



2Q13  
Corporate  
Presentation



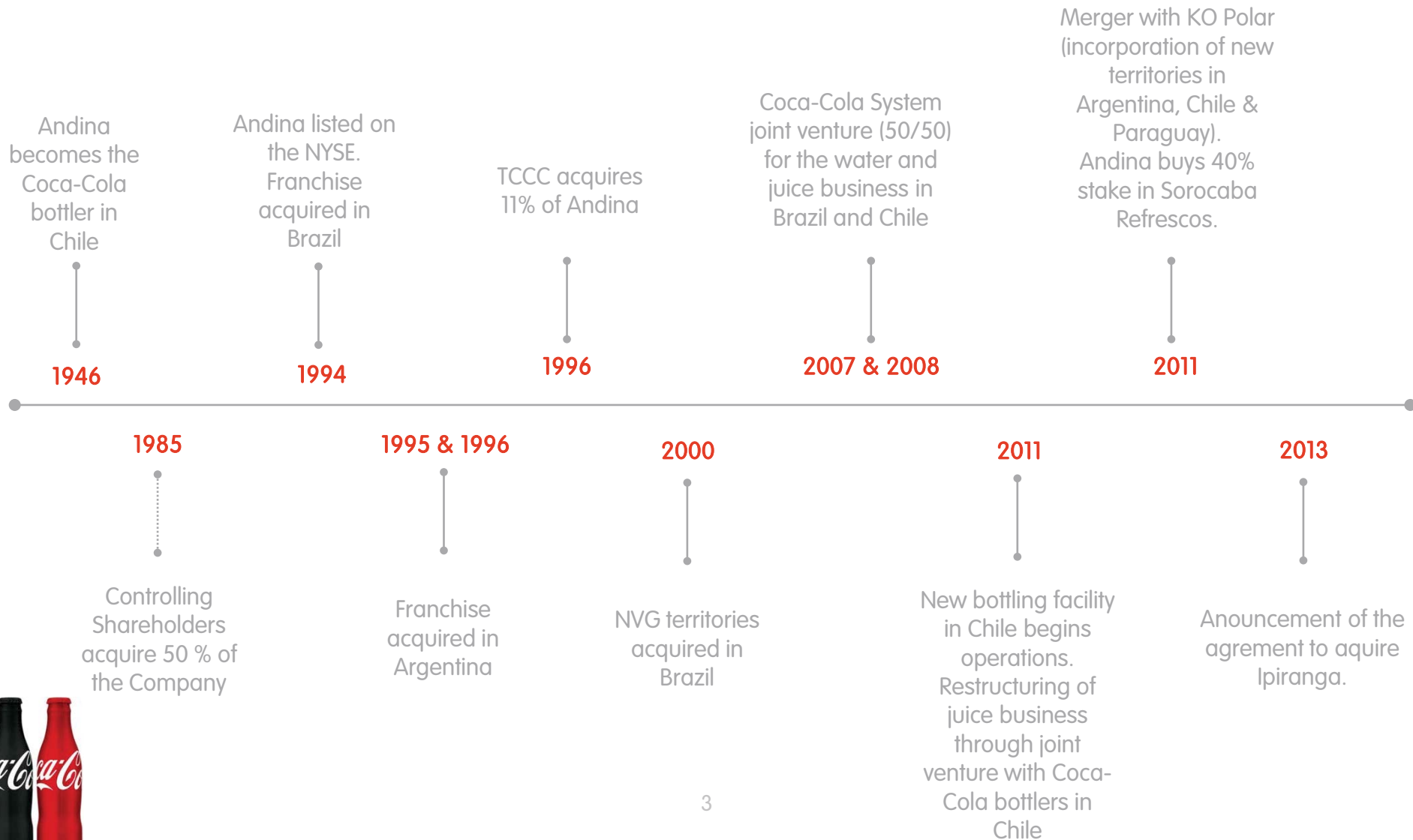
# Forward-Looking Statements

Statements made in this presentation that could relate to Andina's future performance or financial results are forward-looking statements and are based upon currently available data; however, actual results are subject to numerous uncertainties, many of which are beyond the control of the Company and any one or more of which could materially impact actual performance or results. Factors that can cause performance to differ materially are listed in Andina's annual report filed with the Chilean SVS and form 20-F filed with the U.S. SEC, also available at [www.koandina.com](http://www.koandina.com) under "The Company-Risk Factors."

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

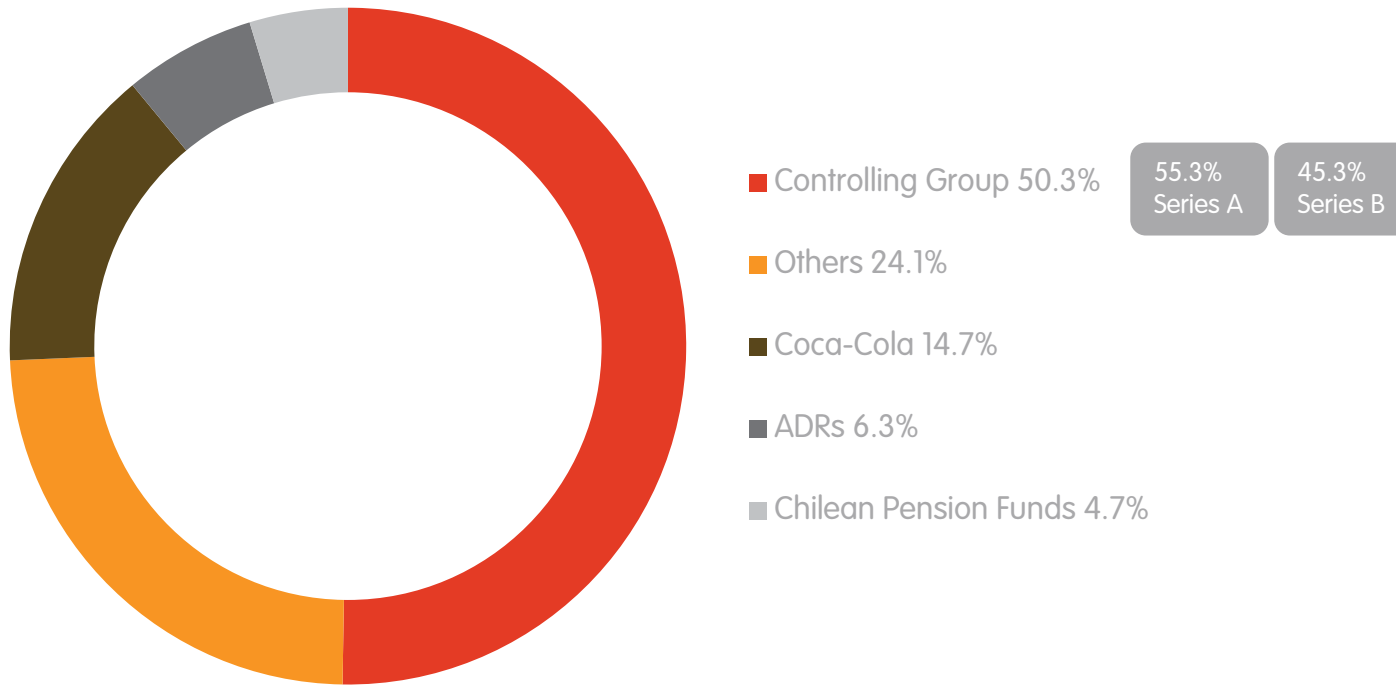


# History



# Ownership

(December 31, 2012)



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.

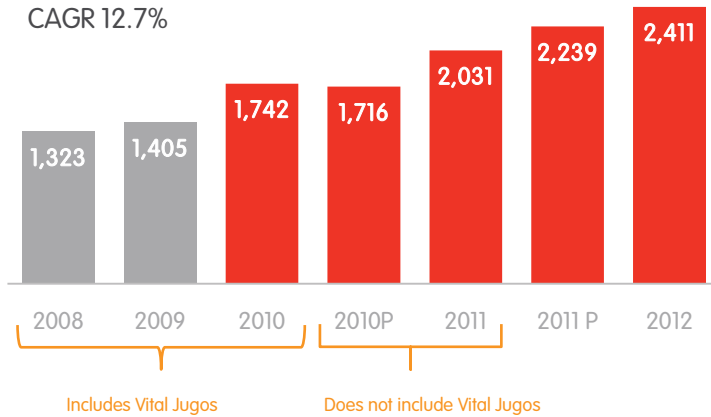


# Consolidated Overview

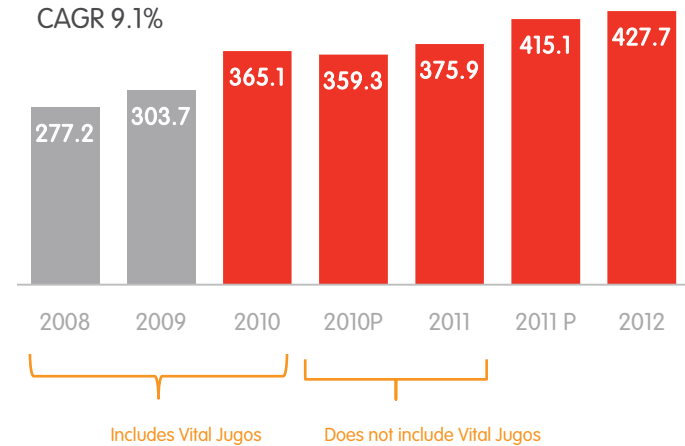
(December 31, 2012)



REVENUES  
(million USD)  
CAGR 12.7%



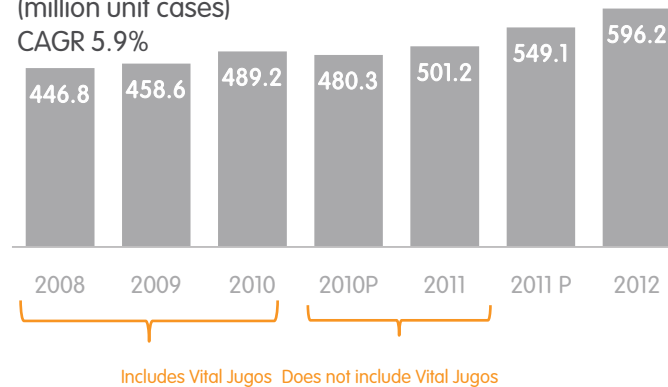
EBITDA  
(million USD)  
CAGR 9.1%



2011P considers only 4Q11 figures for ex-Embotelladoras Cola-Cola Polar plus AKO FY11.

