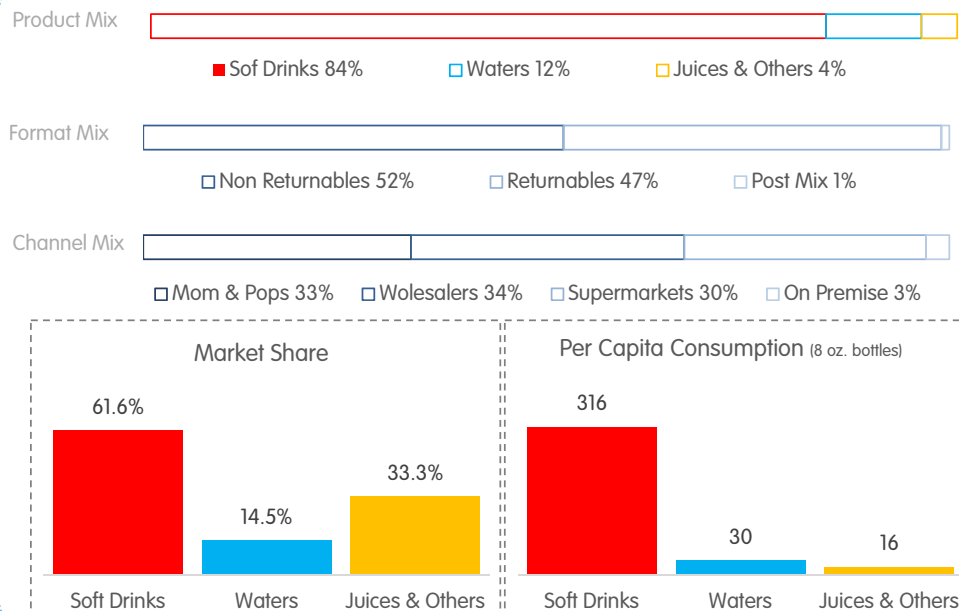
- ▶ 1 production facility with a total of 12 lines
  - Average utilization range from 60% to 85%
- ▶ 4 distribution centers
- ▶ Fleet of 238 third party trucks

