



ARCACONTINENTAL

Corporate Presentation

Key Investment Highlights

01 

» **Our diverse portfolio** that includes innovation and diversification of brands of The Coca-Cola Company

02 

» **Our territories** where we have a strong presence in developed markets like the United States and emerging markets such as Mexico, Ecuador, Peru and Argentina

03 

» **Digital agenda** as we are one of the most technologically advanced bottlers within the Coca-Cola system

04 

» **Solid financial position**, with constant growth in revenues and EBITDA

05 

» **Our sustainable business model** that guides us and has supported the continuous evolution of our company



AGENDA



01 Introduction to Arca Continental

- 02 Attractive markets in a dynamic beverage industry
- 03 Our strategy to drive growth
- 04 Financial and operational summary
- 05 Sustainability strategy

**130 years
of Topo Chico**
and a strong
partnership
with TCCC
since 1926



Arca Continental in 2024

45

MANUFACTURING
FACILITIES

70K

ASSOCIATES

>1.6M

OUTLETS

130M

CONSUMERS

2.5
Bn

Unit
Cases

Revenues

\$12.7 Bn

USD

EBITDA

\$2.6 Bn

USD



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One Unit Case is equal to 24 bottles of 8 ounces each

Strong presence in attractive markets



Mexico

Start date: **1926**

Sales volume (MUC): **1,406**

% of KO volume: **33%**

Population served (MM): **34**



USA

Start date: **2017**

Sales volume (MUC): **449**

% of KO volume: **12%**

Population served (MM): **34**



Ecuador

Start date: 2010

Sales volume (MUC): **157**

% of KO volume: **100%**

Population served (MM): **18**



Peru

Start date: **2015**

Sales volume (MUC): **325**

% of KO volume: **100%**

Population served (MM): **34**



Argentina

Start date: **2008**

Sales volume (MUC): **128**

% of KO volume: **25%**

Population served (MM): **10**

Relevant presence in the snacks industry



3rd largest
brand in Mexico



#2 brand
Metropolitan
area of NY



#2 largest
Brand in Ecuador



Corporate Structure

The Coca-Cola Company

Market Value⁽¹⁾:

USD \$264 billion



ARCACONTINENTAL

Market Value⁽¹⁾:

USD \$19 billion

Coca-Cola Refreshments



20%

80%

100%

AC Bebidas

Food & Snacks

99.8%

100%

100%

Peru

Mexico

**Coca-Cola Southwest
Beverages**

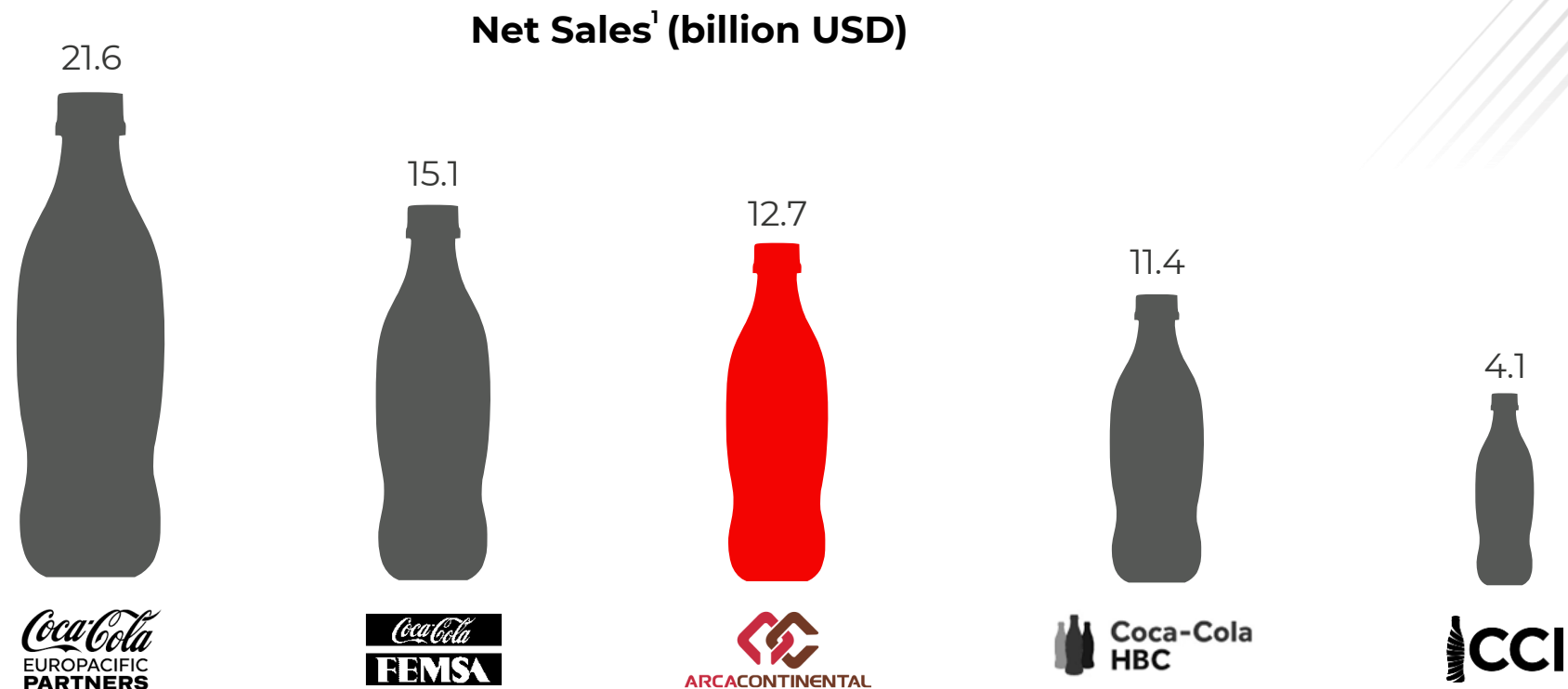
100%

100%

Argentina

Ecuador

One of the largest bottlers in the Coca-Cola System globally...



