



EARNINGS RELEASE

EBITDA GREW 11.0% AND REVENUE INCREASED 16.5% IN 2Q22

Monterrey, Mexico, July 22, 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 second quarter and first half of 2022 (“2Q22” and “6M22”).

Table 1: Financial Highlights

DATA IN MILLIONS OF MEXICAN PESOS						
	2Q22	2Q21	Variation %	Jan-Jun'22	Jan-Jun'21	Variation %
Total Beverage Volume (MUC)	616.4	577.8	6.7	1,158.0	1,091.8	6.1
Net Sales	53,363	45,808	16.5	99,428	86,282	15.2
EBITDA	10,436	9,399	11.0	18,963	17,081	11.0
Net Income	4,222	3,130	34.9	7,316	5,715	28.0

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

2Q22 HIGHLIGHTS

- Net Sales reached Ps. 53,363 million, 16.5% higher than 2Q21.
- EBITDA was Ps. 10,436 million for a margin of 19.6%, up 11% versus 2Q21.
- Net Income totaled Ps. 4,222 million, up 34.9% for a margin of 7.9%.

6M22 HIGHLIGHTS

- Net Sales reached Ps. 99,428 million, representing an increase of 15.2% versus 6M21.
- EBITDA totaled Ps. 18,963 million for a margin of 19.1%, 11% higher than 6M21.
- Net Income increased 28% to Ps. 7,316 million for a margin of 7.4%.

COMMENTS FROM THE CHIEF EXECUTIVE OFFICER

“By continuously improving the implementation of our commercial model, and with a clear focus on digital initiatives to enhance customer service at the point of sale, we grew net sales by 16.5% and net profit 34.9% in the quarter, reflecting the operating and financial discipline that we are known for, and the firm commitment of our associates in the face of a challenging environment,” said Arturo Gutiérrez, CEO of Arca Continental.

“In the second half of 2022, we will keep deploying innovative strategies in the marketplace to meet the needs of customers and consumers, as well as actions to support our communities, against the backdrop of high inflation and disruptions in the supply chain”, he added.

CONSOLIDATED RESULTS

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

TABLE 2: CONSOLIDATED DATA

	2Q22	2Q21	Variation %	Jan-Jun'22	Jan-Jun'21	Variation %
Volume by category (MUC)						
Colas	319.1	300.1	6.3	592.8	564.6	5.0
Flavors	111.8	103.8	7.7	217.8	201.5	8.1
Sparkling Total Volume	430.9	403.9	6.7	810.6	766.1	5.8
Water*	66.7	61.6	8.3	125.9	116.1	8.4
Still Beverages**	53.5	50.6	5.8	102.8	94.1	9.2
Volume excluding Jug	551.0	516.0	6.8	1,039.3	976.3	6.4
Jug	65.3	61.8	5.7	118.7	115.5	2.7
Total Volume	616.4	577.8	6.7	1,158.0	1,091.9	6.1
Income Statement (MM MXP)						
Net Sales***	53,363	45,808	16.5	99,428	86,282	15.2
EBITDA	10,436	9,399	11.0	18,963	17,081	11.0
EBITDA Margin	19.6%	20.5%	-90 bp	19.1%	19.8%	-70 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 2Q22 increased 16.5% to Ps. 53,363 million compared to 2Q21, mainly boosted by sales growth in Mexico and the U.S. In the first half of 2022, this figure reached Ps. 99,428 million, an increase of 15.2% compared to the previous year.
- Sales volume maintained its positive trend in 2Q22 posting an increase of 6.8%, excluding jug water, driven by increases of 8.3% and 6.7% in the water and sparkling categories, respectively.
- In 2Q22, cost of sales rose 18.9% as a result of the increase in raw material prices, notably PET, among others.