2012 figures include Coca-Cola Polar operations only for the fourth quarter (Oct-Nov-Dec). Additionally, in Chile we are including sales to other bottlers for Vital Aguas, Vital Jugos and Envases Central.

TOTAL VOLUME  
(million unit cases)  
CAGR 5.9%



# Summary

(December 31, 2012)

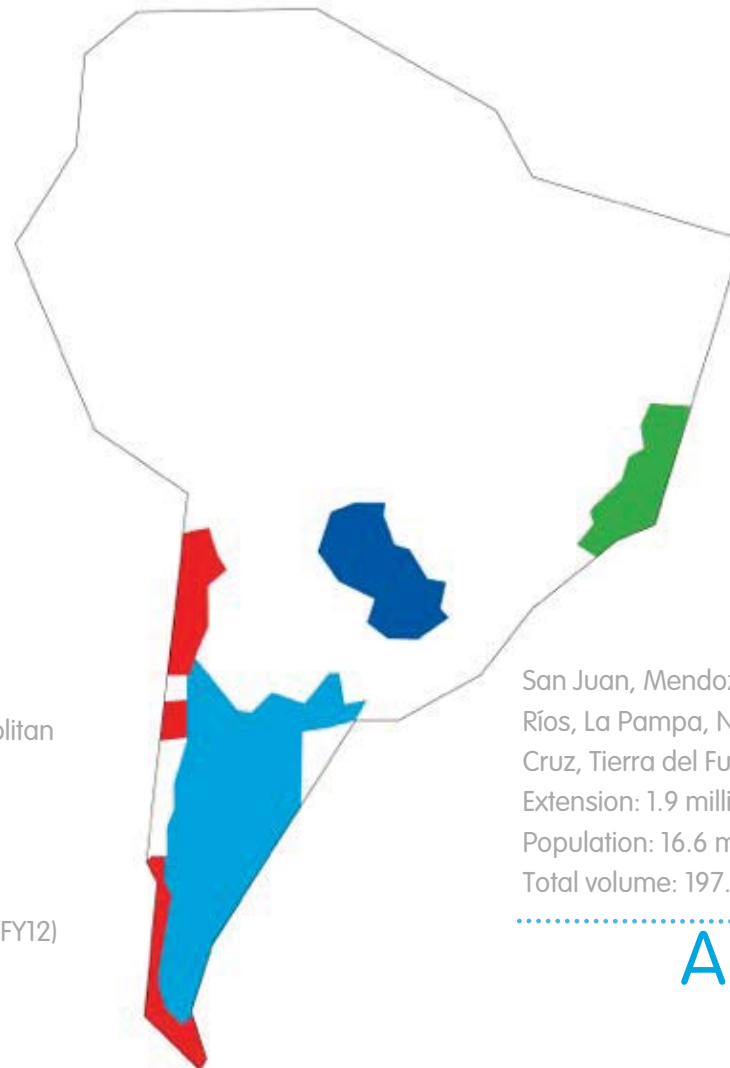


Ciudad del Este, Asunción, Coronel  
Oviedo, Encarnación  
Extension: 407 thousand Km<sup>2</sup>  
Population: 6.7 million  
Total volume: 63.1 million UCs (FY12)

## Paraguay

Antofagasta, Atacama, Coquimbo, Metropolitan  
Region, San Antonio, Cachapoal, Aysen &  
Magallanes  
Extension: 398 thousand Km<sup>2</sup>  
Population: 9.1 million  
Total volume: 211.8 million UCs (AKO + KOP FY12)

## Chile



Rio de Janeiro & Espírito Santo  
Extension: 90 thousand Km<sup>2</sup>  
Population: 17.6 million  
Total volume: 225.1 million UCs

## Brazil

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<sup>2</sup>  
Population: 16.6 million  
Total volume: 197.9 million UCs (AKO+KOP FY12)

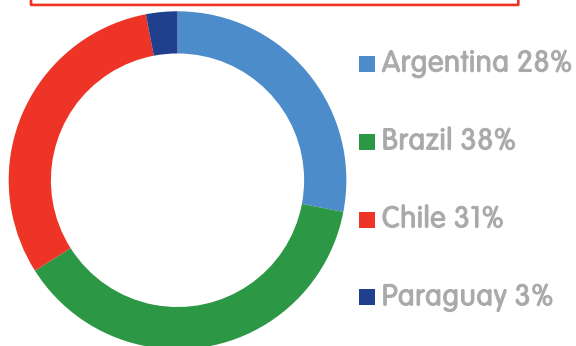
## Argentina

# Regional Diversification

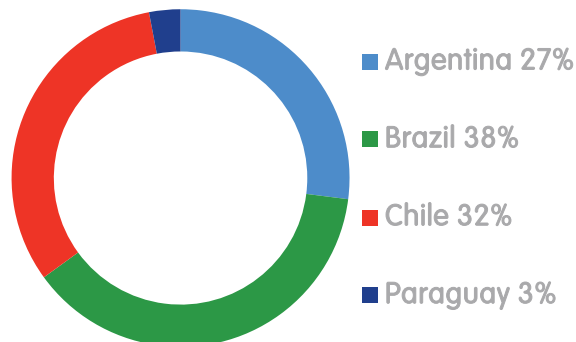
(December 31, 2012)



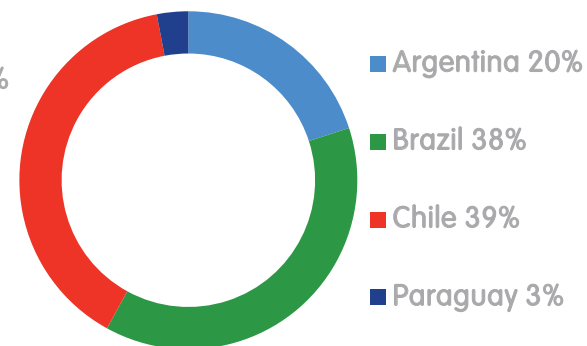
Proforma: AKO FY12+KOP FY12



Total Volume  
596 million unit cases

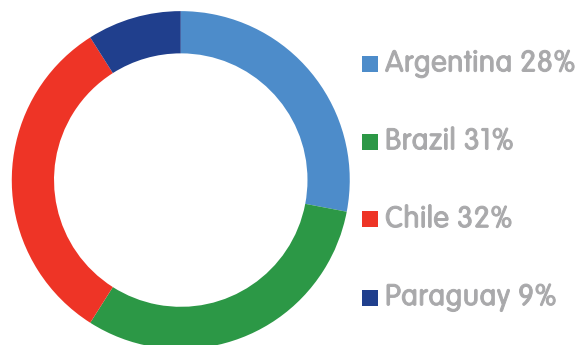


Total Revenues  
2.4 billion USD

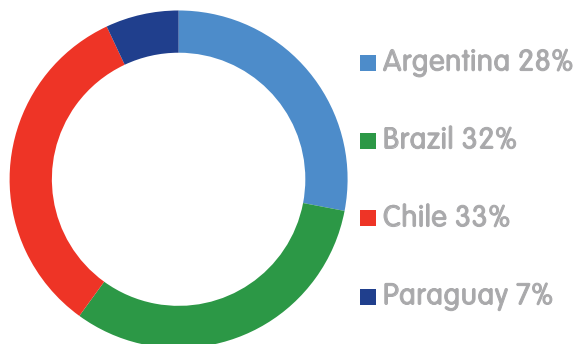


EBITDA  
428 million USD

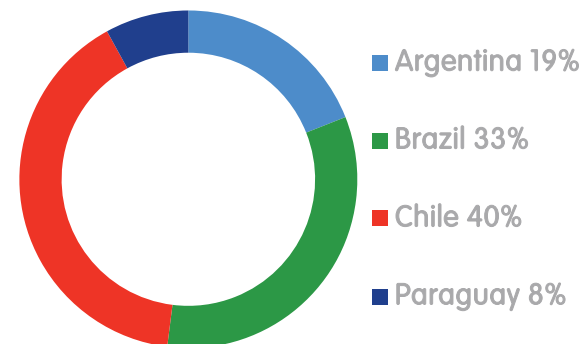
As Reported: AKO FY12+KOP 4Q12



Total Volume  
721 million unit cases



Total Revenues  
2.9 billion USD



EBITDA  
488 million USD



# Argentina




In Argentina the Company has a License Agreement with The Coca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and non-soft drink beverages. In accordance with the agreement we have the right to produce and distribute Coca-Cola soft drinks in our franchise, which includes the provinces of Córdoba, Mendoza, San Juan, San Luis and Entre Ríos, as well as part of the provinces of Santa Fe and Buenos Aires (only San Nicolás and Ramallo). The Agreement with The Coca-Cola Company was extended for 5 years beginning February 10, 2012. The waters and juices bottling agreement is currently in the process of negotiation.

Note that: (i) Embotelladora del Atlántico S.A. is in a process of merger by absorption of Coca-Cola Polar Argentina S.A.; (ii) Coca-Cola Polar Argentina S.A. celebrated two agreements with The Coca-Cola Company, comprising altogether, as territory of license, the provinces of Chubut, Santa Cruz, Neuquén, Río Negro, La Pampa, Tierra del Fuego, Antarctica and South Atlantic Islands and certain parts of the province of Buenos Aires; and (iii) the mentioned agreements are about to expire; therefore in December 2012 Embotelladora del Atlántico S.A. requested from The Coca-Cola Company an extension of the above agreements for an additional period of 5 years.