Global
Ratings

Fitch: BBB+

Fitch: A

Fitch: A

Moody's / S&P:
Baa1 / BBB+

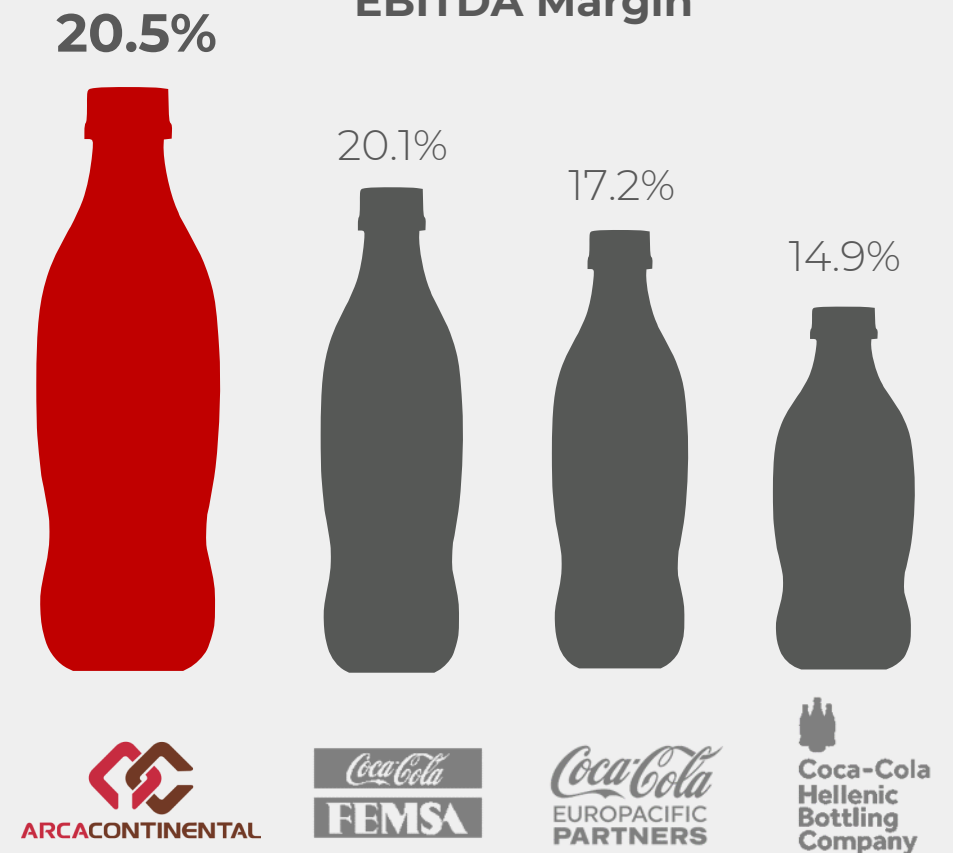
Fitch:
BBB

...and one of the most **profitable**

Financial Performance

				
Volumes (MUC)	2,466	4,225	3,864	2,915
Net Sales¹ (USD Million)	12,772	15,042	21,664	11,410
EBITDA¹ (USD Million)	2,624	3,021	3,735	1,701

EBITDA Margin





World-Class Corporate Governance



Majority
shareholders
are present
only at Board
of Directors
level



Audit
Committee
exclusively
composed by
independent
members



No related-
party
transactions



20 members
with a wide
range of
profiles and
a tenure of
9.4 years

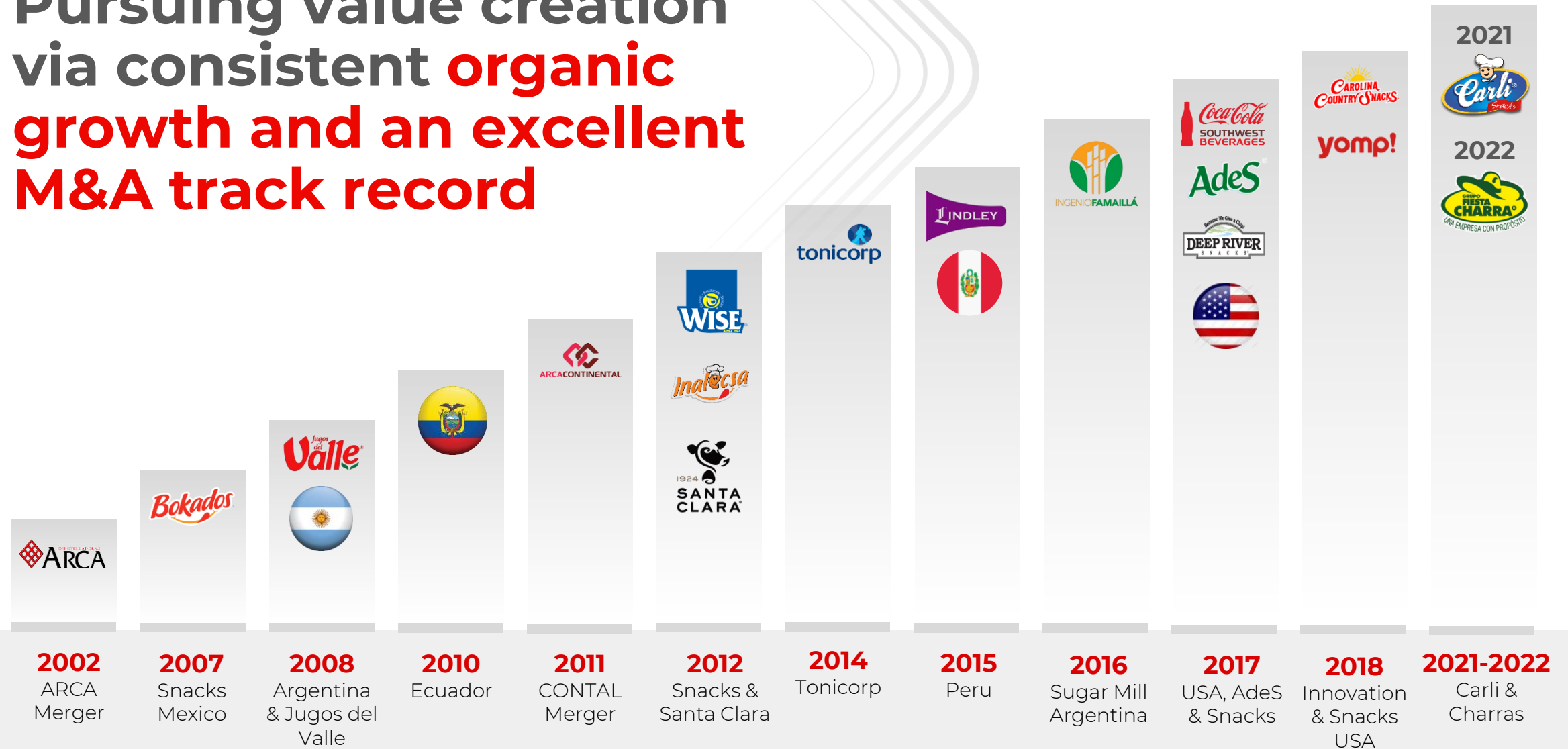


15% of the
board is
represented
by women



30%
independent
directors

Pursuing value creation via consistent **organic** growth and an excellent M&A track record





AGENDA



01 Introduction to Arca Continental

» **02 Attractive markets in a dynamic beverage industry**

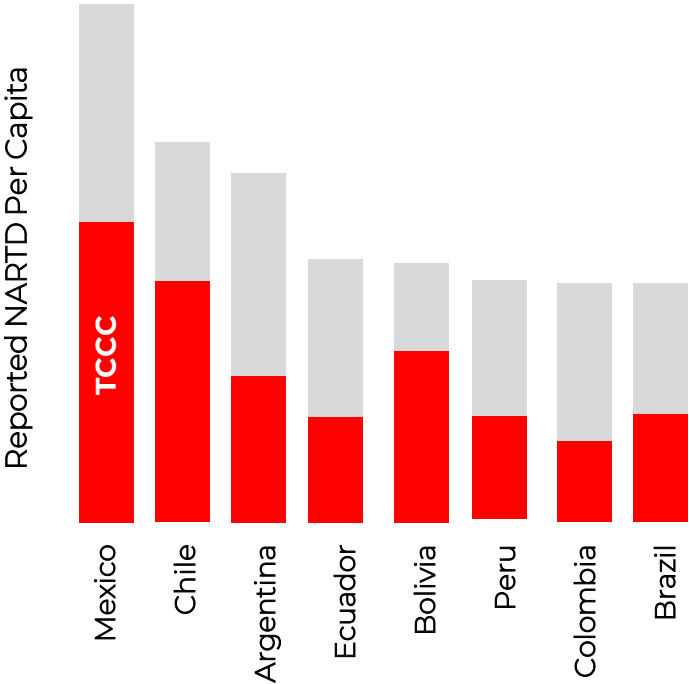
03 Our strategy to drive growth

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A vast opportunity for growth in the region