- Consolidated gross profit increased to Ps. 23,663 million, up 13.6% versus 2Q21 and reflecting a gross margin of 44.3%. In the first half of 2022, gross profit reached Ps. 44,271 million for a margin of 44.5%, 100 basis points lower than in 2021.
- Selling and administrative expenses rose 13.4% to Ps. 15,696 million in 2Q22, maintaining our discipline in expense efficiency with a decrease in the ratio of expenses to sales of 120 basis points when compared to the previous year. In the first half of 2022, selling and administrative expenses reached Ps. 30,209 million, reflecting an increase of 11.6%, representing 30.4% in relation to sales, 100 basis points below 2021.
- In 2Q22, consolidated operating income reached Ps. 8,136 million, an increase of 16.5% versus 2Q21, for an operating margin of 15.2%, in line with 2Q21. In the first half of 2022, operating income rose 17.8% to Ps. 14,418 million for an operating margin of 14.5%, 30 basis points above 2021.
- Consolidated EBITDA for 2Q22 increased 11.0% to Ps. 10,436 million representing an EBITDA margin of 19.6%, down 90 basis points. For the first half of 2022, it reached Ps. 18,963 million, 11.0% higher than 2021 at a margin of 19.1%, which was 70 basis points below 2021.
- Comprehensive cost of financing for 2Q22 was a loss of Ps. 876 million, throughout the year, the Mexican peso has been recovering against the US dollar.
- In 2Q22, income tax reached Ps. 2,239 million, 29.0% higher than 2Q21, reflecting at an effective rate of 30.1%. For the first half of 2022, the effective rate was 30.1%, 60 basis points lower than in 2021.
- Arca Continental reported net income of Ps. 4,222 million for 2Q22, 34.9% above 2Q21, reflecting a margin of 7.9%. In the first half of 2022, net income totaled Ps. 7,316 million, resulting in a net margin of 7.4%.

BALANCE SHEET & CASH FLOW STATEMENT

- As of June 30, 2022, the cash balance was Ps. 30,234 million and total debt was Ps. 50,234 million, for a net debt position of Ps. 20,000 million. Net Debt/EBITDA ratio was 0.5x.
- Net operating cash flow reached Ps. 15,273 million as of June 30, 2022.
- CAPEX for the period totaled Ps. 3,470 million, mainly allocated towards the purchase of coolers and returnable packaging to offer consumers affordable product options.

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

	2Q22	2Q21	Variation %	Jan-Jun'22	Jan-Jun'21	Variation %
Volume by Category (MUC)						
Colas	202.6	192.5	5.2	361.9	349.9	3.4
Flavors	38.8	37.2	4.5	67.3	65.3	3.0
Sparkling Total Volume	241.4	229.7	5.1	429.3	415.2	3.4
Water*	36.4	34.0	7.0	63.9	58.4	9.5
Still Beverages**	20.9	20.2	3.2	39.3	36.3	8.2
Volume excluding jug	298.7	283.9	5.2	532.5	509.9	4.4
Jug	63.6	60.1	5.7	114.7	111.5	2.9
Total Volume	362.3	344.1	5.3	647.2	621.4	4.2
Mix (%)						
Returnable	29.4	32.2	-2.8	30.0	32.6	-2.6
Non Returnable	70.6	67.8	2.8	70.0	67.4	2.6
Multi-serve	55.8	57.0	-1.1	56.2	57.9	-1.7
Single-serve	44.2	43.0	1.1	43.8	42.1	1.7
Income Statement (MM MXP)						
Net Sales	23,860	20,723	15.1	42,139	37,284	13.0
EBITDA	5,795	5,451	6.3	9,764	9,296	5.0
EBITDA Margin	24.3%	26.3%	-200 bp	23.2%	24.9%	-170 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 2Q22, net sales for Mexico reached Ps. 23,860 million, an increase of 15.1% compared to 2Q21. For the first half of 2022 net sales increased 13.0% to Ps. 42,139 million.
- Sales volume grew 5.2% in the quarter to 298.7 MUC (excluding jug water) mainly driven by the water and sparkling categories which grew 7.0% and 5.1%, respectively. Average price per unit case, excluding jug, increased 8.1% to Ps. 74.17. In the first half of 2022, volume grew 4.4%, excluding jug.
- During 2Q22, EBITDA for Mexico rose 6.3% to Ps. 5,795 million, representing a margin of 24.3%, 200 basis points lower than 2Q21. In the first half of 2022, EBITDA reached Ps. 9,764 million, 5.0% higher than 6M21 at a margin of 23.2%.
- In June we registered a record month of sales volume, with over 100 MUCs for the first time in history, as a result of outstanding execution strategies at the point of sale.



