ARCACONTINENTAL
PIONEERS OF Coca-Cola IN MEXICO




# 3Q26

## THIRD QUARTER 2026 EARNINGS RELEASE

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# ARCA CONTINENTAL REPORTS REVENUE GROWTH OF 5.9% AND EBITDA INCREASE OF 6.2% FOR 3Q26

**Monterrey, Mexico, October 30, 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 third quarter and first nine months of 2026 ("3Q26" and "9M26").

## Table 1: Financial Highlights

CONSOLIDATED DATA IN MILLIONS OF MEXICAN PESOS

| | 3Q26 | 3Q25 | Variation % | Jan-Sep'26 | Jan-Sep'25 | Variation % |
|---|---|---|---|---|---|---|
| **Total Beverage Volume (MUC)** | 652.3 | 623.3 | *4.6* | 1,838.3 | 1,790.1 | *2.7* |
| **Net Sales** | 66,613 | 62,920 | *5.9* | 187,229 | 183,386 | *2.1* |
| **EBITDA** | 13,625 | 12,831 | *6.2* | 37,388 | 36,632 | *2.1* |
| **Net Income** | 5,054 | 5,311 | *-4.8* | 13,798 | 14,923 | *-7.5* |

***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*

### THIRD QUARTER 2026 HIGHLIGHTS

- Net sales increased 5.9% when compared to 3Q25, totaling Ps. 66,613 million.
- EBITDA grew 6.2% to Ps. 13,625 million with a margin of 20.5%.
- Net Income reached Ps. 5,054 million with a margin of 7.6%.

### FIRST NINE MONTHS 2026 HIGHLIGHTS

- Net Sales increased 2.1% when compared to 9M25, totaling Ps. 187,229 million.
- EBITDA grew 2.1% when compared to 9M25, at Ps. 37,388 million with a margin of 20.0%.
- Net Income reached Ps. 13,798 million with a margin of 7.4%.

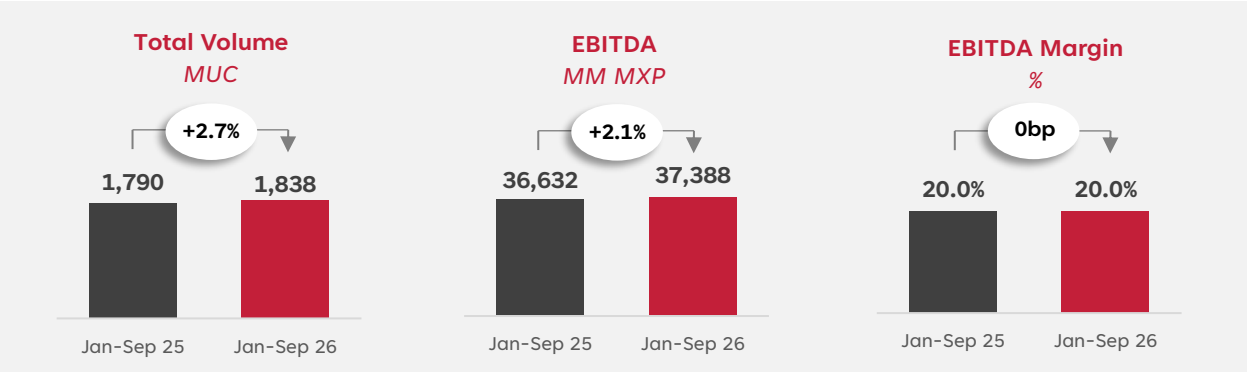
### COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

*"During the third quarter of 2026 we achieved a significant improvement in the performance of our operations, with 4.6% growth in consolidated volume and a 6.2% increase in EBITDA, reaching a margin of 20.5%. These results reflect the capability of our business model to adapt rapidly and with flexibility to the conditions of each market, strengthening our commercial and operational execution, while maintaining prudent financial management", stated Arturo Gutierrez, Chief Executive Officer of Arca Continental.*

*"We will continue to focus on making our commercial and digital capabilities stronger, remain close to our customers and consumers, and execute with discipline in every one of our markets, with a long-term vision aimed at generating sustainable value and contributing to the development of the communities we serve", he added.*

# Consolidated Results

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




## Table 2: Consolidated Figures

| | 3Q26 | 3Q25 | Variation % | Jan-Sep'26 | Jan-Sep'25 | Variation % |
|---|---|---|---|---|---|---|
| **Volume by category (MUC)** | | | | | | |
| *Colas* | 339.1 | 325.5 | 4.2 | 950.0 | 927.0 | 2.5 |
| *Flavors* | 111.5 | 104.2 | 7.0 | 320.9 | 310.9 | 3.2 |
| **Sparkling Total Volume** | **450.6** | **429.6** | 4.9 | **1,270.9** | **1,237.9** | 2.7 |
| *Water* [(1)] | 75.2 | 75.8 | -0.8 | 207.9 | 206.1 | 0.9 |
| *Still Beverages* [(2)] | 64.0 | 59.7 | 7.1 | 180.2 | 172.7 | 4.4 |
| **Volume excluding Jug** | **589.8** | **565.2** | 4.4 | **1,659.0** | **1,616.7** | 2.6 |
| *Jug* | 62.4 | 58.1 | 7.3 | 179.2 | 173.4 | 3.4 |
| **Total Volume** | **652.3** | **623.3** | 4.6 | **1,838.3** | **1,790.1** | 2.7 |
| **Income Statement (MM MXP)** | | | | | | |
| *Net Sales* [(3)] | 66,613 | 62,920 | 5.9 | 187,229 | 183,386 | 2.1 |
| *EBITDA* | 13,625 | 12,831 | 6.2 | 37,388 | 36,632 | 2.1 |
| *EBITDA Margin* | 20.5% | 20.4% | 10 bp | 20.0% | 20.0% | 0 bp |

