



EARNINGS RELEASE

EBITDA GREW 11.0% AND REVENUE INCREASED 13.8% IN 1Q22

Monterrey, Mexico, April 29, 2022 – 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 first quarter of 2022 (“1Q22”).

Table 1: Financial Highlights

DATA IN MILLIONS OF MEXICAN PESOS			
	1Q22	1Q21	Variation %
Total Beverage Volume (MUC)	541.6	514.1	5.4
Net Sales	46,065	40,475	13.8
EBITDA	8,527	7,681	11.0
Net Income	3,094	2,585	19.7

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

1Q22 HIGHLIGHTS

- Net Sales increased 13.8% when compared to 1Q21, to Ps. 46,065 million.
- EBITDA reached Ps. 8,527 million for an increase of 11.0% and a margin of 18.5%.
- Net Income rose 19.7% to Ps. 3,094 million, for a margin of 6.7%.

COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

“The deployment of our solid execution at the point of sale, efficient price-pack initiatives, and the operating discipline that sets us apart, enabled us to capitalize on the favorable consumer climate and economic reactivation, with volume growth in all the markets we serve, as well as increases in revenues and EBITDA of 13.8% and 11%, respectively. These results partially offset the effects of high volatility in the price of our key inputs”, explained Arturo Gutiérrez, Chief Executive Officer of Arca Continental.

As we look ahead in 2022, we will remain focused on maintaining the growth momentum in sales through the use of innovative and sustainable commercial strategies that meet the needs of our customers and consumers, in order to continue delivering solid financial and operating results that exceed the expectations of our shareholders”, he added.

CONSOLIDATED RESULTS

The figures presented in this report were prepared in accordance with International Financial Reporting Standards ("IFRS").

TABLE 2: CONSOLIDATED DATA

	1Q22	1Q21	Variation %
Volume by category (MUC)			
Colas	273.7	264.5	3.4
Flavors	105.9	97.7	8.4
Sparkling Total Volume	379.6	362.3	4.8
Water*	59.2	54.5	8.5
Still Beverages**	49.4	43.5	13.5
Volume excluding Jug	488.2	460.3	6.1
Jug	53.3	53.7	-0.7
Total Volume	541.6	514.1	5.4
Income Statement (MM MXP)			
Net Sales***	46,065	40,475	13.8
EBITDA	8,527	7,681	11.0
EBITDA Margin	18.5%	19.0%	-50 bp

* Includes all single-serve presentations of purified, flavored, and mineral water.

** Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages

*** Net Sales not including Revenues outside the territory (OT) in USA

FINANCIAL ANALYSIS

INCOME STATEMENT

- Net sales for 1Q22 reached Ps. 46,065 million, an increase of 13.8% compared to 1Q21, due to strong volumes and the deployment of an effective price-pack strategy.
- Sales volume in 1Q22 grew 6.1%, excluding jug water, mainly from growth in the stills and personal water categories, up 13.5% and 8.5%, respectively.
- Cost of sales increased 15.4% as a result of the increase in raw materials, specifically PET.



- Consolidated gross profit increased 12.0% to Ps. 20,608 million, representing a gross margin of 44.7%, 80 basis points lower than last year.
- Selling and administrative expenses rose 9.8%, from Ps. 13,222 million to Ps. 14,512 million in 1Q22; this line item continues to reflect our operating discipline to align expenses to sales performance.
- In 1Q22, consolidated operating income grew 19.5%, reaching Ps. 6,282 million for an operating margin of 13.6% which was 60 basis points higher than last year. Non-recurring expenses in 1Q22 decreased 91.7%, mainly due to distribution restructuring projects that were carried out during the 1Q21.
- Consolidated EBITDA for 1Q22 increased from Ps. 7,681 million to Ps. 8,527 million, 11.0% above the same period last year, for an EBITDA margin of 18.5%, 50 basis points lower than 1Q21.
- Integral cost of financing for 1Q22 was Ps. 920 million, stemming from a lower exchange rate gain versus last year.
- In 1Q22, income tax reached Ps. 1,638 million, 14.2% higher than 1Q21, at an effective rate of 30.1%.
- Arca Continental reported net income of Ps. 3,094 million for 1Q22, 19.7% above 1Q21, reflecting a margin of 6.7%, for an increase of 30 basis points.

