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INVESTOR RELATIONS
kofminves@kof.com.mx
## Summary of the Offering

| **Issuer:** | Coca-Cola FEMSA, S.A.B. de C.V. (“KOF” or “the Company”) |
| **Ranking:** | Senior Unsecured Notes |
| **Format:** | SEC Registered |
| **Issuer Ratings\(^{(1)}\):** | A2 (negative) / A- (stable); Moody’s / Fitch |
| **Amount:** | USD Benchmark Size |
| **Use of Proceeds:** | An amount equal to the net proceeds from the sale of the green bond is expected to finance or refinance, in whole or in part, one or more new or existing Eligible Green Projects, which are defined as investments and expenditures to be made by KOF after the issuance date of the green bond or made by KOF in the 24 months prior to such date, in eligible Green Projects as defined in and aligned with the four core components of the Green Bond Principles (GBP) 2018, issued by the International Capital Markets Association. |
| **Maturity:** | Intermediate to long term |
| **Amortization:** | Bullet |
| **Minimum Denominations:** | $150,000 and integral multiples of $1,000 in excess thereof |
| **Governing Law:** | State of New York |
| **Expected Listing:** | New York Stock Exchange |

**Joint Bookrunners:**

- BNP Securities
- J.P. Morgan
- Morgan Stanley

\(^{(1)}\) Ratings may change.
Agenda

1. Company Overview
2. KOF’s COVID-19 Strategy and 2Q’20 Update
3. KOF’s Sustainability Strategy

Appendix
Company Overview
Coca-Cola FEMSA at a Glance

- Largest franchise bottler of Coca-Cola trademark beverages in the world in terms of volume
- We are a multinational, multi-category beverage leader, serving over 261 million people and 2 million points of sale through 49 plants and 268 distribution centers across 9 countries

### Figures in Ps.mm

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2Q’20 LTM(2)</th>
<th>2019 US$mm(4)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenues</td>
<td>$183,256</td>
<td>$182,342</td>
<td>$194,471</td>
<td>$188,368</td>
<td>$10,311</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>83,508</td>
<td>83,938</td>
<td>87,507</td>
<td>84,160</td>
<td>4,640</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>45.6%</td>
<td>46.0%</td>
<td>45.0%</td>
<td>44.7%</td>
<td>45.0%</td>
</tr>
<tr>
<td>Total Debt</td>
<td>83,360</td>
<td>81,805</td>
<td>69,977</td>
<td>91,286</td>
<td>3,710</td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>18,767</td>
<td>23,727</td>
<td>20,491</td>
<td>41,473</td>
<td>1,086</td>
</tr>
<tr>
<td>Cash Flow from Operations</td>
<td>26,536</td>
<td>27,581</td>
<td>31,289</td>
<td>33,505</td>
<td>1,660</td>
</tr>
</tbody>
</table>

### Shareholder Structure

(As of December 31, 2019)

- **FEMSA**: Voting: 56.0% Economic: 47.2%
- **The Coca-Cola Company**: Voting: 32.9% Economic: 27.8%
- **NYSE**: Voting: 11.1% Economic: 25.0%

Source: Company filings.

1. Excludes operations in Venezuela through KOF’s investment.
2. Includes Bank loans and notes payable, current and non-current portion. Includes the effect of derivative financial instruments on the non-current portion.
5. Coca-Cola FEMSA’s filings.
6. The Coca-Cola Company and Coca-Cola FEMSA filings.
Investment Highlights

1. Strategic partner to the Coca-Cola Company - KOF is the largest franchise bottler in the world by volume

2. Presence in markets with long term consumption tailwinds

3. Market leadership supported by strong brands and continuous innovation addressing consumer demands

4. Consumer-centric business model anchored by a difficult to replicate commercial capabilities and distribution network

5. Track-record of delivering strong free cash flow generation with a disciplined approach to leverage

6. Experienced management team
1) Strategic Partner to The Coca-Cola Company and the Largest Franchise Bottler in the World by Volume

(KOF Sells ~11% of The Coca-Cola Company ("KO")'s global volume)

