80 años Nuestra fórmula

Coca-Cola ANDINA

CORPORATE PRESENTATION

3Q26

AGENDA

Our Company

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What Makes Us Unique?

Financial Highlights

Our Company

Coca-Cola Andina at a Glance (FY 2025)

The Company

LARGEST BOTTLER in Argentina, Chile and Paraguay, and **3RD LARGEST** in Brazil

16 PRODUCTION FACILITIES

97 DISTRIBUTION CENTERS

+275,000 CLIENTS

58.0 MILLION CONSUMERS

MORE THAN 17,000 EMPLOYEES

CMF (Chilean Regulator)
Local Shares and Bonds
SEC (US Regulator)
ADR's NYSE and 144A/REGS Bonds

Key Financials

946 MILLION UNIT CASES (~5,300 MILLION LITERS)
VOLUME

~3,600 MILLION DOLLARS
REVENUES

~653 MILLION DOLLARS
EBITDA

~285 MILLON DOLLARS
NET INCOME

LEVERAGE 1.2x
Net Financial Debt / Adj. EBITDA (12M)

INVESTMENT GRADE RATING
BBB+ Fitch Ratings Int.
Baa1 Moody's

ESG Metrics[1]

45.83 KILOCALORIES
sold every 200 ml.

1.60 LITERS OF WATER
consumed per liter of beverage produced

27.2% Sales volumen
RETURNABLE PACKAGING
(on NARTD)

27.5% OF RECLYCLED RESIN
used to produce PET bottles
(on Total PET OW)

218 gCO_2e PER LITER PRODUCED of Carbon footprint emissions ratio

52.5% OF ENERGY consumed from renewable sources

17.4% WOMEN

Source: Company filings and public releases

[1] This information includes Embotelladora Andina S.A. and its main subsidiaries (Coca-Cola Andina Argentina, Coca-Cola Andina Brazil, Coca-Cola Andina Chile and Paresa). Except for Carbon footprint emissions ratio which also includes Empaques Argentina S.A., VJ S.A., Vital Aguas S.A., Envases Central S.A. and Re-Ciclar S.A. and % women additionally includes Holding.

Our Company

Andina's History

1946 — Andina becomes the Coca-Cola bottler in Chile

1985 — Controlling Shareholders acquire 50 % of the Company

1994 — Andina listed on the NYSE. Franchise acquired in Brazil

1995-1996 — Franchise acquired in Argentina

1996 — TCCC acquires 11% of Andina

2000 — NVG territories acquired in Brazil

2007-2008 — Coca-Cola System joint venture (50/50) for the water and juice business in Brazil and Chile

2011 — New bottling facility in Chile begins operations. Restructuring of juice business through joint venture with Coca-Cola bottlers in Chile

2012 — Merger with KO Polar (incorporation of new territories in Argentina, Chile & Paraguay). Andina buys 40% stake in Sorocaba Refrescos

2013 — Andina acquires Ipiranga, a Coca-Cola bottler in Brazil

2017 — During April we began distributing AdeS products, reinforcing the growth trend of new categories

2018 — Andina acquires Guallarauco. Agreement for distributing Diageo's Alcoholic beverages. Duque de Caxias new plant begins operations in Brazil

2019 — Agreement for distributing Pisco Capel products in Chile

2020 — Agreement to commercialize and distribute ABInBev products in Chile

2021 — Agreement to commercialize and distribute Viña Santa Rita products in Chile, and Estrella Galicia in Brazil

2022 — Agreement to commercialize and distribute Campari products in Brazil. Andina acquires the brand Therezópolis in Brazil in conjunction with Femsa

2023 — Circular PET plant opens in Paraguay

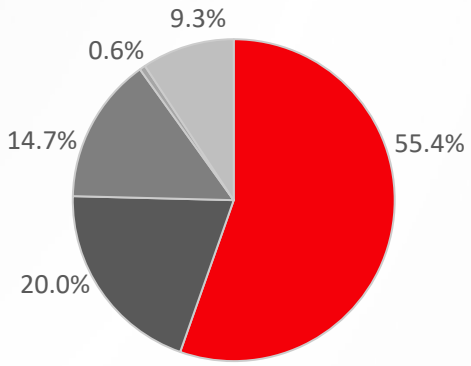
2024 — Opening of Re-ciclar plant in Chile. Reopening of the returnables plant in Mendoza, Argentina

2025 — A new brewery plant in Brazil starts operating

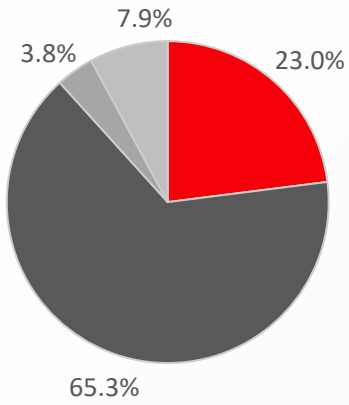
Our Company

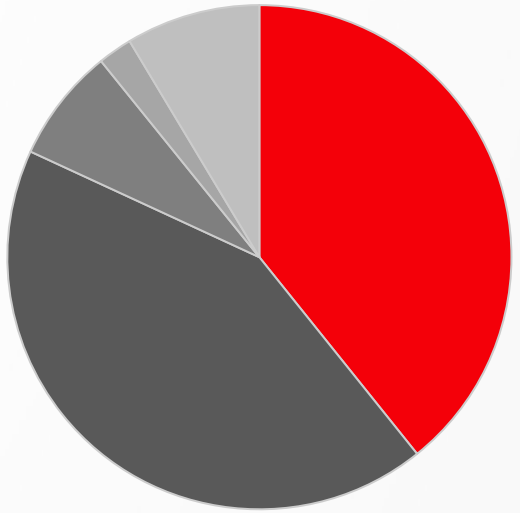
Ownership Structure (As of December 31, 2025)

A series



B series





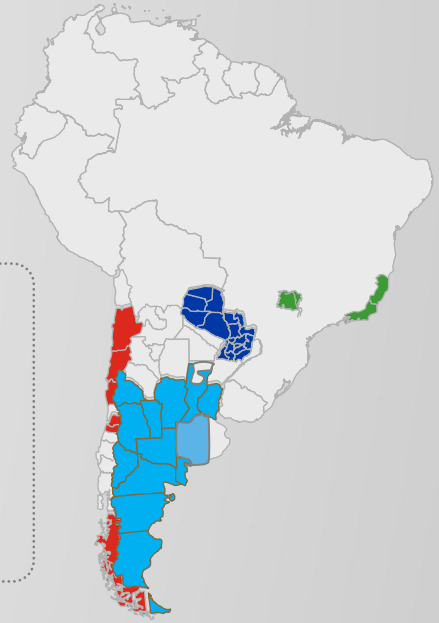
- Controlling Group 39.2%
- Others 42.6%
- Coca-Cola 7.3%
- ADRs 2.2%
- Chilean Pension Funds 8.6%

Series A elects 12 of 14 Board members.
Series B receives an additional 10% in dividends.

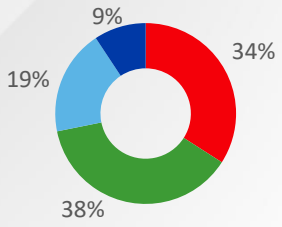
The Controlling Group is composed of 4 Chilean families with equal parts, that have a shareholders' agreement which includes TCCC.

Our Company

Regional & Diversified Platform (FY 2025)

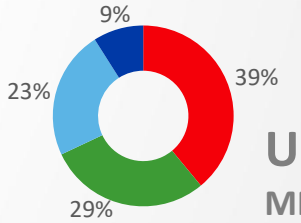


Volume



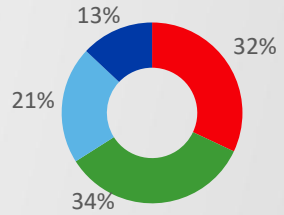
946 MM UCs

Revenues



USD$3,555 MM

Adjusted EBITDA



USD$653 MM

Argentina

- **Territories:** San Juan, Mendoza, San Luis, Córdoba, most of Santa Fé, Entre Ríos, La Pampa, Neuquén, Rio Negro, Chubut, Santa Cruz, Tierra del Fuego and Western Province of Buenos Aires.
- **Extension:** 1.9 million Km^2
- **Population covered:** 17.3 million
- **Total volume FY 2025:** 183.9 million UCs

Brazil

- **Territories:** majority of the State of Rio de Janeiro, the State of Espírito Santo, part of São Paulo and part of Minas Gerais.
- **Extension:** 165 thousand Km^2
- **Population covered:** 23.9 million
- **Total volume FY 2025:** 357.6 million UCs

Chile

- **Territories:** Antofagasta, Atacama, Coquimbo, Metropolitan Region, San Antonio, Cachapoal, Aysén and Magallanes.
- **Extension:** 398 thousand Km^2
- **Population covered:** 10.4 million
- **Total volume FY 2025:** 318.2 million UCs

