



**ARCACONTINENTAL**  
PIONEERS OF *Coca-Cola* IN MEXICO



# 4Q25

FOURTH QUARTER

2025 EARNINGS

RELEASE

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## ARCA CONTINENTAL REPORTS 4.6% GROWTH IN REVENUES AND 3.0% IN EBITDA FOR 2025

Monterrey, Mexico, February 12, 2026 – Arca Continental, S.A.B. de C.V. (BMV: AC\*) (“Arca Continental” or “AC”), the second-largest Coca-Cola bottler in Latin America, announced its results for the fourth quarter and full year of 2025 (“4Q25” and “12M25”).

### Table 1: Financial Highlights

#### CONSOLIDATED DATA IN MILLIONS OF MEXICAN PESOS

	4Q25	4Q24	Variation %	Jan-Dec'25	Jan-Dec'24	Variation %
Total Beverage Volume (MUC)	624.6	629.6	-0.8	2,414.6	2,466.0	-2.1
Net Sales	64,540	64,947	-0.6	247,926	237,004	4.6
EBITDA	13,547	14,181	-4.5	50,180	48,695	3.0
Net Income	4,658	5,265	-11.5	19,580	19,563	0.1

Total Beverage Volume includes jug water.

Net sales not including Revenues outside the territory (OT) in USA.

EBITDA = Operating income + Depreciation + Amortization + Non Recurring Expenses

#### FOURTH QUARTER 2025 HIGHLIGHTS

- Net Sales decreased 0.6% when compared to 4Q24, reaching Ps. 64,540 million.
- EBITDA declined 4.5% to Ps. 13,547 million for a margin of 21.0%.
- Net Income totaled Ps. 4,658 million, reaching a margin of 7.2%.

#### FULL YEAR 2025 HIGHLIGHTS

- Net Sales totaled Ps. 247,926 million, 4.6% higher than 12M24.
- EBITDA reached Ps. 50,180 million, an increase of 3.0% at a margin of 20.2%.
- Net Income was in line with 12M24 at Ps. 19,580 million, reaching a margin of 7.9%.

#### COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

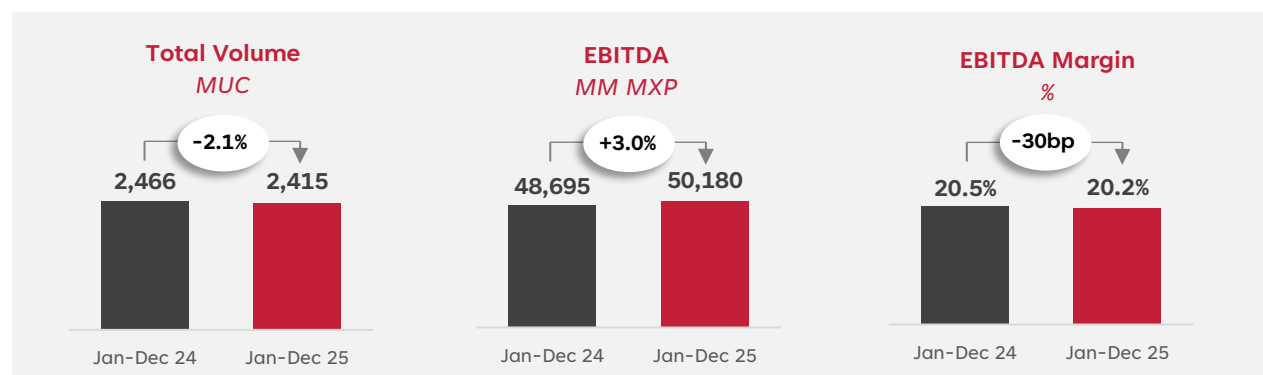
“In 2025, for the first time in our company’s history, we surpassed the Ps. 50 billion EBITDA mark, reflecting strict expense discipline and solid execution of our business fundamentals. Furthermore, during the fourth quarter of 2025, Consolidated Net Sales reached Ps. 64,540 million with an EBITDA margin of 21.0%. These results reflect the resilience of our sustainable business model, which drives profitable growth and generates value for those who interact with the company”, stated Arturo Gutiérrez, Chief Executive Officer of Arca Continental.

“During a time of challenging conditions, marked by a moderation in consumption, during the fourth quarter our profitability in Mexico showed an improvement compared to the previous year. In addition, our beverage business in the United States recorded an annual EBITDA margin of 17.2%, the highest level since its acquisition. Looking ahead to 2026, we will continue with disciplined execution, capitalizing on commercial opportunities associated with high-impact events, and protecting profitability through efficiencies, to continue generating shared and sustainable value”, he added.



# Consolidated Results

Arca Continental reports its information in three regions: Mexico, U.S. and South America (which includes Peru, Argentina and Ecuador). Each of these includes the results for the beverage and complementary businesses. Figures presented in this report were prepared in accordance with International Financial Reporting Standards or IFRS.