- During the quarter, most channels returned to pre-pandemic volume levels, with the largest opportunity being the on-premise channel, where we implemented initiatives, such as exclusive promotions, combo presentations to boost the performance of brands, promotional material and product sampling.
- The mix of single serve packages posted an increase of 1.1 percentage points during the quarter as a result of the solid performance of launches carried out in the sparkling category: 250ml one-way and the universal bottle in 500ml.
- In 2Q22, AC Digital in Mexico reached more than 50% of the traditional channel customers, representing around 19% of the operation's total volume.
- We focused on improving our advanced analytics capabilities, specifically to optimize promotions. Approximately 6% of promotional spend was migrated towards more efficient discounts.
- During 2Q22, we launched the pilot of an initiative called "*Portafolio por Cliente*", or "Portfolio per Customer", which is the evolution of our strategy of "*Imperdonables*", or "Must-Have SKUs". The goal is to have a personalized portfolio every month based on the needs of each customer. Great preliminary results showed 2.2% growth in sales and 6.3% higher market share.
- The universal bottle strategic initiative continued delivering growth, as it expanded to new territories. The universal bottle now represents 9% of the sales volume mix within the portfolio of returnables, which is an increase of 5 percentage points compared to last year.
- Bokados, in Mexico, posted double-digit increases in sales and EBITDA as a result of segmented price adjustments and focus on increasing coverage in the traditional channel. The modern channel posted the highest sales growth as a result of improved promotional strategies.



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

	2Q22	2Q21	Variation %	Jan-Jun'22	Jan-Jun'21	Variation %
Volume by Category (MUC)						
Colas	53.7	52.3	2.8	100.8	99.8	1.0
Flavors	30.5	30.4	0.4	57.7	56.2	2.7
Sparkling Total Volume	84.2	82.6	1.9	158.5	156.0	1.6
Water*	14.4	14.0	2.6	25.9	26.4	-1.9
Still Beverages**	19.7	19.7	-0.3	35.2	34.4	2.2
Total Volume	118.2	116.4	1.6	219.6	216.8	1.3
Mix (%)						
Multi-serve	66.4	66.4	0.0	67.1	67.7	-0.6
Single-serve	33.6	33.6	0.0	32.9	32.3	0.6
Income Statement (MM MXP)						
Net Sales***	19,942	17,539	13.7	37,371	32,701	14.3
EBITDA	2,988	2,739	9.1	5,304	4,739	11.9
EBITDA Margin	15.0%	15.6%	- 60 bp	14.2%	14.5%	- 30 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. reached Ps. 19,942 million during 2Q22, an increase of 13.7% when compared to 2Q21, driven by our price/pack strategy and a 1.6% increase in sales volume. For the first half of 2022, sales volume increased 1.3% to 219.6 MUCs, mainly due to the flavors and still categories growing 2.2% and 2.7%, respectively.
- Net price rose 12.0% in the second quarter, with a true rate increase of 11.7% and a positive mix impact of 0.3%. The true rate was the result of segmented price increases carried out at the end of 2021 and the beginning of 2022; as well as the mix boosted by higher price-per unit case packages.
- EBITDA for the U.S. reached Ps. 2,988 million in 2Q22, an increase of 9.1% and representing an EBITDA margin of 15%, for a 60-basis point dilution when compared to 2Q21. In 6M22, EBITDA rose 11.9% to Ps. 5,304 million, for a margin of 14.2%.
- The positive volume performance was driven by growth in the three main channels. Large stores grew 1.3%, small stores 1.4% and on-premise 3.6%, compared to 2Q21, as a result of the initiatives to predict demand, as well as an increase in consumption boosted by strong consumer confidence.
- Volume growth of the on-premise channel in 2Q22 stemmed mainly from the stills category which grew 12.6%; Powerade, smartwater and Dasani were the three main brands behind this growth. Furthermore, the sparkling category had a positive performance in this channel with 4.6%.