*(1) Includes purified, flavored, and mineral water, excluding jug water.*
*(2) Includes teas, isotonics, energy drinks, juices, nectars, fruit, and alcoholic ready to drink beverages.*
*(3) Net Sales not including revenues outside the territory (OT) in USA.*

# Financial Analysis

## INCOME STATEMENT

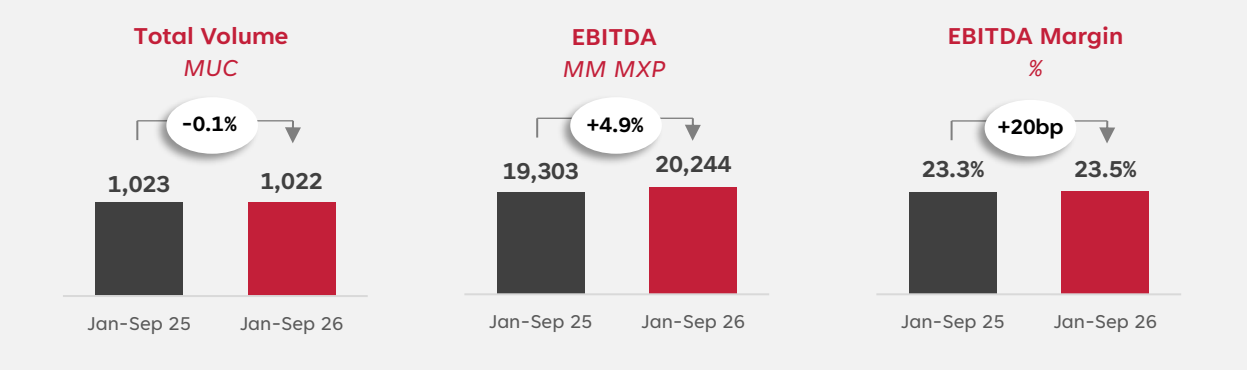
- Consolidated Net Sales for 3Q26 increased 5.9% (7.5% on a currency-neutral basis) compared to 3Q25, reaching Ps. 66,613 million. For the first nine months of 2026, Net Sales increased 2.1% (7.0% on a currency-neutral basis) reaching Ps. 187,229 million.
- Consolidated Sales Volume for 3Q26 increased 4.4% when compared to 3Q25, reaching 589.8 MUC, excluding jug water. The Stills and Flavors categories stood out, increasing 7.1% and 7.0%, respectively in the quarter. In 9M26, Sales Volume, excluding jug water, increased 2.6% to 1,659 MUC.
- In 3Q26, Cost of Sales increased 4.7%. In 9M26, Cost of Sales increased 0.8% when compared to 9M25.
- Consolidated Gross Profit increased 7.2% to Ps. 31,654 million, reflecting a gross margin of 47.5%. In the first nine months of 2026, Gross Profit reached Ps. 88,773 million, an increase of 3.6% when compared to 9M25, representing a margin of 47.4%.
- Selling and Administrative Expenses increased 9.0% to Ps. 21,135 million in 3Q26. In 9M26, this line item increased 5.4% to Ps. 60,376 million, representing a ratio of expenses to revenues of 32.2%.
- In 3Q26, Consolidated Operating Income totaled Ps. 10,754 million, 4.6% higher when compared to 3Q25, representing an operating margin of 16.1% and a contraction of 20 basis points. In 9M26, Operating Income decreased 0.2% to Ps. 28,953 million, for a margin of 15.5% and a contraction of 30 basis points versus 9M25.
- Consolidated EBITDA for the quarter increased by 6.2% when compared to 3Q25 (7.9% on a currency-neutral basis), reaching Ps. 13,625 million, for an EBITDA margin of 20.5%. In 9M26, EBITDA totaled Ps. 37,388 million, an increase of 2.1% (6.3% on a currency-neutral basis) and a margin of 20.0%.
- Comprehensive Cost of Financing in 3Q26 was Ps. 1,586 million. In 9M26 this figure reached Ps. 3,769 million.
- In 3Q26, Income Tax totaled Ps. 2,878 million, a decrease of 6.4% when compared to 3Q25 and reflecting an effective rate of 31.6%. In 9M26, Income Tax decreased 6.4% to Ps. 8,000 million, reflecting an effective rate of 31.9%.
- Net Income for 3Q26 reached Ps. 5,054 million, a decrease of 4.8% and a net margin of 7.6%. Net Income for 9M26 totaled Ps. 13,798 million, a decrease of 7.5% when compared to 9M25, and a net margin of 7.4%.