(Volume as of 2019 in mmUC(1))

<table>
<thead>
<tr>
<th>Country</th>
<th>Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mexico</td>
<td>3,369</td>
</tr>
<tr>
<td>Brazil</td>
<td>2,521</td>
</tr>
<tr>
<td>Colombia</td>
<td>2,265</td>
</tr>
<tr>
<td>Argentina &amp; Uruguay</td>
<td>2,240</td>
</tr>
<tr>
<td>Central America</td>
<td>1,786</td>
</tr>
</tbody>
</table>

Mutually beneficial relationship dating back for 25 years, providing KOF:

- PREMIUM BRANDS
- DIVERSIFIED PORTFOLIO
- COLLABORATION
- SUSTAINABILITY

2) Presence in Markets with Long-term Consumption Tailwinds

1H'20 Volume Breakdown

- Mexico: 56%
- Brazil: 24%
- Central America: 7%
- Argentina & Uruguay: 5%
- Colombia: 8%

Soft Drinks Industry Growth vs GDP

(1) MMUC: Million Unit Cases. Each unit case is 24 eight-ounce servings of finished beverage equivalent to 5.678 liters.

(2) Comprised of Guatemala, Nicaragua, Costa Rica and Panama.

(3) Source: Euromonitor. MSP sales value.

(4) Source: Economist Intelligence Unit.
3 Market Leadership Supported by a Portfolio of Brands and Continuous Innovation

Coca-Cola Brands

World Best Brand (Interbrand 2019)

The Coca-Cola Logo is Recognized by 94% of the world11

Portfolio +300 annual launches, including +100 in Brazil

Driven by our strict focus on our consumers, we are consolidating a tailored total beverage portfolio to satisfy evolving tastes and lifestyles

4 Consumer-centric Business Model Strongly Committed to Sustainability Goals

Powerful consumer-centric business model

Digital tools improving service level & efficiencies in our commercial service and distribution model

First Mexican company to receive the approval of the Science Based Targets Initiative (SBTI) for its greenhouse gas (GHG) emissions reduction targets

(1) As per The Coca-Cola Company website.
5 Track–Record of Delivering Strong Cash Flow with a Disciplined Approach to Leverage

(Figures in Ps.bn)

Cash Flow from Operations

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash Flow from Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>$16.7</td>
</tr>
<tr>
<td>2010</td>
<td>$14.4</td>
</tr>
<tr>
<td>2011</td>
<td>$13.9</td>
</tr>
<tr>
<td>2012</td>
<td>$23.7</td>
</tr>
<tr>
<td>2013</td>
<td>$22.1</td>
</tr>
<tr>
<td>2014</td>
<td>$24.4</td>
</tr>
<tr>
<td>2015</td>
<td>$23.2</td>
</tr>
<tr>
<td>2016</td>
<td>$32.5</td>
</tr>
<tr>
<td>2017</td>
<td>$26.5</td>
</tr>
<tr>
<td>2018</td>
<td>$27.6</td>
</tr>
<tr>
<td>2019</td>
<td>$31.3</td>
</tr>
<tr>
<td>2020</td>
<td>$33.5</td>
</tr>
</tbody>
</table>

Net Debt(1)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Debt</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>$6.0</td>
</tr>
<tr>
<td>2010</td>
<td>$4.8</td>
</tr>
<tr>
<td>2011</td>
<td>$10.2</td>
</tr>
<tr>
<td>2012</td>
<td>$6.7</td>
</tr>
<tr>
<td>2013</td>
<td>$45.2</td>
</tr>
<tr>
<td>2014</td>
<td>$53.1</td>
</tr>
<tr>
<td>2015</td>
<td>$50.7</td>
</tr>
<tr>
<td>2016</td>
<td>$64.6</td>
</tr>
<tr>
<td>2017</td>
<td>$58.1</td>
</tr>
<tr>
<td>2018</td>
<td>$49.5</td>
</tr>
<tr>
<td>2019</td>
<td>$49.8</td>
</tr>
</tbody>
</table>