Reaching over 281,000 clients

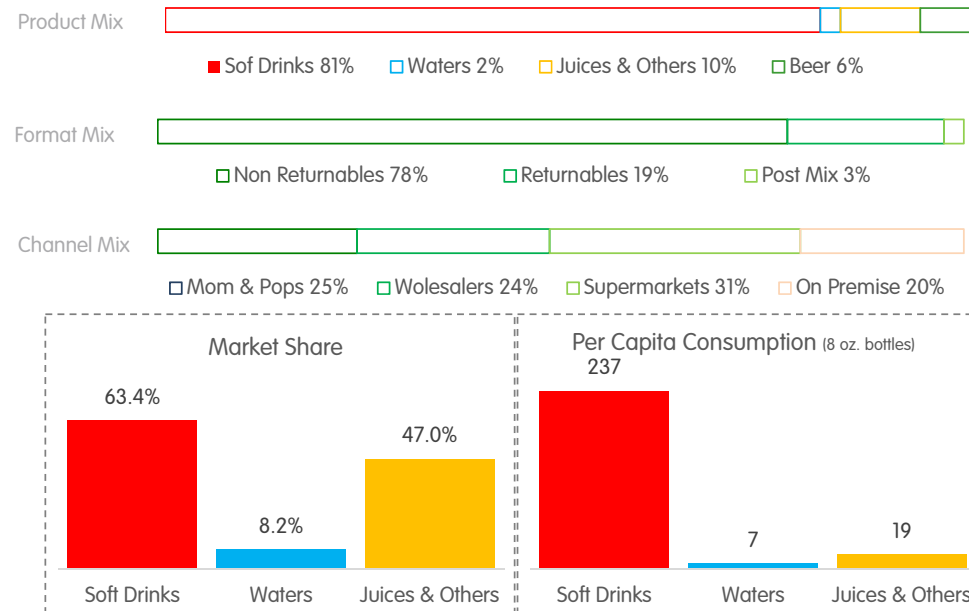
## 2. Market Description

# Market Structure (FY2016)

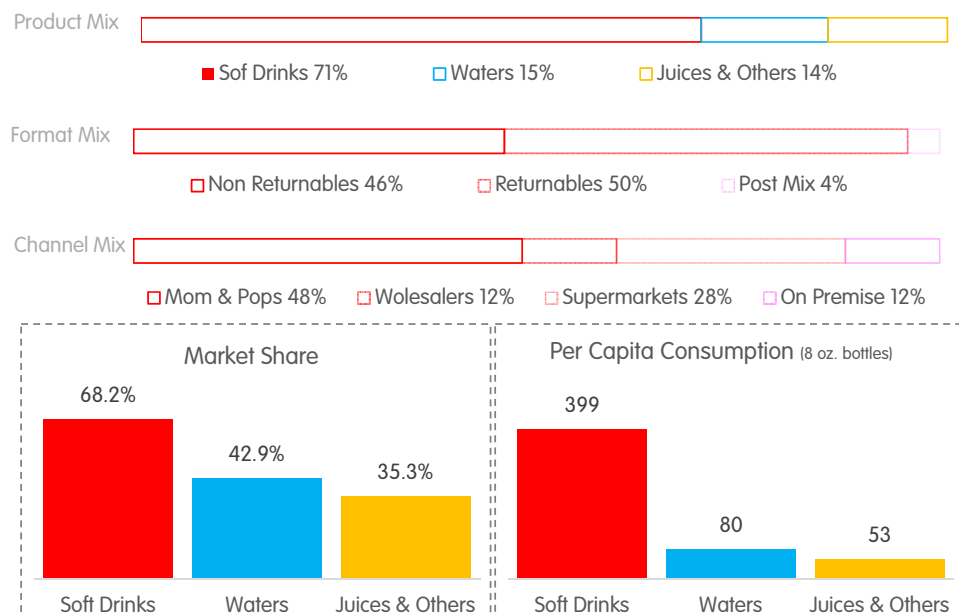
## ARGENTINA



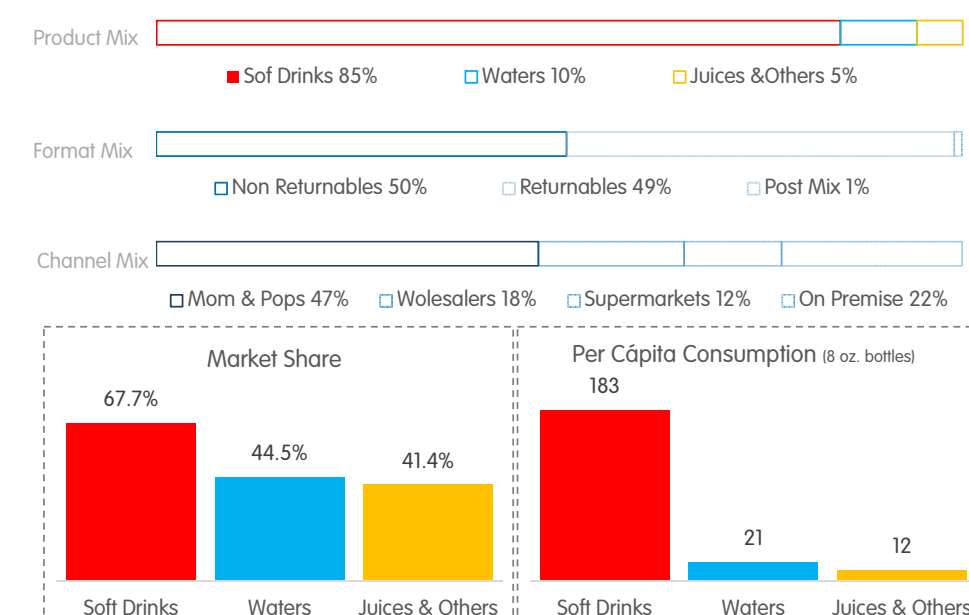
## BRAZIL



## CHILE



## PARAGUAY





# Diversified brand portfolio across segments and geographies






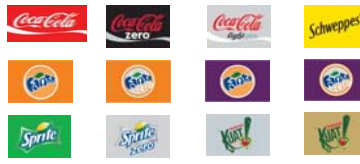












(As of December 31, 2016)

SSDs<sup>1</sup>

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

Water

Beer

Argentina 	Brazil 	Chile 	Paraguay 
			
			
			
			