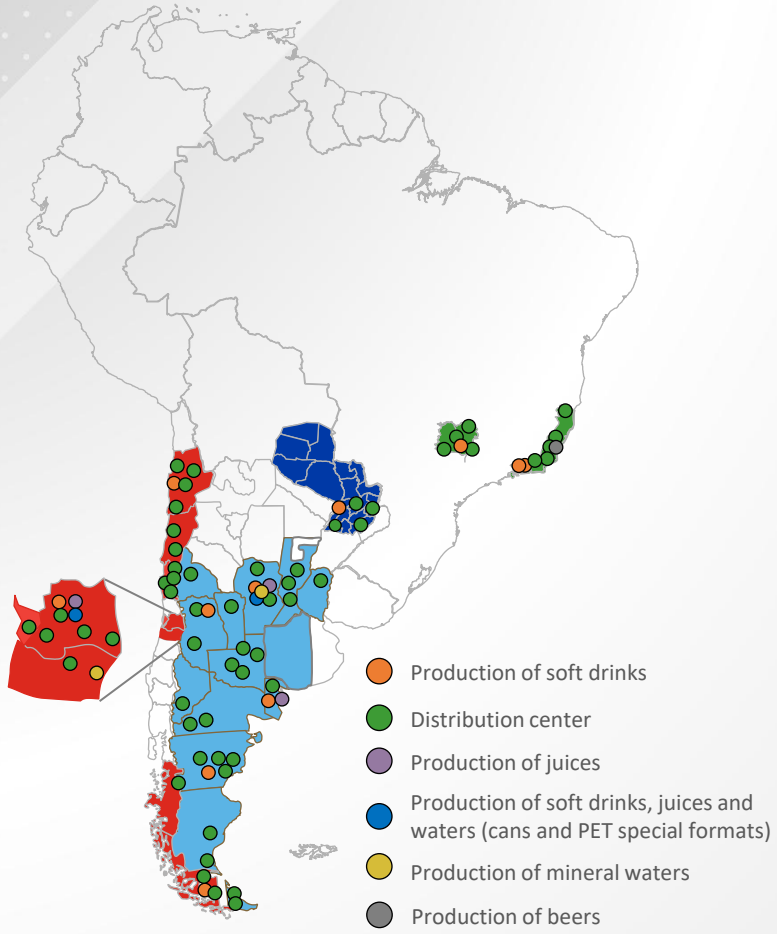
Paraguay

- **Territories:** the entire Paraguayan territory
- **Extension:** 407 thousand Km^2
- **Population covered:** 6.4 million
- **Total volume FY 2025:** 86.1 million UCs

Source: Company filings and public releases

Our Company

Superior Manufacturing & Logistics Capabilities



- 14 bottling plants
- 106 lines
- 97 distribution centers
- 3,063 own & third party trucks

Argentina

- 4 bottling plants with a total of 26 lines
  - Average utilization ranged from 30.9% to 46.1%
- 46 distribution centers
- Fleet of 647 third party trucks

Brazil

- 3 bottling plants with a total of 31 lines
  - Average utilization range from 64.5% to 76.8%
- 23 distribution centers
- Fleet of 1,097 owned trucks and 57 third party trucks

Chile

- 3 bottling plants with a total of 21 lines
  - Average utilization ranged from 45.9% to 58.9%
- 20 distribution centers
- Fleet of 460 owned trucks and 402 third party trucks
- In Subsidiaries 3 additional production facilities with 17 lines

Paraguay

- 1 bottling plant with a total of 11 lines
  - Average utilization range from 34.0% to 46.0%
- 8 distribution centers
- Fleet of 400 third party trucks

Reaching over 275,000 clients

Source: Company filings and public releases

Our Company

Committed to sustainable development

Value creation strategy and strategic pillars

To fulfill the Company's purpose and address the challenges raised by various stakeholders, a 2030 strategy has been developed, structured around pillars that incorporate business growth and sustainability:

STRATEGIC PILLARS

MARKET LEADERSHIP; PORTFOLIO, CHANNELS, AND GEOGRAPHIES

Coca-Cola Andina strengthens its leadership with a broad portfolio, the diversification of categories and the development of channels that allow us to reach more customers in the four territories. Continuous innovation and digital tools enable greater proximity and a better experience for consumers and customers.

OBJECTIVES

- Be the preferred partner for customers.
- Grow in NARTD and capitalize on the ARTD portfolio in all operations.
- Explore opportunities for inorganic growth.

MATERIAL TOPIC

- Portfolio, quality and nutrition
- Proximity to customers
- Digital transformation

EFFICIENCY AND PRODUCTIVITY IN THE VALUE CHAIN

The Company promotes efficiency through the responsible use of resources and digital transformation in production, sales, and distribution. Investment in technology, recycling, water management, and carbon footprint measurement improves environmental performance and business competitiveness.

OBJECTIVES

- Generate efficiencies and productivity while containing costs.
- Capture benefits and continue digitizing our value chain.

MATERIAL TOPIC

- Circular approach
- Water stewardship
- Climate action
- Digital transformation

AGILITY, FLEXIBILITY AND COMMITMENT

Coca-Cola Andina promotes an adaptable team that is prepared for changing environments. It drives talent, digitalization, and new capabilities, along with shared value initiatives that reinforce its social, economic, and environmental commitment to communities.

OBJECTIVES

- Develop and adapt the Company's human talent to a dynamic world.
- Articulate economic and environmental development in our direct communities.
- Generate sustainable supply chains.

MATERIAL TOPIC

- Diverse, safe, and committed team
- Supply chain management
- Connection with communities
- Digital transformation

EXCELLENCE IN CORPORATE GOVERNANCE

The company consolidates ethical and responsible management through new committees, such as Governance, Compliance and Integrity and Digital Transformation, which strengthen corporate strategy, transparency, and digital and sustainable development.

OBJECTIVES

- Continue incorporating best practices in Corporate Governance.

MATERIAL TOPIC

- Sustainable leadership

STAKEHOLDERS

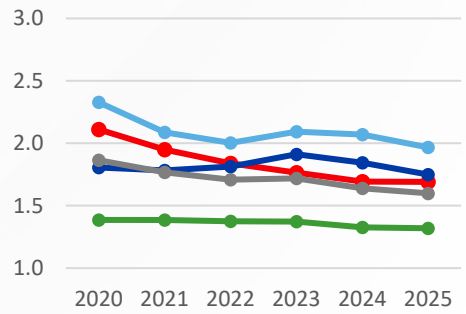
- Investors
- Collaborators
- Consumers
- The Coca-Cola Company
- Communities
- Customers
- Suppliers
- Media
- NGO

Generating Social, Economic and Environmental Value in all our actions

Source: Company filings and public releases

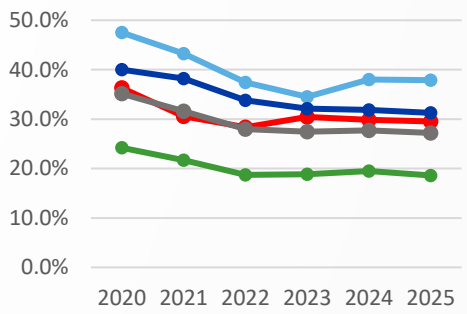
Achievements on sustainable development

Water ratio (WUR)



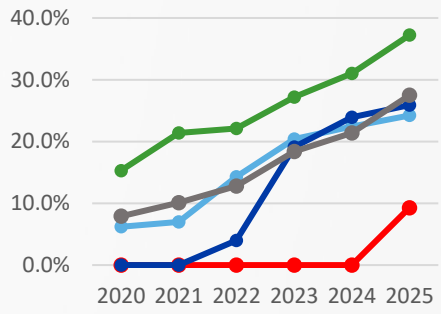
-14.2% vs 2020

Returnable packaging (on NARTD)



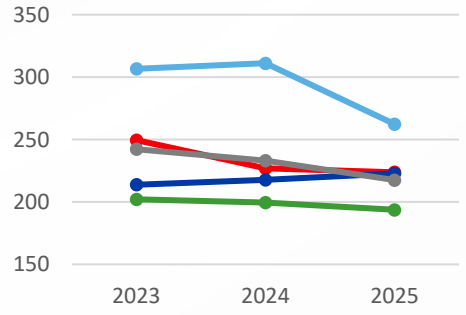
-7.9 pp vs 2020

Recycled resin (on Total PET OW)



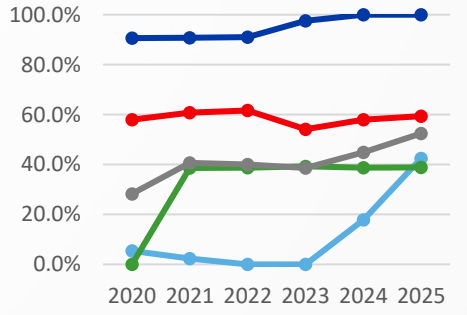
+19.6 pp vs 2020

Carbon footprint emissions ratio[1]



-10.2% vs 2023

Energy consumption from renewable sources



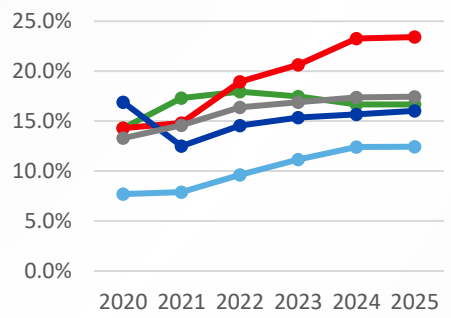
+24.2 pp vs 2020

Generating Social, Economic and Environmental Value in all our actions

[1] Base year is 2023, due to emissions were restructured after validation with SBTi. Total Coca-Cola Andina includes values of Empaques Argentina S.A., VJ S.A., Vital Aguas S.A., Envases Central S.A. and Re-Ciclar S.A.

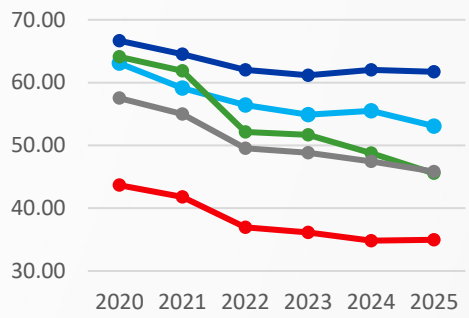
[2] This information includes Embotelladora Andina S.A. and its main subsidiaries (Coca-Cola Andina Argentina, Coca-Cola Andina Brazil, Coca-Cola Andina Chile and Paresa), except for Carbon footprint emissions ratio (see note 1).

Diversity: % Women[1]



+1.1 pp
vs 2022

Kilocalories sold every 200 ml.[2]



-20.3%
vs 2020

Argentina
Brazil
Chile
Paraguay
Total Coca-Cola Andina[3]

Generating Social, Economic and Environmental Value in all our actions

[1] Beginning 2022, the calculation of personnel is based on the headcount of the Company's own personnel, pursuant to the new general standard No. 461 of Chile's Financial Market Commission, whereas the values of previous years correspond to Full time equivalent. Argentina includes Embotelladora del Atlántico S.A. and Empaques Argentina S.A., and Chile includes Embotelladora Andina S.A., VJ S.A., Vital Aguas S.A., Envases Central S.A. and Re-Ciclar S.A. In addition, Holding is included in the Total.