6 Experienced Management Team

Years at KOF

- John Santa María: CEO (+25)
- Constantino Spas: CFO (+2)
- José Ramón Martínez: CAO (+8)
- Karina Paola Awad: HRO (+2)
- Rafael Alberto Suárez: ITTO (+33)
- Rafael Ramos: SCEO (+21)
- Washington Fabricio Ponce: COO - Mexico (+22)
- Ian Marcel Craig: COO - Brazil (+26)
- Eduardo Guillermo Hernández: COO - LatAm (+5)

Resilience
- Stable profitable performance
- Leadership position across LatAm
- Ongoing value chain optimization

 Discipline
- Transformation driving efficiencies and growth
- Opportunistic consolidator
- Disciplined and returns-oriented approach

Commitment
- Strong track record of management and governance
- Best in class approach to sustainability and societal needs

(1) Includes Bank loans and notes payable, current and non-current portion. Includes the effect of derivative financial instruments on the non-current portion, less cash and cash equivalents.
(2) Operating cash flow = operating income + depreciation, amortization & other operating non-cash charges.
KOF’s COVID-19 Strategy and 2Q’20 Update
COVID-19 Strategy – KOF’s 5 C’s Program Key Actions

Guiding our business through short-term operating disruptions while ensuring execution of our long-term goals

<table>
<thead>
<tr>
<th>Collaborators</th>
<th>Clients</th>
<th>Consumers</th>
<th>Communities</th>
<th>Cash Flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preserve the safety and well-being of our employees</td>
<td>Remain close to our clients and help them to remain open for business in a safe way</td>
<td>Leverage our direct to consumer channels while offering unmatched affordability</td>
<td>Help communities in need through different social initiatives</td>
<td>Implement measures to further strengthen our balance sheet and protect our cash flow</td>
</tr>
</tbody>
</table>

- **Collaborators**
  - Reinforced health, sanitation and hygiene protocols
  - Deployment of protective equipment
  - Protocols and practices have become a daily routine

- **Clients**
  - Implementation of omni-channel strategies (i.e., via B2B platforms, contact centers, and messaging and voice over IP services)
  - Protective screens donation to clients to support their safe reopening

- **Consumers**
  - Returnables and “magic” price
  - Implementing direct to home routes (+500k homes in Mexico)
  - Food aggregators and other B2C channels growing importantly (+140% YoY growth in digital channels)

- **Communities**
  - Medical Supplies: Transporting medical supplies, contributing to the construction of alternative health centers, and acquiring medical equipment
  - Beverage Donation: Donated + 3.3 million liters

- **Cash Flow**
  - Pricing initiatives to help offset unfavorable price–mix effects
  - Ps. 11.2bn short-term financing as a preventive measure, current cash & cash equivalents balance of Ps. 41.5bn
  - Partially reduced and postponed CAPEX, focusing on immediate needs for business continuity

(1) As of 2Q’20.
KOF’s Strategy Yielding Successful Results as Demonstrated by 2020 Performance

**Resilient Volume Performance**
*June 2020 YTD vs. June 2019 YTD*

- (3.4%)\(^{(1)}\)
  - GDP Growth (1.2%)/(17.3%)\(^{(2)}\)

- (4.0%)\(^{(1)}\)
  - GDP Growth (1.5%)/n.a.\(^{(3)}\)

**Ability to Mitigate Headwinds**

*Impact was mostly mitigated driven by our countermeasures*

- (2.3%)\(^{(1)}\)
  - GDP Growth +1.1%/(-15.7%)\(^{(4)}\)

- (3.8%)\(^{(1)}\)
  - GDP Growth +7.8%/n.a.\(^{(5)}\)

**Boost to Affordability Strategy**
*As of June 2020 YTD*

- Q2 Refillables growth +25% vs PY in Mexico
- +20% vs PY in Brazil

**Strong Liquidity Position**

*with Ps. 41.5bn of cash on hand as of 2Q’20\(^{(1)}\)*

**Resilient Margins**
*June 2020 YTD vs. June 2019 YTD*

- -50bps Operating Income Margin\(^{(1)}\)

**Effective Cash Conversion**
*\(+14% YoY Cash from operations\(^{(1)}\)*

- Ps. 18.1bn\(^{(1)}\)

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Source: Company filings.