**Table 2: Consolidated Figures**

	4Q25	4Q24	Variation %	Jan-Dec'25	Jan-Dec'24	Variation %
<b>Volume by category (MUC)</b>						
Colas	327.2	332.1	-1.5	1,254.2	1,280.7	-2.1
Flavors	114.5	116.2	-1.5	425.4	433.7	-1.9
<b>Sparkling Total Volume</b>	<b>441.7</b>	<b>448.3</b>	-1.5	<b>1,679.5</b>	<b>1,714.4</b>	-2.0
Water <sup>(1)</sup>	71.6	72.3	-1.0	277.8	296.8	-6.4
Still Beverages <sup>(2)</sup>	57.5	56.2	2.3	230.1	225.3	2.1
<b>Volume excluding Jug</b>	<b>570.8</b>	<b>576.9</b>	-1.1	<b>2,187.5</b>	<b>2,236.5</b>	-2.2
Jug	53.8	52.7	2.1	227.2	229.5	-1.0
<b>Total Volume</b>	<b>624.6</b>	<b>629.6</b>	-0.8	<b>2,414.6</b>	<b>2,466.0</b>	-2.1
<b>Income Statement (MM MXP)</b>						
Net Sales <sup>(3)</sup>	64,540	64,947	-0.6	247,926	237,004	4.6
EBITDA	13,547	14,181	-4.5	50,180	48,695	3.0
EBITDA Margin	21.0%	21.8%	-80 bp	20.2%	20.5%	-30 bp

<sup>(1)</sup> Includes purified, flavored, and mineral water, excluding jug water.

<sup>(2)</sup> Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic ready to drink beverages.

<sup>(3)</sup> Net Sales not including revenues outside the territory (OT) in USA.



# Financial Analysis

## INCOME STATEMENT

- Consolidated Net Sales for 4Q25 decreased 0.6% (increased 5.4% on a currency-neutral basis) compared to the same period of the previous year, reaching Ps. 64,540 million. For 12M25, Net Sales totaled Ps. 247,926 million, an increase of 4.6% (3.6% on a currency-neutral basis) versus the previous year.
- Consolidated Sales Volume declined 1.1% in 4Q25 to 570.8 MUC, excluding jug water. Most notably, the stills category grew 2.3% during the quarter. For 12M25, Sales Volume, excluding jug water, decreased 2.2%, compared to the previous year, to 2,187.5 MUC.
- Cost of Sales for the quarter increased 0.4%. For the full year of 2025, Cost of Sales increased 5.0% when compared to 2024.
- In 4Q25, Gross Profit decreased 1.7% to Ps. 30,751 million, reflecting a gross margin of 47.6% and a contraction of 60 basis points. For 12M25, Gross Profit was Ps. 116,420 million, an increase of 4.2% and representing a margin of 47.0%, 10 basis points below 2024.
- Selling and Administrative Expenses for the quarter were in line with 4Q24 at Ps. 20,243 million. For 12M25, this line increased 5.1% to Ps. 77,538 million, representing a ratio of expenses to revenues of 31.3%.
- In 4Q25, Consolidated Operating Income reached Ps. 10,347 million, 9.6% lower when compared to 4Q24, for an operating margin of 16.0%. For the full year, Consolidated Operating Income rose 0.5% to Ps. 39,362 million registering a 15.9% margin, 60 basis points lower than the previous year.
- Consolidated EBITDA for the quarter declined 4.5% (increasing 1.3% on a currency-neutral basis) to Ps. 13,547 million and registered an EBITDA margin of 21.0%. In 2025, EBITDA reached Ps. 50,180 million, surpassing \$50 billion pesos for the first time in the company's history, with an increase of 3.0% (1.9% on a currency-neutral basis) and a margin of 20.2%, contracting 30 basis points when compared to 2024.
- In 4Q25, Comprehensive Cost of Financing was Ps. 1,836 million, below the same period of the previous year due to the exchange result. In 12M25, Comprehensive Cost of Financing was Ps. 4,313 million, explained by a benefit in the exchange rate result.
- Income Tax for 4Q25 totaled Ps. 2,624 million, 15.2% below 4Q24, and reflecting an effective rate of 31.0%. For the full year, Income Tax was in line with the previous year at Ps. 11,175 million, representing an effective rate of 31.8%.
- This quarter, Net Income reached Ps. 4,658 million, a decrease of 11.5% and a net margin of 7.2%, for a contraction of 90 basis points when compared to 4Q24. For the full year, Net Income reached Ps. 19,580 million, in line with 2024, with a net margin of 7.9%.

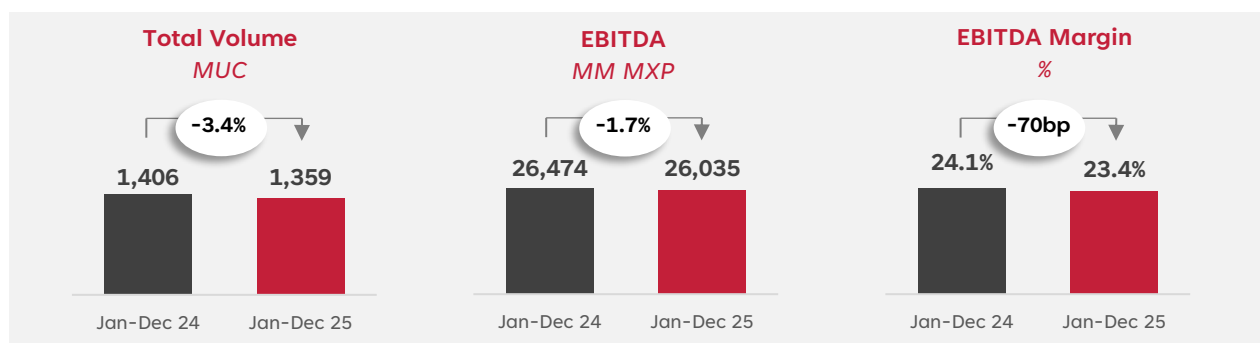
## BALANCE SHEET AND CASH FLOW STATEMENT

- Cash balance at the close of December 2025 was Ps. 28,573 million and total debt was Ps. 62,341 million, for a net debt position of Ps. 33,769 million. The Net Debt/EBITDA ratio was 0.67x.
- Net Operating Cash Flow was Ps. 37,717 million as of December 31, 2025.
- CAPEX for the period totaled Ps. 18,939 million. These funds were mainly allocated towards increasing and strengthening our commercial and production capabilities.