Plenty of room to grow

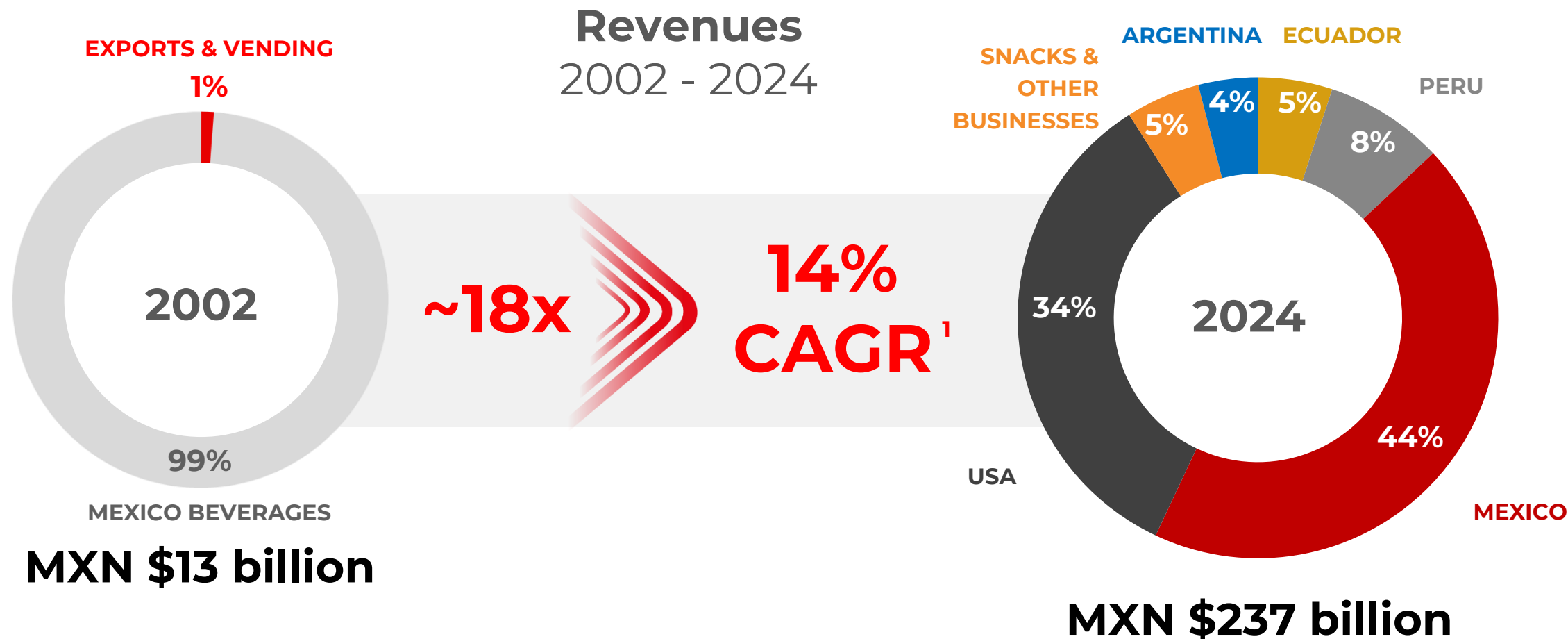


Vast Recruitment Opportunity



2030 Population Increase Non-Commercial Non-TCCC TCCC

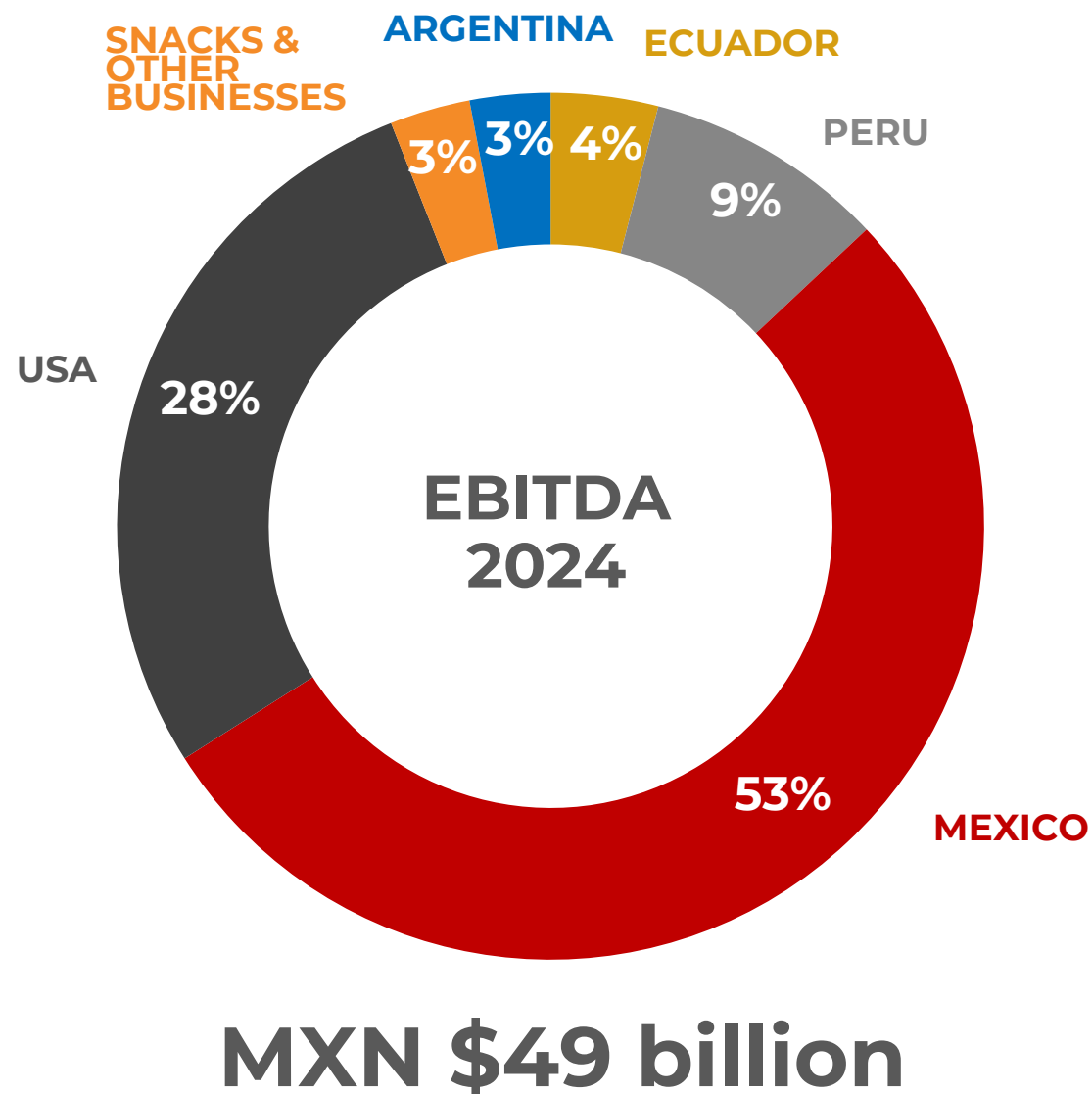
We thrive within **large and evolving markets** in a dynamic beverage industry



Delivering strong and consistent results with a balanced portfolio of markets and businesses

Revenue and EBITDA grew 10.9% and 14.9%, respectively vs 2023

41% of revenues and 34% of EBITDA are denominated in USD



Extensive brand portfolio to satisfy every consumption occasion



2006

28 Brands
128 SKUs

2024

+140 Brands
+1,800 SKUs



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Cooperation Framework signed with TCCC in 2022

**Alignment
for Growth**

&

**Economic
Model**

+

**Beer and
spirits
distribution**

Multicategory

**Digital
Alliance/
Yomp!**

- Execution
- Scale
- Investment and profitability levels that are mutually beneficial

- Certainty
- Stability
- Equality

- Pilots in process
- Region by region approach

- Generate new revenue streams and grow our core business
- Increase loyalty in the traditional trade by becoming a more relevant partner

- Leverage the power of the KO system's footprint
- Build an integrated ecosystem of platforms
- Capitalize on all the learnings and capabilities that AC has developed in Yomp!