\(^{(1)}\) Coca-Cola FEMSA 2Q’20 filings.

\(^{(2)}\) INEGI – Mexican National Institute of Statistics and Geography.

\(^{(3)}\) IBGE – Brazilian Institute of Geography and Statistics.

\(^{(4)}\) DANE – Colombian National Administrative Department of Statistics.

\(^{(5)}\) Banco de Guatemala – Guatemala National Bank.
KOF’s Sustainability Strategy
Sustainability is Core to KOF’s Business Model

We are convinced that Sustainability is a business enabler.

This enabler has specific priorities in HR, environment and community.

Our performance has granted us recognition amongst top Sustainability Raters.

We aim to simultaneously create economic, social and environmental value.
Building on Our Environmental Commitment

Issuing Green bonds is the logical step forward to maximize the impact of our Green initiatives, to achieve our sustainability goals and to contribute to the achievement of the United Nations Sustainable Development Goals (UN SDGs). There are 3 main strategic areas where we can make the most positive environmental impact:

- **Climate Change**
  Climate change risks mitigation and adaptation for our operations

- **Water Stewardship**
  Efficient use of water resources and hydrological safety in the territories where we operate

- **Circular Economy**
  Waste management and recycling of polyethylene terephthalate (PET) bottles
First Mexican Company to Have Science-Based Targets, with Clear Action Plan

50% (1) emissions reduction in own operations (2030 vs 2015)
Achieved to date: 13% (2)

20% (1) emissions reduction from suppliers (2030 vs 2015)
Previous Achievement: 16% (3)

100% (1) renewable energy use by 2030
Current: 71% (2) renewable energy in bottling
46% (2) efficiency increase

Suppliers
- Third party transportation fleet
- Ingredients: Sugar, HFCS, CO2
- Packages: PET, aluminum labels, Caps

Operations
- Own transportation fleet
- Refrigerant Gases
- Electricity consumption in bottling facilities, Distribution Centers and Offices

Clients & Consumers
- Electricity consumption of cool drink equipment

On this front, we have generated USD 8MM of savings in 2019

(1) Coca-Cola FEMSA 6K filing.
A Comprehensive Approach to Water Management

**Protect**

Proactive Water Source Stewardship

**Produce**

Best-in-class water use efficiency
Wastewater treatment with enough quality to support aquatic life

Current increase in water efficiency

+22.5% (1)

**Return**

Return to the environment 100% of water used in production of beverages

100% (1) Replenishment in most geographies

5 Water Funds established in countries in which we have presence

Water Efficiency
(Liters of Water per Liter of Beverage)

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.72</td>
<td>1.65</td>
<td>1.58</td>
<td>1.52</td>
</tr>
</tbody>
</table>

On this front, we have generated USD 1.6MM of savings in 2019

(1) Coca-Cola FEMSA Green Bond Framework
National Reforestation and Water Harvesting Program

Reforestation project

Focused on ecological restoration and social impact

Reforestation is the most effective way of recharging nature with water, both in the aquifers and the surface

Strong results compared to international levels

Impact & Results

44.7 million trees planted
74.9 K hectares preserved
560 water infrastructure projects

Latin American Water Funds Partnership

Water Funds finance green infrastructure projects to ensure hydrological safety of a region

We help to develop management capabilities, knowledge sharing and technical monitoring for the projects

Impact & Results

65.4 K hectares preserved
9.4 K families directly benefited
$149 M USD raised and leveraged

Tripartite collaboration

1. Government

2. NGOs

3. Coca-Cola Bottlers

Notes:
Leading The Way Towards Circular Economies Around Plastics

As signatories of the Ellen McArthur Foundation’s New Plastics Economy Global Commitment, our approach towards circular economy is to design lightweight, recyclable packages with an increasing recycled content and collecting 100% of them aided by strong partners to achieve a World Without Waste.