- E-commerce sales grew 33% in 2Q22, with significant progress in our digital agenda, in line with the commercialization strategy and service models. Just in June, 74% of orders for the on-premise channel were done via the digital platform.
- In 2Q22 we launched the brand Minute Maid Aguas Frescas in different flavors in 16-oz presentation. The results of this launch have been positive with coverage achieved in supermarkets and convenience stores of 50.8% and 37.3%, respectively.
- The water category grew 2.6% in the second quarter, driven by the premium water category, in which our efforts went towards execution to guarantee product availability. These actions also resulted in market share growth of 1.3 percentage points for this category.
- During the quarter, we continued working on the digital agenda with a new, innovative forklift technology for delivery named Duolift that improves productivity, optimizes routes and provides productivity metrics in real time via mobile devices.
- Our snacks business in the U.S., Wise registered double-digit growth in sales as a result of a recovery in volume and a price increase plan. Furthermore, we continued our savings and efficiencies plan which includes mainly a reduction in freight costs and promotions.



South America

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

TABLE 4: SOUTH AMERICA DATA

	2Q22	2Q21	Variation %	Jan-Jun'22	Jan-Jun'21	Variation %
<i>Volume by Category (MUC)</i>						
Colas	62.8	55.3	13.5	130.0	114.9	13.2
Flavors	42.5	36.3	17.0	92.7	80.0	15.9
Sparkling Total Volume	105.2	91.6	14.9	222.8	194.9	14.3
Water*	15.9	13.5	17.7	36.1	31.4	15.0
Still Beverages**	12.9	10.6	21.9	28.4	23.4	21.2
Volume excluding jug	134.1	115.7	15.9	287.2	249.7	15.0
Jug	1.8	1.7	5.9	4.0	4.1	-2.1
Total Volume	135.9	117.4	15.7	291.2	253.7	14.8
<i>Mix (%)</i>						
Returnable	30.5	32.1	-1.7	30.5	32.0	-1.5
Non Returnable	69.5	67.9	1.7	69.5	68.0	1.5
Multi-serve	68.3	72.4	-4.1	69.1	72.3	-3.2
Single-serve	31.7	27.6	4.1	30.9	27.7	3.2
<i>Income Statement (MM MXP)</i>						
Net Sales	9,562	7,545	26.7	19,919	16,297	22.2
EBITDA	1,653	1,209	36.7	3,896	3,045	27.9
EBITDA Margin	17.3%	16.0%	130 bp	19.6%	18.7%	90 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

- South America division registered net sales growth of 26.7%, to Ps. 9,562 million in 2Q22. This was driven by the increase in volume in all operations and a price strategy, mainly in Argentina and Peru. For the first half of 2022, net sales reached Ps. 19,919 million for an increase of 22.2% versus 6M21.
- In 2Q22, total sales volume for South America increased 15.7% to 135.9 MUC due to growth in all categories and channels. In the first half, volume in this region rose 14.8% driven mainly by growth in stills of 21.2%.
- EBITDA for South America in 2Q22 increased 36.7% to Ps. 1,653 million, reflecting a margin of 17.3%, for an expansion of 130 basis points versus 2Q21. In the first half of 2022, EBITDA reached Ps. 3,896 million, for an increase of 27.9% and a margin of 19.6%, up 90 basis points versus 6M21.



Peru

- In 2Q22 sales volume increased 16.6%, stemming from growth in all categories and channels. For the first half of 2022, volume grew 14.4%.
- Average price rose 5.0% in the second quarter from the combination of a 3.2% true rate increase from price adjustments and a positive mix effect of 1.8%.
- The sparkling category grew 17.8% in 2Q22, driven by the launch of new flavors in single-serve presentations, as well as the recovery of the entertainment channel. In addition, growth of multi-serve packages was boosted by universal bottle and a multi-flavor presentation in the supermarket channel.
- We are doubling down on our digital strategy and new service models, thereby capturing more than 10% of sales through the AC Digital app. Furthermore, these new digital capabilities enabled our sales teams to optimize orders management and automate performance evaluation.

Ecuador

- In Ecuador, sales volume increased 8.7% in 2Q22, mainly from growth in the stills and flavors categories of 43.1% and 15.4%, respectively. In the first half of the year, volume grew 6.5%.
- Single-serve packages continued their positive trend, increasing their share in the mix by 34.9%, up 6.4 percentage points versus 2Q21 as a result of the reopening of the on-premise channel and commercial strategies implemented to boost these formats.
- The on-premise channel posted the highest growth this quarter with sales volume up 28.6% as a result of the initiatives deployed in the market to capitalize on the recovery of this channel with the introduction of single serve presentations, investment in coolers and commercial materials.
- During the first half of the year, 52% of customers are registered on the AC Digital platform, reaching 10% of sales volume through this application. Throughout the year, we will continue developing new functionality, looking to add new users and increasing the frequency of orders of the one that already use the application.
- Inalecsa, our snacks business in Ecuador, grew sales and EBITDA by double-digits in the second quarter, driven mainly by higher sales in the traditional channel.
- Tonicorp posted double-digit growth in sales and EBITDA by capitalizing on the gradual normalization of mobility and the return to in-person classes. Sales volume posted significant increases in key categories such as flavored milk and ice cream, up 18% and 8%, respectively.