# Argentina

 We operate 3 production facilities, 1 located in Córdoba with 9 lines and an average utilization capacity during 2012 of 58.7%; 1 located in Bahía Blanca (Province of Buenos Aires) with 4 lines and an average utilization capacity during 2012 of 55.6%; 1 located in Chubut (Province of Chubut) with 2 lines and an average utilization capacity during 2012 of 65.2%.





 Additionally we operate 2 production facilities for tetra juices, 1 located in Córdoba with 2 lines and an average utilization capacity during 2012 of 55.0% and 1 located in Bahía Blanca with 2 lines and an average utilization capacity during 2012 of 88.5%.

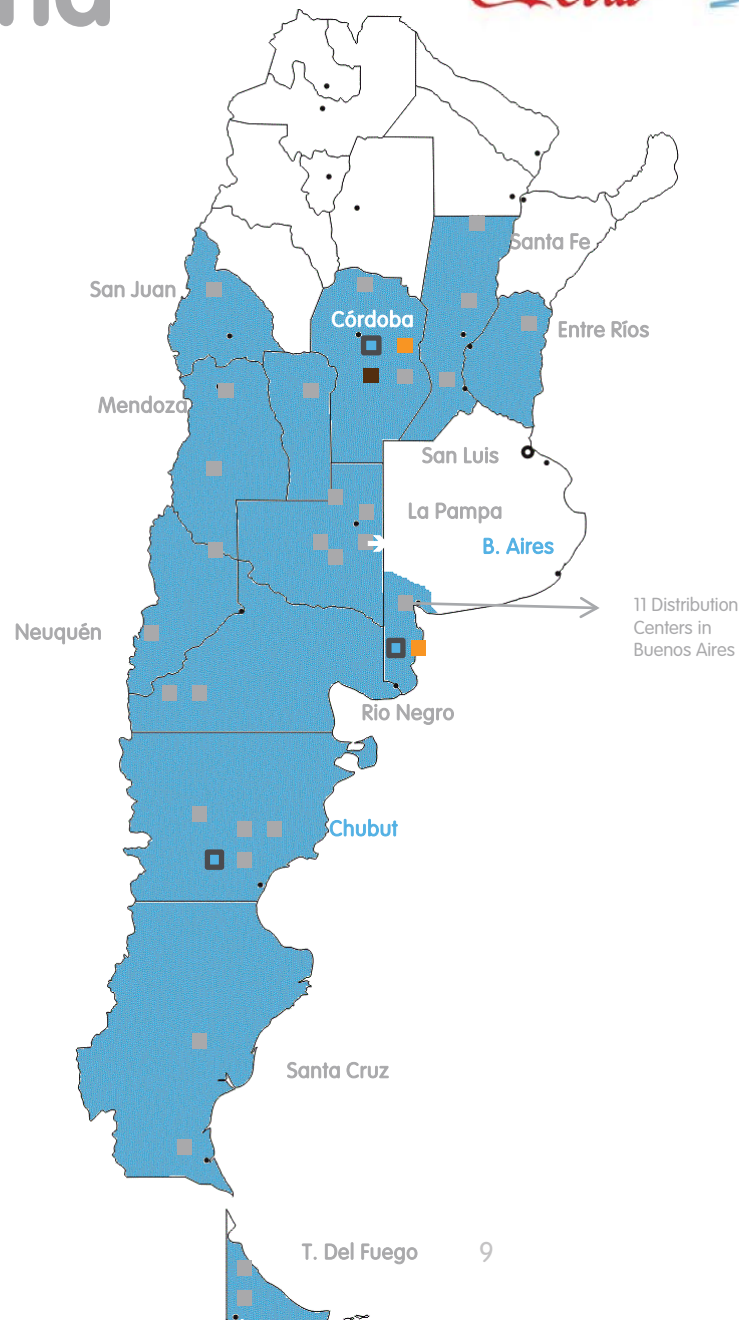
 We also have 1 plant for the production of mineral water and other products located in Córdoba with 1 line and an average utilization capacity during 2012 of 23.7%.

 The company has more than 30 Distribution Centers for its products carried out through 65 third party distributing companies with an average fleet of 462 trucks.

Company employees: 2,502 as of December 31, 2012.

Company clients: 72 thousand as of December 31, 2012.

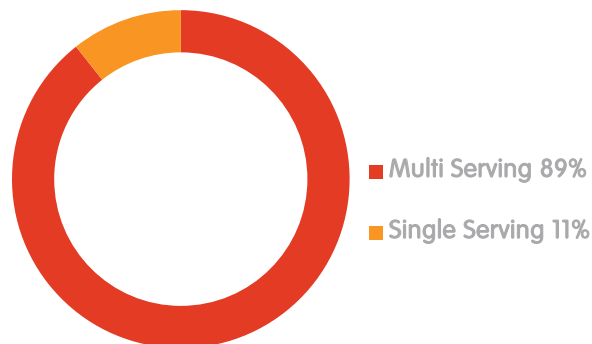
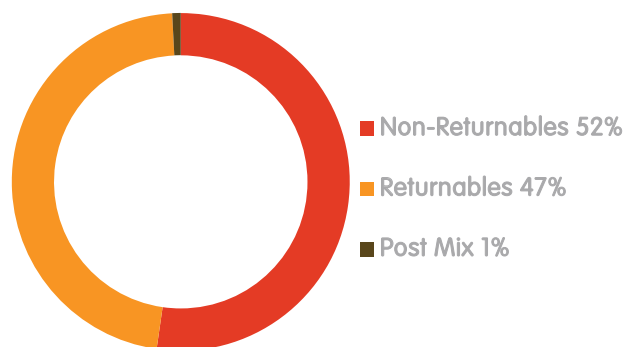
-  Production of soft drinks
-  Distribution center
-  Production of juices and other products
-  Production of mineral water and other products



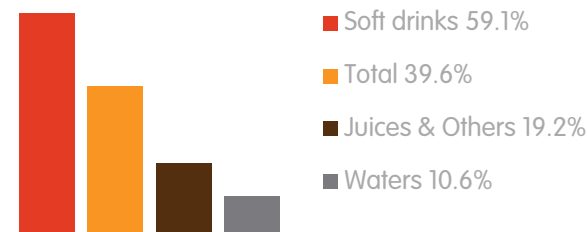
# Argentina

## Market Structure (AKOFY12 +KOP 4Q12)

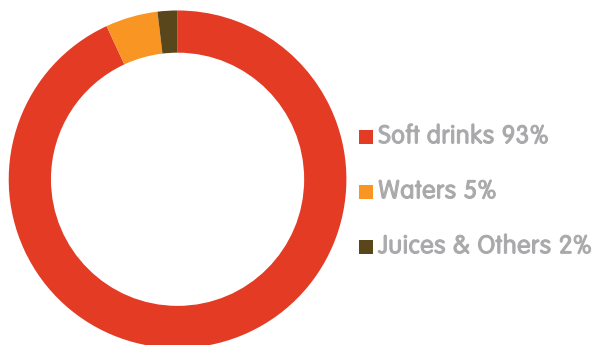
Format Mix – Soft Drinks



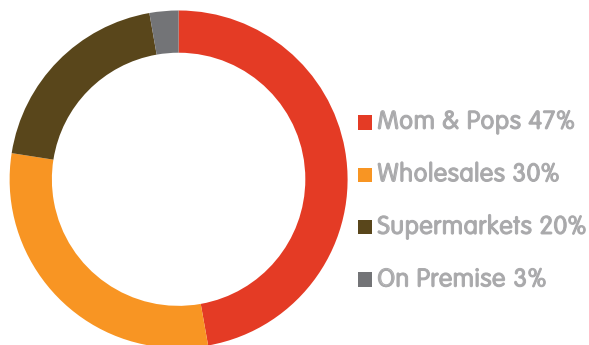
Market Share



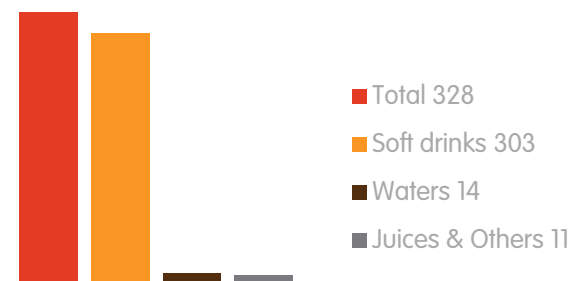
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption (8.oz. bottles)