## BALANCE SHEET AND CASH FLOW STATEMENT

- Cash Balance at the close of September 2026 was Ps. 28,646 million and total debt was Ps. 61,717 million, for a net debt position of Ps. 33,071 million. The Net Debt/EBITDA ratio was 0.7x.
- Net Operating Cash Flow was Ps. 28,417 million as of September 30, 2026.
- CAPEX for the period totaled Ps. 8,454 million, focused on continuing to strengthen 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

| | 3Q26 | 3Q25 | Variation % | Jan-Sep'26 | Jan-Sep'25 | Variation % |
|---|---|---|---|---|---|---|
| **Volume by Category (MUC)** | | | | | | |
| *Colas* | 214.7 | 211.7 | 1.4 | 591.4 | 588.3 | 0.5 |
| *Flavors* | 31.5 | 32.0 | -1.3 | 87.1 | 91.0 | -4.3 |
| **Sparkling Total Volume** | **246.3** | **243.7** | 1.1 | **678.5** | **679.3** | -0.1 |
| *Water* [(1)] | 34.9 | 39.8 | -12.3 | 92.6 | 100.0 | -7.4 |
| *Still Beverages* [(2)] | 27.2 | 25.9 | 5.0 | 77.3 | 75.4 | 2.5 |
| **Volume excluding jug** | **308.4** | **309.4** | -0.3 | **848.3** | **854.7** | -0.7 |
| *Jug* | 60.6 | 56.6 | 7.1 | 173.5 | 168.1 | 3.2 |
| **Total Volume** | **369.0** | **365.9** | 0.8 | **1,021.9** | **1,022.8** | -0.1 |
| *Mix (%)* | | | | | | |
| *Returnable* | 27.1% | 26.7% | 0.4 | 27.0% | 26.9% | 0.1 |
| *Non Returnable* | 72.9% | 73.3% | -0.4 | 73.0% | 73.1% | -0.1 |
| *Multi-serve* | 65.3% | 65.7% | -0.4 | 64.9% | 65.3% | -0.4 |
| *Single-serve* | 34.7% | 34.3% | 0.4 | 35.1% | 34.7% | 0.4 |
| **Income Statement (MM MXP)** | | | | | | |
| *Net Sales* | 31,278 | 30,164 | 3.7 | 86,206 | 82,915 | 4.0 |
| *EBITDA* | 7,735 | 7,197 | 7.5 | 20,244 | 19,303 | 4.9 |
| *EBITDA Margin* | 24.7% | 23.9% | 80 bp | 23.5% | 23.3% | 20 bp |

*(1) Includes purified, flavored, and mineral water, excluding jug water. Adjusted for the mineral water effect, the category grows 10.7% in the quarter and 10.1% year-to-date, while the region's volume, without jug water, grows 2.1% and 0.7%, respectively.*

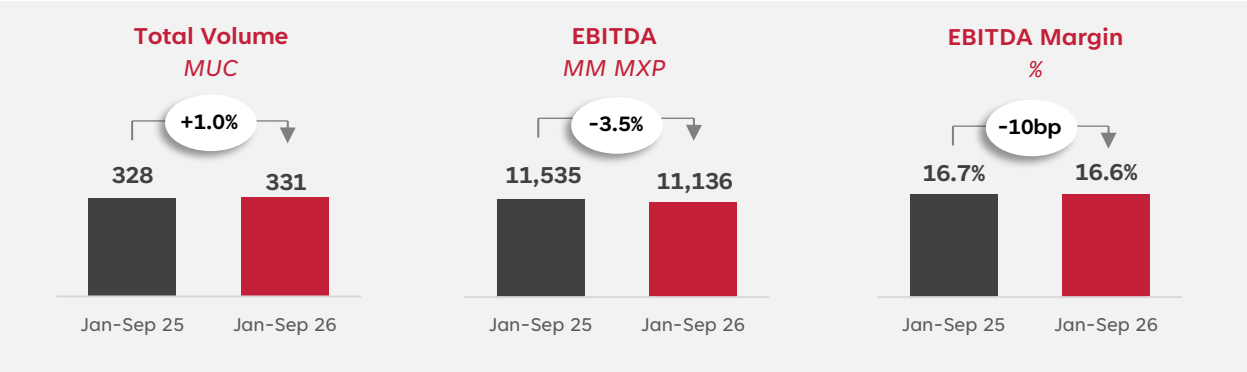
*(2) Includes teas, sports drinks, energy drinks, juices, nectars, fruit, and alcoholic ready to drink beverages.*

## OPERATING RESULTS FOR MEXICO

- Net Sales in Mexico increased 3.7% in the third quarter and 4.0% in the first nine months, reaching Ps. 31,278 million and Ps. 86,206 million, respectively.
- Reported volume, excluding jug water, reached 308.4 MCU in 3Q26 and 848.3 MCU in 9M26. Excluding the effect in the water category, volume grew 2.1% in the quarter and 0.7% year-to-date, supported by solid point-of-sale execution and the strength of our sparkling and still beverage portfolio.
- The average price per unit case excluding jug water increased 3.9% to Ps. 94.9 resulting from disciplined price and portfolio execution in all channels.
- EBITDA for 3Q26 increased 7.5% when compared to 3Q25, reaching Ps. 7,735 million. This represents a margin of 24.7% and an expansion of 80 basis points. In 9M26, EBITDA increased 4.9% to Ps. 20,244 million, representing a margin of 23.5% and an expansion of 20 basis points when compared to 9M25.
- The Stills category grew by 5.0% during the quarter, driven mainly by the energy drink, tea and rapid hydration segments with growth rates of 32.4%, 15.7% and 14.6%, respectively.
- Coca-Cola Zero maintained solid growth of 32.0% in 3Q26, due mainly to expansion of the consumer base and consumption frequency.
- Returnable and single-serve formats gained mix, serving as commercial levers within a price-pack architecture designed to boost affordability and support the business's profitability.
- Timely investments in planning and operating capabilities improved the precision of demand forecasting and product availability, helping bring stock-outs to historic lows.
- Together with The Coca-Cola Company, we advanced our consumer-centric innovation agenda through launches such as Topo Chico Adas and Coca-Cola Zero Caffeine Free, expanding consumption occasions and strengthening brand relevance to support long-term growth.
- At the close of the quarter, we celebrated 100 years of Coca-Cola in Mexico, commemorating our link to the brand's history and origins in the country, while at the same time continuing to strengthen its presence and connection with our consumers.