100% (1) recyclable packaging by 2025
50% (1) recycled content by 2030

Current 24% (2) recycled content (as of Dec 31, 2019)
100% (2) Collection by 2030

Current 50% (2) collection in KOF’s main markets

Current 96% (1) post-industrial recycling

Multi-sector Alliances

---

(1) Coca-Cola FEMSA Integrated Report.
(2) Coca-Cola FEMSA Green Bond Framework.
ECOCE: Placing Mexico as the Top PET recycler in America

A shared responsibility mechanism created by the Mexican CPG(1) companies to promote collection and recycling

We have a 56% collection & recycling rate(2) in Mexico, only below the European Union with 57%(3)

IMER: 1st Food-Grade PET Recycling Facility in LatAm

The first food-grade, bottle-to-bottle PET recycling facility in Latin America was born in 2006(2)

We have recycled over 220K tons of PET through 8 collection centers employing more than 310 waste-pickers(2)

Partnership

(1) Consumer Products Goods.
(2) Coca-Cola FEMSA Integrated Report.
(3) ECOCE: https://www.ecoce.mx/cifras-y-estadisticas.
Eligible Green Projects Are Aligned to The Green Bond Principles, 2018 (GBP) and Contribute to The Achievement of The UN SDGs

Our Strategic Intent

**SDG Alignment**

- Climate Change Adaptation
- Clean and mass transportation
- Energy efficiency
- Renewable energy
- Environmentally sustainable management of living natural resources and land use

**Eligible GBP Project Categories**

- Sustainable Water and Wastewater Management
- Pollution Prevention and Control
- Eco-efficient and/or circular economy products, production technologies and processes
Appendix
Consolidated Financial Summary

**Total Revenues**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ps.mm</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$183,256</td>
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<tr>
<td>2019</td>
<td>$194,471</td>
</tr>
<tr>
<td>2Q'20 LTM</td>
<td>$188,368</td>
</tr>
</tbody>
</table>

Volume (million unit cases)

- **CAGR 2017 - 2Q'20 LTM**: +0.9%

**Gross Profit**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ps.mm</th>
<th>Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$83,508</td>
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<tr>
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<td>$83,938</td>
<td>46.0%</td>
</tr>
<tr>
<td>2019</td>
<td>$87,507</td>
<td>45.0%</td>
</tr>
<tr>
<td>2Q'20 LTM</td>
<td>$84,160</td>
<td>44.7%</td>
</tr>
</tbody>
</table>

Gross Margin

- **CAGR 2017 - 2Q'20 LTM**: +0.3%

**Cash and Cash Equivalents**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ps.mm</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$18,767</td>
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<tr>
<td>2018</td>
<td>$23,727</td>
</tr>
<tr>
<td>2019</td>
<td>$20,491</td>
</tr>
<tr>
<td>2Q'20</td>
<td>$41,473</td>
</tr>
</tbody>
</table>

**Source:** Coca-Cola FEMSA filings.
Consolidated Financial Summary (Cont’d)

Capital Expenditures\(^{(1)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Ps.mm</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>12,802</td>
</tr>
<tr>
<td>2018</td>
<td>10,891</td>
</tr>
<tr>
<td>2019</td>
<td>11,415</td>
</tr>
<tr>
<td>2Q’20 LTM</td>
<td>11,412</td>
</tr>
</tbody>
</table>

As % of Revenue\(^{(3)}\):

- 2017: 7.0%
- 2018: 6.0%
- 2019: 5.9%
- 2Q’20: 6.1%

Total Debt\(^{(2)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Ps.mm</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>83,360</td>
</tr>
<tr>
<td>2018</td>
<td>81,805</td>
</tr>
<tr>
<td>2019</td>
<td>69,977</td>
</tr>
<tr>
<td>2Q’20</td>
<td>91,286</td>
</tr>
</tbody>
</table>

Source: Coca-Cola FEMSA filings.

(1) Includes acquisitions of long-lived assets minus proceeds from sale of long-lived assets plus acquisitions of intangible assets.