# Argentina

## Brand Portfolio



Soft drinks



Juices & Others

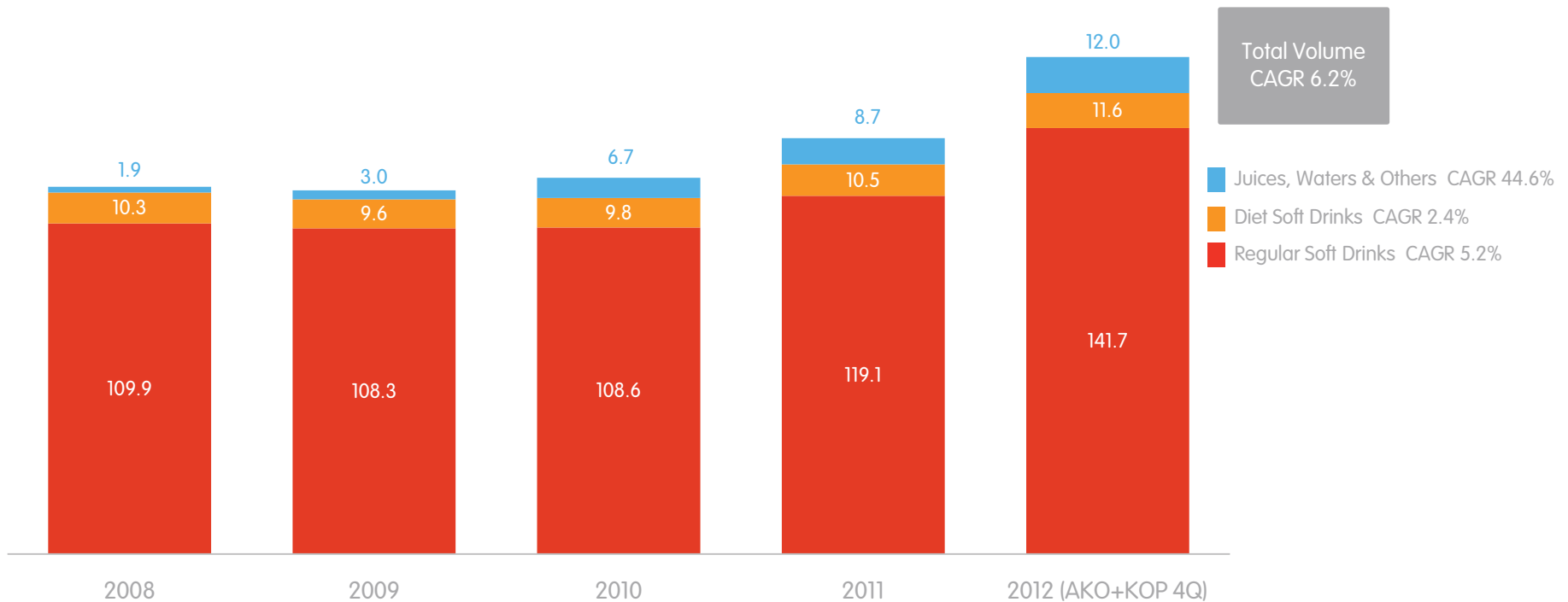


Waters



# Argentina

## Volume Growth (MUCs)



# Argentina

## Financial Highlights (Nominal MUSD)

	2009	2010	IFRS 2011	2011 P	2012	1Q12	1Q12P	1Q13	2Q12	2Q12P	2Q13
Sales Volume (MUC)	120.9	125.2	138.4	151.3	167.0	41.6	53.5	56.6	31.6	41.3	47.6
Net Sales	311.8	363.2	479.9	549.3	648.4	156.0	217.4	227.8	122.2	170.8	190.9
Operating Income	41.5	46.0	53.6	62.5	66.0	17.3	19.7	16.9	5.7	4.0	6.4
<i>Operating Margin</i>	<i>13.3%</i>	<i>12.7%</i>	<i>11.2%</i>	<i>11.4%</i>	<i>10.2%</i>	<i>11.1%</i>	<i>9.1%</i>	<i>7.4%</i>	<i>4.7%</i>	<i>2.3%</i>	<i>3.3%</i>
EBITDA	56.0	60.1	69.7	80.4	89.0	22.3	26.6	24.8	11.1	11.4	14.2
<i>EBITDA Margin</i>	<i>18.0%</i>	<i>16.5%</i>	<i>14.5%</i>	<i>14.6%</i>	<i>13.7%</i>	<i>14.3%</i>	<i>12.3%</i>	<i>10.9%</i>	<i>9.1%</i>	<i>6.7%</i>	<i>7.4%</i>
Capital Expenditures	13.7	19.3	51.9	N/A	96.4	9.1	N/A	15.2	19.8	N/A	26.1
<i>CAPEX/Depreciation (times)</i>	<i>0.9</i>	<i>1.4</i>	<i>3.2</i>	<i>N/A</i>	<i>4.2</i>	<i>1.8</i>	<i>N/A</i>	<i>1.9</i>	<i>3.7</i>	<i>N/A</i>	<i>3.3</i>
FX (AR\$/US\$) period average	3.73	3.91	4.13	4.13	4.55	4.34	4.34	5.02	4.45	4.45	5.24
FX (AR\$/US\$) end of period	3.80	3.98	4.30	4.30	4.92	4.38	4.38	5.12	4.53	4.53	5.39
Revenues per unit case (US\$)	2.58	2.90	3.47	3.63	3.88	3.75	4.06	4.02	3.87	4.14	4.01
EBITDA per unit case (US\$)	0.46	0.48	0.50	0.53	0.53	0.54	0.50	0.44	0.35	0.28	0.30



# Brazil



In Brazil the Company has a License Agreement with The Coca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and non-soft drink beverages. In accordance with the agreement we have the right to produce and distribute Coca-Cola soft drinks in our franchise, which includes: the majority of the State of Rio de Janeiro, and the totality of the State of Espírito Santo. The Bottler Agreement with The Coca-Cola Company is for a 5 year period beginning October 3, 2012.

The Coca-Cola Company, Cervejarias Kaiser S.A., Molson Inc. and the Brazilian Association of Manufacturers of Coca-Cola entered into an agreement of understanding and a convention regarding the distribution of beer produced and imported by Kaiser, through Coca-Cola's distribution system. The distribution agreements signed after May 30, 2003 have duration of 20 years and are renewable.



# Brazil

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

■ The company has 5 Distribution Centers for its products carried out through third party distributing companies with an average fleet of 631 trucks.

As an additional service, we manage 600 vending machines.

Company employees: 2,847 as of December 31, 2011.

Company clients: 68 thousand as of December 31, 2011.

■ Production of soft drinks

■ Distribution center

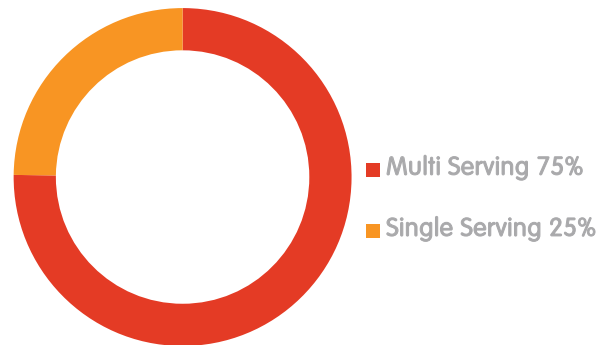
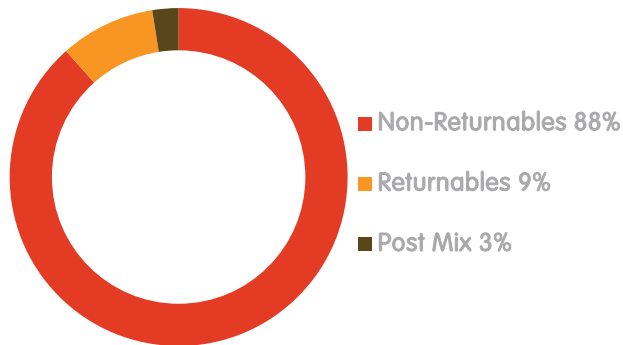


# Brazil

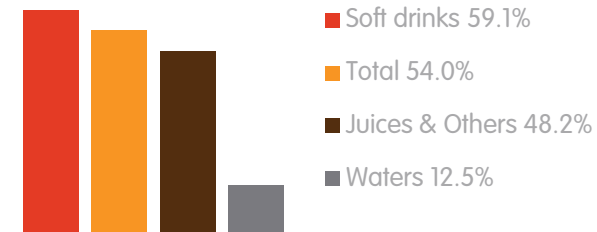
## Market Structure

(Year 2012)

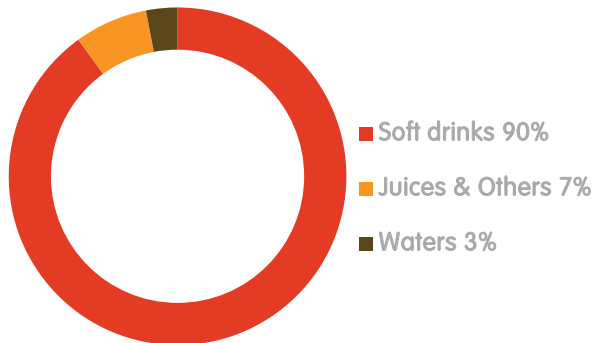
Format Mix – Soft Drinks



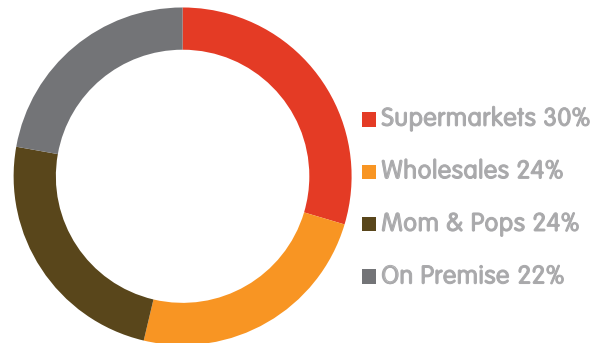
Market Share<sup>1</sup>



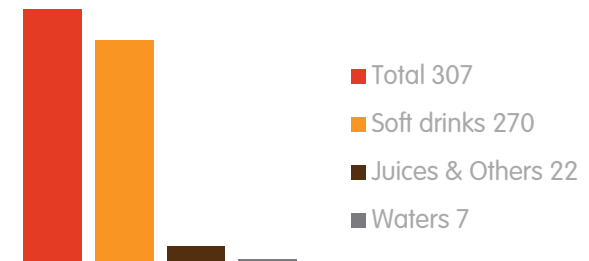
Volume Mix<sup>1</sup>



Channel Mix – Soft Drinks



Per Capita Consumption<sup>1</sup>  
(8.oz. bottles)