# United States

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




## Table 4: United States Data

| | 3Q26 | 3Q25 | Variation % | Jan-Sep'26 | Jan-Sep'25 | Variation % |
|---|---|---|---|---|---|---|
| **Volume by Category (MUC)** | | | | | | |
| *Colas* | 51.8 | 50.3 | 2.9 | 148.3 | 145.1 | 2.2 |
| *Flavors* | 30.3 | 30.1 | 0.6 | 86.7 | 86.7 | 0.0 |
| **Sparkling Total Volume** | **82.1** | **80.5** | 2.0 | **235.1** | **231.9** | 1.4 |
| *Water* [1] | 13.4 | 15.0 | -10.8 | 36.2 | 38.5 | -6.0 |
| *Still Beverages* [2] | 22.2 | 21.0 | 5.9 | 59.9 | 57.6 | 4.0 |
| **Total Volume** | **117.7** | **116.5** | 1.1 | **331.2** | **328.0** | 1.0 |
| *Mix (%)* | | | | | | |
| *Multi-serve* | 65.1% | 65.4% | -0.2 | 65.8% | 65.3% | 0.5 |
| *Single-serve* | 34.9% | 34.6% | 0.2 | 34.2% | 34.7% | -0.5 |
| **Income Statement (MM MXP)** | | | | | | |
| *Net Sales* [3] | 23,374 | 23,566 | -0.8 | 67,122 | 69,140 | -2.9 |
| *EBITDA* | 3,846 | 3,977 | -3.3 | 11,136 | 11,535 | -3.5 |
| *EBITDA Margin* | 16.5% | 16.9% | -40 bp | 16.6% | 16.7% | -10 bp |

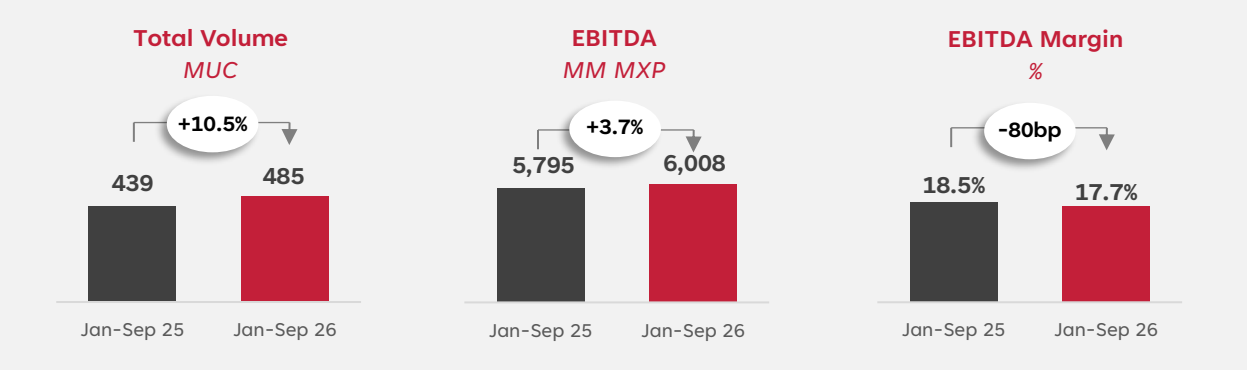
[1] *Includes presentations of purified, flavored, and mineral water up to 1.5 liters.*
[2] *Includes teas, isotonics, energy drinks, juices, nectars, and fruit beverages.*
[3] *Net Sales not including revenues outside the territory (OT) in USA.*

## OPERATING RESULTS FOR THE UNITED STATES

- In 3Q26, Net Sales decreased 0.8% (increased 6.5% in local currency) to Ps. 23,374 million. In 9M26, Net Sales decreased 2.9% (up 8.3% in local currency) to Ps. 67,122 million.
- Sales Volume increased 1.1% in 3Q26 and 1.0% in 9M26, reaching 117.7 and 331.2 MUC, respectively.
- Transaction growth remains a strategic priority in the U.S., with increases of 1.5% in the quarter and 1.8% in the first nine months, supported by initiatives focused on expanding consumption occasions through affordability, relevant packages and effective promotion execution.
- EBITDA for the U.S. decreased 3.3% (increased 3.9% in local currency) reaching Ps. 3,846 million, for a margin of 16.5% and a contraction of 40 basis points. In 9M26, EBITDA reached Ps. 11,136 million, a decrease of 3.5% (increase of 7.6% in local currency), representing a margin of 16.6% and a contraction of 10 basis points.
- The average price per case rose 4.3%, to US$10.40.
- During the quarter, still beverage volume increased 5.9%, driven mainly by fairlife, energy and sports drinks, with growth rates of 20.6%, 1.5% and 10.9%, respectively.
- Our low-calorie beverage portfolio reported volume growth of 7.3% in the quarter, led mainly by the performance of Coca-Cola Zero, which maintained solid momentum, increasing 15.0% during the third quarter.
- We continue expanding our digital and analytical capabilities to improve execution and productivity, using tools such as Suggested Order, the optimization of promotions and the automated balancing of inventories, which help generate operational benefits.
- The expansion of our plant in San Antonio represents a milestone in the optimization of our production network, by increasing capacity, improving operational flexibility and reinforcing the scalability of our supply chain.