# Mexico

The Mexico region includes the results of the beverages and snacks businesses, as well as other businesses.



**Table 3: Mexico Data**

	4Q25	4Q24	Variation %	Jan-Dec'25	Jan-Dec'24	Variation %
<b>Volume by Category (MUC)</b>						
Colas	197.3	201.3	-2.0	785.5	805.2	-2.4
Flavors	30.3	32.0	-5.1	121.3	128.5	-5.6
<b>Sparkling Total Volume</b>	<b>227.6</b>	<b>233.3</b>	<b>-2.5</b>	<b>906.9</b>	<b>933.7</b>	<b>-2.9</b>
Water <sup>(1)</sup>	32.3	36.0	-10.2	132.4	154.3	-14.2
Still Beverages <sup>(2)</sup>	24.3	23.6	2.8	99.6	96.3	3.4
<b>Volume excluding jug</b>	<b>284.2</b>	<b>292.9</b>	<b>-3.0</b>	<b>1,138.9</b>	<b>1,184.3</b>	<b>-3.8</b>
Jug	52.0	50.8	2.2	220.1	221.9	-0.8
<b>Total Volume</b>	<b>336.2</b>	<b>343.8</b>	<b>-2.2</b>	<b>1,359.0</b>	<b>1,406.3</b>	<b>-3.4</b>
<b>Mix (%)</b>						
Returnable	26.1%	27.0%	-0.9	26.7%	27.4%	-0.7
Non Returnable	73.9%	73.0%	0.9	73.3%	72.6%	0.7
Multi-serve	60.0%	59.8%	0.2	59.1%	58.4%	0.7
Single-serve	40.0%	40.2%	-0.2	40.9%	41.6%	-0.7
<b>Income Statement (MM MXP)</b>						
Net Sales	28,213	27,865	1.2	111,127	110,043	1.0
EBITDA	6,732	6,405	5.1	26,035	26,474	-1.7
EBITDA Margin	23.9%	23.0%	90 bp	23.4%	24.1%	-70 bp

<sup>(1)</sup> Includes purified, flavored, and mineral water, excluding jug water.

<sup>(2)</sup> Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic ready to drink beverages.



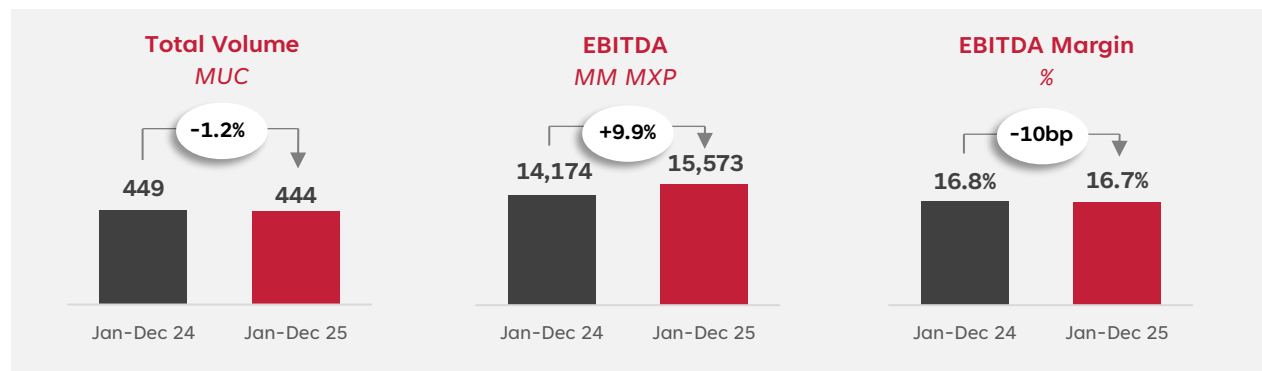
## OPERATING RESULTS FOR MEXICO

- Net Sales in Mexico increased 1.2% in the fourth quarter, reaching Ps. 28,213 million. For 12M25, Net Sales rose 1.0% to Ps. 111,127 million.
- During 4Q25, Sales Volume reached 284.2 MUC, excluding jug water, mainly driven by the stills category, namely iced tea and dairy up 18.3% and 12.0%, respectively.
- The average price per unit case excluding jug water was Ps. 92.7, an increase of 5.0%, resulting from selective price adjustments enabled by our digital platforms.
- EBITDA for Mexico increased by 5.1% in the fourth quarter, to Ps. 6,732 million, representing a margin of 23.9% for an expansion of 90 basis points. In 2025, EBITDA decreased 1.7% to Ps. 26,035 million, resulting in a margin of 23.4%, for a contraction of 70 basis points when compared to 12M24.
- The modern trade channel recorded a 3.3% increase in the quarter and 0.5% in the full year accumulated results. This performance was driven by strong growth in supermarkets, which advanced 6.3% in 4Q25, with water and sparkling beverages standing out, posting increases of 10.8% and 6.3%, respectively.
- Coca-Cola Zero delivered a 15.8% CAGR in the past five years, supported by 18.3% growth in 4Q25 driven by expanded distribution coverage.
- In 4Q25, we further strengthened the optimization of our service models, by leveraging our digital tools, including the Tuali B2B platform and the Suggested Order module.
- Our affordability strategy was strengthened through by introducing new formats with attractive price points, highlighting formats such as 235 ml in returnable glass, 250 ml in non-returnable PET, and 1L in returnable glass.
- In 2025, our snacks business in Mexico, posted low single-digit sales and high single-digit EBITDA growth, driven by coverage expansion, new customers, and stronger in-store execution supported by more than 10 thousand new display units.