(2) Includes Bank loans and notes payable, current and non-current portion.

(3) Computed as capital expenditures over total revenues.
## Consolidated Financial Summary

(Figures in Ps.mm, unless otherwise stated)

### Income Statement

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>6M'19</th>
<th>6M'20</th>
<th>2Q'20 LTM</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total revenues</strong></td>
<td>183,256</td>
<td>182,342</td>
<td>194,471</td>
<td>94,444</td>
<td>88,341</td>
<td>188,368</td>
</tr>
<tr>
<td><strong>YoY Growth</strong></td>
<td>16.6%</td>
<td>(0.5%)</td>
<td>(6.7%)</td>
<td>(6.5%)</td>
<td></td>
<td>(6.5%)</td>
</tr>
<tr>
<td><strong>Cost of goods sold</strong></td>
<td>(99,748)</td>
<td>(98,404)</td>
<td>(106,944)</td>
<td>(51,349)</td>
<td>(48,593)</td>
<td>(104,208)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>83,508</td>
<td>83,938</td>
<td>87,507</td>
<td>43,095</td>
<td>39,748</td>
<td>84,160</td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>45.6%</td>
<td>46.0%</td>
<td>45.0%</td>
<td>45.6%</td>
<td>45.0%</td>
<td>44.7%</td>
</tr>
<tr>
<td><strong>Operative expenses</strong></td>
<td>(58,044)</td>
<td>(57,924)</td>
<td>(60,537)</td>
<td>(29,963)</td>
<td>(28,132)</td>
<td>(58,704)</td>
</tr>
<tr>
<td><strong>Other (expenses) income</strong></td>
<td>(31,357)</td>
<td>(1,881)</td>
<td>(2,490)</td>
<td>(1,041)</td>
<td>(1,512)</td>
<td>(2,961)</td>
</tr>
<tr>
<td><strong>Interest expenses</strong></td>
<td>(8,777)</td>
<td>(7,568)</td>
<td>(6,904)</td>
<td>(3,475)</td>
<td>(4,691)</td>
<td>(8,120)</td>
</tr>
<tr>
<td><strong>Interest income</strong></td>
<td>791</td>
<td>1,004</td>
<td>1,230</td>
<td>551</td>
<td>556</td>
<td>1,235</td>
</tr>
<tr>
<td><strong>Foreign exchange gain (loss), net</strong></td>
<td>788</td>
<td>(277)</td>
<td>(330)</td>
<td>(199)</td>
<td>493</td>
<td>362</td>
</tr>
<tr>
<td><strong>Gain (loss) on monetary position for subsidiaries in hyperinflationary economies</strong></td>
<td>1,590</td>
<td>212</td>
<td>221</td>
<td>(30)</td>
<td>175</td>
<td>426</td>
</tr>
<tr>
<td><strong>Market value gain (loss) on financial instruments</strong></td>
<td>246</td>
<td>(314)</td>
<td>(288)</td>
<td>1</td>
<td>(289)</td>
<td></td>
</tr>
<tr>
<td><strong>Income (loss) before income taxes</strong></td>
<td>(11,255)</td>
<td>17,190</td>
<td>18,409</td>
<td>8,939</td>
<td>6,637</td>
<td>16,107</td>
</tr>
<tr>
<td><strong>Income taxes</strong></td>
<td>(4,184)</td>
<td>(5,260)</td>
<td>(5,648)</td>
<td>(2,519)</td>
<td>(2,091)</td>
<td>(5,220)</td>
</tr>
<tr>
<td><strong>Share of the profit of associates and joint ventures accounted for using the equity method, net of taxes</strong></td>
<td>60</td>
<td>(226)</td>
<td>(131)</td>
<td>(64)</td>
<td>(143)</td>
<td>(210)</td>
</tr>
<tr>
<td><strong>Net income (loss) for continuing operations</strong></td>
<td>(15,379)</td>
<td>11,704</td>
<td>12,630</td>
<td>6,356</td>
<td>4,403</td>
<td>10,677</td>
</tr>
<tr>
<td><strong>Net income (loss) for discontinued operations</strong></td>
<td>3,725</td>
<td>3,366</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Consolidated net income (loss)</strong></td>
<td>(11,654)</td>
<td>15,070</td>
<td>12,830</td>
<td>6,356</td>
<td>4,403</td>
<td>10,677</td>
</tr>
</tbody>
</table>