# South America

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




## Table 4: South America Data

| | 3Q26 | 3Q25 | Variation % | Jan-Sep'26 | Jan-Sep'25 | Variation % |
|---|---|---|---|---|---|---|
| **Volume by Category (MUC)** | | | | | | |
| *Colas* | 72.6 | 63.4 | 14.5 | 210.3 | 193.5 | 8.6 |
| *Flavors* | 49.6 | 42.1 | 18.0 | 147.1 | 133.2 | 10.4 |
| **Sparkling Total Volume** | **122.2** | **105.5** | 15.9 | **357.4** | **326.7** | 9.4 |
| *Water* [(1)] | 27.0 | 21.0 | 28.2 | 79.1 | 67.6 | 17.0 |
| *Still Beverages* [(2)] | 14.5 | 12.8 | 13.5 | 43.1 | 39.7 | 8.5 |
| **Volume excluding jug** | **163.7** | **139.3** | 17.5 | **479.5** | **434.0** | 10.5 |
| *Jug* | 1.8 | 1.6 | 16.1 | 5.7 | 5.3 | 8.3 |
| **Total Volume** | **165.5** | **140.9** | 17.5 | **485.2** | **439.3** | 10.5 |
| *Mix (%)* | | | | | | |
| *Returnable* | 28.3% | 29.8% | -1.5 | 28.6% | 30.1% | -1.4 |
| *Non Returnable* | 71.7% | 70.2% | 1.5 | 71.4% | 69.9% | 1.4 |
| *Multi-serve* | 66.8% | 67.7% | -0.9 | 67.3% | 68.3% | -1.1 |
| *Single-serve* | 33.2% | 32.3% | 0.9 | 32.7% | 31.7% | 1.1 |
| **Income Statement (MM MXP)** | | | | | | |
| *Net Sales* | 11,961 | 9,190 | 30.1 | 33,901 | 31,331 | 8.2 |
| *EBITDA* | 2,044 | 1,657 | 23.3 | 6,008 | 5,795 | 3.7 |
| *EBITDA Margin* | 17.1% | 18.0% | -90 bp | 17.7% | 18.5% | -80 bp |

[(1)] *Includes purified, flavored, and mineral water, excluding jug water.*

[(2)] *Includes teas, sports drinks, energy drinks, juices, nectars, fruit, and alcoholic ready to drink beverages.*

## OPERATING RESULTS FOR SOUTH AMERICA

- During 3Q26, Net Sales for the South America region reached Ps. 11,961 million, an increase of 30.1%. In 9M26, this figure reached Ps. 33,901 million, an increase of 8.2% when compared to 9M25.
- Volume for the region, excluding jug water, grew 17.5% to 163.7 MUC in 3Q26 and 10.5% to 479.5 MUC in 9M26, due to notably improved volumes in Peru and Ecuador, as well as a sequential recovery in Argentina.

### Peru

- Sales Volume in Peru, excluding jug water, increased 24.4% in 3Q26 and 16.4% in 9M26. The quarterly performance was driven by growth in all categories and channels, namely traditional and modern with growth rates of 25.1% and 28.0%, respectively.
- The operation in Peru once again surpassed its highest quarterly volume record since its acquisition in 2015. This performance is supported by a sustained investment strategy focused on expanding the presence of coolers, strengthening the affordability of our portfolio and improving coverage and availability of our products.
- During the third quarter, the Stills category improved by 18.0%, while Colas and Flavors registered growth rates of 23.6% and 20.0%, respectively, boosted by better consumption conditions and solid execution.
- Our efforts in Multicategory continue gaining traction thanks to our strategic alliances within the industry, supported by our distribution network and reinforcing our role as the most relevant partner within the traditional channel.
- Looking ahead, we are proactively preparing for potential weather-related impacts, strengthening our infrastructure and contingency plans to protect service levels, our communities and the continuity of our operations.

### Ecuador

- Sales Volume increased 18.1% in 3Q26 and 11.9% in 9M26, registering the highest level in the last six years, resulting from plans segmented by brand, availability and execution.
- During 3Q26, the Stills category maintained a solid performance with 19.6% growth, boosted by the strength of Powerade and Fuze Tea, which increased 20.7% and 25.6%, respectively.
- The returnable portfolio grew 14.9% during the period, driven by our local strategy to boost consumption occasions.
- Digital adoption achieved all-time highs. During the quarter, 76% of Sales Volume was captured from our digital platforms, while *Gana con Tuali* reached 125,000 registered customers.