Source: Company filings and public releases

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

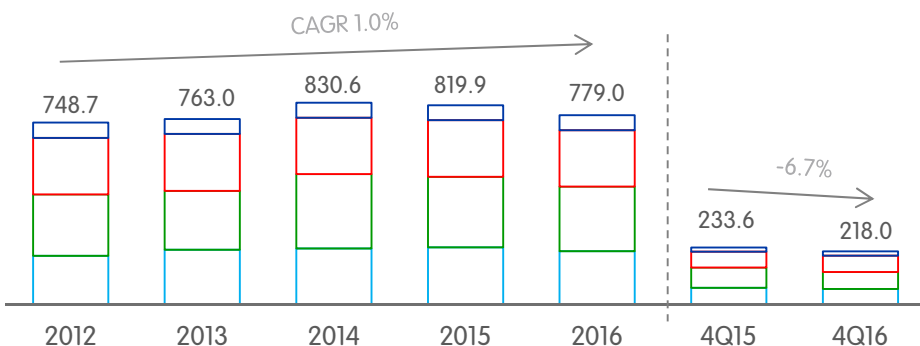
<sup>2</sup> Total includes 0.1mmUC distributed in Chile

# 3. Financial Highlights

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

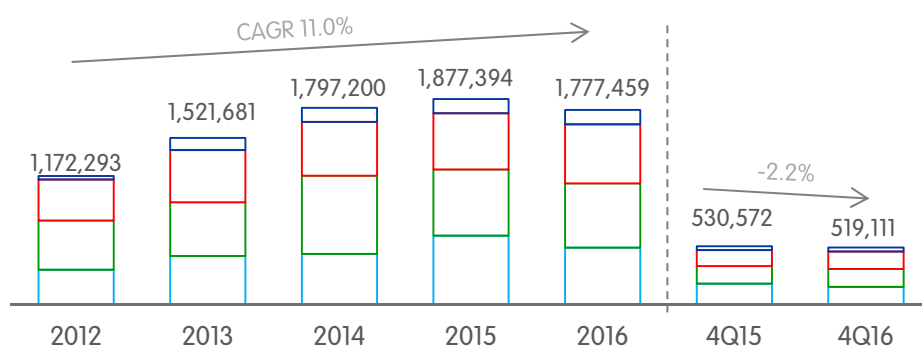
Sales volume (million UCs)

Argentina Brazil Chile Paraguay



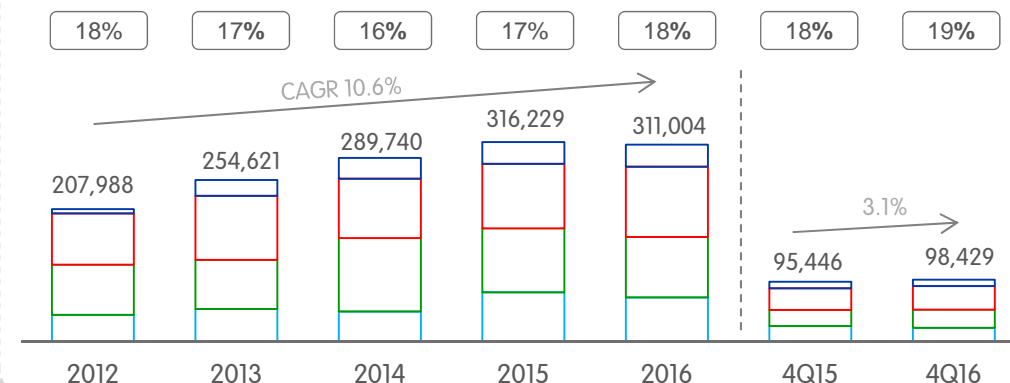
Revenues (CLP\$ mm)