# United States

The U.S. region includes the beverage business of Arca Continental-Coca-Cola Southwest Beverages (AC-CCSWB) snacks businesses, as well as the vending business.



**Table 4: United States Data**

	4Q25	4Q24	Variation %	Jan-Dec'25	Jan-Dec'24	Variation %
<b>Volume by Category (MUC)</b>						
Colas	54.2	54.1	0.1	199.3	206.0	-3.3
Flavors	31.2	31.0	0.5	117.9	117.6	0.2
<b>Sparkling Total Volume</b>	<b>85.3</b>	<b>85.1</b>	<b>0.2</b>	<b>317.2</b>	<b>323.7</b>	<b>-2.0</b>
Water <sup>(1)</sup>	12.5	10.8	15.9	51.0	51.3	-0.5
Still Beverages <sup>(2)</sup>	18.0	17.3	3.7	75.6	74.3	1.8
<b>Total Volume</b>	<b>115.8</b>	<b>113.3</b>	<b>2.2</b>	<b>443.8</b>	<b>449.2</b>	<b>-1.2</b>
<b>Mix (%)</b>						
Multi-serve	68.5%	67.7%	0.8	66.2%	66.1%	0.1
Single-serve	31.5%	32.3%	-0.8	33.8%	33.9%	-0.1
<b>Income Statement (MM MXP)</b>						
Net Sales <sup>(3)</sup>	23,843	23,850	0.0	92,982	84,452	10.1
EBITDA	4,039	4,512	-10.5	15,573	14,174	9.9
EBITDA Margin	16.9%	18.9%	-200 bp	16.7%	16.8%	-10 bp

<sup>(1)</sup> Includes all single-serve presentations of purified, flavored, and mineral water up to 1.5 liters.

<sup>(2)</sup> Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

<sup>(3)</sup> Net Sales not including revenues outside the territory (OT) in USA.



## OPERATING RESULTS FOR THE UNITED STATES

- In 4Q25, Net Sales for the U.S. region remained in line with 4Q24 (up 10.2% in local currency terms) to Ps. 23,843 million. In 2025, Net Sales grew 10.1% (up 5.8% in local currency terms) to Ps. 92,982 million.
- Sales Volume for the quarter totaled 115.8 MUC, 2.2% higher than 4Q24. For the year, Sales Volume declined 1.2% to 443.8 MUC.
- EBITDA for the region reached Ps. 4,039 million in 4Q25, a decrease of 10.5% (1.4% in local currency terms) and registered a margin of 16.9%, representing a contraction of 200 basis points compared with 4Q24. In 12M25, EBITDA reached Ps. 15,573 million, an increase of 9.9% (6.2% in local currency), resulting in a margin of 16.7% for a contraction of 10 basis points.
- During the quarter, net price rose 2.8%, with a true rate increase of 3.7%. In 4Q25 we continued to focus on higher-margin packages. The positive effect was slightly offset by a shift in mix towards higher volume formats.
- Within the sparkling category, Coca-Cola Zero grew 10.9% in the quarter. Also, during 4Q25, in the flavors segment, Fresca was up 20.2% and Fanta Zero, 17.9%.
- The stills category increased 3.7% in the quarter, driven by the strong results of Fairlife, Vitaminwater and Monster, which grew 22.6%, 14.8% and 10.9%, respectively.
- Barrilitos achieved a rapid market adoption, largely supported by the strong performance of the 12oz glass format.
- The water category continued to post solid results with 15.9% growth in the quarter, led by Dasani with a 27.4% increase and Topo Chico Sabores contributing with an 8.3% increase.
- In 2025, the MyCocaCola.com digital platform reached a 98% adoption rate among customers. We continue to deploy the Suggested Order module, which already has coverage of more than six thousand customers.
- We launched 21 innovations during the quarter, including Sprite Winter Spiced Cranberry and Coca-Cola Holiday Creamy Vanilla.
- In 2025, we were awarded for the second time with the Candler Cup and, for the third time and second consecutive year, with the Market Street Challenge. These recognitions further reinforced our position as the best bottler within the global Coca-Cola system.
- Moreover, we were honored as the 2025 Vendor of the Year by strategic customers such as Target, Kroger Dallas and Walmart, among others.
- During the quarter, we acquired a franchise adjacent to our current operations in Oklahoma, further expanding our regional presence and growth opportunities.





## South America

The South America region includes the beverage businesses of Peru, Argentina and Ecuador, and the Inalecsa snacks business in Ecuador.