[2] Values from Chile 2021 were recalculated in 2022, for greater precision in the calculation.

[3] This information includes Embotelladora Andina S.A. and its main subsidiaries (Coca-Cola Andina Argentina, Coca-Cola Andina Brazil, Coca-Cola Andina Chile and Paresa), except for % women (see note 1).

Main Indicators and Future Commitments[1]

	2024 Results	2025 Results	2030 Commitments
Water ratio (WUR): Liters of water consumed per liter of beverage produced.	1.64	1.60	1.27
Sales volumen returnable packaging (on NARTD).	27.7%	27.2%	42.8%
Recycle resin used to produce PET bottles.	21.4%	27.5%	30%-35%
Energy consumed from renewable sources	44.9%	52.5%	65%
Reduce absolute scope 1 and 2 GHG emissions.	-14.9% Scope 1 and 2		-42%
Reduce absolute scope 3 GHG emissions.	-3.7% Scope 3		-25%
Contribute towards the consolidation of sustainable supply chains.			
Double the participation of women among employees (2020 base).	17.4%	17.4%	2x
Remain close, promote digitization and increase customer satisfaction.			
Kilocalories sold every 200 ml.	47.45	45.83	40.75
Contribute to the progress of the local economies where we operate.			

[1] This information includes Embotelladora Andina S.A. and its main subsidiaries (Coca-Cola Andina Argentina, Coca-Cola Andina Brazil, Coca-Cola Andina Chile and Paresa). Except for Carbon footprint emissions ratio which also includes Empaques Argentina S.A., VJ S.A., Vital Aguas S.A., Envases Central S.A. and Re-Ciclar S.A. and % women additionally includes Holding.

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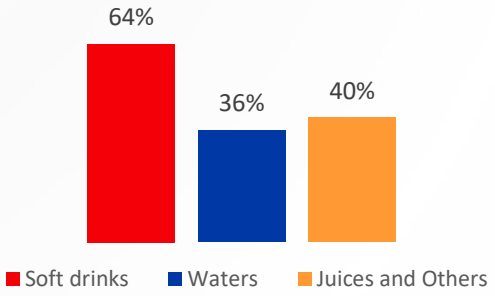
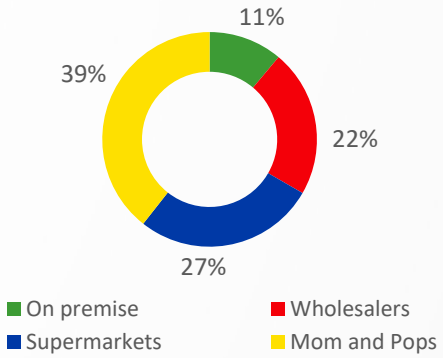
Market Description

Our Market Structure at a glance (As of December 31, 2025)

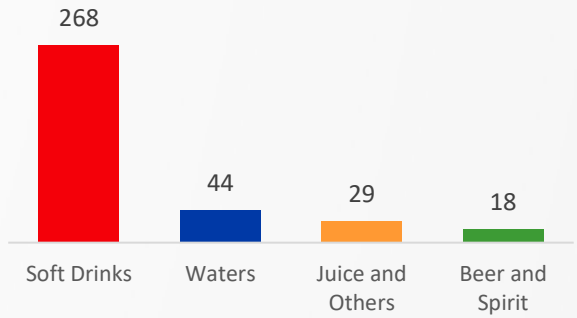
Market Share



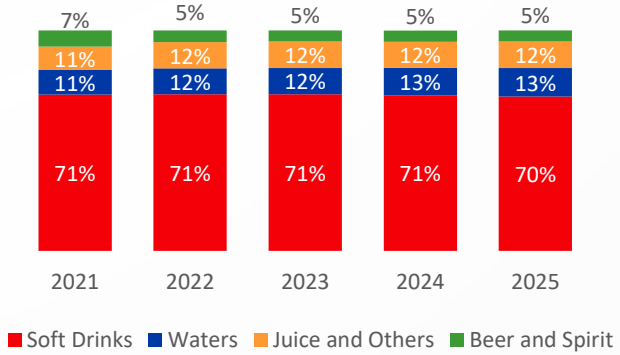
Channel Mix



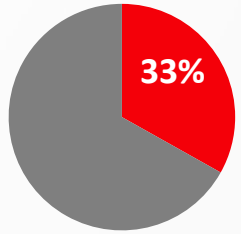
Per capita Consumption (8 oz. bottles)



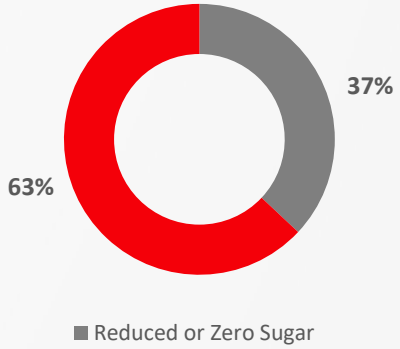
Product Mix



Format Mix SSD



Sugary Mix NARTD



Coca-Cola ANDINA

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Our Strategy

Strategic Objectives Coca-Cola Andina 2026-2029

1. **To be the partner of choice for our customers** driven by a superior value proposition (NPS, C-SAT)

2. **Growth through:**
   - NARTD & ARTD (KO) Portfolio
   - Entering New Categories by leveraging our assets and logistics capacity
   - New geographic inorganic growth opportunities

3. **Efficiency and Productivity** leadership to maintain cost effectiveness in all our operations

4. **Drive value capture and further digitize our value chain;** internal processes, culture and market

5. **Excellence Teams** based on Talent, Diversity and Meritocracy

6. **Sustainability Strategy** through implementing our 6 priorities
   (Water, Sustainable Packaging, Diverse and committed team, Communities, Energy and Carbon footprint, Kilocalories)

Our Company

Market Description

Our Strategy

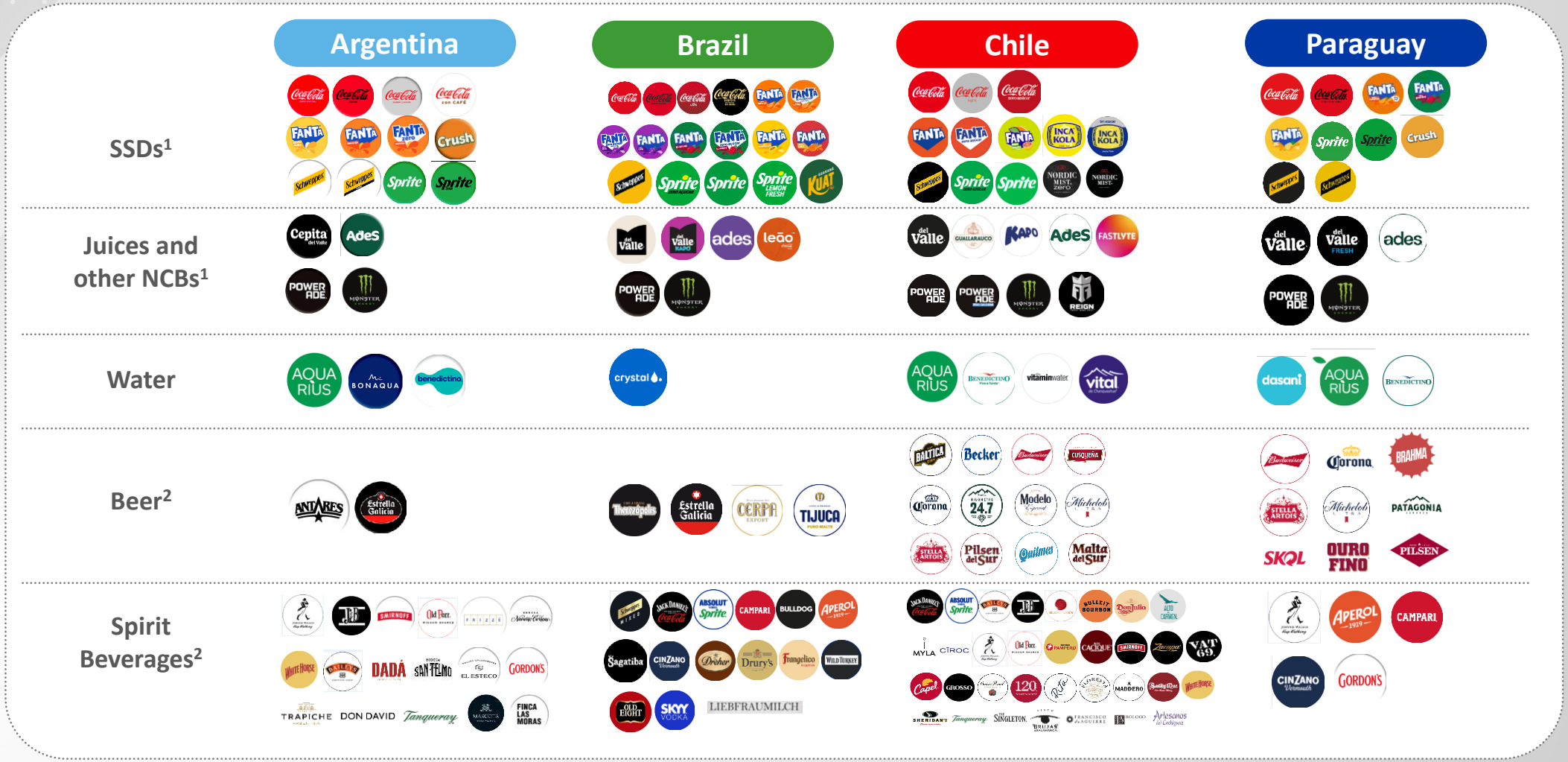
What Makes Us Unique?