Argentina Brazil Chile Paraguay



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

Argentina Brazil Chile Paraguay Margin

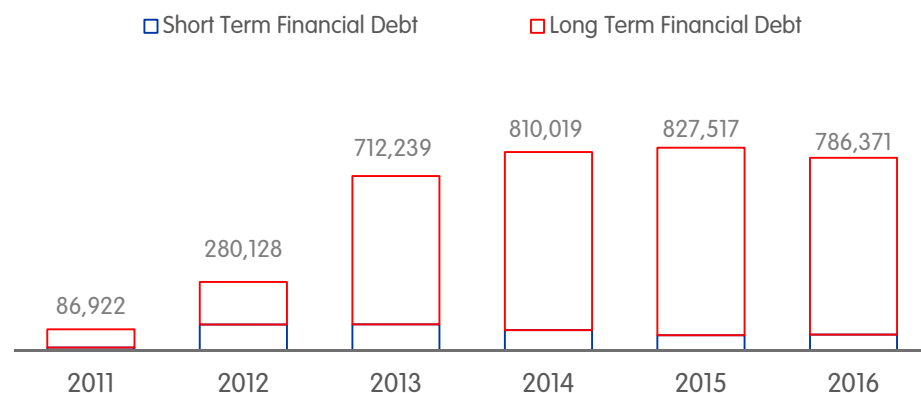


# Solid Financial Position

Increase in Net Financial 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
- Embotelladoras Coca-Cola Polar Merger (2012)

## Financial Debt (CLP\$ mm)



## Financial Debt Summary (CLP\$ mm) as of June, 2016

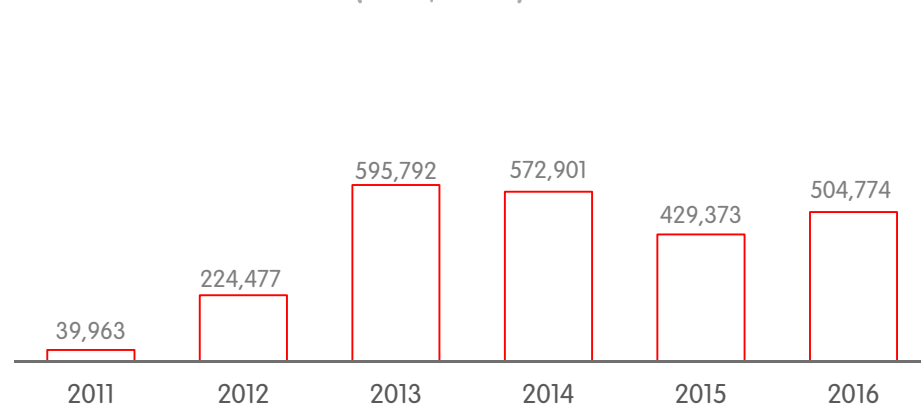
	Banks	Bonds	Total
Ch\$mm	73,957	712,414	786,371
%	9.4%	90.6%	100%

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

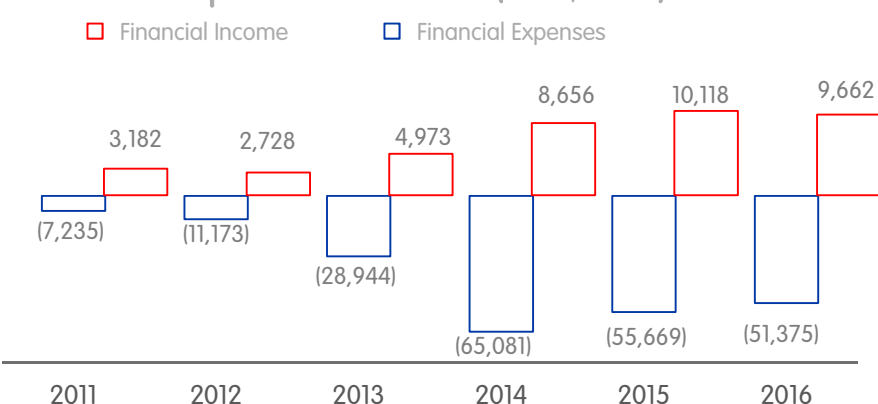
	UF	R\$	Arg\$	Clp\$	Gy\$	US\$	Total
Ch\$mm	469,946	299,503	2,083	9,149	739	4,951	786,371
%	59.8%	38.1%	0.3%	1.2%	0.1%	0.6%	100%