<sup>1</sup> Without beer







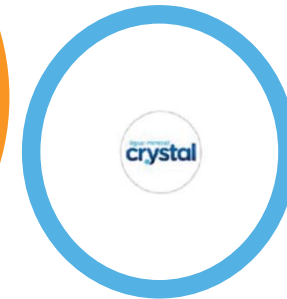
## Soft drinks



## Juices & Others



Beer



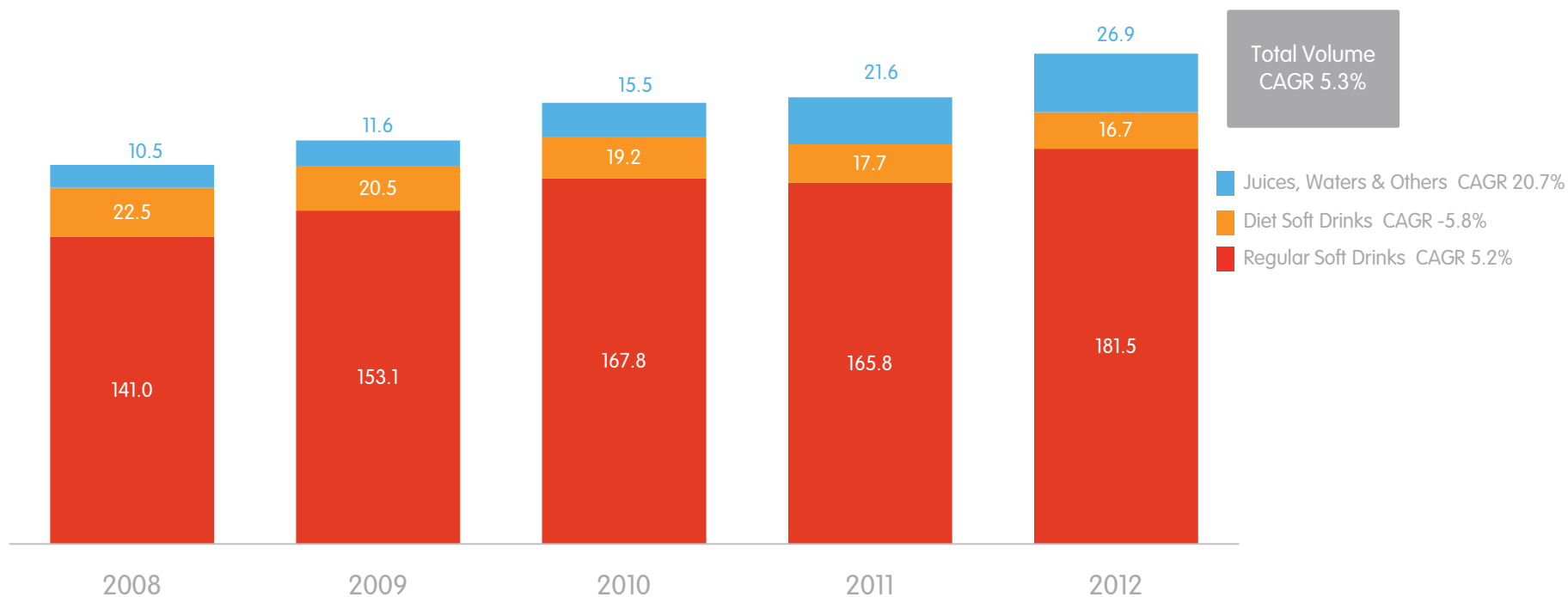
Waters



# Brazil

## Volume Growth (MUCs)

(December 31, 2012)



# Brazil

## Financial Highlights (MUSD)

	IFRS							
	2009	2010	2011	2012	1Q12	1Q13	2Q12	2Q13
Sales Volume (MUC)	185.3	202.5	205.1	225.0	57.2	57.4	50.6	48.8
Net Sales	606.9	799.3	921.0	928.6	254.1	252.6	201.8	211.7
Operating Income	107.2	141.6	132.4	132.9	46.6	39.4	19.0	21.9
<i>Operating Margin</i>	17.7%	17.7%	14.4%	14.3%	16.8%	15.6%	9.4%	10.3%
EBITDA	128.7	168.8	165.1	166.0	51.9	48.2	27.4	30.6
<i>EBITDA Margin</i>	21.2%	21.1%	17.9%	17.9%	20.4%	19.1%	13.6%	14.5%
Capital Expenditures	33.8	69.8	58.8	74.4	15.1	16.7	17.9	53.9
<i>CAPEX/Depreciation (times)</i>	1.6	2.6	1.8	2.3	1.6	1.9	2.1	6.1
FX (R\$/USD) period average	2.00	1.76	1.67	1.95	1.76	2.00	1.96	2.07
FX (R\$/USD) end of period	1.74	1.67	1.88	2.04	1.82	2.01	2.02	2.22
Revenues per unit case (US\$)	3.28	3.95	4.49	4.13	4.44	4.40	3.99	4.34
EBITDA per unit case (US\$)	0.69	0.83	0.80	0.74	0.91	0.84	0.54	0.63




# Chile





In Chile the Company has a License Agreement with The Coca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and non-soft drink beverages. In accordance with the agreement we have the right to produce and distribute Coca-Cola soft drinks in our franchise, which includes: the Metropolitan Region in Santiago, the Province of San Antonio in the Fifth Region; and the Province of Cachapual (including San Vicente de Tagua-Tagua) in the Sixth Region. The Bottler Agreement with The Coca-Cola Company is in full force and effect until January 1, 2018.


As a result of the merger by absorption of Embotelladoras Coca-Cola Polar into Embotelladora Andina during 2012, The Coca-Cola Company authorized Embotelladora Andina to be the legal successor of the license agreement for the following territories in Chile: II, III, IV, XI, and XII regions as well the Chilean Antarctic, this agreement is currently in the process of being renewed.


# Chile

 We operate 4 production facilities, 1 in Antofagasta with 6 lines; 1 in Coquimbo with 3 lines; 1 in Renca (Metropolitan Region) with 9 lines; and 1 in Punta Arenas with 2 lines. Average utilization capacity for 2012 was 46%, 61%, 69% and 34% respectively.

 The company has 16 Distribution Centers for its products carried out through the subsidiaries, Transportes Andina Refrescos that counts with a fleet of 30 owned trucks and 370 third party trucks and TransPolar that counts with a fleet of 171 third party trucks and 52 trailers.

 The company holds a 59.271% stake in Envases Central S.A. that operates one production facility located in Santiago, with 1 line for cans (350 ml, 310 ml and 250 ml) and 1 line for PET bottles (250 ml, 500 ml, 580 ml, and 1.5 lt-only for Aquarius-). During 2012, the canning and bottling lines operated at an average of 65% and 59%, respectively.

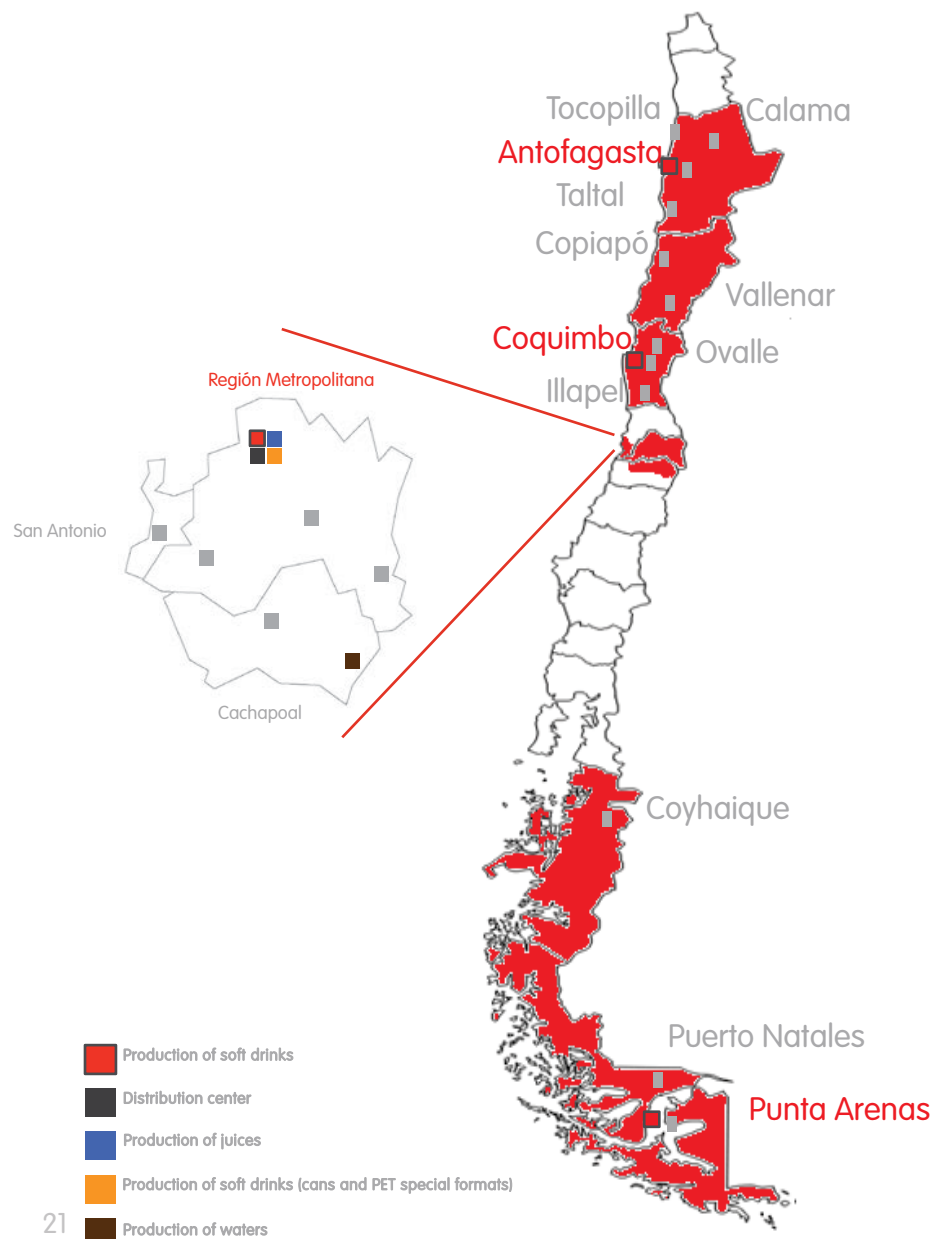
 The company holds a 66.5% stake in Vital Aguas that operates 4 production lines for mineral water and purified water at the production facility located in Chanqueahue, in the municipality of Rengo in Chile. During 2012, average utilization capacity was a 68.2%.