### Other Key Metrics

- **Capital expenditures**
  - (1) 12,802 10,891 11,415 3,672 3,669 11,412

### Balance Sheet

- **Cash and cash equivalents**
  - 18,767 23,727 20,491 23,486 41,473 41,473
- **Total debt**
  - (1) 83,360 81,805 69,977 75,589 91,286 91,286
- **Net Debt**
  - 64,593 58,078 49,486 52,103 49,813 49,813
- **Total Equity**
  - 140,710 131,750 129,685 129,190 125,883 125,883
- **Book Capitalization**
  - 205,303 189,628 179,171 181,293 175,696 175,696

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Source: Coca-Cola FEMSA filings.

2. Includes acquisitions of long-lived assets minus proceeds from sale of long-lived assets plus acquisitions of intangible assets.
3. Includes Bank loans and notes payable, current and non-current portion.
Green Bond Framework Summary

1. Use of Proceeds
   - Climate Change Adaptation
   - Clean and mass transportation
   - Energy efficiency
   - Renewable energy
   - Environmentally sustainable management of living natural resources and land use
   - Sustainable Water and Wastewater Management
   - Pollution Prevention and Control
   - Eco-efficient and/or circular economy products, production technologies and processes

2. Project Evaluation and Selection
   - Our Sustainability Team will identify, evaluate and select Eligible Green Projects based on the criteria described in this presentation and up to the amount of the net proceeds from the sale of the Green Bond.
   - Final approval will be made jointly by the Chief Financial Officer, Chief Supply Chain and Engineering Offer and the Corporate Affairs Officer.

3. Management of Proceeds
   - Our Sustainability and Finance Teams will monitor and account for the proceeds from the Green Bond.
   - Pending the full allocation of the net proceeds to one or more Eligible Green Project, we may invest an amount equal to the balance pending application of the net proceeds in cash, cash equivalents or liquid securities in accordance with our investment policy.

4. Reporting
   - Annually, until all the proceeds have been allocated, and on a timely basis in case of material developments, we will publish the Green Bond Report including progress on the environmental and sustainability commitments within our Annual Integrated Report on our website.
   - Annually, until proceeds are fully allocated, and on a timely basis in case of material developments we will report:
     - The amount of net proceeds allocated to each Eligible Green Project
     - Expected impact metrics, where feasible
     - A selection of brief project descriptions
     - Outstanding amount of net proceeds to be allocated to Eligible Green Projects at the end of the reporting period

5. External Review
   - Second Party Opinion provided by an independent consultant with recognized environmental and social expertise.
   - Green Bond Report to include a report from an independent third-party who will examine and verify our management of the net proceeds from the sale of the Green Bond.
Green Bond Framework Summary (Cont’d)

<table>
<thead>
<tr>
<th>GBP Eligible Project Category</th>
<th>Example Expected Impact Metrics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Climate Change Adaptation</td>
<td>% reduction in GHG emissions</td>
</tr>
<tr>
<td></td>
<td>Renewable energy use</td>
</tr>
<tr>
<td>Clean and Mass Transportation</td>
<td>% reduction in GHG emissions</td>
</tr>
<tr>
<td>Energy Efficiency</td>
<td>% reduction in GHG emissions</td>
</tr>
<tr>
<td></td>
<td>% reduction in electricity usage in our operations (MWh saved)</td>
</tr>
<tr>
<td>Renewable Energy</td>
<td>% reduction in GHG emissions</td>
</tr>
<tr>
<td></td>
<td>% reduction in electricity usage in our operations (MWh saved)</td>
</tr>
<tr>
<td>Environmentally Sustainable Management of Living Natural Resources and Land Use</td>
<td>Ha. (acres) reforested / preserved</td>
</tr>
<tr>
<td>Sustainable Water and Wastewater Management</td>
<td>% improvement in water use efficiency in our manufacturing operations</td>
</tr>
<tr>
<td></td>
<td>Water replenished (m$^3$)</td>
</tr>
<tr>
<td>Pollution Prevention and Control</td>
<td>Tonnes of waste recycled / properly disposed of via company-owned operations</td>
</tr>
<tr>
<td></td>
<td>% of post-consumption primary packages collected as result of waste management initiatives</td>
</tr>
<tr>
<td>Eco-efficient and/or circular economy adapted products, production technologies and processes</td>
<td>% of rPET included in our PET bottles</td>
</tr>
<tr>
<td></td>
<td>Tonnes of rPET purchased</td>
</tr>
</tbody>
</table>
## Use of Proceeds