BALANCE SHEET & CASH FLOW STATEMENT

- As of March 31, 2022, the cash balance was Ps. 34,981 million and total debt was Ps. 50,234 million, for a net debt position of Ps. 15,253 million. Net Debt/EBITDA ratio was 0.4x.
- Net operating cash flow reached Ps. 6,936 million as of March 31, 2022.
- CAPEX for the period totaled Ps. 1,594 million, mainly allocated towards returnable bottles, coolers and commercial and execution capabilities at the point of sale. In addition, investments were made in the automation and digitalization of processes across the value chain and the modernization of IT systems.

Mexico

Arca Continental reports its information for three regions: Mexico, United States and South America, (which includes Peru, Argentina and Ecuador). Each region includes results for both beverage and complementary businesses.

TABLE 3: MEXICO DATA

	1Q22	1Q21	Variation %
Volume by Category (MUC)			
Colas	159.3	157.4	1.2
Flavors	28.4	28.2	0.9
Sparkling Total Volume	187.7	185.6	1.2
Water*	27.5	24.3	13.1
Still Beverages**	18.5	16.1	15.3
Volume excluding jug	233.8	226.0	3.5
Jug	51.1	51.3	-0.4
Total Volume	284.9	277.3	2.7
Mix (%)			
Returnable	30.8	33.1	-2.3
Non Returnable	69.2	66.9	2.3
Multi-serve	56.7	59.2	-2.4
Single-serve	43.3	40.8	2.4
Income Statement (MM MXP)			
Net Sales	18,279	16,561	10.4
EBITDA	3,969	3,845	3.2
EBITDA Margin	21.7%	23.2%	-150 bp

* Includes all single-serve presentations of purified, flavored, and mineral water.

** Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages

OPERATING RESULTS FOR MEXICO

- In 1Q22, net sales for Mexico reached Ps. 18,279 million, an increase of 10.4% compared to 1Q21.
- Sales volume grew 3.5% in the quarter to 233.8 MUC (excluding jug water). Average price per unit case, excluding jug, increased 6.7% to Ps. 72.87, resulting from a price increase carried out in 4Q21 and a positive impact from the sales mix of packages.
- During 1Q22, EBITDA for Mexico rose 3.2% to Ps. 3,969 million, representing a margin of 21.7%, 150 basis points lower than 1Q21.



- Single-serve packaging sales increased 2.4% in the quarter driven by the growth of the on-premise, convenience store, supermarket and entertainment channels, mainly in the 600ml, 1L and 250ml one-way packages. These product formats represented over 75% of the growth.
- The still beverage category posted the highest growth in 1Q22, primarily from growth in Powerade with 21% and Fuze Tea with 43%, resulting from increasing coverage in the traditional channel and innovating new flavors and packages, such as Powerade Fit and Fuze Tea Apple-Cinnamon.
- In 1Q22, we launched a new personal package of 250ml non-returnable PET for sparkling beverage category with the slogan “*Amigos del Bolsillo*” (or “Wallet Friendly”). This new presentation provides affordability and allow us to attract new consumers and capture additional market share in the traditional and modern trade channels.
- The on-premise channel grew 20.5% in 1Q22, capitalizing on its recovery and stemming from the activation of new customers, exclusive promotions, virtual training and incentive program for our sales force.
- We continued to expand the capabilities of our AC Digital platform, accumulating more than 116 thousand active customers, an increase of 6% when compared to the previous quarter. As of March, over 13% of total orders were taken through this platform.
- The new formula of Coca-Cola Sin Azúcar continued posting positive results with 16.1% growth and increased coverage to reach 85.6%
- Bokados in Mexico posted double-digit growth in both sales and EBITDA, resulting from price increases and a continuous savings plan. The modern trade channel posted the highest growth due to the implementation of savings strategies and an optimum handling of discounts.