### Argentina

- Sales Volume in Argentina increased 0.3% in 3Q26, reflecting a recovery versus the first half of the year.
- This sequential improvement was driven mainly by the Flavors category, which rose 1.1%, with Sprite increasing by 8.1%.
- Single-serve formats increased 3.0% in the quarter, boosted by the progress made in Coca-Cola and Coca-Cola Zero in these presentations.

# Other Businesses

- In the third quarter, Bokados in Mexico reported an increase in Net Sales and EBITDA, driven by growth within its main categories, lower variable costs, continued discipline in controlling expenses and greater brand coverage.
- Inalecsa in Ecuador maintained its market leadership and gained value share, while registering double digit growth in EBITDA, capitalizing on an effective pricing strategy, greater customer coverage and solid commercial execution.
- Our vending and micro markets business in Mexico, the U.S. and Peru continued registering solid growth, driven by the expansion of points of sale and an accelerated transition towards unattended retail models with cashless payment systems.

# Sustainability

- As part of our 100th anniversary, we combined our volunteer efforts into one commemorative initiative for our five countries of operation, in which more than 8,000 associates and family members donated approximately 25,000 hours to educational infrastructure projects that benefited 170 schools.
- We expanded PetStar's collection network with new centers in Mexicali and Chihuahua, each with the capacity to recover up to 54 million PET bottles per year, strengthening our local collection capabilities and our commitment to the circular economy through packaging, recycling and environmental awareness.

# Recent Events

- On October 2, 2026, our subsidiary AC Bebidas successfully issued Ps. 5,000 million in local bonds with a term of five years at a variable rate equal to the TIIE de Fondeo plus 55 basis points. The bonds received credit ratings of “mxAAA” by S&P and “AAA(mex)” by Fitch Ratings.
- The distribution of an extraordinary dividend of Ps. 2.00 per share was approved and paid on October 28, 2026. Combined with the ordinary dividend of Ps. 4.28 distributed in April and the Ps. 2.50 paid in August, it will reach a total dividend of Ps. 8.78 per share. This reflects a payout ratio of 77% of retained earnings and a dividend yield of 4.3%.

## CONFERENCE CALL INFORMATION

Arca Continental will host a conference call to discuss these results on October 30, 2026 at 9:00 am Mexico/Monterrey time, 11:00 am New York time. A live webcast of this event will be available at www.arcacontal.com or via telephone using the following numbers:

To participate, please dial:

+1-800-245-3047 (U.S. participants)
+1-203-518-9765 (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. 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)

| | 3Q26 | 3Q25 | Variation MM MXP | Variation % | Jan-Sep'26 | Jan-Sep'25 | Variation MM MXP | Variation % |
|---|---|---|---|---|---|---|---|---|
| **Net Sales** | **66,613** | **62,920** | 3,693 | *5.9* | **187,229** | **183,386** | 3,844 | *2.1* |
| Cost of Sales | 34,959 | 33,392 | 1,567 | *4.7* | 98,456 | 97,717 | 739 | *0.8* |
| **Gross Profit** | **31,654** | **29,528** | 2,126 | *7.2* | **88,773** | **85,668** | 3,105 | *3.6* |
| | *47.5%* | *46.9%* | | | *47.4%* | *46.7%* | | |
| Selling Expenses | 17,968 | 16,537 | 1,430 | *8.6* | 51,413 | 48,593 | 2,821 | *5.8* |
| Administrative Expenses | 3,167 | 2,855 | 312 | *10.9* | 8,963 | 8,702 | 260 | *3.0* |
| **Total Costs** | **21,135** | **19,392** | 1,743 | *9.0* | **60,376** | **57,295** | 3,081 | *5.4* |
| | *31.7%* | *30.8%* | | | *32.2%* | *31.2%* | | |
| Non Recurring Expenses | 97 | 44 | 54 | *122.5* | 307 | 152 | 155 | *102.3* |
| **Operating Income before other income** | **10,422** | **10,092** | 330 | *3.3* | **28,090** | **28,222** | -131 | *-0.5* |
| Other Income (Expenses)[1] | 332 | 188 | 144 | *76.7* | 862 | 793 | 69 | *8.7* |
| **Operating Income** | **10,754** | **10,280** | 474 | *4.6* | **28,953** | **29,015** | -62 | *-0.2* |
| | *16.1%* | *16.3%* | | | *15.5%* | *15.8%* | | |
| Interest Expense Net | -1,280 | -1,033 | -247 | *23.9* | -3,554 | -2,700 | -854 | *31.6* |
| Exchange Gain (Loss) | -286 | 304 | -590 | *-193.9* | -118 | 400 | -518 | *-129.4* |
| Monetary position result | -21 | 7 | -28 | *-396.3* | -97 | -178 | 81 | *-45.5* |
| **Comprehensive Financial Results** | **-1,586** | **-722** | -865 | *119.8* | **-3,769** | **-2,478** | -1,291 | *52.1* |
| Share of net income of associates[2] | -50 | -48 | -2 | *4.6* | -114 | 146 | -260 | *-178.1* |
| **Earnings Before Taxes** | **9,117** | **9,510** | -393 | *-4.1* | **25,069** | **26,683** | -1,613 | *-6.0* |
| Profit Taxes | -2,878 | -3,075 | 197 | *-6.4* | -8,000 | -8,551 | 550 | *-6.4* |
| Non-controlling interest | -1,185 | -1,124 | -61 | *5.4* | -3,271 | -3,210 | -62 | *1.9* |
| **Net Income** | **5,054** | **5,311** | -257 | *-4.8* | **13,798** | **14,923** | -1,125 | *-7.5* |
| | *7.6%* | *8.4%* | | | *7.4%* | *8.1%* | | |
| Depreciation and amortization | 2,774 | 2,507 | 267 | *10.6* | 8,128 | 7,466 | 662 | *8.9* |
| **EBITDA** | **13,625** | **12,831** | 794 | *6.2* | **37,388** | **36,632** | 755 | *2.1* |
| EBITDA / Net Sales | *20.5%* | *20.4%* | | | *20.0%* | *20.0%* | | |