<table>
<thead>
<tr>
<th>Use of Proceeds Category</th>
<th>SDG Target</th>
<th>SDG Alignment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Climate Change Adaptation</td>
<td>▪ Expenditures related to procurement and usage of climate change module software that will allow us to accurately measure our carbon footprint in a systematized manner and track progress against our science-based targets</td>
<td></td>
</tr>
<tr>
<td>Clean and Mass Transportation</td>
<td>▪ Expenditures related to our own- and third-party transportation fleet such as:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ Fully electric trucks and utility vehicles</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ Electric vehicle infrastructure including charging stations</td>
<td></td>
</tr>
<tr>
<td>Energy Efficiency</td>
<td>▪ Expenditures related to energy-efficiency projects including equipment, systems, operational improvements and maintenance. Examples include:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ Expenditures to improve and maintain energy efficiency including as it relates to heating, ventilation and air conditioning upgrades. LED lighting upgrades, variable-speed drives and motion detector conveyor systems that may result in a potential increase in energy efficiency of up to 45% and greenhouse gas (&quot;GHG&quot;) emissions reduction of approximately 14% compared to the systems they are replacing</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ Refrigeration system optimization: upgrading refrigeration equipment to improve energy efficiency and electricity consumption of cooling and vending equipment</td>
<td></td>
</tr>
<tr>
<td>Renewable Energy</td>
<td>▪ Expenditures related to the construction, development, acquisition, maintenance, and operation of renewable energy, including solar, wind, geothermal with direct emissions of less than 100 g CO2/kWh and hydropower generation (≤25 MW). Examples include:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ On-site (manufacturing and distribution centers) renewable energy projects such as solar rooftop panels</td>
<td></td>
</tr>
<tr>
<td></td>
<td>▪ Sourcing expenditures pursuant to long-term (≥ 5 years), project-tied power purchase agreements that were entered into prior to the issuance of the notes</td>
<td></td>
</tr>
</tbody>
</table>
### Use of Proceeds (Cont’d)

<table>
<thead>
<tr>
<th>Eligibility Criteria and Example Projects</th>
<th>SDG Alignment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Environmentally Sustainable Management of Living Natural Resources and Land Use</td>
<td>▪ Expenditures related to preservation and reforestation initiatives in the countries where we have presence</td>
</tr>
<tr>
<td>Sustainable Water and Wastewater Management</td>
<td>▪ Expenditures related to water efficiency projects, such as efficiency in water used at our bottling plants, installation of new efficient water-related equipment, water replenishment, wastewater management and water treatment</td>
</tr>
</tbody>
</table>
| Pollution Prevention and Control | ▪ Expenditures related to the production, construction, maintenance, operation, improvements and infrastructure of zero waste facilities and industrial and post-consumption waste management processes, including:  
  ▪ Collection and recycling facilities, sorting centers and equipment for post-consumption plastic materials such as polyethylene terephthalate (“PET”) and/or glass collection |
| Eco-efficient and/or circular economy adapted products, production technologies and processes | ▪ Expenditures related to the procurement of recycled PET resin (“rPET”) procurement to increase the rPET content of our one-way PET packaging to achieve up to 50% of rPET in these products |