United States

The U.S. includes the beverage businesses of CCSWB and the snacks businesses of Wise and Deep River.

TABLE 4: UNITED STATES DATA

	1Q22	1Q21	Variation %
Volume by Category (MUC)			
Colas	47.1	47.6	-1.0
Flavors	27.2	25.8	5.5
Sparkling Total Volume	74.4	73.4	1.3
Water*	11.5	12.3	-7.0
Still Beverages**	15.5	14.7	5.6
Total Volume	101.3	100.4	0.9
Mix (%)			
Multi-serve	68.0	69.3	-1.3
Single-serve	32.0	30.7	1.3
Income Statement (MM MXP)			
Net Sales***	17,429	15,161	15.0
EBITDA	2,316	2,000	15.8
EBITDA Margin	13.3%	13.2%	10 bp

* Includes all single-serve presentations of purified, flavored, and mineral water.

** Includes teas, isotonic, energy drinks, juices, nectars, and fruit beverages.

*** Net Sales not including Revenues outside the territory (OT) in USA

OPERATING RESULTS FOR THE U.S.

- Net sales for the U.S. increased 15.0% to Ps. 17,429 million during 1Q22, mainly due to our price-pack strategy. Sales volume grew 0.9% to 101.3 MUC, driven by growth in the stills and flavors categories, both up 5.6% year over year.
- EBITDA for the U.S. reached Ps. 2,316 million in 1Q21, an increase of 15.8% and representing an EBITDA margin of 13.3%, for a 10-basis point expansion when compared to 1Q21.
- Net price rose 13.6% in the first quarter, with a true rate increase of 10.4% driven by the off-cycle price increase carried out last year and a positive mix impact of 3.2%.
- Volume growth this quarter was driven mainly by the recovery of the on-premise channel and large stores, which increased 13% and 1.1%, respectively. The growth stemmed from strong demand and execution initiatives at the point of sale that stimulated volume growth of more profitable packages.
- The sparkling beverage category grew 1.3% in 1Q22 mainly driven by 5.5% growth in the flavors category and the positive trend experienced in brands Sprite Zero and Fresca, which grew by double-digits.
- During the first quarter, the single-serve presentations rose 1.3% as the on-premise channel continued to recover and consumers began to resume pre-pandemic activities.



- In the first quarter of the year, we completed the first development phase of a demand forecasting tool based on consumption patterns, aimed at applying Artificial Intelligence capabilities that improve our abilities to better forecast and fulfill demand.
- Our e-commerce strategy remains strong thanks to myCoke e-commerce platform. As of 1Q22, we have over 16,000 active customers in the on-premise and convenience store channels, representing an increase of 50.7% over last year. Sales through myCoke represented 11.4% of total sales.
- In 1Q22, we launched a limited edition of Coca-Cola Starlight, aimed at attracting new, younger consumers using innovative packaging and new attractive flavors; we launched it in 20oz and mini cans, with coverage reaching 72.8% in large stores and 73.8% in convenience stores.
- Wise, our snacks business in the U.S., registered double-digit sales growth driven by an increase in prices and a positive volume performance. To offset the increase in raw material prices, we continued implementing savings plans that included the optimization of freight costs and better management of discounts and promotions. We also carried out a product rationalization process and brand portfolio optimization.

South America

South America includes beverage operations in Peru, Argentina, Ecuador and the Inalecsa snacks business.