Financial Highlights

What makes us unique?

1. Complete Beverage Portfolio
2. Refillable Bottles Strategy Towards a World Without Waste
3. Strong Sugar Reduction and Stills & Low-Cal Strategy
4. Digital Capabilities for today's business
5. High Performance, strongly committed Team
6. Learning and Sharing for Continued Improvement

What makes us unique? 1 Complete Beverage Portfolio (3Q26)



Source: Company filings and public releases. [1] SSDs: Sparkling Soft Drinks; NCBs: Non-Carbonated Beverages

[2] To see the complete list of the products, you can review in our website www.koandina.com the Integrated Annual Report or 20-F Report

What makes us unique? 2 Refillable Bottles Strategy Towards a World Without Waste

% Refillables as of Total SSD Volume

	FY2023	FY2024	FY2025
Argentina	41.4%	45.3%	45.5%
Brazil	22.2%	23.3%	22.0%
Chile	41.1%	39.8%	39.6%
Paraguay	40.0%	40.0%	39.3%

Universal Bottle

DQX Brazil: New capacity

One of the highest mix of refillables worldwide

What makes us unique? 3 Strong Sugar Reduction and Stills & Low-Cal Strategy

% of NARTD Total Volume (*)

No Sugar & LowCal

Argentina		Brazil	
2010	2025	2010	2025
9%	26%	11%	32%

Chile		Paraguay	
2010	2025	2010	2025
21%	58%	11%	25%

Stills Mix

Argentina		Brazil	
2010	2025	2010	2025
4%	18%	4%	20%

Chile		Paraguay	
2010	2025	2010	2025
13%	34%	5%	21%

(*) Sugar free + Mid cal volume (less than 5 gr of sugar/100 ml) over Total NARTD Volume

What makes us unique? 4 Digital Capabilities for today's business

Market — Interaction with our Customers & Consumers

- Customer & Consumers Centric
- Omnichannel Experience, including digital agents
- Scale in digitalized customers in all operations
- Data source generating insights
- Direct to Consumers platform in all operations

Customers App

mi ANDINA | mi Coca-Cola

Consumers Ecommerce

mi Coca-Cola .cl | mi portal Coca-Cola | na sua casa por Coca-Cola | Coca-Cola EN TU CASA

Internal Operations — Generation of Efficiency & Productivity

- Digitize operation information flows to generate data-based solutions
- Expand & Capture benefits from Truck and Labor Optimization apps
- Automate as much as possible through RPA, digital agents and Data & Analytics

mi SupplyChain

mi ruta

AUTOMATION ANYWHERE Go be great. | copilot

Data – AI - Automation — Data-Driven Company

aws

- Information in our Data Lake
- Data/IA Driven Decision Processes
- Pricing and Porfolio
- Suggested Order

Technology — Scaling connected and integrated platforms

Azure | VTEX | SAP | aws

- Move to the cloud
- Cybersecurity
- Data Business
- Artificial Intelligent

People — Building an ambidextrous culture

- Continuously reviewing digital teams and agile structure
- Developing and fostering people growth
- Communicating internally to align and externally to attract talent
- Annual Digital event mi andigital

What makes us unique? 4 Digital Capabilities for today's business

Market — Interaction with our Customers & Consumers

Customers

- Our B2B operating under a **single technological platform** across all operations.
- **+90% registered** customers and +**87% buyers.**
- Generating +**80% of the net income from the traditional trade** through this solution in December'25.
- At a total channel level, +**83% of the net income** is obtained through digital channels.

Consumers

- B2C platforms with **robust growth** across all operations, offering a **complete portfolio** directly to our consumers, maintaining world-class satisfaction indicators, **+73 NPS points**.

Internal Operations — Generation of Efficiency & Productivity

Tracking Orders

- Application to manage inventory, track operations and deliveries **in near real time.**
- More than **1,500 users in 4 countries** and more than **13 million orders processed.**
- 32 different views of the operation and **AI models** to predict anomalies.

Last-mile app for truck drivers

- Developed by Andina to digitize delivery activities, eliminate tasks and improve customer experience
- More than 1,060 trucks using our app integrated into the digital ecosystem.

Process automation

- 166 automated processes (Backoffice - Supply Chain- Commercial) during 2025, accumulating more than 500 (bots & agents).

Data – AI - Automation — Data-Driven Company

- **More than 1,200 data sources** continously ingested into our AWS Data Lake
- **Data Driven Process** including in Commercial Area (pricing, suggest order and portfolio) and Supply Chain (Forecast, Supply Chain Planning and Order Tracking).
- We incorporated **Gen AI Agents** for order taking, customer support, data analytics.

Technology — Scaling connected and integrated platforms

- **Technology people integrated** with the business forming an integral part of the **digital teams**.
- **Migration** of applications and servers **to the cloud.**
- Cost optimization of cloud solutions.
- Robust **cybersecurity** model.

People — Building an ambidextrous culture

- More than **300 people working** in digital development teams (agile teams and tribes).
- **Operations teams aligned** and connected with the digital strategy.
- Collaboration with **world-class partners** like AWS, Microsoft and Google.
- Training of our digital and business teams with institutions such as Standford, among others.

What makes us unique? 5 High Performance, strongly engaged Team

- Building on our longstanding practice of measuring organizational climate, in 2022 we adopted the **Gallup methodology** to assess **organizational engagement**. GALLUP

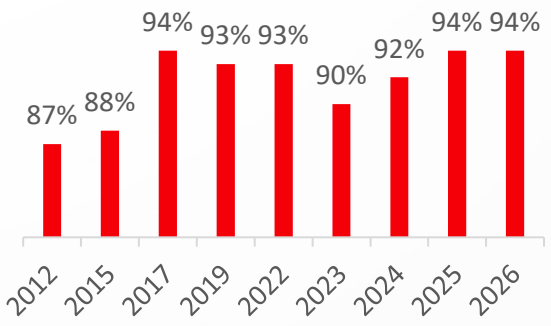
- Results in 2026 reached **4.11**, in a scale of 1 to 5, **improving our overall engagement for fifth year in a row**.

We have developed a **robust engagement management system**, that allows us to monitor and develop our engagement in a frequent, effective, and data-driven manner.

Experienced Senior Management (3Q26)

	Industry Experience (Years)	Company Experience (Years)		Industry Experience (Years)	Company Experience (Years)
Miguel Ángel Peirano *Chief Executive Officer*	30	15	**Andrés Wainer** *Chief Financial Officer*	30	30
José Luis Solórzano *General Manager – Chile*	29	23	**Fernando Jaña** *Chief Strategic Planning Officer*	22	12
Renato Barbosa *General Manager – Brazil*	36	15	**Jaime Cohen** *Chief Legal Officer*	18	18
Fabián Castelli *General Manager – Argentina*	33	33	**Martín Idígoras** *Chief Technology Officer*	8	8
Francisco Sanfurgo *General Manager - Paraguay*	38	22	**Gonzalo Muñoz** *Chief Human Resources Officer*	12	12

Adherence Rate



85% of employees declare to be satisfied or extremely satisfied at work.

81% of our teams have either maintained or improved their engagement results.

90% of our employees declare that in our company we feel highly responsible for the quality of service we offer to our clients and consumers.

52 eNPS our score places us at the highest eNPS segments within the FMCG category.

What makes us unique? 6 Learning and Sharing for Continued Improvement

Inside The Coca-Cola System

With Relevant Partners

Top 2 Top	High-level forum to share strategy, best practices, new ways of working and projects to ensure short and long-term results.
Growth Corridors	Alignment and Project Portfolio (SSD, Stills, Fabs, RTM, Procurement, ESG, Digital, etc) with KO & 3 largest LatAm bottlers.
Joint Working Framework with The Coca-Cola Company	To strengthen the long-term relationship between the two companies in different areas, including Growth plans, Relationship economics, Potential new business and ventures, and Digital strategy.
Other Bottlers	Regular meetings with Top 10 Worldwide Bottlers to share best practices and drive continous improvement (CEPG, Finance, Digital, RTM, etc).
Digital Partners	World Class Digital Partners to ensure best-in-class solutions in Digital Transformation (i.e. AWS in data lake & analytics).
Business Partners	World-Class Business Partners to ensure best practices in our core and back-office activities.