 The company holds a 65% direct and indirect stake in Vital Jugos that operates 1 production facility located in Santiago with 8 lines for the production of Andina del Valle Fuze Tea, Powerade, Aquarius and Glaceau Vitamin Water; and 7 lines for the production of Kapo. Average utilization capacity for the year 2012 was 55.8%.

Also, as an additional service, we manage 2,270 vending machines for soft drinks and snacks through the subsidiary, Servicios Multivending, and 157 additional vending machines outside the central regions.

Company employees: 2,816 as of December 31, 2012.  
Company clients: 63 thousand as of December 31, 2012.

Vital Jugos and Vital Aguas are joint ventures with Embonor  
Envases Central is a joint venture with Embonor and Coca-Cola de Chile

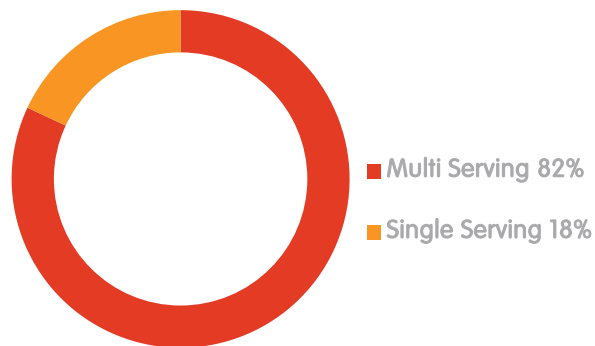
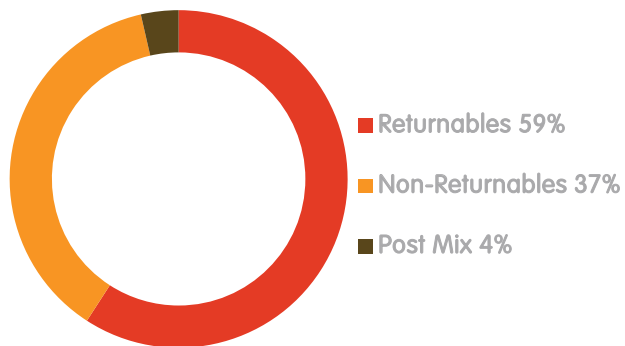


# Chile

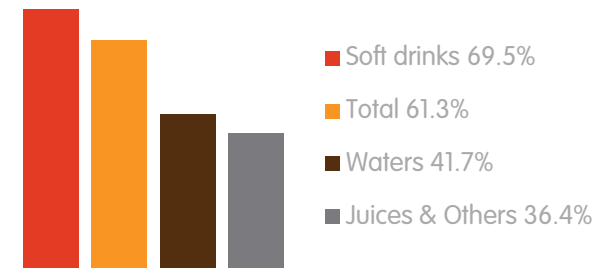
## Market Structure

(Year 2012 (AKOFY12 +KOP 4Q12))

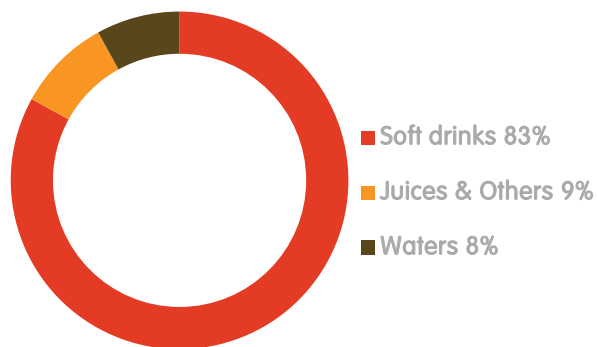
Format Mix – Soft Drinks



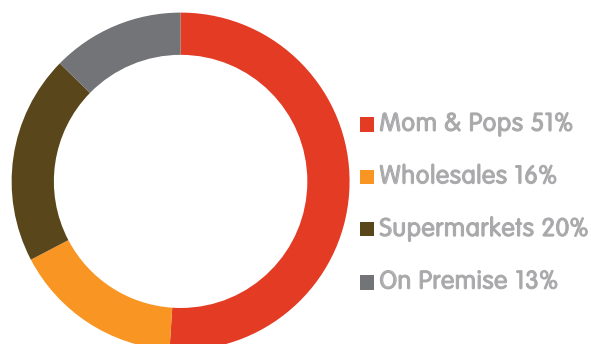
Market Share



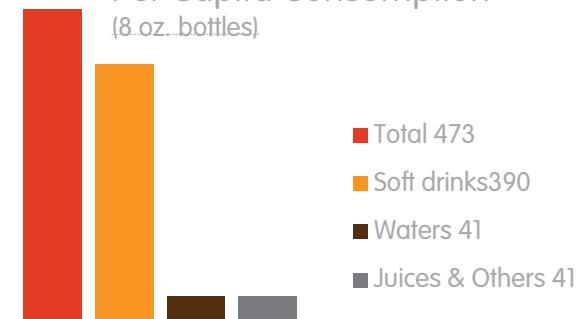
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption  
(8.oz. bottles)



# Chile

## Brand Portfolio



Soft drinks



Juices & Others



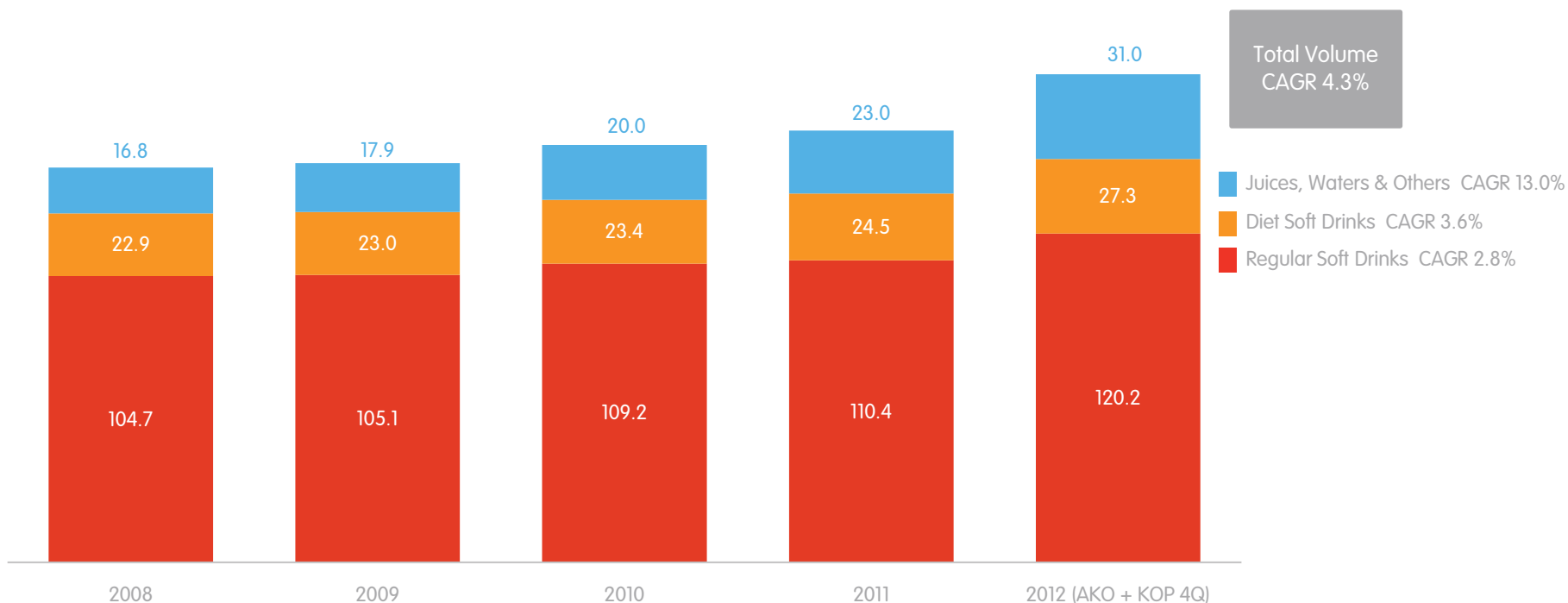
Waters



# Chile

## Volume Growth

(December 31, 2012) (AKOFY12 +KOP 4Q12)





# Chile

## Financial Highlights

(March 31, 2013 - Nominal MUS\$)