Note: After Cross Currency Swaps without its corresponding MtM

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



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



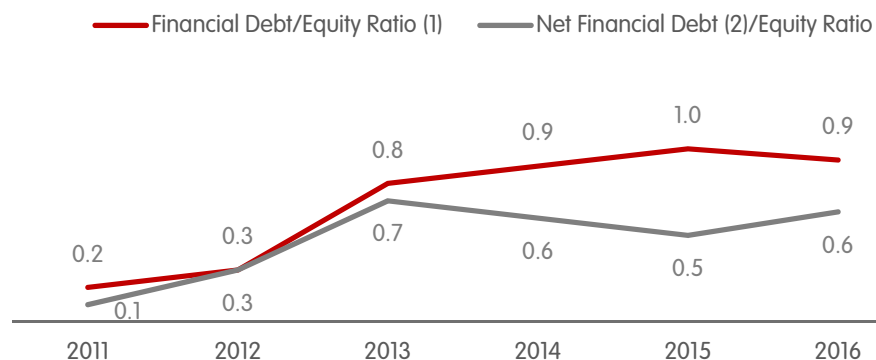
Source: Data as reported on Company filings

(1) 144A/RegS USA Bond, 10 years due 2023

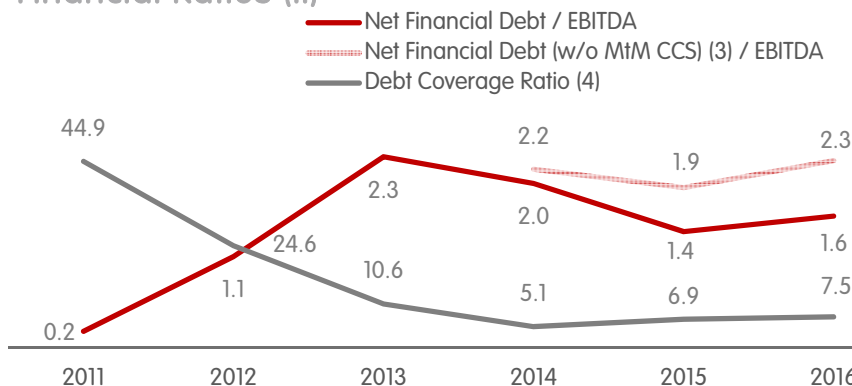
(2) Considers Cash and Cash Equivalents, Other Current Financial Assets and Other Non Current Financial Assets of CLP\$ 276,919 MM

# Solid Financial Position

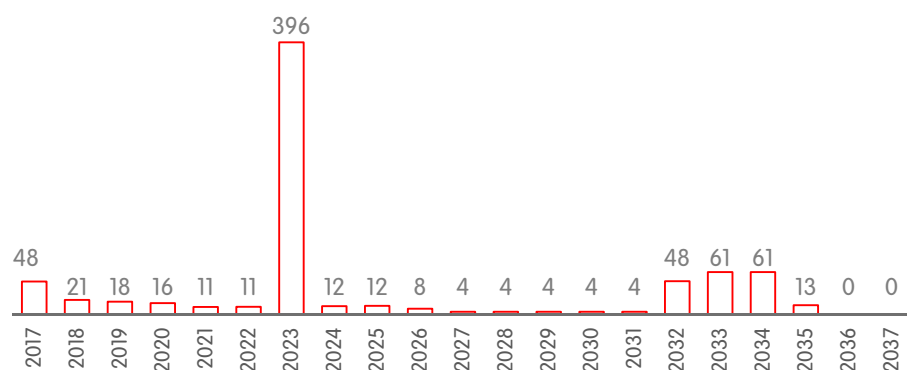
## Financial Ratios (I)



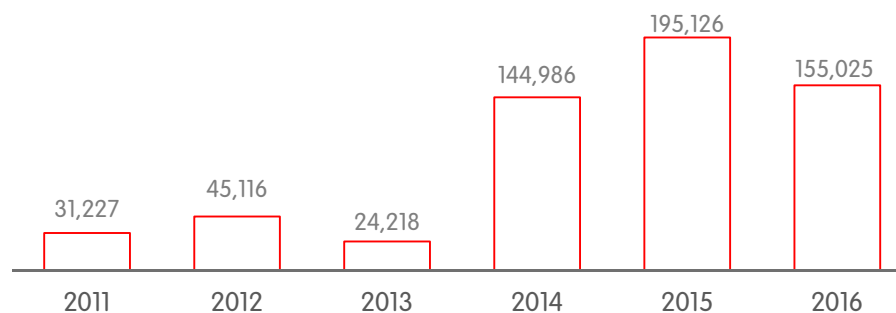
## Financial Ratios (II)



## Debt Amortizations (CLP\$ bn)



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



Source: Data as reported on Company filings

(1) Financial Debt to Equity Ratio: [Other Current Financial Debt + Other Non-Current Financial Debt] / Equity

(2) Net Financial Debt: [Other Current Financial Debt + Other Non-Current Financial Debt] - [Cash + Cash Equivalents + Other Current Financial Assets + Other Non Current Financial Assets].