Our Company

Market Description

Our Strategy

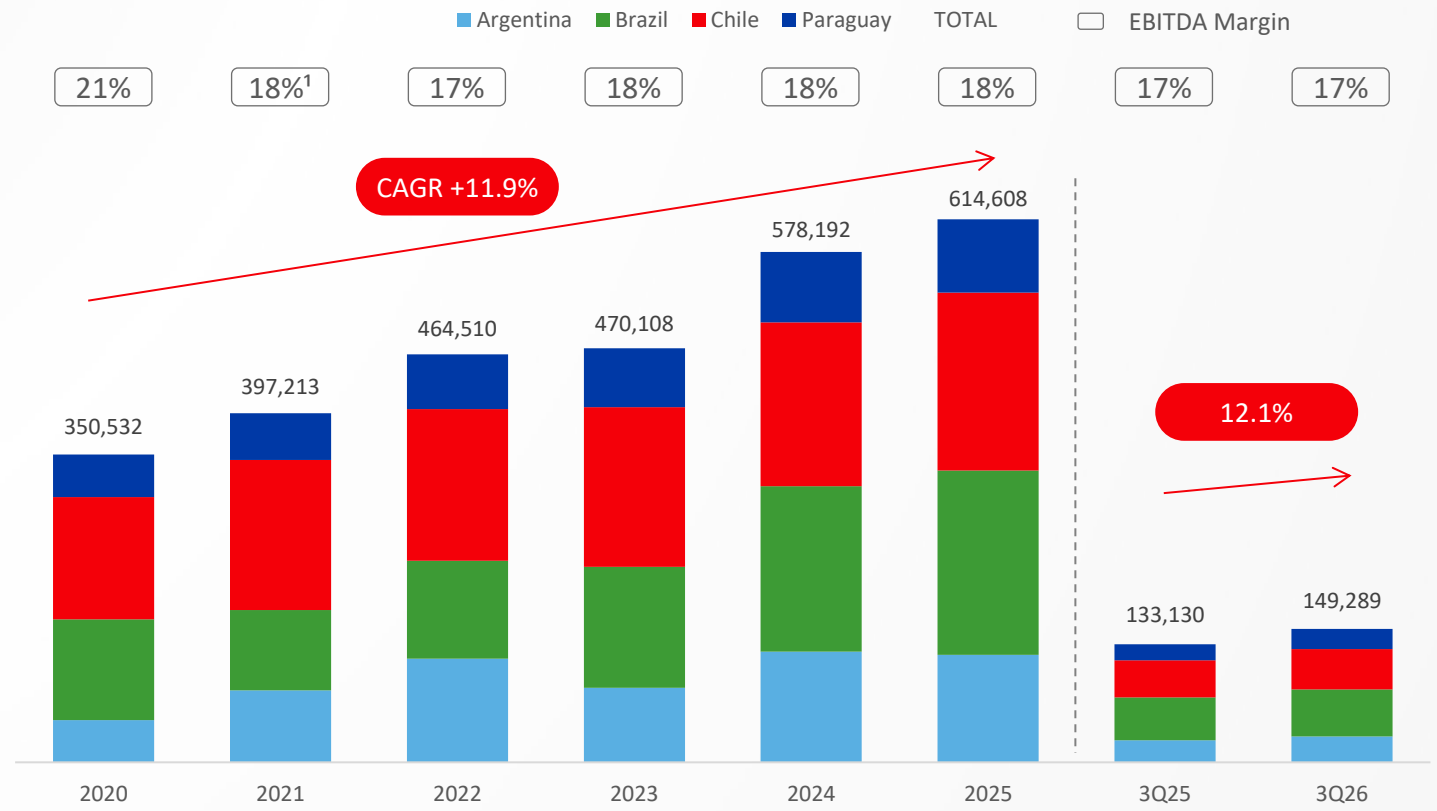
What Makes Us Unique?

Financial Highlights

Financial Highlights

Strong Ebitda Generation (Consolidated)

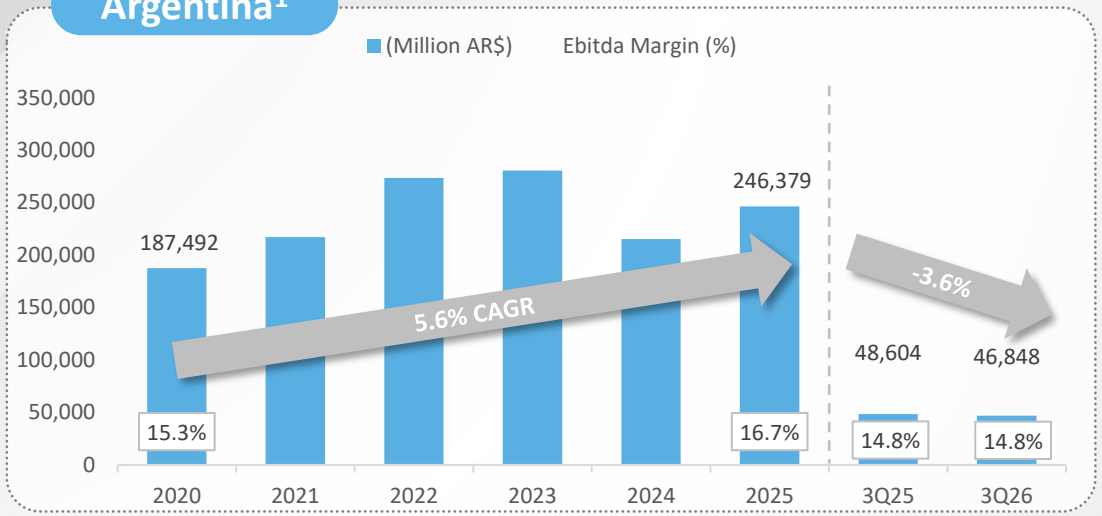
Adjusted EBITDA and Adjusted EBITDA Margin (CLP$ mm)



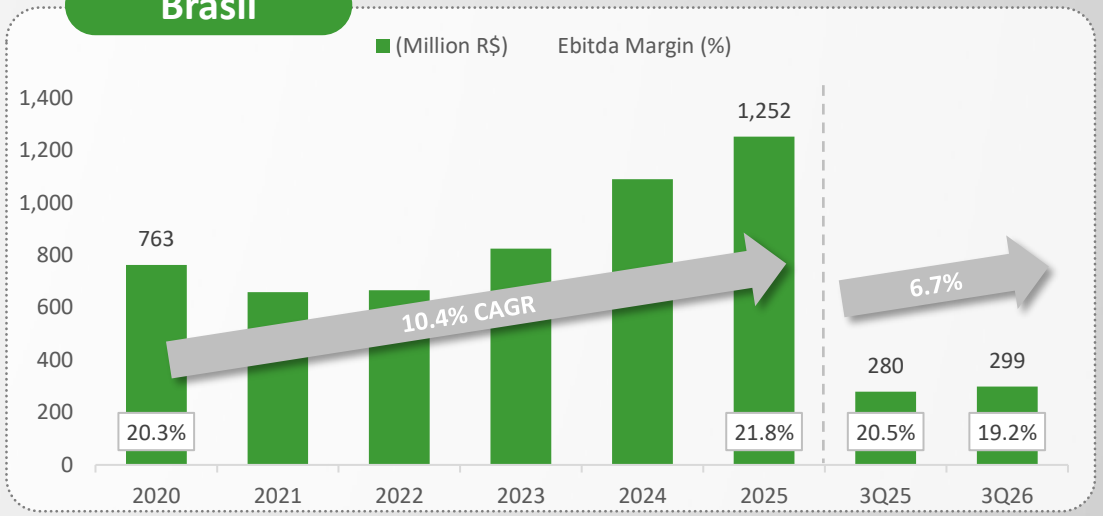
1: EBITDA Margin considers AB InBev beer distribution agreement that started on Oct-20.

Financial Highlights ····· Strong Ebitda Generation

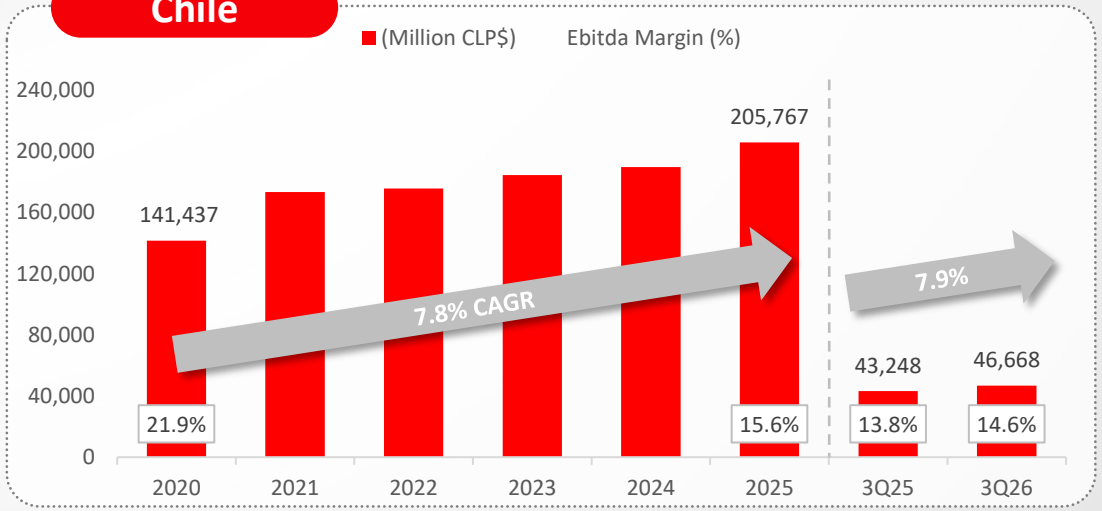
Argentina[1]



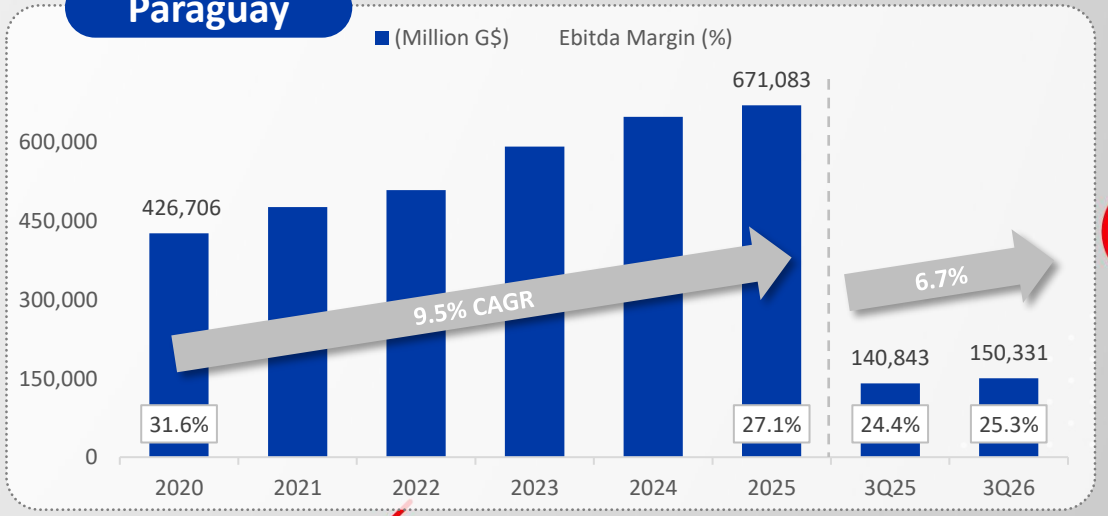
Brasil



Chile



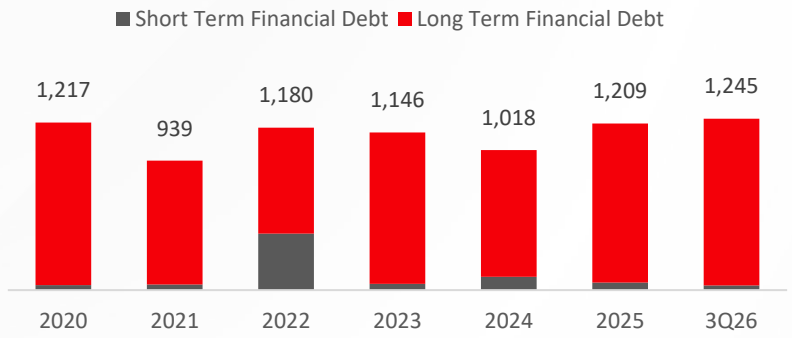
Paraguay



(1) All figures are expressed using Sep-26 currency.