	2009	2010	IFRS 2010P	2011	2011 P	2012	1Q12	1Q12P	1Q13	2Q12	2Q12P	2Q13
<b>Sales Volume (MUC)</b>	<b>152.4</b>	<b>161.5</b>	<b>152.6</b>	<b>158.0</b>	<b>174.7</b>	<b>185.4</b>	<b>44.9</b>	<b>63.2</b>	<b>59.5</b>	<b>36.2</b>	<b>51.0</b>	<b>52.1</b>
Net Sales	488.1	579.5	553.3	630.2	700.8	770.8	182.3	257.4	255.6	148.3	212.4	220.4
Operating Income	96.3	112.6	109.3	116.1	119.7	118.6	28.6	37.8	35.6	18.3	23.6	26.7
<i>Operating Margin</i>	<i>19.7%</i>	<i>19.4%</i>	<i>19.8%</i>	<i>18.4%</i>	<i>17.1%</i>	<i>15.4%</i>	<i>15.7%</i>	<i>14.7%</i>	<i>13.9%</i>	<i>12.3%</i>	<i>11.1%</i>	<i>12.1%</i>
<b>EBITDA</b>	<b>126.1</b>	<b>143.9</b>	<b>138.1</b>	<b>148.9</b>	<b>156.9</b>	<b>168.6</b>	<b>38.7</b>	<b>52.4</b>	<b>54.3</b>	<b>28.9</b>	<b>39.1</b>	<b>44.9</b>
<i>EBITDA Margin</i>	<i>25.8%</i>	<i>24.8%</i>	<i>25.0%</i>	<i>23.6%</i>	<i>22.4%</i>	<i>21.9%</i>	<i>21.2%</i>	<i>20.3%</i>	<i>21.2%</i>	<i>19.5%</i>	<i>18.4%</i>	<i>20.4%</i>
Capital Expenditures	41.0	98.0	91.5	150.7	N/A	112.6	18.4	N/A	32.5	33.4	N/A	30.0
<i>CAPEX/Depreciation (times)</i>	<i>1.4</i>	<i>3.1</i>	<i>3.2</i>	<i>4.6</i>	<i>N/A</i>	<i>2.2</i>	<i>1.8</i>	<i>N/A</i>	<i>1.7</i>	<i>3.2</i>	<i>N/A</i>	<i>1.6</i>
FX (Ch\$/USD) period average	559.5	510.2	510.2	483.9	483.9	486.3	488.9	488.9	472.4	496.5	496.5	485.4
FX (Ch\$/USD) end of period	507.1	468.0	468.0	519.2	519.2	480.0	487.4	487.4	472.0	501.8	501.8	507.2
<b>Revenues per unit case (US\$)</b>	<b>3.20</b>	<b>3.59</b>	<b>3.63</b>	<b>3.99</b>	<b>4.01</b>	<b>4.16</b>	<b>4.06</b>	<b>4.07</b>	<b>4.30</b>	<b>4.10</b>	<b>4.16</b>	<b>4.23</b>
<b>EBITDA per unit case (US\$)</b>	<b>0.83</b>	<b>0.89</b>	<b>0.90</b>	<b>0.94</b>	<b>0.90</b>	<b>0.91</b>	<b>0.86</b>	<b>0.83</b>	<b>0.91</b>	<b>0.80</b>	<b>0.77</b>	<b>0.86</b>

Includes Vital Jugos      Does not include Vital Jugos



# Paraguay



In Paraguay the Company has a License Agreement with The Coca-Cola Company for the sale of concentrates and beverage basis for certain Coca-Cola soft drinks and non-soft drink beverages. In accordance with the agreement we have the right to produce and distribute Coca-Cola soft drinks in our franchise. The agreement states as franchise territory all of the Paraguayan territory and the duration has been extended until December 1, 2014.



# Paraguay

- We operate 1 production facility located in Asunción with a total of 7 lines for soft drinks, 2 tetra lines and 2 blowing lines. Average utilization capacity for the year 2012 was 84%.
- The company has 3 Distribution Centers for its products carried out through third party distributing companies with an average fleet of 254 trucks.

Company employees: 1,122 as of December 31, 2012.  
Company clients: 48 thousand as of December 31, 2012.



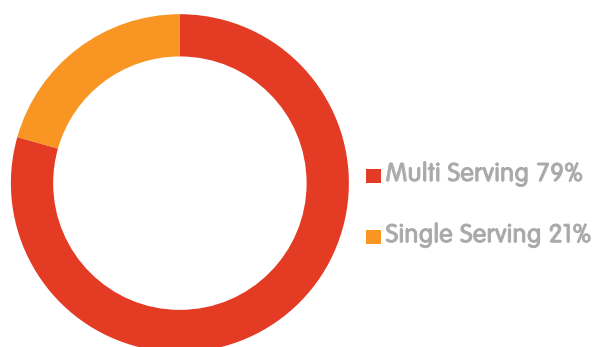
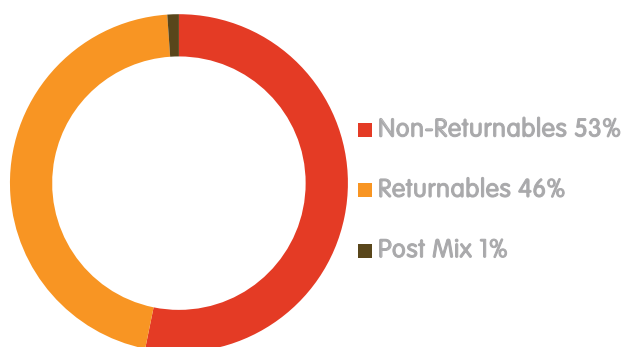
- Production of soft drinks, juices and waters
- Distribution center



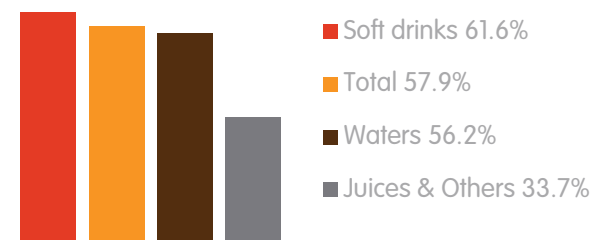
# Paraguay

## Market Structure (FY 2012\*)

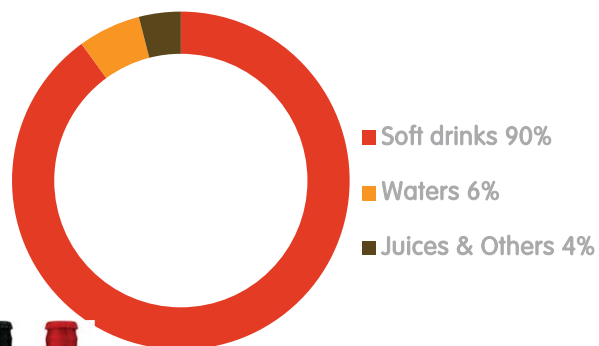
Format Mix – Soft Drinks



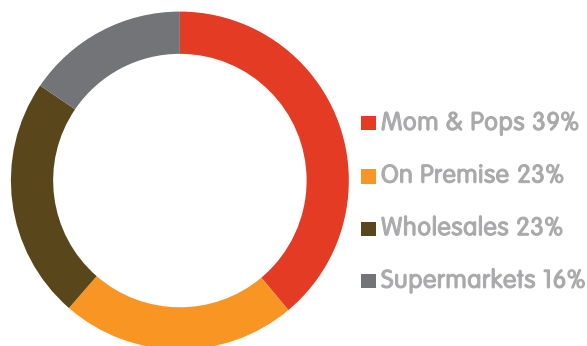
Market Share



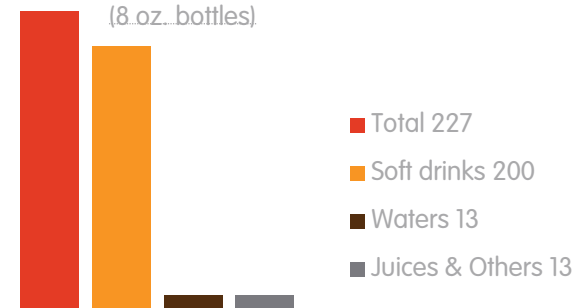
Volume Mix



Channel Mix – Soft Drinks



Per Capita Consumption  
(8 oz. bottles)



# Paraguay

## Brand Portfolio



Soft drinks



Juices & Others



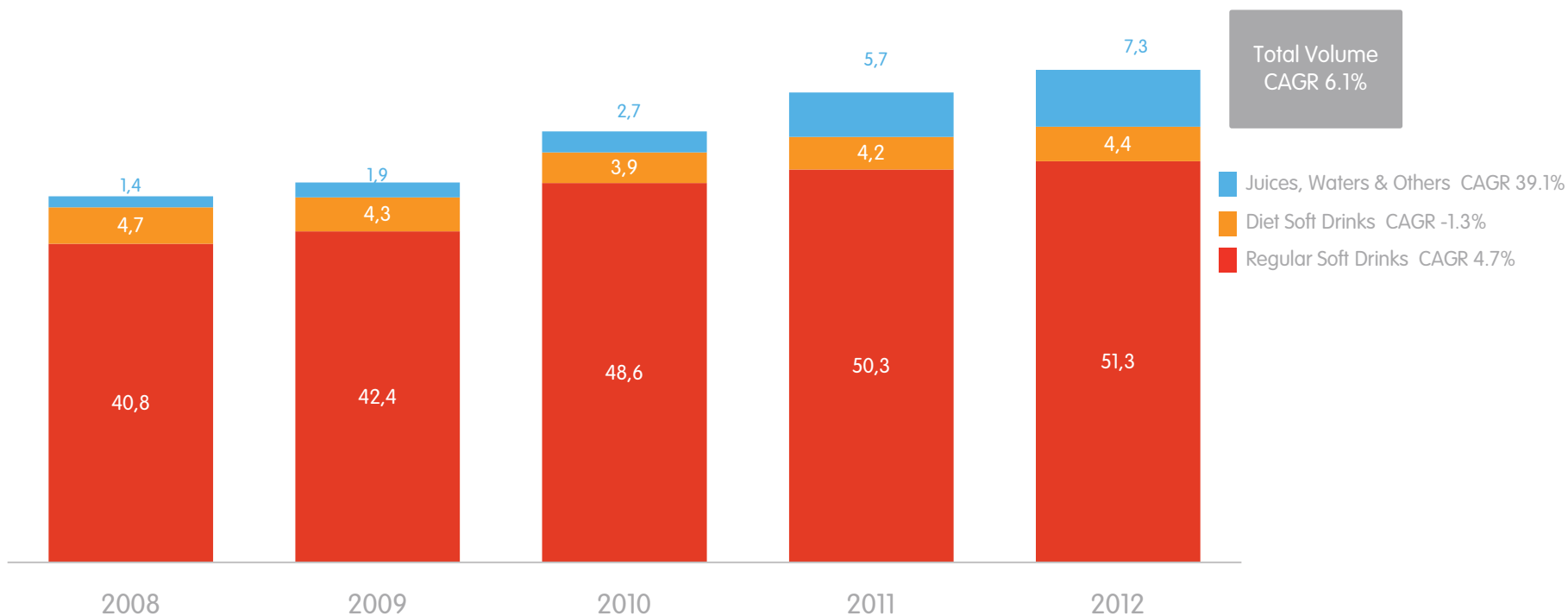
Waters



# Paraguay

## Volume Growth (MUCs)

(December 31, 2012)