Argentina

- In 2Q22, sales volume rose 22.6% as a result of growth in all categories and channels. In the first half of 2022, volume grew 25.4%, mainly driven by water and stills categories.
- The sparkling category grew by 22.1%, with increases in colas and flavors, mainly from the strategic expansion of affordable packages in returnable and one-way multi-serve presentations.
- The traditional channel grew by double-digits, continuing its positive trend boosted by multiple commercial initiatives that expand the availability of the returnable portfolio. The modern channel also grew by double-digits mainly from the higher consumption of multi-serve packages.



ESG

- In June, Arca Continental was ratified for the 7th consecutive year in the FTSE4Good Index of the London Stock Exchange. In addition, it was ratified in the Sustainability Index of both Standard & Poor's Dow Jones and the Mexican Bolsa; both indices aim to give greater exposure to companies with the best practices in the areas of environmental, social and corporate governance.
- In Mexico, Arca Continental together with Petstar and Coca-Cola México invested a combined Ps. 175 million to strengthen the infrastructure of collection and recycling, aiming to increase the current average collection and recycling from 6 of every 10 containers placed in the market to 10 of 10 by 2030.
- Arca Continental and the Fundación Coca-Cola via the project *Escuelas de Lluvia* ("Rain Schools"), installed 23 rainwater collection systems in schools across the states of Jalisco, Sinaloa and Nuevo León, reaching savings of more than 5 million liters of water in one year.
- In Ecuador, we signed an agreement with the Ministry of the Environment, Water and Ecological Transition to recycle as part of the circular economy, with the goal of bringing visibility and recognition to the task of those that recycle; noting their participation in the value chain, as well as fostering their formalization and eliminating the discrimination and informality that they currently live under.
- In Peru, for the ninth consecutive year we received the Socially Responsible Company Award, in recognition of our sustainability management.

RECENT EVENTS

- On July 18th, 2022, Fitch Ratings ratified the rating of Arca Continental, AC Bebidas and Arca Continental Lindley, at both the global and national levels. The agency confirmed its "A" long-term credit rating in its global scale for AC and ACBE, and the "AAA (mex)" rating in its national scale, with a stable outlook. For Arca Continental Lindley, the agency also ratified its global "A" rating, with a stable outlook.
- On July 13th, 2022, Moody's adjusted Mexico's sovereign rating and as a result Arca Continental's global scale rating from A2 to A3 with a change in the outlook to stable. AC maintains a rating two levels above the sovereign rating due to its geographic diversification, proportion of dollar-based revenues, among other fundamentals.
- On June 13th, we issued Ps. 4,350 million in *Certificados Bursátiles*, or Local Notes. The issuance consisted of two tranches, one for Ps. 1,150 million for 7 years at a fixed rate of 9.32%, and the other for Ps. 3,200 million for 4 years at a variable rate equivalent to TIIE plus 4 basis points. Both issuances received credit ratings above Mexico's rating, "mxAAA" by S&P and "AAA(mex)" by Fitch Ratings.



CONFERENCE CALL INFORMATION

Arca Continental will host a conference call to discuss these results on July 22, 2022 at 10:00 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:

+1-800-225-9448 (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 96 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 125 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)