TABLE 4: SOUTH AMERICA DATA

	1Q22	1Q21	Variation %
Volume by Category (MUC)			
Colas	67.3	59.6	12.9
Flavors	50.3	43.7	15.0
Sparkling Total Volume	117.5	103.3	13.8
Water*	20.2	17.9	12.9
Still Beverages**	15.4	12.8	20.4
Volume excluding jug	153.1	134.0	14.3
Jug	2.2	2.4	-7.7
Total Volume	155.3	136.4	13.9
Mix (%)			
Returnable	30.5	31.8	-1.3
Non Returnable	69.5	68.2	1.3
Multi-serve	69.8	72.2	-2.5
Single-serve	30.2	27.8	2.5
Income Statement (MM MXP)			
Net Sales	10,357	8,752	18.3
EBITDA	2,243	1,836	22.1
EBITDA Margin	21.7%	21.0%	70 bp

* Includes all single-serve presentations of purified, flavored, and mineral water.

** Includes teas, isotonic, energy drinks, juices, nectars, fruit, and alcoholic beverages

OPERATING RESULTS FOR SOUTH AMERICA

- The South America division registered net sales growth of 18.3%, to Ps. 10,357 million in 1Q22. This was largely driven by the increase in volume in all three operations and price increases mainly in Peru and Argentina.
- Total sales volume for South America reached 155.3 MUC, an increase of 13.9% compared to 1Q21, driven mainly by a 19.2% increase in the still beverage category and 13.8% in sparkling beverages.



- In 1Q22, EBITDA for South America rose 22.1% to Ps. 2,243 million reflecting a margin of 21.7%, for an expansion of 70 basis points versus 1Q21.

Peru

- In 1Q22 sales volume increased 12.5%, stemming from growth in the sparkling and stills categories, up 14.8% and 9.9%, respectively, driven by a comprehensive commercial and marketing strategy.
- Average price rose 5.7% in the first quarter from the combination of a 4.0% true rate increase from price adjustments and a positive mix effect of 1.7%.
- The sparkling category grew 14.8% in the first quarter, from the recovery mainly in personal packages. This growth resulted from launches of Inca Kola Power 410ml and Fanta Piña 50ml, multi-serve packages in the modern trade channel and supported by the easing of mobility restrictions following the pandemic.
- Multi-serve returnable packages posted the best performance, supported by a strategy of offering greater affordability to the consumer. Value share rose 1.1 percentage points, reaching 73.5%, which is the highest result in the last 13 months.
- We continued accelerating our digital transformation through AC Digital, reaching 65 thousand ordering customers per month. In addition, the AC Móvil (“AC Mobile”) and Pedido Sugerido (“Suggested Order”) tools help our sales force manage orders more efficiently and evaluate their performance in an automatized way.

Ecuador

- In Ecuador, during 1Q22, sales volume rose 4.4%, mainly from growth in stills and personal water categories of 24.6% and 9.3%, respectively.
- The stills category reported the highest growth mainly driven by the traditional channel; the isotonic and tea categories posted the largest growth rates of 2.0% and 36.8%, respectively.
- The mix of single-serve packages posted a solid performance with an increase of 3.2 percentage points due to the recovery of the on-premise channel and the deployment of commercial strategies to increase sales volume of these formats.
- Growth was driven by the on-premise and traditional channels with increases of 14.4% and 2.7%, respectively. These results are attributed to the new service models, as well as effective management of client reactivations.
- Inalecsa registered high single-digit sales growth and double-digit EBITDA growth due to strong volumes and price adjustments carried out during the quarter. We protected profitability with a plan for optimizing expenses that helped offset the increase in raw material prices.
- In the first quarter, net sales for Tonicorp grew by a high single-digit as a result of improved volumes and a strategy focusing on high value-added products. We gained market share mainly in the flavored milk category.



Argentina

- In 1Q22, sales volume grew 27.7%, stemming from growth in all categories and channels, namely the on-premise and modern trade with 50.8% and 47.9% volume increases, respectively.
- The sparkling category rose 25.3%, led by brands Coca-Cola, Fanta and Sprite which were boosted by the strategic expansion of affordable packages in multi-serve returnable and one-way formats.
- During the quarter we innovated flavors of Fanta “Pomelo” (grapefruit) and “Manzana” (apple) in the sparkling category, which helped us capture more customers and additional volume that led to double-digit volume growth in this category.