Financial Highlights ····· Solid Financial Position

Financial Debt[1] (USD$ mm)



	Banks	Bonds	Total
US$mm	150	1.095	1,245
%	12%	88%	100%

Note: Banks includes Bank, Leasing & Others, does not consider deposits from Refillable Bottles. Bonds Include derivatives effect and its corresponding MtM

	UF	CLP$	R$	US$	PGY$	AR$	CHF$	Total
US$mm	626	432	178	8	0	1	0	1,245
%	50%	35%	14%	1%	0%	0%	0%	100%

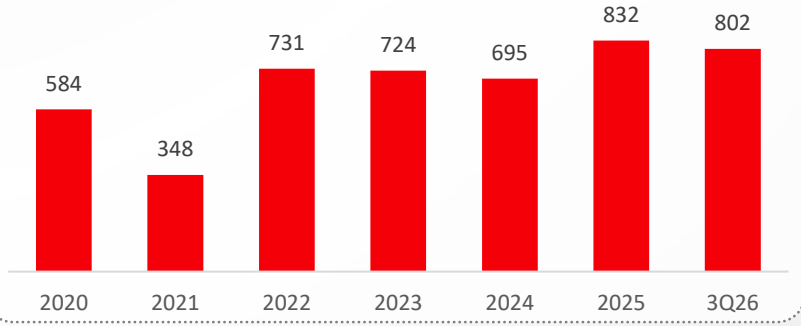
Note: After derivatives effect, and its corresponding MtM

Risk Ratings

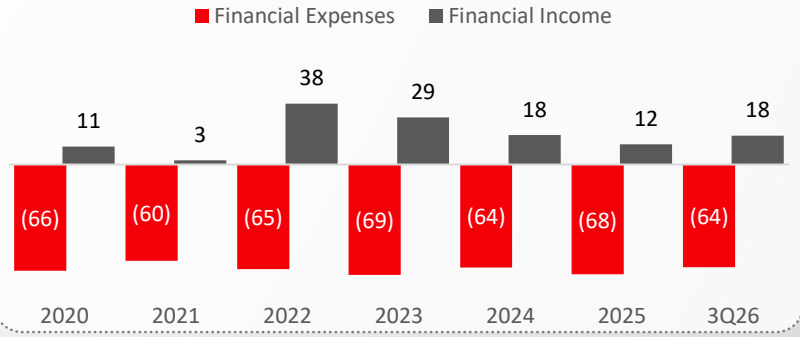
Local rating agencies	Rating
Moody's Local CL	AA+
Fitch Chile	AA+

International rating agencies	Rating
Moody's	Baa1
Fitch Ratings, Inc.	BBB+

Net Financial Debt[2] (USD$ mm)



Financial Expenses / Income (USD$ mm)[3]



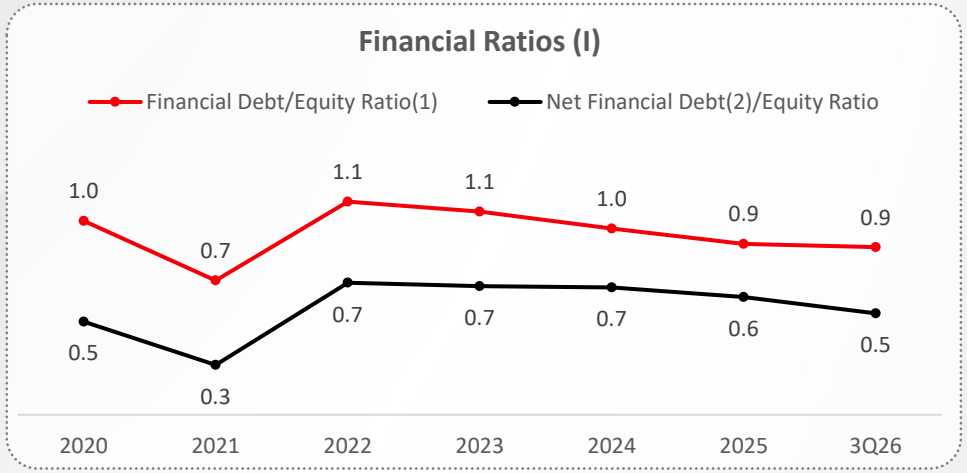
Source: Data as reported on Company filings

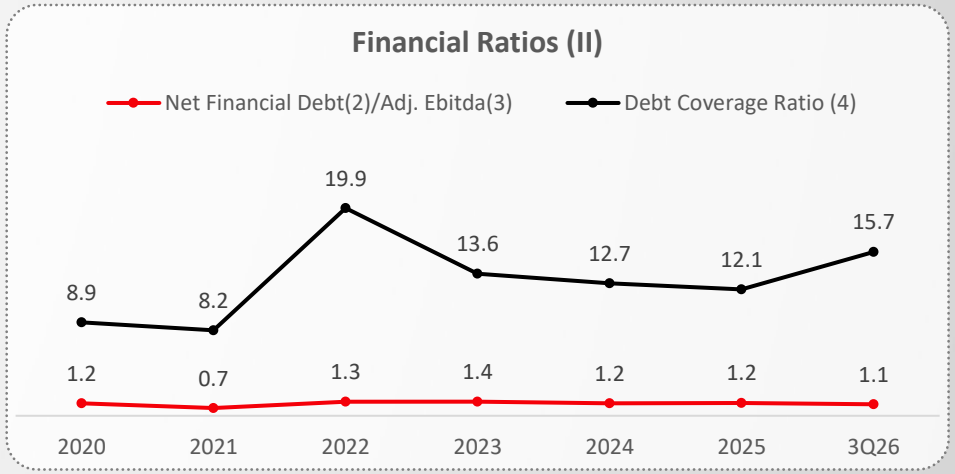
(1) Financial Debt: Other Current Financial Debt + Other Non-Current Financial Debt considering MtM of Derivatives and without Deposit from refillable bottles.

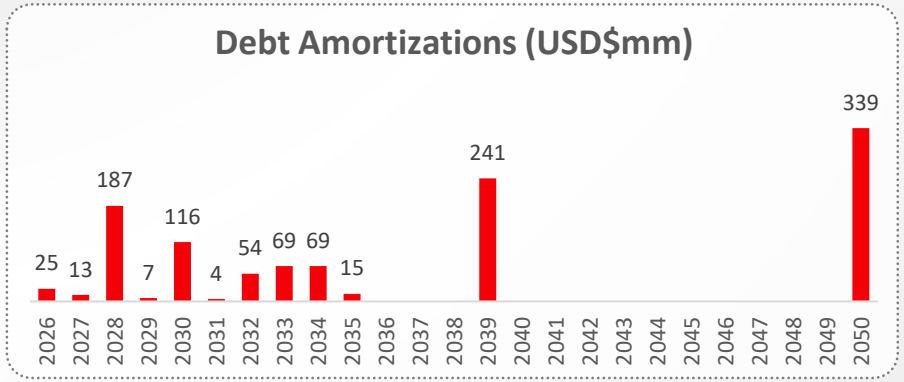
(2) Net Financial Debt means consolidated Liabilities bearing interest minus Cash, namely: (i) other current financial liabilities, plus (ii) other non-current financial liabilities, less (iii) the sum of cash and cash equivalents; plus, other current financial assets; plus, other non-current financial assets (to the extent that they correspond to the asset balances of derivative financial instruments, entered to cover exchange rate risks or interest rate risks on financial liabilities).

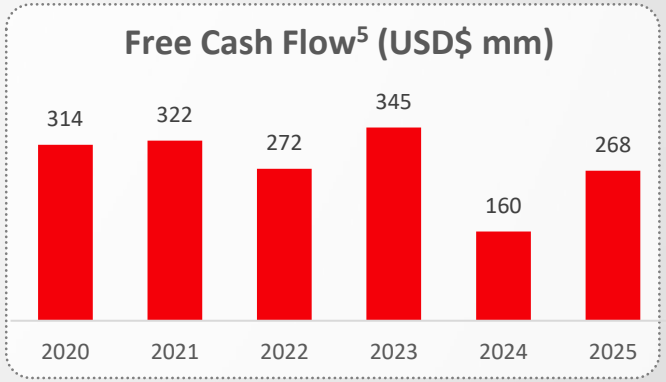
(3) Financial Income corresponds to the interests generated by the cash and Financial Expenses corresponds to the interests generated by the financial debt of the company. The value corresponds to the sum of the last 12 months.