	2Q22		2Q21		Variation			Jan-Jun'22		Jan-Jun'21		Variation	
					MM MXP	%				MM MXP	%	MM MXP	%
Net Sales	53,363	45,808			7,556	16.5		99,428	86,282			13,146	15.2
Cost of Sales	29,701	24,987			4,714	18.9		55,157	47,054			8,103	17.2
Gross Profit	23,663	20,821			2,842	13.6		44,271	39,228			5,043	12.9
	44.3%	45.5%						44.5%	45.5%				
Selling Expenses	13,420	11,605			1,815	15.6		25,695	22,602			3,093	13.7
Administrative Expenses	2,276	2,242			34	1.5		4,513	4,468			46	1.0
Total Costs	15,696	13,847			1,849	13.4		30,209	27,069			3,139	11.6
	29.4%	30.2%						30.4%	31.4%				
Non Recurring Expenses	56	110			-55	-49.4		70	275			-205	-74.7
Operating Income before other income	7,910	6,863			1,047	15.3		13,993	11,884			2,109	17.7
Other Income (Expenses) ^{1,2}	226	122			104	85.2		425	360			65	18.1
Operating Income	8,136	6,985			1,151	16.5		14,418	12,244			2,174	17.8
	15.2%	15.2%						14.5%	14.2%				
Interest Expense Net	-627	-723			96	-13.3		-1,294	-1,443			149	-10.4
Exchange Gain (Loss)	30	-426			456	-107.1		-60	-227			167	-73.4
Monetary position result	-279	-71			-208			-442	-133			-309	
Comprehensive Financial Results	-876	-1,220			344	-28.2		-1,796	-1,803			7	-0.4
Share of net income of associates ³	178	-112			289	-259.3		258	-125			382	-306.4
Earnings Before Taxes	7,438	5,653			1,785	31.6		12,879	10,316			2,564	24.9
Profit Taxes	-2,239	-1,736			-503	29.0		-3,877	-3,170			-707	22.3
Non-controlling interest	-976	-787			-189	24.0		-1,686	-1,430			-255	17.9
Net Profit	4,222	3,130			1,093	34.9		7,316	5,715			1,602	28.0
	7.9%	6.8%						7.4%	6.6%				
Depreciation and amortization	2,244	2,304			-60	-2.6		4,476	4,562			-87	-1.9
EBITDA	10,436	9,399			1,036	11.0		18,963	17,081			1,882	11.0
EBITDA / Net Sales	19.6%	20.5%						19.1%	19.8%				

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 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)

	June 30	December 31	Variation	
	2022	2021	MM MXP	%
ASSETS				
Cash and cash equivalents	30,234	32,117	-1,883	-5.9
Accounts receivable; Net	15,617	15,089	528	3.5
Inventories	10,503	9,640	863	9.0
Prepayments	1,143	586	558	95.2
Total Current Assets	57,497	57,432	65	0.1
Investments in shares and other investments	9,005	8,614	391	4.5
Property, plant and other equipment	68,160	68,790	-630	-0.9
Assets right of use	1,211	1,083	128	11.8
Other non current assets	122,788	122,108	680	0.6
Total Assets	258,661	258,027	634	0.2
LIABILITIES				
Short term bank loans	5,752	7,547	-1,795	-23.8
Suppliers	12,160	12,330	-170	-1.4
Short term lease	441	407	34	8.4
Accounts payable and taxes	20,610	18,593	2,017	10.9
Total Current Liabilities	38,963	38,876	87	0.2
Bank Loans and long term liabilities	44,482	43,527	955	2.2
Long term lease	834	745	89	11.9
Deferred income tax and others	24,619	24,742	-123	-0.5
Total Liabilities	108,898	107,890	1,008	0.9
SHAREHOLDER'S EQUITY				
Non controlled participation	30,384	29,760	624	2.1
Capital Stock	971	982	-11	-1.1
Retained Earnings	111,093	107,113	3,980	3.7
Net Profit	7,316	12,282	-4,966	-40.4
Total Shareholders' Equity	149,763	150,137	-374	-0.2
Total Liabilities and Shareholders' Equity	258,661	258,027	634	0.2



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

Cash Flow Statement

(millions of Mexican pesos)

	as of June 30	
	2022	2021
Earnings Before Taxes	12,879	10,316
Depreciation and amortization	4,476	4,562
Foreign exchange / Monetary position result	503	360
Accrued interests	1,294	1,443
Gain on sale and fixed assets impairment	-21	404
Operating cash flow before taxes	19,131	17,086
Cashflow generated/used in the operation	-3,857	-3,467
Operating cashflow after working capital	15,273	13,619
Investment Activities:		
Capital Expenditures and Investments (Net)	-4,499	-3,597
Financing Activities:		
Dividends paid	-6,492	-6,453
Share repurchase program	-2,772	219
Debt amortization	-542	1,837
Paid interests	-1,930	-1,870
Other	-309	-290
Net cash flow	-12,045	-6,557
Net increase of cash and equivalents	-1,271	3,464
Change in Cash	-612	-187
Initial cash and equivalents balance	32,117	27,336
Final cash and equivalents balance	30,234	30,613