Other Current and Non-Current Fin. Assets considers the effect of the Mark to Market of the Cross Currency Swaps according to IAS 32, since 01.01.2014.

(3) Net Financial Debt not considering CCS's MtM effect: [Other Current Financial Debt + Other Non-Current Financial Debt] - [Cash + Cash Equivalents + Other Current Financial Assets + Other Non Current Financial Assets - CCS MtM].

For the Mark to Market of the Cross Currency Swaps (CCS MtM) see Note 21 of the Company Financial Statements.

(4) EBITDA / (Financial Expenses - Financial Income)

(5) Free Cash Flow = Operating Income + Depreciation - CAPEX - Taxes (+/-) Working Capital Variation.

# Consolidated Financial Highlights (Billion Ch\$)

	2011 P	2012	2012P	2013	2013P	2014	2015	2016
Total Volume (MUCs)	549	596	749	763	826	831	820	779
Net Sales	1,083	1,172	1,477	1,522	1,640	1,797	1,877	1,777
Operating Income	157	154	173	171	179	187	216	214
<i>Operating Margin</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>	<i>12.0%</i>
EBITDA	201	208	244	255	270	290	316	311
<i>EBITDA Margin</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>	<i>17.5%</i>
Capital Expenditures (million US\$)	N/A	297	N/A	371	N/A	200	169	190
<i>CAPEX/Depreciation (times)</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>	<i>1.3</i>
FX (Ch\$/USD) period average	483.9	486.3	486.3	495.5	495.5	570.8	654.4	676.8
FX (Ch\$/USD) end of period	519.2	480.0	480.0	524.6	524.6	606.8	710.1	669.5
Revenues per unit case (US\$)	4.08	4.04	4.06	4.03	4.01	3.79	3.50	3.37
EBITDA per unit case (US\$)	0.76	0.72	0.67	0.67	0.66	0.61	0.59	0.59

Legal 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
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 P	2012	2012P	2013	2013P	2014	2015	2016
Total Volume (MUCs)	549	596	749	763	826	831	820	779
Net Sales	2,239	2,411	3,038	3,071	3,311	3,151	2,868	2,627
Operating Income	324	317	355	346	361	328	329	316
<i>Operating Margin</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>	<i>12.0%</i>
EBITDA	415	428	502	514	544	508	483	460
<i>EBITDA Margin</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>	<i>17.5%</i>
Capital Expenditures	N/A	297	N/A	371	N/A	200	169	190
<i>CAPEX/Depreciation (times)</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>	<i>1.3</i>
FX (Ch\$/USD) period average	483.9	486.3	486.3	495.5	495.5	570.8	654.4	676.8
FX (Ch\$/USD) end of period	519.2	480.0	480.0	524.6	524.6	606.8	710.1	669.5
Revenues per unit case (US\$)	4.08	4.04	4.06	4.03	4.01	3.79	3.50	3.37
EBITDA per unit case (US\$)	0.76	0.72	0.67	0.67	0.66	0.61	0.59	0.59

Legal 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
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, 2016, in million USD and million Ch\$)

Assets	
Cash and Cash Equivalents	294
Current Assets	538
Non current Assets + Others	2,314
Goodwill	154
<b>Total</b>	<b>3,300</b>

Liabilities and Equity	
Current Financial Liabilities	77
Other Current Liabilities	565
Non-Current Financial Liabilities	1,078
Other Non-Current Liabilities	322
Total Equity	1,258
<b>Total</b>	<b>3,300</b>

Assets	
Cash and Cash Equivalents	196,738
Current Assets	360,272
Non current Assets + Others	1,549,082
Goodwill	102,920
<b>Total</b>	<b>2,209,011</b>

Liabilities and Equity	
Current Financial Liabilities	51,355
Other Current Liabilities	377,930
Non-Current Financial Liabilities	721,570
Other Non-Current Liabilities	215,835
Total Equity	842,321
<b>Total</b>	<b>2,209,011</b>

