

# *Embotelladora Andina S.A.*

## For Immediate Distribution

### **Contacts in Santiago, Chile**

#### **Embotelladora Andina S.A.**

Osvaldo Garay, Chief Financial Officer

Giuliana Gorrini, Head of Investor Relations

(56-2) 338-0520

E-Mail: [ir@koandina.com](mailto:ir@koandina.com)

### **Contacts in New York**

#### **i-advize Corporate Communications, Inc.**

Peter Majeski/Melanie Carpenter

(212) 406-3690

E-Mail: [andina@i-advize.com](mailto:andina@i-advize.com)

## Embotelladora Andina S.A. Announces Consolidated Results For the Third Quarter and First Nine Months ended September 30, 2007

### Highlights

- ☀ Operating Income reached US\$46.4 million during the Third Quarter of 2007, increasing 20.6% compared to the same period of the previous year. Operating Margin was 16.1%.
- ☀ Consolidated Sales Volume for the Third Quarter amounted to 99.0 million unit cases, an increase of 4.6% during the quarter.
- ☀ Third Quarter EBITDA totaled US\$60.9 million, representing an increase of 14.2% compared to the Third Quarter of 2006. EBITDA Margin was 21.1%.
- ☀ Net Income for the Third Quarter of 2007 reached US\$28.5 million, 5.6% higher than the figure recorded in the Third Quarter of 2006.
- ☀ Consolidated Operating Income reached US\$141.9 million during the period ended September 30, 2007, 16.7% higher than the figure for the period ended September 30, 2006. Operating Margin was 16.4%.
- ☀ Consolidated Sales Volume for the period ended September 30, 2007 totaled 308.7 million unit cases, an increase of 5.6% compared to 2006.
- ☀ Consolidated EBITDA for the period ended September 30, 2007 amounted to US\$184.7 million, an increase of 10.2%. EBITDA Margin was 21.3%.
- ☀ Net Income for the First Nine Months of 2007 reached US\$97.0 million, 7.3% higher than the First Nine Months of 2006.

(Santiago-Chile, October 29, 2007) -- **Embotelladora Andina S.A.** ("the Company") announced today its consolidated financial results for the Third Quarter and First Nine Months ended September 30, 2007.

### Comments from the Chief Executive Officer, Mr. Jaime Garcia R.

*"Our operation in Brazil benefited from favorable macroeconomic conditions and was further benefited by the solid management of our team, leading to the remarkable results for the period. We expect to continue facing interesting*

NYSE: AKO/A; AKO/B  
BOLSA DE COMERCIO DE SANTIAGO: ANDINAA; ANDINAB

[www.koandina.com](http://www.koandina.com)

# *Embotelladora Andina S.A.*

*challenges that the three countries in which we operate still have ahead of them; however we expect that 2007 will be another solid year for Andina."*

## **CONSOLIDATED SUMMARY**

### **First Nine Months ended September 30, 2007 vs. First Nine Months ended September 30, 2006**

During the First Nine Months of 2007, the Company reported solid results due to growth in volume, increases in real prices and positive macro-economic surroundings. The average 8.3% appreciation of the Brazilian real has had a positive impact over our dollar-denominated cost and the translation of figures. On average, the Chilean peso remained stable, and the Argentine peso recorded a 1.2% depreciation.

Consolidated Sales Volume amounted to 308.7 million unit cases, an increase of 5.6%. Soft Drinks increased 4.8%, while the Juices, Waters and Beer categories together increased by 14.0%.

Net Sales amounted to US\$865.0 million, 10.4% higher than 2006. This was a result of higher volumes and price adjustments in the three countries where the Company operates and the favorable exchange rate in Brazil upon the translation of figures.

Cost of Sales per unit case increased 2.2% compared to the First Nine Months of 2006, mainly due to the increase of costs in important raw materials such as sugar and concentrate (the latter due to price increases) and higher labor costs. These were partially offset by the decrease of PET resin costs at the consolidated level.