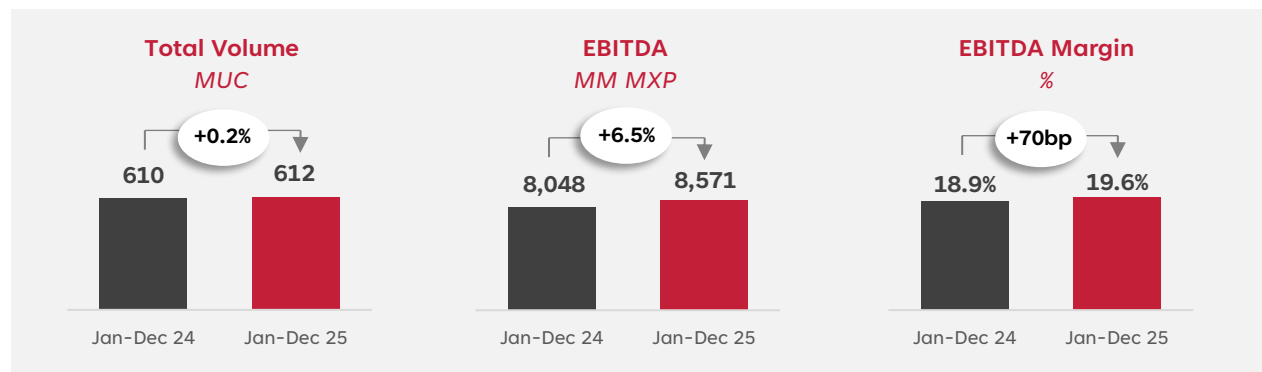


Table 5: South America Data

	4Q25	4Q24	Variation %	Jan-Dec'25	Jan-Dec'24	Variation %
<b>Volume by Category (MUC)</b>						
Colas	75.8	76.7	-1.2	269.3	269.4	0.0
Flavors	53.0	53.2	-0.4	186.2	187.6	-0.8
<b>Sparkling Total Volume</b>	<b>128.8</b>	<b>129.9</b>	<b>-0.9</b>	<b>455.5</b>	<b>457.0</b>	<b>-0.3</b>
Water <sup>(1)</sup>	26.7	25.5	4.7	94.4	91.2	3.5
Still Beverages <sup>(2)</sup>	15.2	15.2	0.1	54.9	54.8	0.3
<b>Volume excluding jug</b>	<b>170.7</b>	<b>170.6</b>	<b>0.1</b>	<b>604.8</b>	<b>602.9</b>	<b>0.3</b>
Jug	1.8	1.9	-2.7	7.1	7.6	-6.7
<b>Total Volume</b>	<b>172.6</b>	<b>172.5</b>	<b>0.0</b>	<b>611.8</b>	<b>610.5</b>	<b>0.2</b>
<b>Mix (%)</b>						
Returnable	28.1%	28.7%	-0.6	29.5%	30.4%	-0.9
Non Returnable	71.9%	71.3%	0.6	70.5%	69.6%	0.9
Multi-serve	67.5%	68.2%	-0.7	66.3%	66.6%	-0.3
Single-serve	32.5%	31.8%	0.7	33.7%	33.4%	0.3
<b>Income Statement (MM MXP)</b>						
Net Sales	12,485	13,232	-5.6	43,816	42,509	3.1
EBITDA	2,776	3,264	-14.9	8,571	8,048	6.5
EBITDA Margin	22.2%	24.7%	-250 bp	19.6%	18.9%	70 bp

<sup>(1)</sup> Includes purified, flavored, and mineral water, excluding jug water.

<sup>(2)</sup> Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic ready to drink beverages.



## OPERATING RESULTS FOR SOUTH AMERICA

- Net Sales for the South America region registered Ps. 12,485 million in 4Q25, a decline of 5.6%. For the full year, Net Sales increased 3.1% to Ps. 43,816 million.
- In 4Q25, Sales Volume for South America, excluding jug water, remained in line with 4Q24 at 170.7 MUC as a result of lower volumes in Ecuador and Argentina, partially offset by growth in Peru. Sales Volume, excluding jug water, remained flat versus the previous year at 604.8 MUC during 12M25.

### Peru

- In 4Q25, Sales Volume in Peru increased 3.0% due to growth in water and colas categories. In 2025, Sales Volume rose 0.5%.
- The operation in Peru achieved the highest fourth quarter Sales Volume in its history since our acquisition in 2015.
- During the fourth quarter, the water category grew 10.0%, driven by San Luis brand growing 21.0%, while the stills category reported a notable increase of 8.7% in energy drinks.
- In 4Q25, Net Price registered a decrease of 0.8%, with a true rate of 1.4%, reflecting a more active promotional spending strategy aimed at accelerating growth in stills and returnables.
- During 2025, more than 43 thousand cold drink units were installed, reaching an all-time high coverage of 56% in the traditional channel.

### Ecuador

- In Ecuador, Sales Volume posted declines of 5.4% in 4Q25 and 4.4% in 12M25 due to a sustained contraction in consumption.
- We launched Flashlyte brand, marking our entrance into the rapid hydration segment, enhancing our portfolio and strengthening our commercial strategy.
- In 2025, approximately 600 thousand returnable bottles were placed in the market, with 300 mL and 1L glass formats standing out, further supporting our affordability strategy.
- Throughout the year we installed over 19 thousand cold drink units to reach a record coverage level of 67% in the traditional channel.
- Inalecsa, our snacks business, reported margin contractions for the quarter and full year. During 4Q25 we continued advancing our customer expansion strategy, adding more than 2.5 thousand new customers and placing over 13 thousand new display units.
- In 2025, Tonicorp posted mid-single digit sales increase and EBITDA margin expansion, driven by the strong performance of value-added dairy categories such as flavored milk, oatmeal and ice cream.

### Argentina

- Sales Volume in Argentina decreased 1.0% in 4Q25 and increased 5.2% in 12M25.
- The stills category grew 3.9% in the quarter and 11.8% in the year. This growth was mainly driven by Monster and Cepita brands, which increased 37.5% and 14.6%, respectively, in 2025.
- Our operation in Argentina closed the year with digital sales volume of 75%, the highest level among all our operations.