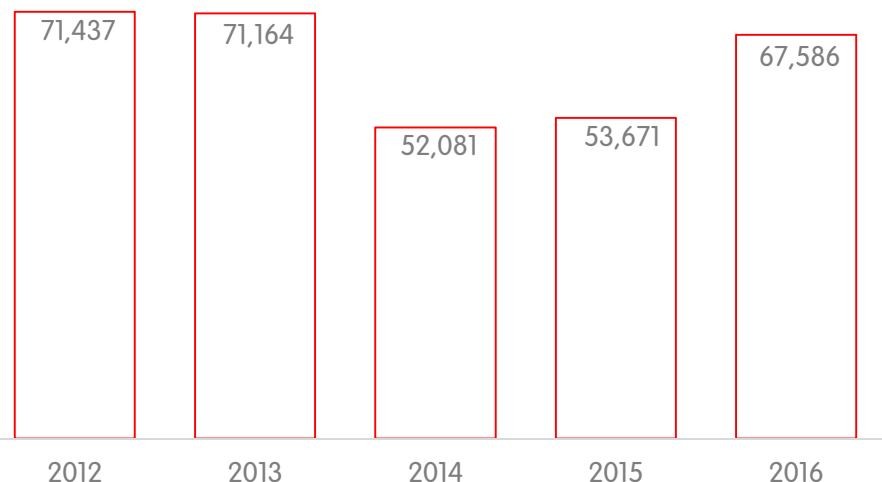
Net Debt Position: 737.3 million USD



# Dividends and Market Cap (as of December 31, 2016)

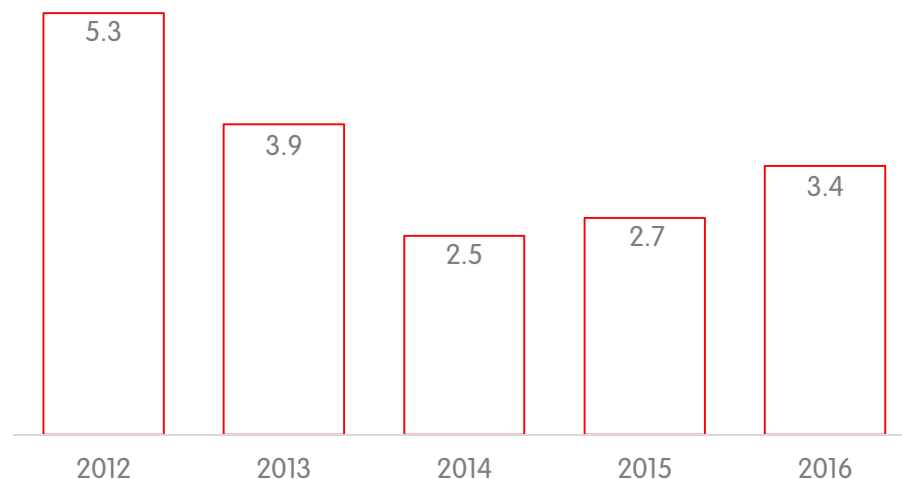
## Dividend Distribution

(million Ch\$)



## Market Cap

(billion USD)



## Dividend Yield

	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>
Series A	4.4%	2.9%	2.8%	3.7%	3.5%
Series B	3.9%	2.6%	2.4%	3.5%	3.5%

## Payout Ratio\*

<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>
50%	109%	58%	69%	75%

\* 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
- 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 P	2012	2012P	2013	2014	2015	2016
Sales Volume (MUC)	151	167	200	224	229	234	219
Net Sales	2,254	2,985	3,690	4,898	6,541	8,903	11,343
Operating Income	255	308	311	398	428	829	1,198
<i>Operating Margin</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>	<i>10.6%</i>
EBITDA	329	414	444	591	689	1,128	1,557
<i>EBITDA Margin</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>	<i>13.8%</i>
Capital Expenditures (million US\$)	N/A	96	N/A	105	45	45	55
<i>CAPEX/Depreciation (times)</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>	<i>2.2</i>
FX (AR\$/US\$) period average	4.13	4.55	4.55	5.48	8.13	9.27	15.45
FX (AR\$/US\$) end of period	4.30	4.92	4.92	6.52	8.55	13.04	15.89
Revenues per unit case (US\$)	3.63	3.88	4.09	3.97	3.52	4.09	3.49
EBITDA per unit case (US\$)	0.53	0.53	0.48	0.47	0.37	0.52	0.48