Our strategy to **drive growth**

Organic Growth

Growth in core portfolio

- Increase value share in the categories in which we are not leaders
- Innovations and continued growth in more profitable SKUs

Digital Commercial Capabilities

- Build an integrated ecosystem of platforms
- Capitalize on all the learnings and capabilities that AC has developed in Yomp!

Beer, spirits and other CPG Brands

- Pilots in process
- Region by region approach

Inorganic Growth

Capital allocation strategy

- M&A
- Shareholder value

Our **commercial strategy** to achieve total execution



Potential to **continue growing** in our core business

Leading position within attractive markets, growing with a strong portfolio

High potential in new categories and brands

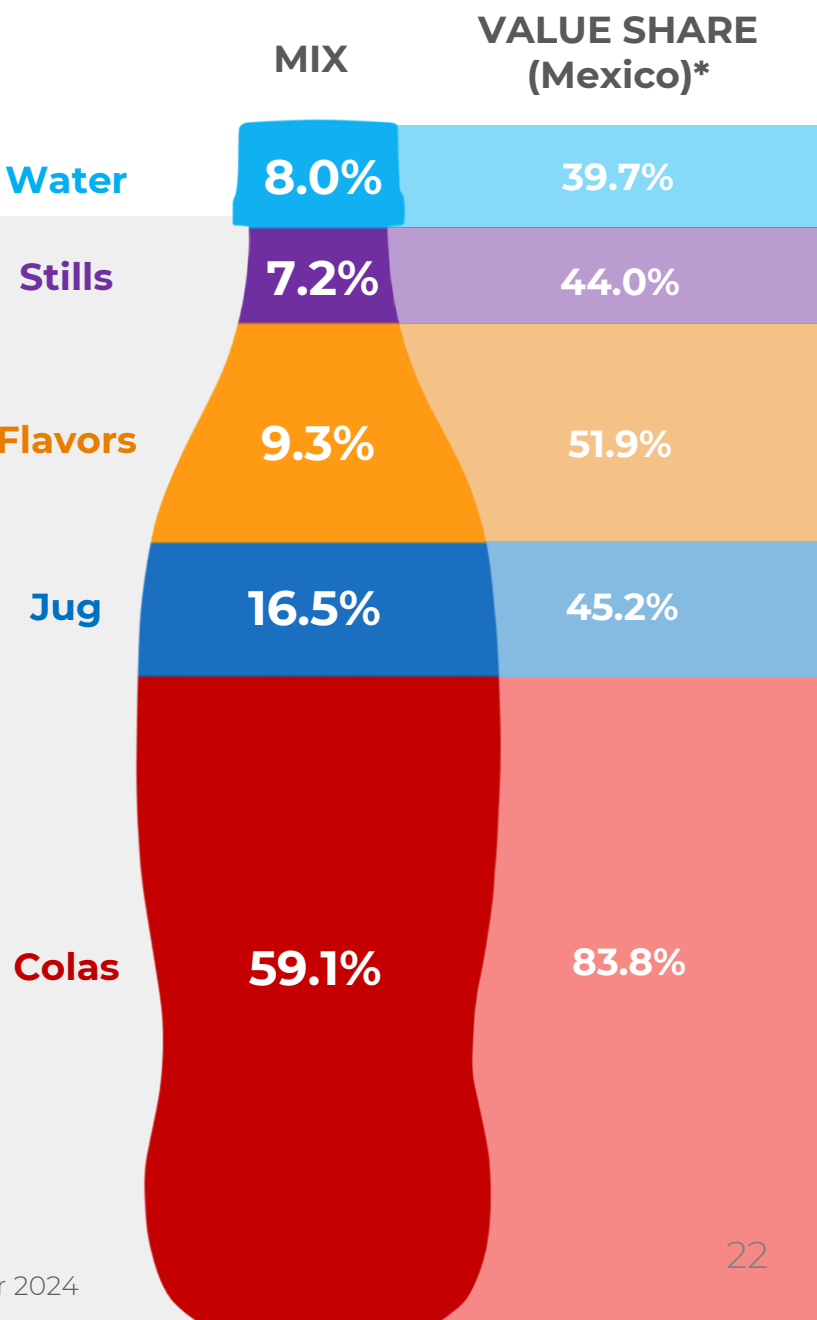
Accelerate growth with high-potential brands like Topo Chico, Fuze Tea, and FlashLyte

Advance affordability strategy

Continue scaling our universal bottle initiative

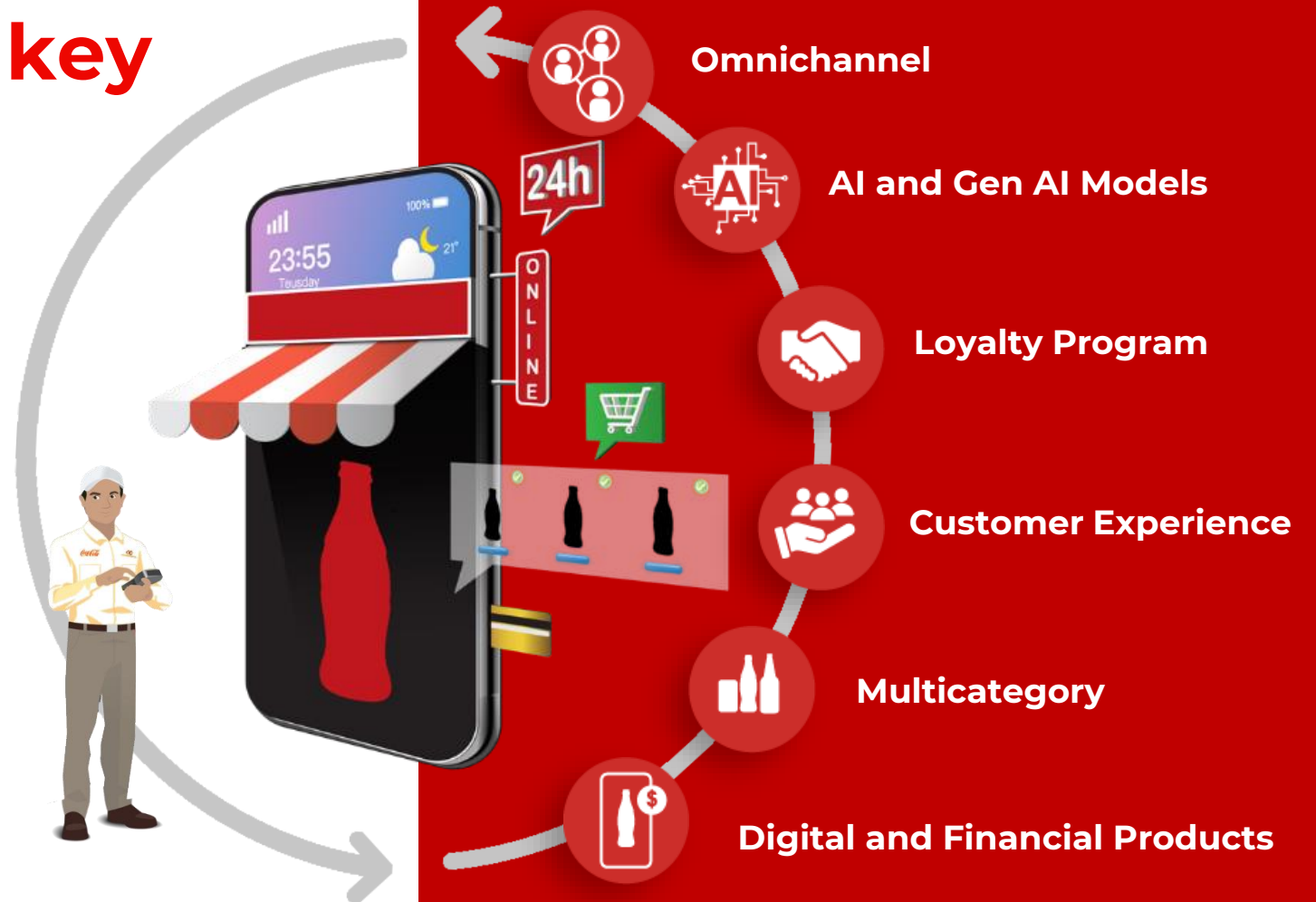
Evolve the digital ecosystem

Integrate advanced capabilities to optimize customer engagement and operational efficiency