ESG

- In Mexico, Arca Continental, in an alliance with Fundación Coca-Cola and World Wildlife Fund, signed an agreement to develop sustainable aquifers using nature-based solutions that will help increase the availability of water in the state of Chihuahua.
- We reinforced our commitment to reduce the use of resin in plastic packaging, becoming the first bottler in North America to lightweight our 12-ounce PET presentation from 22 to 14 grams, by using state-of-the-art technology that incorporates an ultra-thin protective layer of glass in the insides of these bottles.
- In Ecuador, we closed the program “*Agua por el Futuro*” (or “Water for the Future”) in the Carmen de Jadán de Ecuador community, where we carried out activities to protect 14 water sources and restore 49 hectares.
- Through the initiative “Programa DAR”, we trained over 2,000 people in inclusive recycling best practices, setting up four new collection centers in the cities of Quito and Guayaquil and carrying out three programs to recover waste. As a result of this project, we were able to recover more than 2,000 tons of waste, 45% of which was PET.
- During 1Q22, we launched the campaign “*El Amor Multiplica*” (or “Love Multiplies”), a project in which we develop initiatives under four categories: fostering female talent, community wellness, protection of water and a culture of recycling. Through this initiative, we have supported more than 400 thousand women and entrepreneurs with training programs, thus generating over 100 thousand new jobs.
- In Argentina, we donated 20,000 liters of water to firefighter and volunteers that worked to put out the forest fire that covered nearly 10% of the total area of the Corrientes.

RECENT EVENTS

- On March 31, 2022, ratings agency Standard & Poor’s ratified the credit ratings of AC and AC Bebidas at “mxAAA” with stable outlook, the highest rating in Mexico.
- On April 1, 2022, Arca Continental announced that in 2022 it planned to invest more than Ps. 12,000 million, allocated towards strengthening and innovating production, distribution, and execution capabilities, as well as digitalization and sustainability projects. Of the total investment amount, approximately 50% will go to initiatives aimed at strengthening operations in Mexico, and the other 50% to various projects in the U.S. and South America.



- On April 1, 2022, Arca Continental's Annual Shareholders' Meeting approved a cash dividend of Ps. 3.18 per share, in a single payment beginning April 19, 2022, equivalent to a total of Ps. 5,610 million, representing a payout ratio of 46%.
- At the Annual Shareholders' Meeting held on April 1, 2022, the cancellation of 19,976,442 shares, representing 1.1% of total shares outstanding was approved. These shares were acquired through the company's share repurchase fund.

CONFERENCE CALL INFORMATION

Arca Continental will host a conference call to discuss these results on April 29, 2022 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 or via telephone using the following numbers:

To participate, please dial:
+1-800-225-9448 (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 95 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 123 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.



Arca Continental, S.A.B. de C.V. and Subsidiaries

Consolidated Income Statement

(millions of Mexican pesos)

	1Q22	1Q21	Variation	
			MM MXP	%
Net Sales	46,065	40,475	5,590	13.8
Cost of Sales	25,456	22,068	3,389	15.4
Gross Profit	20,608	18,407	2,201	12.0
	44.7%	45.5%		
Selling Expenses	12,275	10,997	1,278	11.6
Administrative Expenses	2,237	2,225	12	0.5
Total Costs	14,512	13,222	1,290	9.8
	31.5%	32.7%		
Non Recurring Expenses	14	164	-150	-91.7
Operating Income before other income	6,082	5,020	1,062	21.1
Other Income (Expenses) ^{1,2}	200	239	-39	-16.2
Operating Income	6,282	5,259	1,023	19.5
	13.6%	13.0%		
Interest Expense Net	-667	-720	54	-7.4
Exchange Gain (Loss)	-91	198	-289	-145.7
Monetary position result	-163	-62	-102	
Comprehensive Financial Results	-920	-583	-337	57.8
Share of net income of associates ³	80	-13	93	-699.8
Earnings Before Taxes	5,442	4,662	779	16.7
Profit Taxes	-1,638	-1,434	-204	14.2
Non-controlling interest	-710	-643	-67	10.4
Net Profit	3,094	2,585	509	19.7
	6.7%	6.4%		
Depreciation and amortization	2,232	2,258	-26	-1.2
EBITDA	8,527	7,681	846	11.0
EBITDA / Net Sales	18.5%	19.0%		