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

[1] *Includes equity method from our participation in operational companies like Jugos del Valle, IEQSA and Bebidas Refrescantes de Nogales.*

[2] *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)

| | September 30 2026 | December 31 2025 | Variation MM MXP | Variation % |
|---|---|---|---|---|
| **ASSETS** | | | | |
| Cash and cash equivalents | 28,646 | 28,573 | 73 | *0.3* |
| Accounts receivable; Net | 21,615 | 21,831 | -217 | *-1.0* |
| Inventories | 16,090 | 14,360 | 1,730 | *12.0* |
| Prepayments | 2,273 | 1,567 | 706 | *45.0* |
| **Total Current Assets** | **68,623** | **66,331** | 2,292 | *3.5* |
| Investments in shares and other investments | 14,241 | 14,031 | 210 | *1.5* |
| Property, plant and other equipment | 89,564 | 87,709 | 1,855 | *2.1* |
| Assets right of use | 1,919 | 1,945 | -27 | *-1.4* |
| Other non current assets | 126,082 | 124,466 | 1,615 | *1.3* |
| **Total Assets** | **300,429** | **294,483** | 5,946 | *2.0* |
| **LIABILITIES** | | | | |
| Short term bank loans | 23,055 | 23,135 | -80 | *-0.3* |
| Suppliers | 13,830 | 12,776 | 1,055 | *8.3* |
| Short term lease | 665 | 684 | -19 | *-2.8* |
| Accounts payable and taxes | 24,642 | 25,245 | -603 | *-2.4* |
| **Total Current Liabilities** | **62,192** | **61,840** | 352 | *0.6* |
| Bank Loans and long term liabilities | 38,661 | 39,206 | -545 | *-1.4* |
| Long term lease | 1,330 | 1,308 | 22 | *1.6* |
| Deferred income tax and others | 29,669 | 28,926 | 742 | *2.6* |
| **Total Liabilities** | **131,852** | **131,280** | 571 | *0.4* |
| **SHAREHOLDERS' EQUITY** | | | | |
| Non controlled participation | 34,074 | 33,267 | 808 | *2.4* |
| Capital Stock | 945 | 945 | 0 | *0.0* |
| Retained Earnings | 119,760 | 109,410 | 10,350 | *9.5* |
| Net Income | 13,798 | 19,580 | -5,783 | *-29.5* |
| **Total Shareholders' Equity** | **168,577** | **163,202** | 5,375 | *3.3* |
| **Total Liabilities and Shareholders' Equity** | **300,429** | **294,483** | 5,946 | *2.0* |

# Cash Flow Statement

(Millions of Mexican pesos)

| | September 30 | |
|---|---|---|
| | 2026 | 2025 |
| **Earnings Before Taxes** | **25,069** | **26,683** |
| Depreciation and amortization | 8,128 | 7,466 |
| Foreign exchange / Monetary position result | 215 | -222 |
| Accrued interests | 3,554 | 2,700 |
| Gain on sale and fixed assets impairment | 570 | 392 |
| **Operating cash flow before taxes** | **37,537** | **37,019** |
| Cashflow generated/used in the operation | -9,120 | -8,498 |
| **Operating cashflow after working capital** | **28,417** | **28,521** |
| Investment Activities: | | |
| Capital Expenditures and Investments (Net) | -7,719 | -18,989 |
| Financing Activities: | | |
| Dividends paid | -14,517 | -16,574 |
| Share repurchase program | 13 | -59 |
| Debt financing (amortization) | -932 | 17,748 |
| Paid interests | -4,663 | -4,151 |
| Other | -793 | -666 |
| Net cash flow from financing activities | -20,892 | -3,702 |
| **Net increase of cash and equivalents** | **-193** | **5,831** |
| Change in Cash | 266 | -3,027 |
| **Initial cash and equivalents balance** | **28,573** | **29,545** |
| **Final cash and equivalents balance** | **28,646** | **32,348** |