Evolving and scaling our Digital Ecosystem, focusing on three key objectives

- 1** Protect and enhance the core business
- 2** Maintain our position as the most important partner for our customers
- 3** Create new monetization opportunities



Our next-generation B2B platform

tuali[®]



+802K

CUSTOMERS

+18%

ADDITIONAL SKU'S

+93%

TRADITIONAL
TRADE COVERAGE

+1%

ORDER
FREQUENCY

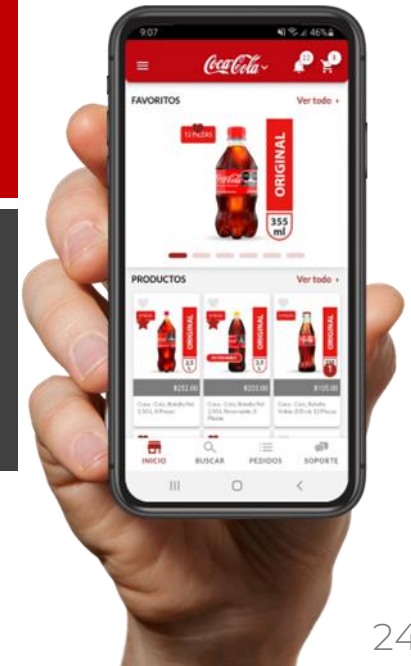
+67%

VOLUME
MIX

+11%

DROP
SIZE

Information as of the end of 2024



Expanding our portfolio to capture new avenues of growth with Alcoholic Ready-To-Drinks (ARTDs)



Alcoholic Beverages Categories

- Capture new consumption occasions
- Position ourselves with new brands and innovations within the category



Liquor and Spirits

- Continue working on distribution pilots in Mexico, Peru and Argentina
- 16 SKUs of Diageo's main brands



Beer

- Synergies with our core portfolio
- Successful pilots in Ecuador, Mexico, Peru and Argentina

Disciplined and consistent capital allocation decisions

1

CAPEX focused on growth and productivity

2

DIVIDEND POLICY

Dividend of at least 30% of the Net Profit and Share Repurchase Program

3

Mergers and acquisitions with high potential of creating value

4

Extraordinary dividend / share buyback

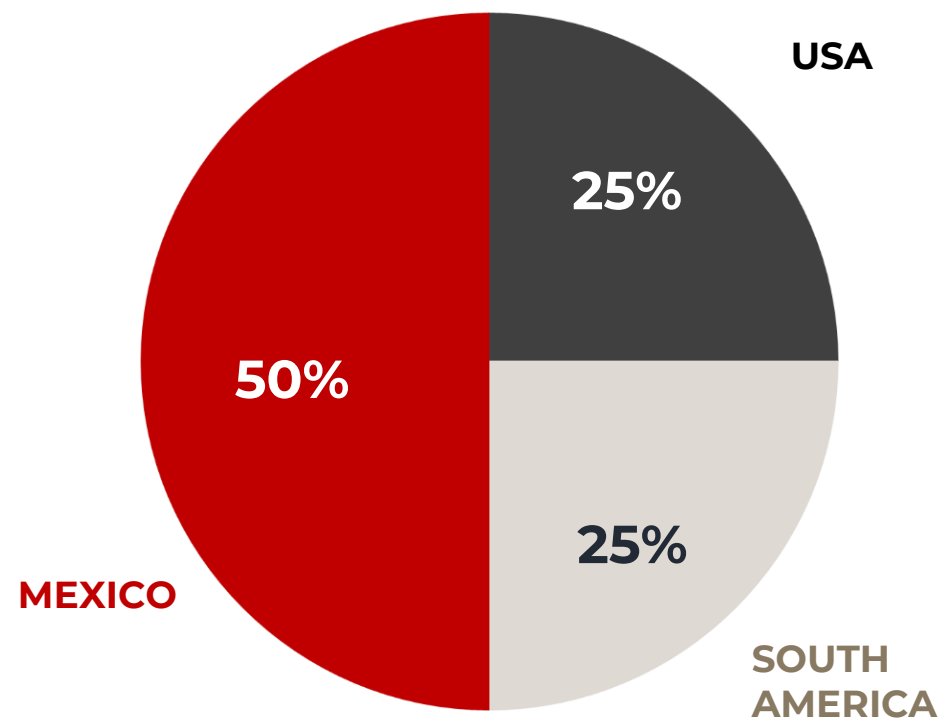
In absence of M&A

Investments focused on initiatives that add **value to our company**

CAPEX 2025

~7% of revenues

- New production lines
- Capacity expansion in warehouses
- Coolers
- Returnable bottles
- Distribution capabilities





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01 Introduction to Arca Continental

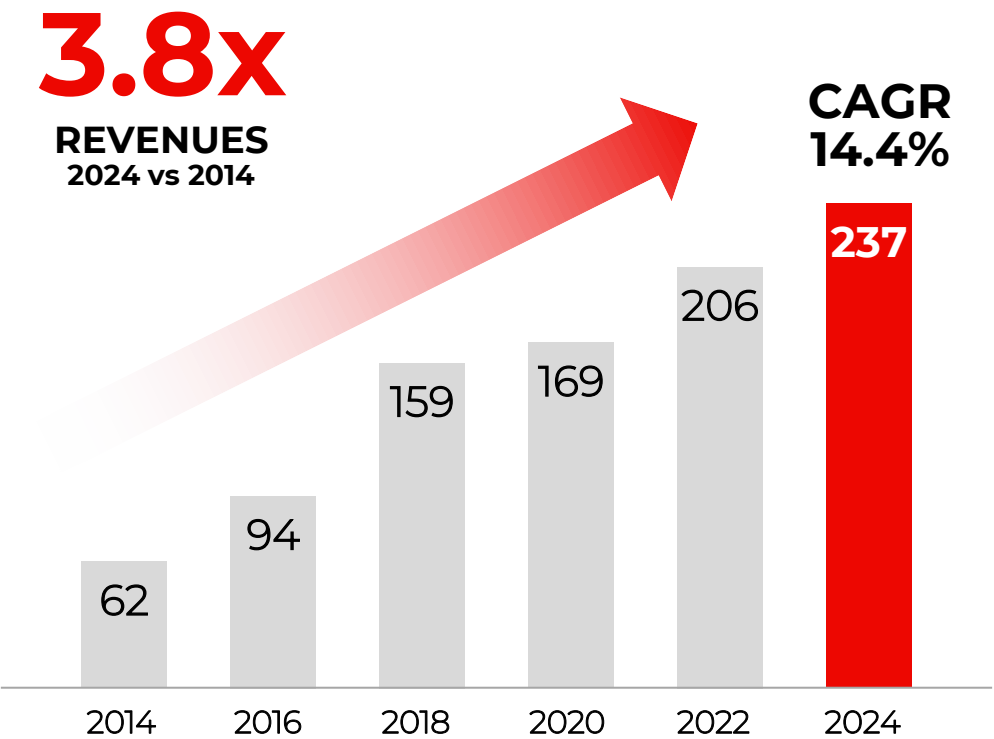
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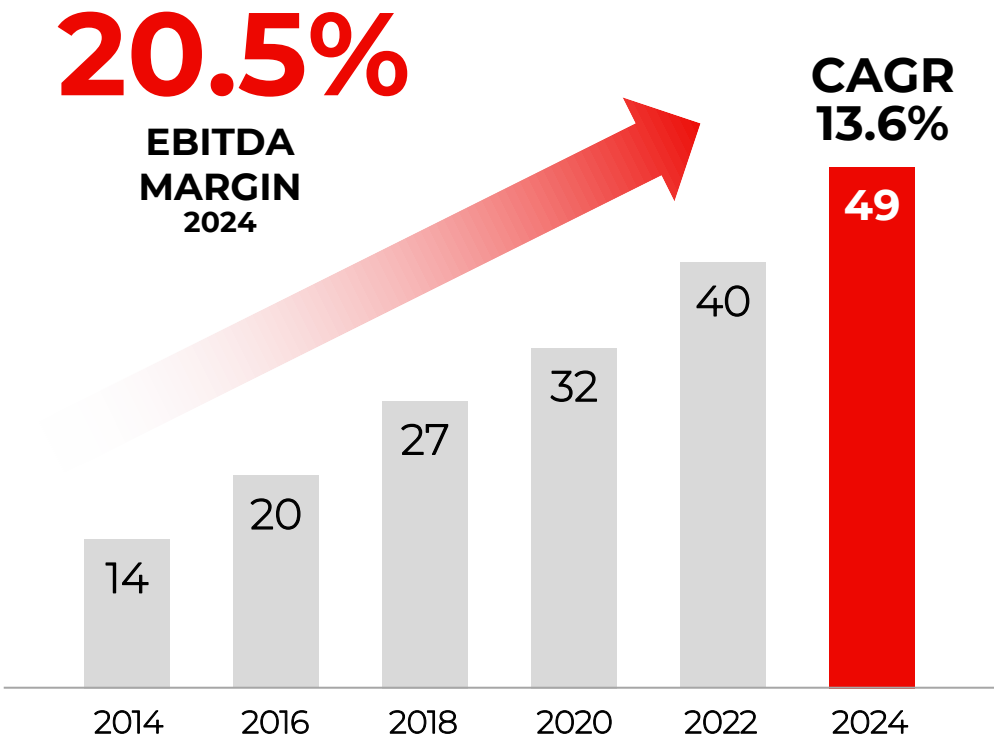
» **04 Financial and operational summary**