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

³ Includes net effect from Revenues outside the territory (OT) in USA

³ Includes equity method from our participation in non-operational companies like PIASA, PetStar, Beta San Miguel, among others



Arca Continental, S.A.B. de C.V. and Subsidiaries

Consolidated Balance Sheet

(millions of Mexican pesos)

	March 31	December 31	Variation	
	2022	2021	MM MXP	%
ASSETS				
Cash and cash equivalents	34,981	32,117	2,864	8.9
Accounts receivable; Net	14,964	15,089	-125	-0.8
Inventories	10,562	9,640	923	9.6
Prepayments	881	586	295	50.4
Total Current Assets	61,388	57,432	3,957	6.9
Investments in shares and other investments	8,673	8,614	59	0.7
Property, plant and other equipment	68,086	68,790	-704	-1.0
Assets right of use	1,106	1,083	23	2.1
Other non current assets	121,038	122,108	-1,070	-0.9
Total Assets	260,292	258,027	2,265	0.9
LIABILITIES				
Short term bank loans	8,953	7,547	1,406	18.6
Suppliers	11,958	12,330	-372	-3.0
Short term lease	401	407	-6	-1.4
Accounts payable and taxes	19,393	18,593	800	4.3
Total Current Liabilities	40,705	38,876	1,829	4.7
Bank Loans and long term liabilities	41,281	43,527	-2,246	-5.2
Long term lease	775	745	29	3.9
Deferred income tax and others	25,075	24,742	333	1.3
Total Liabilities	107,835	107,890	-55	-0.1
SHAREHOLDER'S EQUITY				
Non controlled participation	30,197	29,760	437	1.5
Capital Stock	982	982	-0	0.0
Retained Earnings	118,183	107,113	11,071	10.3
Net Profit	3,094	12,282	-9,188	-74.8
Total Shareholders' Equity	152,456	150,137	2,319	1.5
Total Liabilities and Shareholders' Equity	260,292	258,027	2,265	0.9



Arca Continental, S.A.B. de C.V. and Subsidiaries

Cash Flow Statement

(millions of Mexican pesos)

	as of March 31	
	2022	2021
Earnings Before Taxes	5,442	4,662
Depreciation and amortization	2,232	2,258
Foreign exchange / Monetary position result	254	-137
Accrued interests	667	720
Gain on sale and fixed assets impairment	46	148
Operating cash flow before taxes	8,639	7,652
Cashflow generated/used in the operation	-1,703	-1,663
Operating cashflow after working capital	6,936	5,989
Investment Activities:		
Capital Expenditures and Investments (Net)	-1,417	-2,114
Financing Activities:		
Share repurchase program	-428	194
Debt amortization	-363	4,346
Paid interests	-952	-934
Other	-154	-143
Net cash flow	-1,897	3,463
Net increase of cash and equivalents	3,623	7,338
Change in Cash	-759	756
Initial cash and equivalents balance	32,117	27,336
Final cash and equivalents balance	34,981	35,430