# Sustainability

- During the fourth quarter, we continued advancing our circular economy initiatives by boosting PET recycling capacity by more than 70% at our PetStar plant in Mexico.
- In 2025, we reached a new milestone by surpassing 300 rainwater harvesting systems installed at schools in Mexico, strengthening our water management through greater operating efficiencies while increasing water access in the communities where we operate.





## Recent Events

- On November 5, 2025, an extraordinary cash dividend of Ps. 1.00 per share was paid in a single installment, bringing the total dividend for the year to Ps. 8.62 per share, representing a dividend yield of approximately 4.3% and a payout ratio of 75% of retained earnings.
- On February 4, 2026, our subsidiary AC Bebidas successfully issued Ps. 9.5 billion in Certificados Bursátiles. The offering was structured in two tranches: one for Ps. 6.24 billion with a 7-year maturity at a fixed rate of 8.96%, and another for Ps. 3.26 billion with a 3-year maturity at a variable rate equal to the TIIE de Fondeo plus 40 basis points. The transaction achieved one of the lowest spreads for a corporate issuer in recent years and reached a 2.5x oversubscription. Both tranches received the highest credit ratings in Mexico: “mxAAA” from S&P and “AAA(mex)” from Fitch Ratings.
- For 2026, consolidated sales growth is expected to be in the mid-single digits, supported by price adjustments at least in line with inflation across all operations. Additionally, the company plans to invest around 7% of sales in CAPEX.

### CONFERENCE CALL INFORMATION

Arca Continental will host a conference call to discuss these results on February 12, 2026 at 9:00 am Mexico/Monterrey time, 10:00 am New York time. A live webcast of this event will be available at [www.arcacontal.com](http://www.arcacontal.com) or via telephone using the following numbers:

To participate, please dial (new numbers):

+1-800-267-6316 (U.S. participants)

+1-203-518-9783 (International participants)

Passcode: 36151

### About Arca Continental

Arca Continental produces, distributes, and markets beverages under The Coca-Cola Company brand, as well as snacks under the Bokados brand in Mexico, Inalecsa in Ecuador, and Wise and Deep River in the United States. With an outstanding history spanning more than 100 years, Arca Continental is the second-largest Coca-Cola bottler in Latin America, and one of the largest in the world. Through its Coca-Cola franchise, the Company serves more than 130 million people in the Northern and Western regions in Mexico, as well as in Ecuador, Peru, in the Northern region of Argentina, and in the Southwestern United States. Arca Continental is listed on the Mexican Stock Exchange under the ticker “AC”. For more information about Arca Continental, please visit [www.arcacontal.com](http://www.arcacontal.com). This material may contain forward-looking statements regarding Arca Continental and its subsidiaries based on management’s expectations. This information as well as statements regarding future events and expectations is subject to risks and uncertainties, as well as factors that could cause the results, performance and achievements of the Company to differ at any time. Such factors include changes in the general economic, political, governmental and commercial conditions both domestically and globally, as well as variations in interest rates, inflation rates, exchange rate volatility, tax rates, the demand for and the price of carbonated beverages, water, and the price of sugar and other raw materials used in the production of sparkling beverages, weather conditions and various others. As a result of these risks and factors, actual results could be materially different from the estimates provided; therefore, Arca Continental does not accept responsibility for any variations or for the information provided by official sources.



# Consolidated Income Statement

(Millions of Mexican pesos)

	4Q25	4Q24	Variation		Jan-Dec'25	Jan-Dec'24	Variation	
			MM MXP	%			MM MXP	%
<b>Net Sales</b>	<b>64,540</b>	<b>64,947</b>	-407	-0.6	<b>247,926</b>	<b>237,004</b>	10,922	4.6
Cost of Sales	33,789	33,664	125	0.4	131,506	125,297	6,210	5.0
<b>Gross Profit</b>	<b>30,751</b>	<b>31,283</b>	-531	-1.7	<b>116,420</b>	<b>111,708</b>	4,712	4.2
	47.6%	48.2%			47.0%	47.1%		
Selling Expenses	17,216	17,260	-44	-0.3	65,809	62,594	3,215	5.1
Administrative Expenses	3,027	3,039	-12	-0.4	11,729	11,181	547	4.9
<b>Total Costs</b>	<b>20,243</b>	<b>20,299</b>	-56	-0.3	<b>77,538</b>	<b>73,776</b>	3,762	5.1
	31.4%	31.3%			31.3%	31.1%		
Non Recurring Expenses	458	109	349	320.9	610	192	417	217.1
<b>Operating Income before other income</b>	<b>10,050</b>	<b>10,875</b>	-825	-7.6	<b>38,272</b>	<b>37,739</b>	533	1.4
Other Income (Expenses) <sup>(1)</sup>	297	565	-268	-47.5	1,090	1,412	-322	-22.8
<b>Operating Income</b>	<b>10,347</b>	<b>11,440</b>	-1,093	-9.6	<b>39,362</b>	<b>39,152</b>	210	0.5
	16.0%	17.6%			15.9%	16.5%		
Interest Expense Net	-1,978	-884	-1,094	-123.7	-4,678	-2,990	-1,688	-56.5
Exchange Gain (Loss)	180	-739	919	124.4	580	-567	1,147	202.4
Monetary position result	-37	-321	284	88.4	-216	-825	609	73.9
<b>Comprehensive Financial Result</b>	<b>-1,836</b>	<b>-1,945</b>	109	5.6	<b>-4,313</b>	<b>-4,382</b>	69	1.6
Share of net income of associates <sup>(2)</sup>	-50	124	-174	-140.1	96	217	-121	-55.8
<b>Earnings Before Taxes</b>	<b>8,462</b>	<b>9,620</b>	-1,158	-12.0	<b>35,145</b>	<b>34,987</b>	158	0.5
Profit Taxes	-2,624	-3,094	470	-15.2	-11,175	-11,187	12	0.1
Non-controlling interest	-1,180	-1,261	81	-6.4	-4,389	-4,237	-152	3.6
<b>Net Profit</b>	<b>4,658</b>	<b>5,265</b>	-607	-11.5	<b>19,580</b>	<b>19,563</b>	18	0.1
	7.2%	8.1%			7.9%	8.3%		
Depreciation and amortization	2,742	2,632	110	4.2	10,208	9,351	857	9.2
<b>EBITDA</b>	<b>13,547</b>	<b>14,181</b>	-634	-4.5	<b>50,180</b>	<b>48,695</b>	1,484	3.0
<b>EBITDA Margin</b>	<b>21.0%</b>	<b>21.8%</b>			<b>20.2%</b>	<b>20.5%</b>		