05 Sustainability strategy

Sustaining **one of the highest profitability levels** among the global Coca-Cola system



Revenues
MXN B



EBITDA
MXN B

Consolidated results

Record books



2024 was a year for the record books in Mexico with strong volume performance

+1.4%

Colas
GROWTH



+4.3%

STILLS
GROWTH



+8.6%

Topo Chico
GROWTH¹

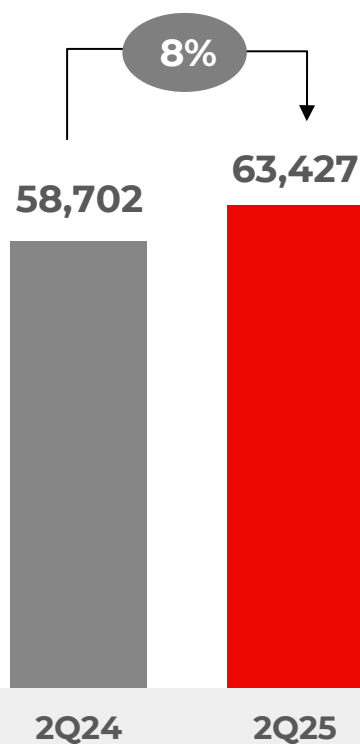


¹Topo Chico growth in Mexico 2024

Moving forward with a **positive** financial performance

REVENUES

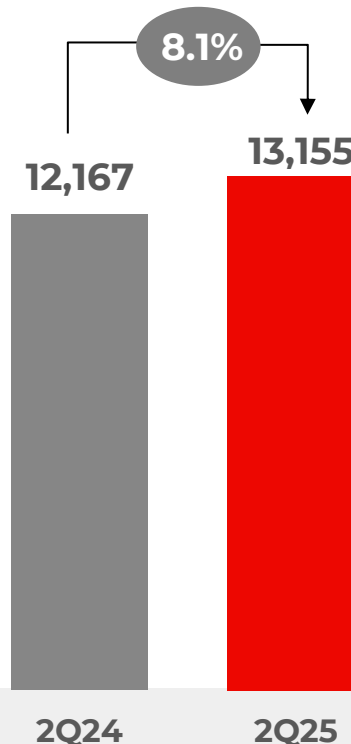
Million MXN



+2.7%*

EBITDA

Million MXN



+2.9%*

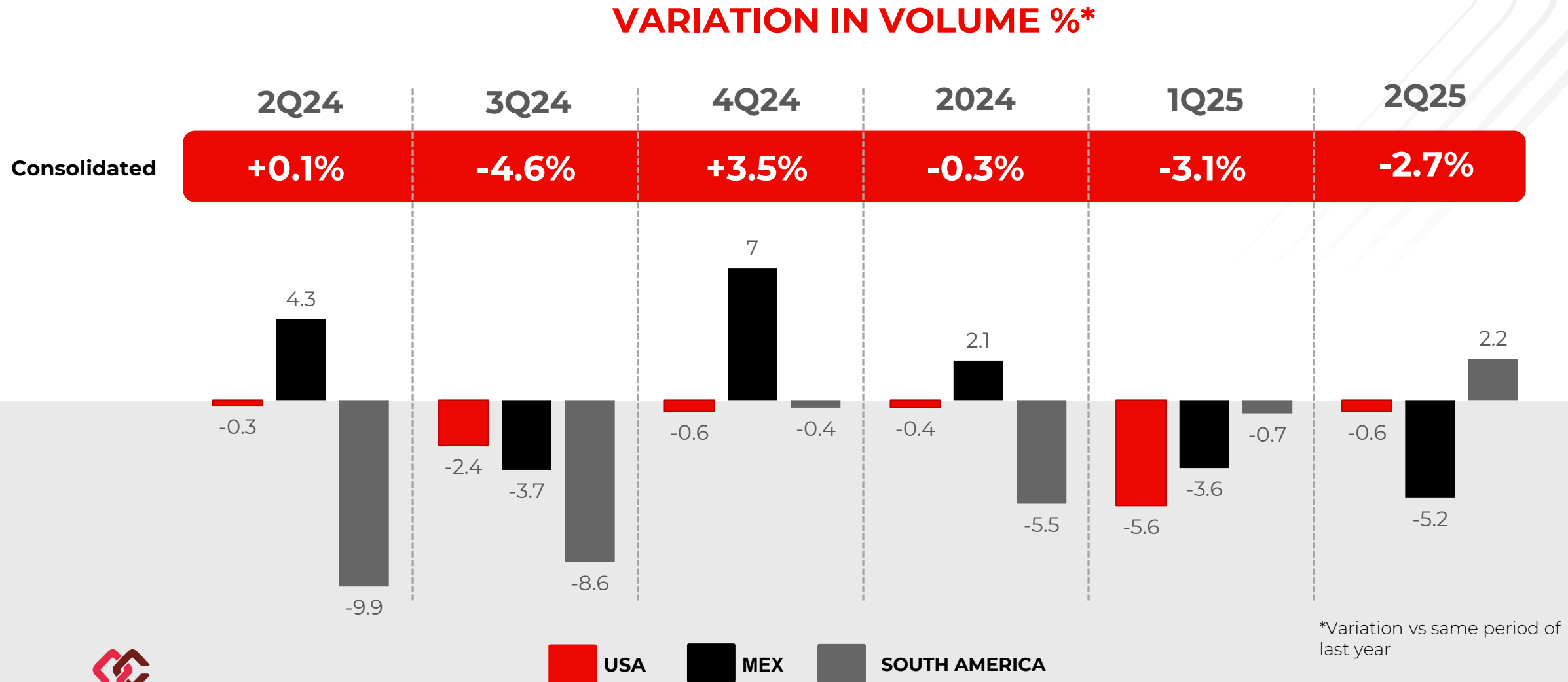
NET PROFIT

Million MXN



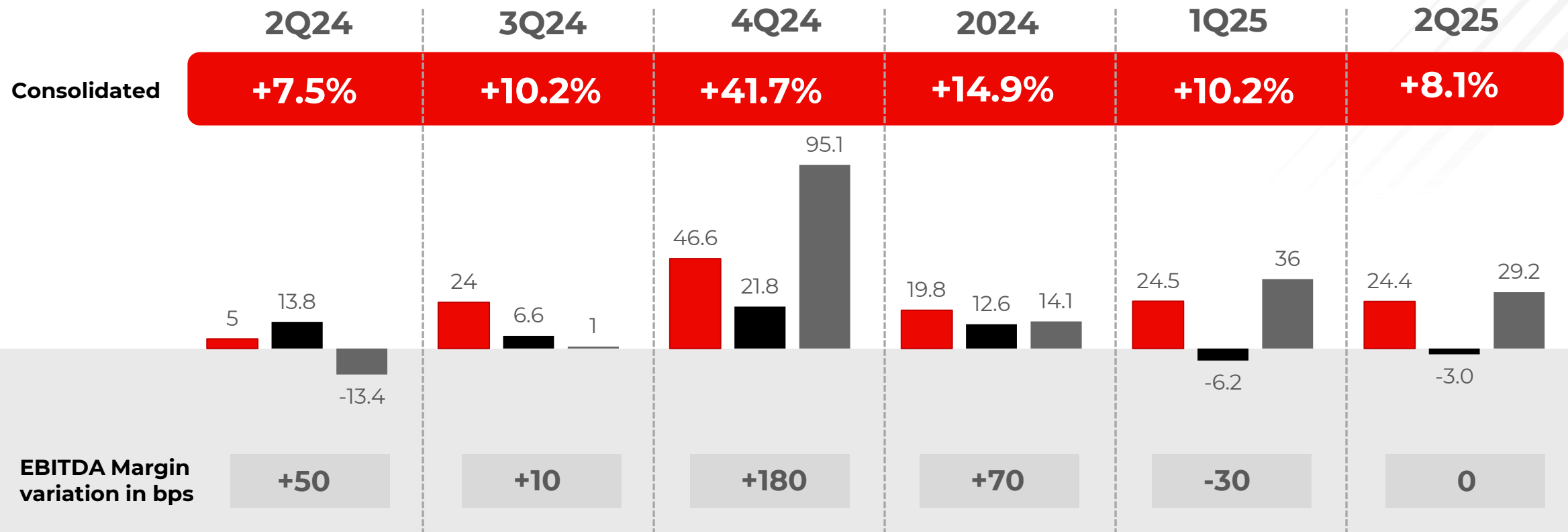
-7.7%*

Volume variations in our operations



Sustainable cash generation and EBITDA growth

VARIATION IN EBITDA (%)*



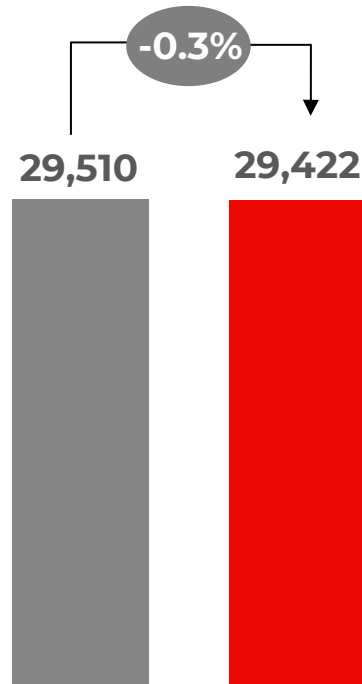
*Variation vs same period of last year

Our regions continue displaying a resilient performance



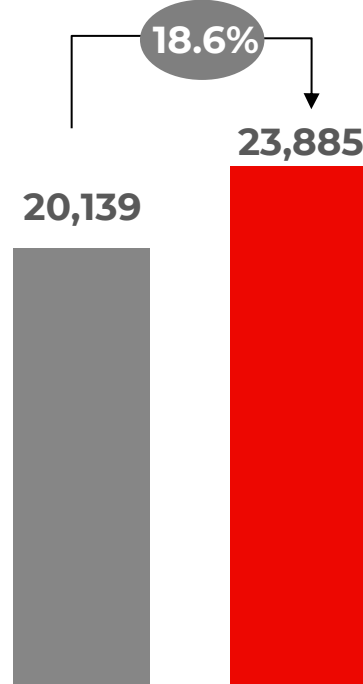
REVENUES MEXICO

Million MXN



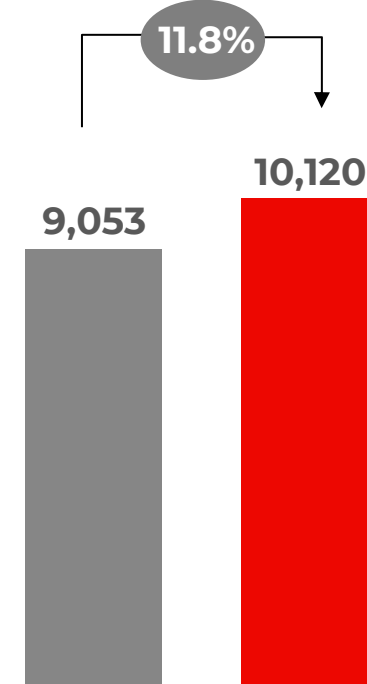
REVENUES USA

Million MXN



REVENUES SOUTH AMERICA

Million MXN

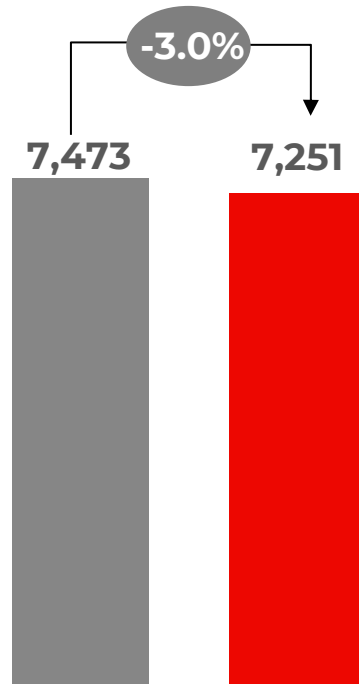


... and a solid result in **EBITDA across our operations**



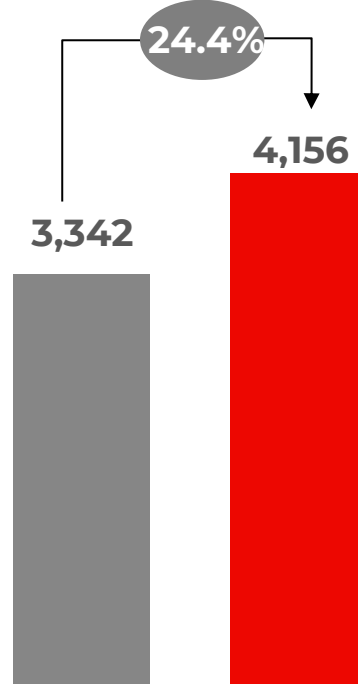
EBITDA MEXICO

Million MXN



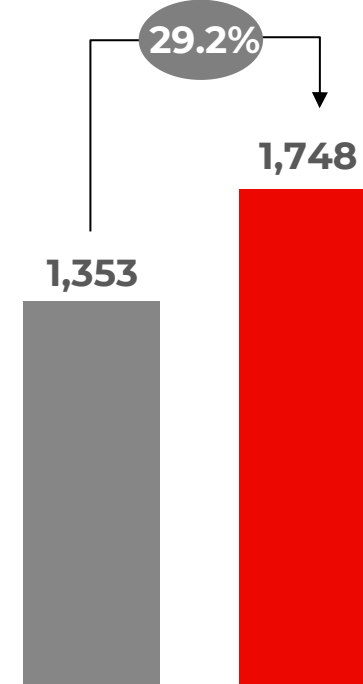