Additional Financial Information

Information by Segments 2Q22

	Beverage Segments					Other Business*	Eliminations	Total
	Mexico	USA	Peru	Argentina	Ecuador			
Volume by Segment	362.3	118.2	68.8	31.6	35.4			616.4
Sales by Segment	22,540	18,656	3,722	2,402	2,987	3,554	-496	53,363
Intersegment Sales	-295	0	-22	0	-2	-178	496	0
Net Sales from intersegments	22,245	18,656	3,700	2,402	2,985	3,375	0	53,363
Operating Income	4,823	2,412	455	187	184	75	0	8,136
EBITDA	5,611	2,977	753	384	437	274	0	10,436
EBITDA / Net Sales	25.2%	16.0%	20.4%	16.0%	14.6%	8.1%		19.6%
Non Recurring Expenses	38	-2	14	4	0	3	0	56
Depreciation and amortization	750	567	285	194	252	196	0	2,244
Financial Income and Expenses	-448	-129	-106	-161	-28	-5	0	-876
Share of net income of associates	178	0	0	0	0	0	0	178
Earnings Before Taxes	4,598	2,238	349	26	157	70	0	7,438
Total Assets	81,008	105,057	38,910	11,599	21,460	13,138	-12,511	258,661
Investment in associates companies	7,893	638	0	474	0	0	0	9,005
Total Liabilities	55,728	37,258	12,110	1,664	5,463	4,698	-8,024	108,898
CAPEX	1,976	514	384	279	186	132	0	3,470

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

Information by Segments Jan-Jun'22

	Beverage Segments					Other Business*	Eliminations	Total
	Mexico	USA	Peru	Argentina	Ecuador			
Volume by Segment	647.2	219.6	150.3	70.4	70.5			1,158.0
Sales by Segment	39,844	34,904	8,152	5,009	5,898	6,516	-895	99,428
Intersegment Sales	-531	0	-45	0	-3	-317	895	0
Net Sales from intersegments	39,313	34,904	8,107	5,009	5,894	6,200	0	99,428
Operating Income	7,961	4,170	1,291	571	430	-5	0	14,418
EBITDA	9,497	5,331	1,877	934	940	384	0	18,963
EBITDA / Net Sales	24.2%	15.3%	23.2%	18.6%	16.0%	6.2%		19.1%
Non Recurring Expenses	38	0	19	4	3	5	0	70
Depreciation and amortization	1,498	1,161	567	359	507	384	0	4,476
Financial Income and Expenses	-1,153	-299	-58	-227	-47	-12	0	-1,796
Share of net income of associates	258	0	0	0	0	0	0	258
Earnings Before Taxes	7,151	3,785	1,233	344	384	-17	0	12,879
Total Assets	81,008	105,057	38,910	11,599	21,460	13,138	-12,511	258,661
Investment in associates companies	7,893	638	0	474	0	0	0	9,005
Total Liabilities	55,728	37,258	12,110	1,664	5,463	4,698	-8,024	108,898
CAPEX	1,976	514	384	279	186	132	0	3,470

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



Total Debt AC

	2022	2023	2024	2025	2026	2027	2028	2029	...	2032	Total
Debt Maturity Profile	2,545	6,228	5,301	4,214	5,407	7,472	2,997	8,035		8,035	50,234
% of Total	5.1%	12.4%	10.6%	8.4%	10.8%	14.9%	6.0%	16.0%		16.0%	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

	2Q22	2Q21	YoY
MXN	20.02	20.08	-0.3%
PEN	5.31	5.28	0.7%
ARS	0.17	0.21	-20.4%

	Jan-Jun'22	Jan-Jun'21	YoY
MXN	20.23	20.27	-0.2%
PEN	5.36	5.43	-1.3%
ARS	0.18	0.22	-19.1%

End of period exchange rate

	2Q22	1Q22	2Q21
MXN	20.14	19.86	19.82
PEN	5.26	5.38	5.13
ARS	0.16	0.18	0.21

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>