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

	2012	2012 P	2013	2013 P	2014	2015	2016
Sales Volume (MUC)	225	253	243	305	306	291	266
Net Sales	1,814	2,030	2,142	2,657	2,959	3,059	3,037
Operating Income	260	276	257	290	354	378	369
<i>Operating Margin</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>	<i>12.1%</i>
EBITDA	324	353	342	407	489	512	501
<i>EBITDA Margin</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>	<i>16.4%</i>
Capital Expenditures (million US\$)	74	N.A.	115	N.A.	53	38	59
<i>CAPEX/Depreciation (times)</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>	<i>1.6</i>
FX (R\$/USD) period average	1.95	1.95	2.16	2.16	2.35	3.33	3.29
FX (R\$/USD) end of period	2.04	2.04	2.34	2.34	2.66	3.90	3.26
Revenues per unit case (US\$)	4.13	4.08	4.09	4.04	4.10	3.19	3.28
EBITDA per unit case (US\$)	0.74	0.71	0.65	0.62	0.67	0.54	0.54

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

	2011 P	2012	2012P	2013	2014	2015	2016
<b>Sales Volume (MUC)</b>	<b>175</b>	<b>185</b>	<b>233</b>	<b>235</b>	<b>232</b>	<b>234</b>	<b>232</b>
Net Sales	339,116	374,873	475,824	477,918	492,072	514,733	540,427
Operating Income	57,900	57,685	65,941	66,620	56,460	63,059	68,879
<i>Operating Margin</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>	<i>12.7%</i>
<b>EBITDA</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>	<b>112,499</b>
<i>EBITDA Margin</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>	<i>20.8%</i>
Capital Expenditures (million US\$)	N/A	113	N/A	116	68	75	63
<i>CAPEX/Depreciation (times)</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>	<i>1.0</i>
FX (Ch\$/USD) period average	483.9	486.3	486.3	495.5	570.8	654.5	676.8
FX (Ch\$/USD) end of period	519.2	480.0	480.0	524.6	606.8	710.2	669.5
<b>Revenues per unit case (US\$)</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>3.44</b>
<b>EBITDA per unit case (US\$)</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>	<b>0.72</b>

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

	2011 P	2012	2013	2014	2015	2016
<b>Sales Volume (MUC)</b>	<b>19</b>	<b>63</b>	<b>61</b>	<b>63</b>	<b>61</b>	<b>62</b>
Net Sales	291,166	968,454	968,523	1,010,735	1,033,215	1,107,678
Operating Income	42,001	99,174	129,747	157,306	176,418	199,617
<i>Operating Margin</i>	<i>14.4%</i>	<i>10.2%</i>	<i>13.4%</i>	<i>15.6%</i>	<i>17.0%</i>	<i>18.0%</i>
<b>EBITDA</b>	<b>62,618</b>	<b>162,363</b>	<b>220,229</b>	<b>260,203</b>	<b>278,172</b>	<b>296,810</b>
<i>EBITDA Margin</i>	<i>21.5%</i>	<i>16.8%</i>	<i>22.7%</i>	<i>25.7%</i>	<i>26.9%</i>	<i>26.8%</i>
Capital Expenditures (million US\$)	N/A	N/A	35	23	11	14
<i>CAPEX/Depreciation (times)</i>	<i>N/A</i>	<i>N/A</i>	<i>1.6</i>	<i>1.0</i>	<i>0.6</i>	<i>0.8</i>
FX (G\$/US\$) period average	4,403	4,409	4,280	4,459	5,209	5,731
FX (G\$/US\$) end of period	4,418	4,429	4,585	4,629	5,835	5,767
<b>Revenues per unit case (US\$)</b>	<b>3.51</b>	<b>3.48</b>	<b>3.70</b>	<b>3.63</b>	<b>3.23</b>	<b>3.15</b>
<b>EBITDA per unit case (US\$)</b>	<b>0.76</b>	<b>0.58</b>	<b>0.84</b>	<b>0.94</b>	<b>0.87</b>	<b>0.84</b>





# Corporate Presentation