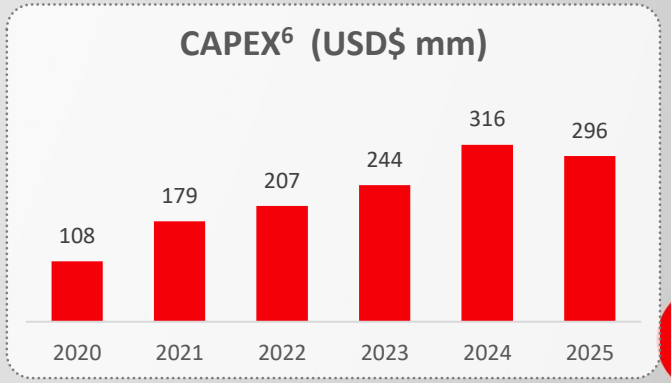
Financial Highlights ····· Solid Financial Position











Source: Data as reported on Company filings

(1) Financial Debt to Equity Ratio: [Other Current Financial Debt + Other Non-Current Financial Debt]/ Equity. Debt doesn't consider Guarantee Deposits from refillable bottles and does consider the liability generated by the MtM of Derivatives.

(2) Net Financial Debt: Consolidated Liabilities bearing interests minus Cash, namely: (i) other current financial liabilities, plus (ii) other non-current financial liabilities, less (iii) the sum of cash and cash equivalents; other current financial assets; and other non-current financial assets (to the extent that they correspond to the asset balances of derivative financial instruments, entered to cover exchange rate risks or interest rate risks on financial liabilities).

(3) Adjusted EBITDA considers the following items: Ordinary Income, Sales Costs, Distribution Costs, Administrative Expenses plus Depreciation, included in the Financial Statements presented to the Chilean Financial Market Commission and which are determined in accordance with IFRS. The value corresponds to the sum of the last 12 months.

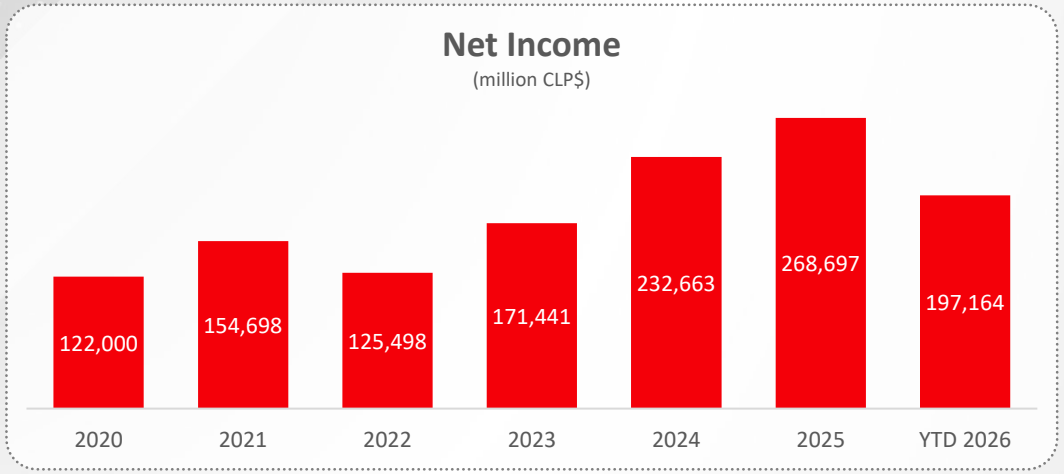
(4) Debt Coverage Ratio: Adjusted EBITDA / (Financial Expenses – Financial Income). Adj. EBITDA & Financial Expenses/Income for 3Q26 considers last 12 months figures from Sep-26. Also, it considers interests related to Financial Debt and Cash.

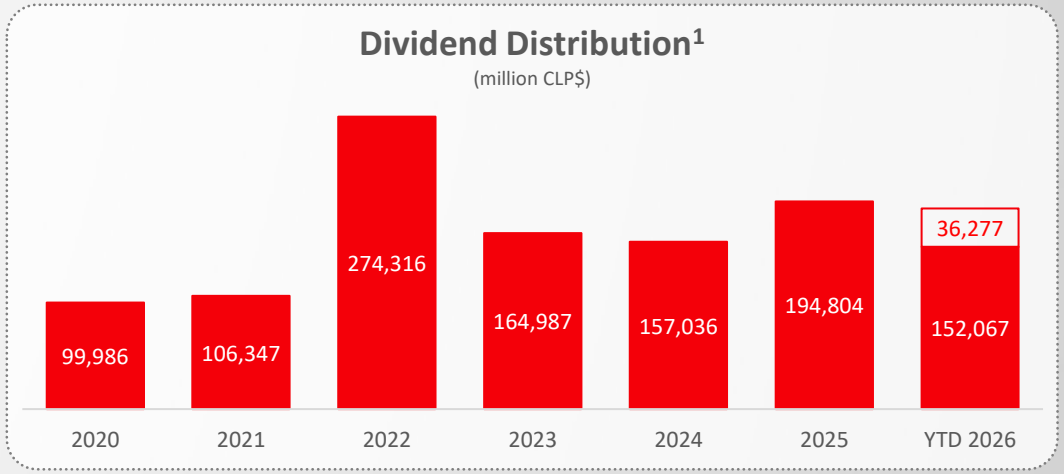
(5) Free Cash Flow = Operating Income + Depreciation – CAPEX – Taxes (+/-) Working Capital Variation.

(6) Includes investments in fixed assets and software.

Financial Highlights

Net Income & Dividends (as of September 30, 2026)





Payout Ratio[2]	2020	2021	2022	2023	2024	2025
	82%	69%	219%	96%	67%	110%

Dividend Yield[3]	2020	2021	2022	2023	2024	2025
Series A	5.4%	6.8%	17.3%	10.1%	9.1%	8.2%
Series B	5.1%	6.4%	16.4%	8.8%	7.9%	7.1%

(1) Dividends announced and paid during the year. 2026 includes dividends announced but not payed during the quarter.
(2) Payout ratio is calculated as dividends distributed on account of income from the fiscal year t over the Net Income of the same year.
(3) Dividend yield is calculated as dividends per share distributed on year t over the closing price of year t-1.

Contact in Santiago, Chile
Paula Vicuña, Investor Relations Officer
(56-2) 2338-0520 / andina.ir@koandina.com

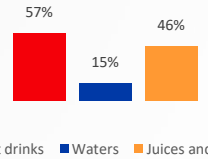
Appendix

ZERO SUGAR
NO CALORIES
ORIGINAL TASTE
Delicious &
Refreshing
NO SUGAR
NO CALORIES

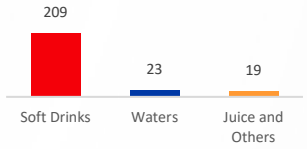
Market Description

Our Market Structure by operation (As of December 31, 2025)

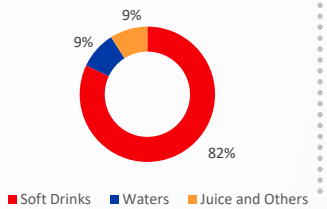
Market Share



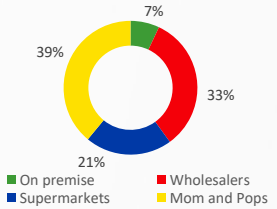
Per capita Consumption (8 oz. bottles)



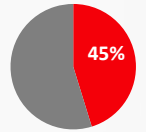
Product Mix



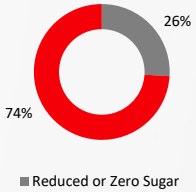
Channel Mix



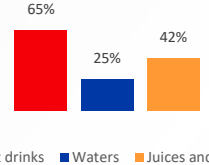
Format Mix SSD



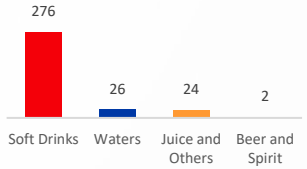
Sugary Mix NARTD



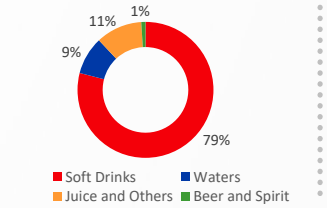
Market Share



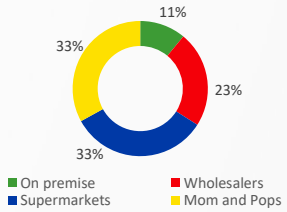
Per capita Consumption (8 oz. bottles)



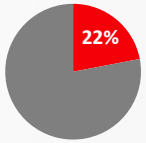
Product Mix



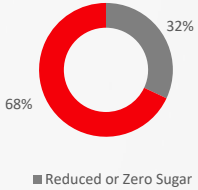
Channel Mix



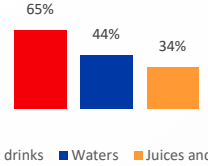
Format Mix SSD



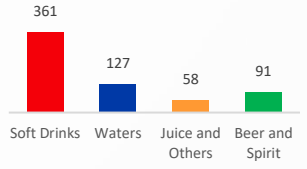
Sugary Mix NARTD



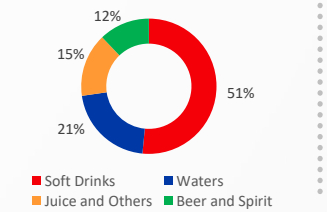
Market Share



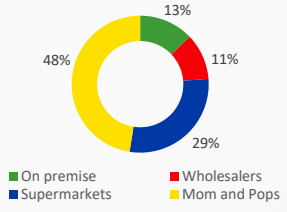
Per capita Consumption (8 oz. bottles)



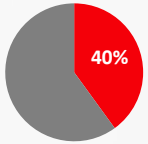
Product Mix



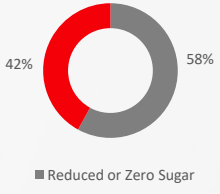
Channel Mix



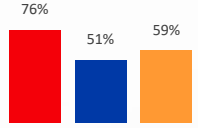
Format Mix SSD



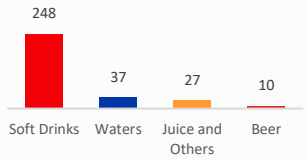
Sugary Mix NARTD



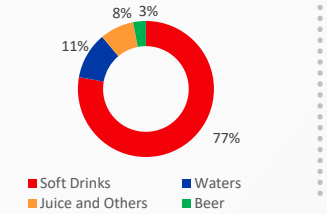
Market Share



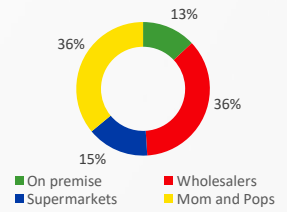
Per capita Consumption (8 oz. bottles)