EBITDA = Operating Income + Depreciation and Amortization + Non-Recurring Expenses

<sup>(1)</sup> Includes equity method from our participation in operational companies like Jugos del Valle, IEQSA and Bebidas Refrescantes de Nogales.

<sup>(2)</sup> Includes equity method from our participation in non-operational companies like PIASA, PetStar, Beta San Miguel, among others.



# Consolidated Balance Sheet

(Millions of Mexican pesos)

	December 31	December 31	Variation	
	2025	2024	MM MXP	%
<b>ASSETS</b>				
Cash and cash equivalents	28,573	29,545	-972	-3.3
Accounts receivable; Net	21,831	23,552	-1,720	-7.3
Inventories	14,360	13,182	1,178	8.9
Prepayments	1,567	1,385	183	13.2
<b>Total Current Assets</b>	<b>66,331</b>	<b>67,663</b>	-1,331	-2.0
Investments in shares and other investments	14,031	13,518	513	3.8
Property, plant and other equipment	87,709	83,097	4,612	5.6
Assets right of use	1,945	1,567	378	24.2
Other non current assets	124,466	126,792	-2,326	-1.8
<b>Total Assets</b>	<b>294,483</b>	<b>292,636</b>	1,847	0.6
<b>LIABILITIES</b>				
Short term bank loans	23,135	3,365	19,770	587.6
Suppliers	12,776	15,485	-2,709	-17.5
Short term lease	684	649	35	5.3
Accounts payable and taxes	25,245	25,969	-724	-2.8
<b>Total Current Liabilities</b>	<b>61,840</b>	<b>45,467</b>	16,372	36.0
Bank Loans and long term liabilities	39,206	45,149	-5,943	-13.2
Long term lease	1,308	917	392	42.7
Deferred income tax and others	28,926	27,199	1,728	6.4
<b>Total Liabilities</b>	<b>131,280</b>	<b>118,732</b>	12,548	10.6
<b>SHAREHOLDER'S EQUITY</b>				
Non controlled participation	33,267	36,109	-2,842	-7.9
Capital Stock	945	945	0	0.0
Retained Earnings	109,410	117,287	-7,877	-6.7
Net Profit	19,580	19,563	18	0.1
<b>Total Shareholders' Equity</b>	<b>163,202</b>	<b>173,904</b>	-10,702	-6.2
<b>Total Liabilities and Shareholders' Equity</b>	<b>294,483</b>	<b>292,636</b>	1,847	0.6



# Cash Flow Statement

(Millions of Mexican pesos)

	December 31	
	2025	2024
<b>Earnings Before Taxes</b>	<b>35,145</b>	<b>34,987</b>
Depreciation and amortization	10,208	9,351
Foreign exchange / Monetary position result	-365	1,392
Accrued interests	3,973	2,361
Gain on sale and fixed assets impairment	1,869	1,677
<b>Operating cash flow before taxes</b>	<b>50,830</b>	<b>49,769</b>
Cashflow generated/used in the operation	-13,112	-11,438
<b>Operating cashflow after working capital</b>	<b>37,717</b>	<b>38,330</b>
Investment Activities:		
Capital Expenditures and Investments (Net)	-26,500	-16,080
Financing Activities:		
Dividends paid	-18,852	-13,019
Share repurchase program	115	-171
Debt financing (amortization)	16,664	-284
Paid interests	-5,657	-4,448
Other	-973	-723
Net cash flow from financing activities	-8,703	-18,644
<b>Net increase of cash and equivalents</b>	<b>2,514</b>	<b>3,606</b>
Change in Cash	-3,486	3,811
<b>Initial cash and equivalents balance</b>	<b>29,545</b>	<b>22,128</b>
<b>Final cash and equivalents balance</b>	<b>28,573</b>	<b>29,545</b>