EBITDA USA

Million MXN

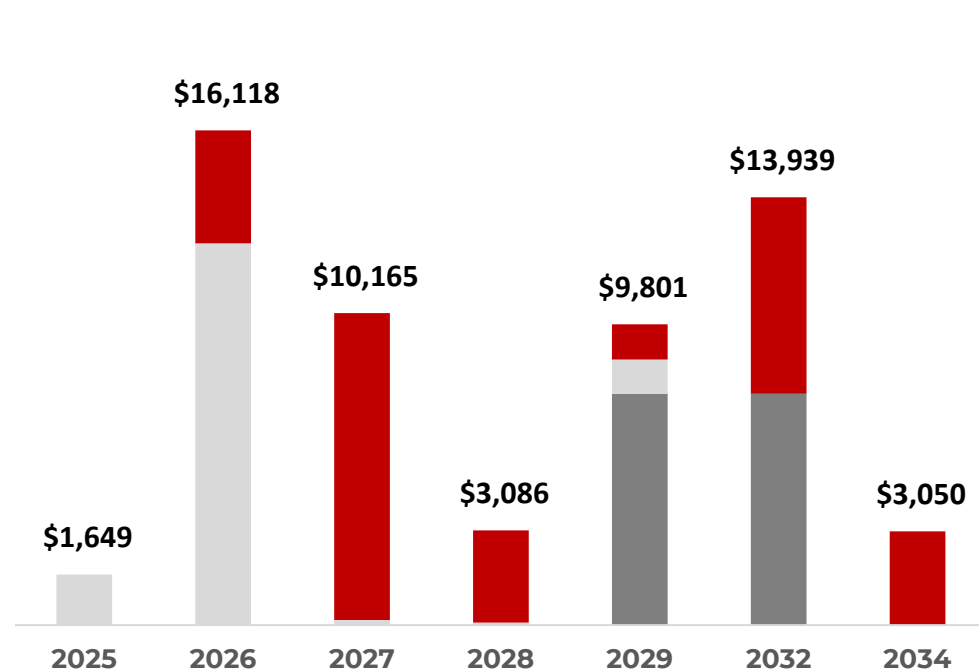


EBITDA SOUTH AMERICA

Million MXN



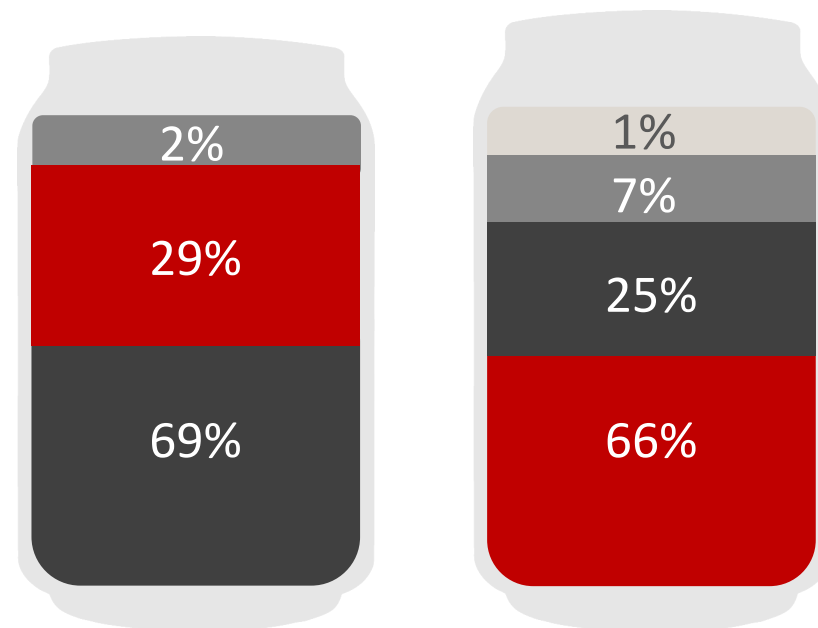
Strong & flexible balance sheet



■ Private Placement ■ Banks ■ Bonds

- **Total Debt: MXN \$57,809 million**
- **100% of debt is in local currency**
- **Healthy debt span of 3.63 years average**

MXN \$26,647 MM*



**Total Debt
by Currency**

**Cash Position
by Currency***

■ USD ■ MXN ■ PEN ■ ARS

Using an exchange rate as of Jun 2025 of MXP \$18.84
Information as of the end of Jun 2025

Strong credit rating profile by main agencies

Global
Scale

MOODY'S

"A3"

FitchRatings

"A"

S&P Global
Ratings

"mxAAA"

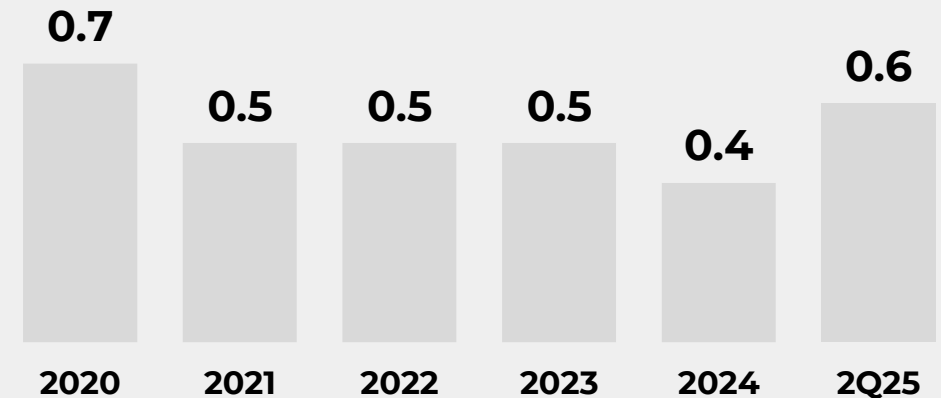
FitchRatings

"AAA(mex)"

National
Scale

Global Investment Grade above
Mexico's sovereign rating

Net Debt / EBITDA



Financial flexibility and low leverage
ratio



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05 Sustainability strategy

Sustainability is a way of doing business that guides the company's global strategy

We strategically attend business priorities, and our progress is being recognized by multiple stakeholders



Arca Continental S.A.B. de C.V.
Beverages

**Sustainability
Yearbook Member**

S&P Global Corporate Sustainability
Assessment (CSA) Score 2023

MSCI
ESG RATINGS



CCC B BB BBB A AA AAA



**EMPRESA
SOCIALMENTE
RESPONSABLE**



SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



FTSE4Good

Petstar – A key enabler of our **Packaging Circularity** strategy

- Petstar is the largest food-grade PET recycling plant in the world, with a recycling capacity of 5,500 million bottles per year
- We now collect and recycle 7 out of every 10 bottles we sell
- Our goal is to design our packages to be 100% recyclable
- Include in our packages at least 50% of recyclable content
- PetStar recovers 370 cubic meters of water per day through advanced wastewater reuse technologies



Key Investment Highlights

- We thrive within large and attractive markets in a dynamic beverage industry and remain encouraged by the long runway for growth
- We have a clear roadmap for growth, emphasizing innovation and strategic investments aimed at optimizing operational efficiency and execution
- We maximize our connection and trust-based relationship with customers by leveraging technology to better serve them and further strengthen our competitive advantage
- Our collaborative relationship with TCCC has never been stronger, fueled by a mutual commitment to drive value growth
- We strive to lead the way as one of the most technologically advanced bottlers in the TCCC system





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