# Paraguay

## Financial Highlights (Nominal MUS\$)

	IFRS					
	2011	2012	1Q12	1Q13	2Q12	2Q13
<b>Sales Volume (MUC)</b>	<b>60.2</b>	<b>63.1</b>	<b>17.2</b>	<b>16.1</b>	<b>13.2</b>	<b>13.5</b>
Net Sales	213.6	219.7	57.6	62.7	45.0	50.7
Operating Income	40.5	22.5	7.2	7.1	3.8	3.3
<i>Operating Margin</i>	<i>19.0%</i>	<i>10.2%</i>	<i>12.4%</i>	<i>11.3%</i>	<i>8.4%</i>	<i>6.5%</i>
<b>EBITDA</b>	<b>51.1</b>	<b>36.9</b>	<b>10.2</b>	<b>12.3</b>	<b>7.1</b>	<b>8.6</b>
<i>EBITDA Margin</i>	<i>23.9%</i>	<i>16.8%</i>	<i>17.7%</i>	<i>19.6%</i>	<i>15.7%</i>	<i>17.0%</i>
Capital Expenditures	N/A	N/A	N/A	8.9	N/A	11.2
<i>CAPEX/Depreciation (times)</i>	<i>N/A</i>	<i>N/A</i>	<i>N/A</i>	<i>1.7</i>	<i>N/A</i>	<i>2.1</i>
FX (G\$/US\$) period average	4,165	4,409	4,425	4,041	4,373	4,183
FX (G\$/US\$) end of period	4,455	4,429	4,301	3,996	4,533	4,465
<b>Revenues per unit case (US\$)</b>	<b>3.55</b>	<b>3.48</b>	<b>3.35</b>	<b>3.89</b>	<b>3.41</b>	<b>3.76</b>
<b>EBITDA per unit case (US\$)</b>	<b>0.85</b>	<b>0.58</b>	<b>0.59</b>	<b>0.76</b>	<b>0.54</b>	<b>0.64</b>



# Consolidated

## Financial Highlights (Nominal million USD)

	2009	2010	2010P	2011	IFRS 2011 P	2012	1Q12	1Q12P	1Q13	2Q12	2Q12P	2Q13
Total Volume (MUCs)	458.6	489.2	480.3	501.5	549.1	596.2	143.8	191.2	189.6	118.4	156.1	161.9
Net Sales	1,404.6	1,742.0	1,715.8	2,031.1	2,238.5	2,410.5	592.4	785.6	797.4	472.3	629.0	672.9
Operating Income	237.9	292.5	289.2	294.3	324.2	317.0	85.0	103.8	96.6	41.0	48.3	55.8
Operating Margin	16.9%	16.8%	16.9%	14.5%	14.5%	13.2%	14.4%	13.2%	12.1%	8.7%	7.7%	8.3%
EBITDA	303.7	365.1	359.3	375.9	415.1	427.7	109.4	137.6	137.2	65.2	82.9	95.9
EBITDA Margin	21.6%	21.0%	20.9%	18.5%	18.5%	17.7%	18.5%	17.5%	17.2%	13.8%	13.2%	14.2%
Capital Expenditures	88.4	187.1	180.6	261.4	N/A	296.6	42.6	N/A	73.3	71.1	N/A	121.2
CAPEX/Depreciation (times)	1.3	2.6	2.6	3.2	N/A	2.7	1.7	N/A	1.8	2.9	N/A	3.0
FX (Ch\$/USD) period average	559.5	510.2	510.2	483.9	483.9	486.3	488.9	488.9	472.4	496.5	496.5	485.4
FX (Ch\$/USD) end of period	507.1	468.0	468.0	519.2	519.2	480.0	487.4	487.4	472.0	501.8	501.8	507.2
Revenues per unit case (US\$)	3.06	3.56	3.57	4.05	4.08	4.04	4.12	4.11	4.21	3.99	4.03	4.16
EBITDA per unit case (US\$)	0.66	0.75	0.75	0.75	0.76	0.72	0.76	0.72	0.72	0.55	0.53	0.59

Includes Vital  
Aguas and  
Vital Jugos

Includes only  
Vital Jugos

Does not include Vital  
Jugos





# Consolidated

## Financial Highlights (Nominal million CLP)

IFRS

	2009	2010	2010P	2011	2011 P	2012	1Q12	1Q12P	1Q13	2Q12	2Q12P	2Q13
Total Volume (MUCs)	458.6	489.2	480.3	501.5	549.1	596.2	143.8	191.2	189.6	118.4	156.1	161.9
Net Sales	785,845	888,714	875,326	982,864	1,083,203	1,172,293	376,666	384,095	376,666	234,470	312,274	326,664
Operating Income	133,123	149,234	147,562	142,424	156,897	154,164	45,616	50,742	45,616	20,331	23,983	27,109
Operating Margin	16.9%	16.8%	16.9%	14.5%	14.5%	13.2%	14.4%	13.2%	12.1%	8.7%	7.7%	8.3%
EBITDA	169,929	186,248	183,304	181,922	200,882	207,988	64,807	67,271	64,807	32,393	41,164	46,533
EBITDA Margin	21.6%	21.0%	20.9%	18.5%	18.5%	17.7%	18.5%	17.5%	17.2%	13.8%	13.2%	14.2%
Capital Expenditures	49,483	95,462	92,147	126,930	N/A	143,764	20,838	N/A	34,628	35,307	N/A	58,835
CAPEX/Depreciation (times)	1.3	2.6	2.6	3.2	N/A	2.7	1.7	N/A	1.8	2.9	N/A	3.0
Revenues/UC (CLP)	1,714	1,817	1,822	1,960	1,973	1,966	2,619	2,009	1,987	1,980	2,000	2,018
EBITDA/UC (CLP)	371	381	382	363	366	349	451	352	342	274	264	287

Includes Vital  
Aguas and  
Vital Jugos

Includes only  
Vital Jugos

Does not include  
Vital Jugos



# Consolidated Balance Sheet

(2Q 2013)

(Million USD)

Cash & Cash Equivalents	97	Current Financial Liabilities	247
Current Assets	491	Other Current Liabilities	467
Non current Assets + Others	2,313	Non-Current Financial Liabilities	346
Goodwill	126	Other Non-Current Liabilities	262
		Total Equity	1,706
<b>Total Assets</b>	<b>3,027</b>	<b>Total Liabilities &amp; Equity</b>	<b>3,027</b>

**Net Debt Position: 498,8 million USD**

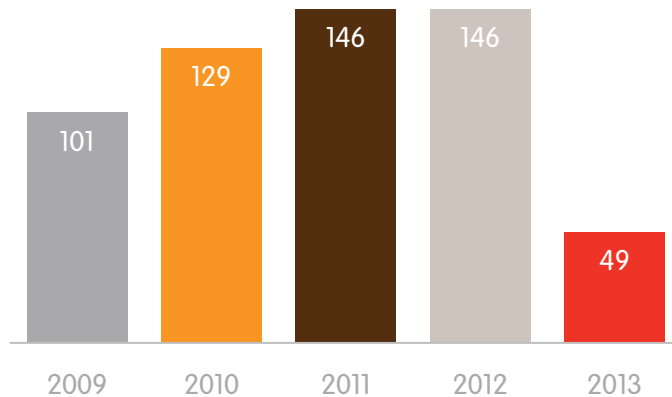


# Dividends and Market Cap

(as of June 30, 2013)

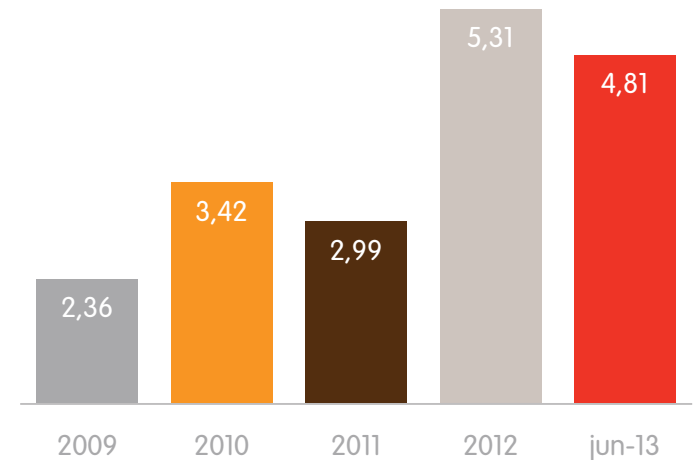
## Dividend Distribution

(million USD)



## Market Cap

(billion USD)



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

## Dividend Yield

Series A

Series B



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FUSIÓN AKO-KOP

## INFORMACIÓN FINANCIERA



Invitac Teleconf Result 4T12  
Volumenes Preliminares 4T12

Historia Andina 2011

## INFORMACIÓN RELEVANTE

Presentación Corporativa 3T12  
Ventas por Segmento 3T12  
Andina y Polar formalizaron fusión de sus operaciones

## HECHOS ESENCIALES Y COMUNICADOS

21-11-2012 - Dividendo Provisorio 183  
09-11-2012 - Materialización Sorocaba  
18-10-2012 - Andina renueva imagen corporativa

## NOTICIAS

Fernando Paulsen recibió el Premio  
de Periodismo Embotelladora Andina 2012