# Additional Financial Information

## Information by Segments 4Q25

	Beverage Segments					Other		Total
	Mexico	USA	Peru	Argentina	Ecuador	Businesses <sup>(1)</sup>	Eliminations	
<b>Volume by Segment</b>	<b>336.2</b>	<b>115.8</b>	<b>92.2</b>	<b>40.5</b>	<b>39.9</b>			<b>624.6</b>
<b>Sales by Segment</b>	<b>26,783</b>	<b>21,666</b>	<b>5,901</b>	<b>2,928</b>	<b>3,054</b>	<b>4,788</b>	<b>-579</b>	<b>64,540</b>
<i>Intersegment Sales</i>	-366	0	-26	0	-5	-182	579	0
<b>Net Sales from intersegments</b>	<b>26,416</b>	<b>21,666</b>	<b>5,874</b>	<b>2,928</b>	<b>3,049</b>	<b>4,606</b>	<b>0</b>	<b>64,540</b>
<i>Operating Income</i>	5,210	3,273	1,221	163	402	78	0	10,347
<b>EBITDA</b>	<b>6,638</b>	<b>3,786</b>	<b>1,533</b>	<b>446</b>	<b>695</b>	<b>450</b>	<b>0</b>	<b>13,547</b>
EBITDA / Net Sales	25.1%	17.5%	26.1%	15.2%	22.8%	9.8%	0.0%	21.0%
<i>Non Recurring Expenses</i>	383	0	0	54	8	12	0	458
<i>Depreciation and amortization</i>	1,045	513	312	228	284	360	0	2,742
<i>Financial Income and Expenses</i>	-1,803	75	41	-102	-52	6	0	-1,836
<i>Share of net income of associates</i>	-69	19	0	0	0	0	0	-50
<i>Earnings Before Taxes</i>	3,337	3,367	1,262	61	350	84	0	8,462
<b>Total Assets</b>	<b>113,114</b>	<b>107,968</b>	<b>41,379</b>	<b>11,303</b>	<b>20,669</b>	<b>16,730</b>	<b>-16,680</b>	<b>294,483</b>
<i>Investment in associates companies</i>	13,152	831	0	49	0	0	0	14,031
<i>Total Liabilities</i>	163,579	35,081	10,383	1,937	5,876	9,829	-95,584	131,103
CAPEX	9,144	5,137	1,416	1,023	1,082	906	0	18,709

<sup>(1)</sup> Others includes Food & Snacks Division, Vending and other subsidiaries not related to Beverage segments.

## Information by Segments Jan-Dec'25

	Beverage Segments					Other		Total
	Mexico	USA	Peru	Argentina	Ecuador	Businesses <sup>(1)</sup>	Eliminations	
<b>Volume by Segment</b>	<b>1,359.0</b>	<b>443.8</b>	<b>326.7</b>	<b>134.9</b>	<b>150.3</b>			<b>2,414.6</b>
<b>Sales by Segment</b>	<b>104,737</b>	<b>86,213</b>	<b>20,545</b>	<b>8,911</b>	<b>12,115</b>	<b>17,820</b>	<b>-2,415</b>	<b>247,926</b>
<i>Intersegment Sales</i>	-1,454.7	0	-173	0	-17	-770	2,415	0
<b>Net Sales from intersegments</b>	<b>103,282</b>	<b>86,213</b>	<b>20,373</b>	<b>8,911</b>	<b>12,097</b>	<b>17,050</b>	<b>0</b>	<b>247,926</b>
<i>Operating Income</i>	20,937	12,748	3,432	387	1,023	835	0	39,362
<b>EBITDA</b>	<b>25,180</b>	<b>14,806</b>	<b>4,716</b>	<b>1,184</b>	<b>2,262</b>	<b>2,031</b>	<b>0</b>	<b>50,180</b>
EBITDA / Net Sales	24.4%	17.2%	23.2%	13.3%	18.7%	11.9%	0.0%	20.2%
<i>Non Recurring Expenses</i>	395	0	11	59	73	71	0	610
<i>Depreciation and amortization</i>	3,848	2,058	1,273	738	1,167	1,124	0	10,208
<i>Financial Income and Expenses</i>	-4,194	277	150	-294	-200	-52	0	-4,313
<i>Share of net income of associates</i>	77	19	0	0	0	0	0	96
<i>Earnings Before Taxes</i>	16,820	13,044	3,582	92	823	783	0	35,145
<b>Total Assets</b>	<b>113,114</b>	<b>107,968</b>	<b>41,379</b>	<b>11,303</b>	<b>20,669</b>	<b>16,730</b>	<b>-16,680</b>	<b>294,483</b>
<i>Investment in associates companies</i>	13,152	831	0	49	0	0	0	14,031
<i>Total Liabilities</i>	163,579	35,081	10,383	1,937	5,876	9,829	-95,584	131,103
CAPEX	9,144	5,137	1,416	1,023	1,082	906	0	18,709

<sup>(1)</sup> Others includes Food & Snacks Division, Vending and other subsidiaries not related to Beverage segments.





## Total Debt AC

	2026	2027	2028	2029	...	2032	2033	2034	Total
Debt Maturity Profile	23,135	10,147	3,079	9,371	0	13,563	0	3,048	62,341
% of Total	37.1%	16.3%	4.9%	15.0%	0.0%	21.8%	0.0%	4.9%	100.0%

Credit Rating	Local	Global	Outlook
Fitch	AAA(mex)	A	Stable
Moody's	Aaa.mx	A3	Stable
S&P	mxAAA	-	Stable

## Average exchange rate

	4Q25	4Q24	YoY	Jan-Dec'25	Jan-Dec'24	YoY
USD	18.35	20.22	-9.3%	19.14	18.56	3.2%
PEN	5.42	5.40	0.4%	5.39	4.94	9.0%
ARS	0.01	0.02	-36.2%	0.02	0.02	-22.9%

## End of period exchange rate

	4Q25	3Q25	4Q24
USD	17.95	18.35	20.51
PEN	5.34	5.29	5.46
ARS	0.01	0.01	0.02