# Additional Financial Information

## Information by Segments 3Q26

| | Beverage Segments | | | | | Other | | |
|---|---|---|---|---|---|---|---|---|
| | Mexico | USA | Peru | Argentina | Ecuador | Business[1] | Eliminations | Total |
| **Volume by Segment** | **369.0** | **117.7** | **92.2** | **30.4** | **42.9** | | | **652.3** |
| **Sales by Segment** | **29,391** | **21,295** | **5,678** | **2,702** | **3,052** | **5,378** | **-883** | **66,613** |
| *Intersegment Sales* | -452 | -92 | -134 | 0 | 0 | -205 | 883 | 0 |
| **Net Sales from intersegments** | **28,938** | **21,203** | **5,544** | **2,702** | **3,052** | **5,174** | **0** | **66,613** |
| *Operating Income* | 6,307 | 3,132 | 739 | 12 | 278 | 285 | 0 | 10,754 |
| **EBITDA** | **7,422** | **3,627** | **1,098** | **259** | **563** | **655** | **0** | **13,625** |
| EBITDA / Net Sales | *25.6%* | *17.1%* | *19.8%* | *9.6%* | *18.4%* | *12.7%* | *0.0%* | *20.5%* |
| *Non Recurring Expenses* | 13 | 9 | 48 | 14 | 11 | 2 | 0 | 97 |
| *Depreciation and amortization* | 1,102 | 486 | 311 | 234 | 274 | 368 | 0 | 2,774 |
| *Financial Income and Expenses* | -1,524 | 14 | 20 | -62 | -38 | 2 | 0 | -1,586 |
| *Share of net income of associates* | -50 | 0 | 0 | 0 | 0 | 0 | 0 | -50 |
| *Earnings Before Taxes* | 4,733 | 3,147 | 760 | -50 | 240 | 287 | 0 | 9,117 |
| **Total Assets** | **118,630** | **107,109** | **42,092** | **13,393** | **21,443** | **26,185** | **-28,423** | **300,429** |
| *Investment in associates companies* | 13,318 | 808 | 0 | 116 | 0 | 0 | 0 | 14,241 |
| *Total Liabilities* | 190,262 | 35,321 | 10,283 | 2,098 | 6,427 | 10,478 | -123,017 | 131,852 |
| *CAPEX* | 3,677 | 2,395 | 1,005 | 351 | 546 | 367 | 0 | 8,342 |

[1] *Others includes Food & Snacks Division, Vending and other subsidiaries not related to Beverage segments.*

## Information by Segments Jan-Sep'26

| | Beverage Segments | | | | | Other | | |
|---|---|---|---|---|---|---|---|---|
| | Mexico | USA | Peru | Argentina | Ecuador | Business[1] | Eliminations | Total |
| **Volume by Segment** | **1,021.9** | **331.2** | **272.6** | **89.1** | **123.5** | | | **1,838.3** |
| **Sales by Segment** | **80,957** | **60,819** | **16,566** | **6,987** | **8,762** | **15,330** | **-2,191** | **187,229** |
| *Intersegment Sales* | -1,169 | -255 | -240 | 0 | -8 | -519 | 2,191 | 0 |
| **Net Sales from intersegments** | **79,787** | **60,563** | **16,326** | **6,987** | **8,755** | **14,811** | **0** | **187,229** |
| *Operating Income* | 16,088 | 8,886 | 2,597 | -122 | 715 | 789 | 0 | 28,953 |
| **EBITDA** | **19,457** | **10,388** | **3,562** | **564** | **1,548** | **1,869** | **0** | **37,388** |
| EBITDA / Net Sales | *24.4%* | *17.2%* | *21.8%* | *8.1%* | *17.7%* | *12.6%* | *0.0%* | *20.0%* |
| *Non Recurring Expenses* | 148 | 50 | 59 | 18 | 12 | 20 | 0 | 307 |
| *Depreciation and amortization* | 3,220 | 1,452 | 906 | 668 | 821 | 1,061 | 0 | 8,128 |
| *Financial Income and Expenses* | -3,470 | 8 | 31 | -187 | -141 | -10 | 0 | -3,769 |
| *Share of net income of associates* | -114 | 0 | 0 | 0 | 0 | 0 | 0 | -114 |
| *Earnings Before Taxes* | 12,504 | 8,894 | 2,627 | -309 | 574 | 778 | 0 | 25,069 |
| **Total Assets** | **118,630** | **107,109** | **42,092** | **13,393** | **21,443** | **26,185** | **-28,423** | **300,429** |
| *Investment in associates companies* | 13,318 | 808 | 0 | 116 | 0 | 0 | 0 | 14,241 |
| *Total Liabilities* | 190,262 | 35,321 | 10,283 | 2,098 | 6,427 | 10,478 | -123,017 | 131,852 |
| *CAPEX* | 3,677 | 2,395 | 1,005 | 351 | 546 | 367 | 0 | 8,342 |

[1] *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** | 4,090 | 18,965 | 3,090 | 12,685 | 0 | 13,606 | 6,233 | 3,048 | 61,717 |
| % of Total | 6.6% | 30.7% | 5.0% | 20.6% | 0.0% | 22.0% | 10.1% | 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

| | 3Q26 | 3Q25 | YoY | Jan-Sep'26 | Jan-Sep'25 | YoY |
|---|---|---|---|---|---|---|
| USD | 17.40 | 18.68 | -6.9% | 17.48 | 19.55 | -10.6% |
| PEN | 5.13 | 5.28 | -2.8% | 5.13 | 5.39 | -4.9% |
| ARS | 0.01 | 0.01 | -14.5% | 0.01 | 0.02 | -27.1% |

## End of period exchange rate

| | 3Q26 | 2Q26 | 3Q25 |
|---|---|---|---|
| USD | 18.07 | 17.51 | 18.35 |
| PEN | 5.27 | 5.13 | 5.29 |
| ARS | 0.01 | 0.01 | 0.01 |