Additional Financial Information

Information by Segments 1Q22

	Beverage Segments					Other		Total
	Mexico	USA	Peru	Argentina	Ecuador	Business*	Eliminations	
Volume by Segment	284.9	101.3	81.5	38.7	35.1			541.6
Sales by Segment	17,304	16,249	4,430	2,607	2,911	2,963	-399	46,065
Intersegment Sales	-236	0	-23	0	-1	-138	399	0
Net Sales from intersegments	17,068	16,249	4,407	2,607	2,909	2,825	0	46,065
Operating Income	3,138	1,758	836	384	246	-80	0	6,282
EBITDA	3,886	2,354	1,124	550	503	110	0	8,527
EBITDA / Net Sales	22.8%	14.5%	25.5%	21.1%	17.3%	3.9%	0.0%	18.5%
Non Recurring Expenses	0	3	6	0	3	3	0	14
Depreciation and amortization	748	594	282	165	255	187	0	2,232
Financial Income	485	7	-147	-21	13	39	0	376
Financial Expenses	1,189	177	-195	46	32	46	0	1,296
Share of net income of associates	80	0	0	0	0	0	0	80
Earnings Before Taxes	2,553	1,547	884	318	227	-88	0	5,442
Total Assets	77,750	106,544	40,971	10,923	21,289	12,844	-10,030	260,292
Investment in associates companies	7,605	629	0	438	0	0	0	8,673
Total Liabilities	47,687	40,849	13,843	1,726	5,637	3,982	-5,889	107,835
CAPEX	1,068	158	148	93	38	89	0	1,594

*Others includes Food & Snacks Division, Vending and other subsidiarias not related to Beverage segments

Information by Segments 1Q21

	Beverage Segments					Other		Total
	Mexico	USA	Peru	Argentina	Ecuador	Business*	Eliminations	
Volume by Segment	277.3	100.4	72.4	30.3	33.6	0.0	0.0	514.1
Sales by Segment	15,705	14,174	4,031	1,645	2,775	2,502	-359	40,475
Intersegment Sales	-222	0	-25	0	-2	-110	359	-0
Net Sales from intersegments	15,484	14,174	4,006	1,645	2,774	2,392	0	40,475
Operating Income	3,001	1,339	675	159	241	-158	0	5,259
EBITDA	3,798	2,041	983	297	512	49	0	7,681
EBITDA / Net Sales	24.5%	14.4%	24.5%	18.1%	18.5%	2.1%	0.0%	19.0%
Non Recurring Expenses	54	84	1	5	19	2	0	164
Depreciation and amortization	743	618	307	134	252	205	0	2,258
Financial Income	672	7	430	-5	20	14	0	1,138
Financial Expenses	868	175	589	31	38	20	0	1,721
Share of net income of associates	-13	0	0	0	0	0	0	-13
Earnings Before Taxes	2,792	1,171	517	123	223	-163	0	4,662
Total Assets	78,952	106,837	41,091	8,442	23,253	12,270	-11,719	259,126
Investment in associated companies	7,358	614	0	360	0	0	0	8,331
Total Liabilities	51,790	38,131	14,088	1,215	5,892	2,980	-8,025	106,071
CAPEX	526	116	120	70	83	52	0	967

*Others includes Food & Snacks Division, Vending and other subsidiarias not related to Beverage segments



Total Debt AC

	2022	2023	2024	2025	2026	2027	2028	2029	...	2032	Total
Debt Maturity Profile	7,123	5,893	5,281	4,223	2,538	6,328	3,000	7,924		7,924	50,234
% of Total	14.2%	11.7%	10.5%	8.4%	5.1%	12.6%	6.0%	15.8%		15.8%	100.0%

Credit Rating	Local	Global	Outlook
Fitch	AAA(mex)	A	Stable
Moody's	Aaa.mx	A2	Negative
S&P	mxAAA	-	Stable

Average exchange rate

	1Q22	1Q21	YoY
MXN	20.50	20.46	0.2%
PEN	5.38	5.59	-3.7%
ARS	0.19	0.23	-17.0%

End of period exchange rate

	1Q22	4Q21	1Q21
MXN	19.86	20.52	20.60
PEN	5.38	5.15	5.48
ARS	0.18	0.20	0.22

Note: The information in these tables is available for download in MS Excel format at the following link:
<http://www.arcacontal.com/investors/financial-reports.aspx>