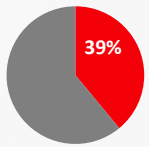
Product Mix



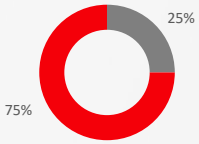
Channel Mix



Format Mix SSD



Sugary Mix NARTD



Main Financial Highlights (Million USD$)

	2020	2021[1]	2022[1]	2023	2024	2025	3Q25	3Q26
Total Volume (million UCs)	**735**	**828**	**874**	**883**	**909**	**946**	**221**	**226**
Net Sales	2,190	2,848	3,058	3,094	3,371	3,555	833	952
Operating Income	306	378	397	422	448	483	96	107
Operating Margin	14.1%	13.3%	13.0%	13.6%	13.3%	13.6%	11.5%	11.2%
Adjusted EBITDA	**450**	**512**	**535**	**555**	**605**	**653**	**139**	**159**
Adjusted EBITDA Margin	20.6%	18.0%	17.5%	17.9%	18.0%	18.4%	16.6%	16.7%
Net Income	156	201	145	203	244	285	60	66
Revenues per unit case (USD$)	**2.98**	**3.44**	**3.50**	**3.51**	**3.71**	**3.76**	**3.78**	**4.21**
Adj. EBITDA per unit case (USD$)	**0.61**	**0.62**	**0.61**	**0.63**	**0.67**	**0.69**	**0.63**	**0.70**
Capital Expenditures[2]	108	179	207	244	316	296	102	76
CAPEX/Depreciation (times)	0.8	1.4	1.7	2.0	2.2	2.0	2.7	1.5
FX (CLP$/USD) period average	792.0	759.6	873.3	839.9	944.2	950.9	959.8	932.8
FX (CLP$/USD) end of period	711.0	844.7	855.9	877.1	996.5	907.1	962.4	972.6

Note: 2020, 2021, 2022, 2023, 2024 and 2025 results are constructed with Argentinean results expressed at Dec-20 currency, Dec-21 currency, Dec-22 currency, Dec-23 currency, Dec-24 currency and Dec-25 currency, respectively. 3Q25 (3Q26) results are constructed with Argentinean results expressed at September-25 (26) currency.

(1) Adjusted EBITDA Margin for 2021 considers AB InBev beer distribution agreement that started on Oct-20. Adjusted EBITDA Margin without considering AB InBev agreement is 19.2% for 2021. Adjusted EBITDA Margin for 2022 considers Viña Santa Rita distribution agreement that started on Nov-21 (also considers AB InBev beer distribution agreement). Adjusted EBITDA Margin without considering AB InBev and Viña Santa Rita agreements is 18.8% for 2022.

(2) Includes investments in fixed assets and software.

Main Financial Highlights (Local Currency (million))

	2020[1]	2021[1]	2022[1]	2023[1]	2024[1]	2025[1]	3Q25[1]	3Q26
Sales Volume (million UCs)	**167**	**185**	**201**	**194**	**173**	**184**	**41**	**39**
Net Sales	37,737	65,297	142,559	424,298	826,925	1,192,485	328,659	316,913
Operating Income	3,081	6,120	17,905	58,031	82,825	129,961	26,437	25,938
Operating Margin	8.2%	9.4%	12.6%	13.7%	10.0%	10.9%	8.0%	8.2%
Adjusted EBITDA	**5,791**	**10,117**	**24,828**	**79,282**	**132,489**	**199,244**	**48,604**	**46,848**
Adjusted EBITDA Margin	15.3%	15.5%	17.4%	18.7%	16.0%	16.7%	14.8%	14.8%
Revenues per unit case (US$)	**2.69**	**3.44**	**4.00**	**2.70**	**4.64**	**4.46**	**4.41**	**5.36**
Adj. EBITDA per unit case (US$)	**0.41**	**0.53**	**0.70**	**0.50**	**0.74**	**0.74**	**0.65**	**0.79**
Capital Expenditures (million US$)[3]	22	42	43	41	86	47	8	12
CAPEX/Depreciation (times)	0.7	1.1	1.1	1.7	2.0	1.1	0.9	0.8
FX (AR$/US$) period average	70.64	95.10	130.72	296.61	916.24	1,244.51	1,333.04	1,499.89
FX (AR$/US$) end of period	84.15	102.72	177.16	808.45	1,032.00	1,455.00	1,380.00	1,517.00

	2020	2021	2022	2023	2024	2025	3Q25	3Q26
Sales Volume (million UCs)	**265**	**266**	**278**	**301**	**340**	**358**	**86**	**92**
Net Sales	3,758	3,833	3,753	4,404	5,194	5,738	1,368	1,559
Operating Income	586	491	479	638	883	1,009	220	225
Operating Margin	15.6%	12.8%	12.8%	14.5%	17.0%	17.6%	16.1%	14.4%
Adjusted EBITDA	**763**	**659**	**666**	**825**	**1,090**	**1,252**	**280**	**299**
Adjusted EBITDA Margin	20.3%	17.2%	17.7%	18.7%	21.0%	21.8%	20.5%	19.2%
Revenues per unit case (US$)	**2.76**	**2.67**	**2.62**	**2.95**	**2.83**	**2.87**	**2.94**	**3.29**
Adj. EBITDA per unit case (US$)	**0.55**	**0.46**	**0.47**	**0.55**	**0.60**	**0.63**	**0.60**	**0.63**
Capital Expenditures (million US$)[3]	25	40	56	60	120	122	67	43
CAPEX/Depreciation (times)	0.8	1.4	1.7	1.8	3.5	3.1	6.8	3.2
FX (R$/USD) period average	5.16	5.40	5.16	4.99	5.39	5.59	5.45	5.14
FX (R$/USD) end of period	5.20	5.58	5.22	4.84	6.19	5.50	5.32	5.18

	2020	2021[2]	2022[2]	2023	2024	2025	3Q25	3Q26
Sales Volume (million UCs)	**236**	**307**	**320**	**310**	**312**	**318**	**74**	**75**
Net Sales	644,762	975,296	1,123,665	1,191,974	1,245,018	1,319,136	313,615	320,647
Operating Income	91,166	135,232	134,840	139,519	138,487	146,046	28,051	30,066
Operating Margin	14.1%	13.9%	12.0%	11.7%	11.1%	11.1%	8.9%	9.4%
Adjusted EBITDA	**141,437**	**173,422**	**175,554**	**184,450**	**189,565**	**205,767**	**43,248**	**46,668**
Adjusted EBITDA Margin	21.9%	17.8%	15.6%	15.5%	15.2%	15.6%	13.8%	14.6%
Revenues per unit case (US$)	**3.44**	**4.18**	**4.02**	**4.58**	**4.23**	**4.36**	**4.39**	**4.58**
Adj. EBITDA per unit case (US$)	**0.76**	**0.74**	**0.63**	**0.71**	**0.64**	**0.68**	**0.61**	**0.67**
Capital Expenditures (million US$)[3]	35	69	83	123	86	82	18	16
CAPEX/Depreciation (times)	0.6	1.6	2.1	2.7	1.9	1.5	1.3	1.0
FX (Ch$/USD) period average	792.0	759.6	873.3	839.9	944.2	950.9	959.8	932.8
FX (Ch$/USD) end of period	711.0	844.7	855.9	877.1	996.5	907.1	962.4	972.6

	2020	2021	2022	2023	2024	2025	3Q25	3Q26
Sales Volume (million UCs)	**66**	**70**	**74**	**78**	**85**	**86**	**20**	**20**
Net Sales	1,351,909	1,497,924	1,706,394	1,937,751	2,256,276	2,477,359	577,771	595,294
Operating Income	337,587	386,831	402,745	473,188	520,540	550,990	110,754	115,547
Operating Margin	25.0%	25.8%	23.6%	24.4%	23.1%	22.2%	19.2%	19.4%
Adjusted EBITDA	**426,706**	**476,646**	**509,070**	**592,351**	**648,755**	**671,083**	**140,843**	**150,331**
Adjusted EBITDA Margin	31.6%	31.8%	29.8%	30.6%	28.8%	27.1%	24.4%	25.3%
Revenues per unit case (US$)	**2.99**	**3.17**	**3.27**	**3.43**	**3.51**	**3.84**	**3.94**	**5.01**
Adj. EBITDA per unit case (US$)	**0.94**	**1.01**	**0.97**	**1.05**	**1.01**	**1.04**	**0.96**	**1.27**
Capital Expenditures (million US$)[3]	26	29	24	20	24	44	9	6
CAPEX/Depreciation (times)	2.0	2.2	1.6	1.2	1.4	2.8	2.2	1.0
FX (G$/US$) period average	6,773	6,778	6,988	7,294	7,564	7,550	7,347	5,985
FX (G$/US$) end of period	6,900	6,886	7,346	7,278	7,831	6,576	7,002	5,834

(1) 2020, 2021, 2022, 2023, 2024 and 2025 Argentinean results are expressed at Dec-20, Dec-21, Dec-22, Dec-23, Dec-24 and Dec-25 currency, respectively. 3Q25 results are expressed at September-26 currency.
(2) Adjusted EBITDA Margin for 2021 considers AB InBev beer distribution agreement that started on Oct-20. Adjusted EBITDA Margin without considering AB InBev agreement is 21.1% for 2021. Adjusted EBITDA Margin for 2022 considers Viña Santa Rita distribution agreement that started on Nov-21 (also considers AB InBev beer distribution agreement). Adjusted EBITDA Margin without considering AB InBev and Viña Santa Rita agreements is 18.7% for 2022.
(3) Includes investments in fixed assets and software.