On the other hand, SG&A expenses increased 11.6% as a result of higher volumes, increases in advertising expenses, and freight fees, which rose due to higher labor costs and fuel prices.

Consolidated Operating Income amounted to US\$141.9 million, a 16.7% increase compared to the First Nine Months of 2006. Operating Margin was 16.4%, an increase of 90 basis points.

Consolidated EBITDA amounted to US\$184.7 million, an increase of 10.2%. EBITDA Margin was 21.3%.

### **Third Quarter 2007 vs. Third Quarter 2006**

Consolidated Sales Volume for the Third Quarter of 2007 reached 99.0 million unit cases, a 4.6% increase compared to the same period of the previous year.

[www.koandina.com](http://www.koandina.com)

NYSE: AKO/A; AKO/B  
BOLSA DE COMERCIO DE SANTIAGO: ANDINAA; ANDINAB

# Embotelladora Andina S.A.

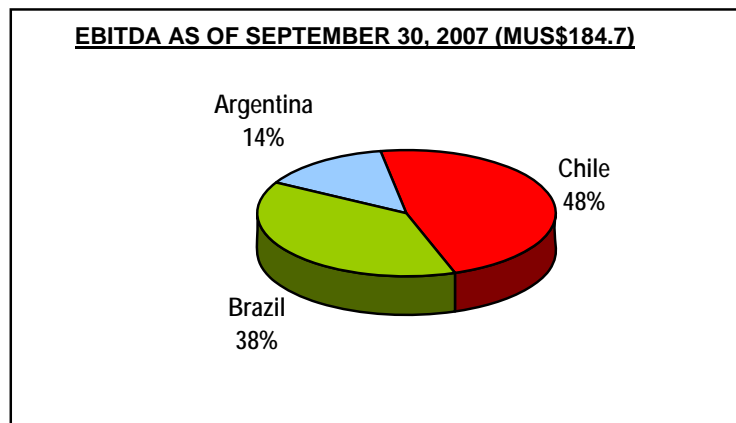
Net Sales amounted to US\$288.2 million, representing a 11.6% improvement compared to the Third Quarter of 2006, mainly due to increased volumes and a significant increase in average income in Brazil and Argentina.

Cost of Sales per unit case increased 5.8%, mainly explained by the previously-mentioned circumstances during the First Nine Months of 2007.

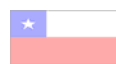
SG&A expenses increased 8.5%, as a result of increased volumes, higher freight fees and the increase in advertising expenses.

Consolidated Operating Income amounted to US\$46.4 million, a 20.6% increase compared to the Third Quarter of 2006. Operating Margin was 16.1%, an increase of 120 basis points.

Finally, Consolidated EBITDA amounted to US\$60.9 million, a 14.2% improvement compared to the same period of the previous year. EBITDA Margin was 21.1%, representing an increase of 40 basis points compared to the Third Quarter of 2006.



## SUMMARY BY COUNTRY



**CHILE**

### **First Nine Months ended September 30, 2007 vs. First Nine Months ended September 30, 2006**

During the First Nine Months of 2007, Sales Volume amounted to 104.7 million unit cases; a 4.2% growth impacted by the harsh winter season, partially offset by the significant launch of *Coca-Cola Zero* and the

# *Embotelladora Andina S.A.*

growth on non-carbonated products during the period. This increase was also impacted by increased Soft Drink volumes (+3.6%), as well as an increase in the Juices and Waters segment (+7.1%).

Net Sales amounted to US\$327.1 million, a 4.2% improvement compared to the previous year, as a result of higher volumes along with price adjustments in real terms.

Operating Income was 4.9% higher than the figure reported in the same period of 2006, amounting to US\$74.8 million. Operating Margin was 22.9%, an increase of 20 basis points compared to the previous year.

EBITDA amounted to US\$92.9 million, 1.5% higher than the EBITDA figure recorded in 2006. EBITDA Margin was 28.4%.

## **Third Quarter 2007 vs. Third Quarter 2006**

During the Third Quarter of 2007 Sales Volume amounted to 33.9 million unit cases, a 5.7% growth compared to the same period of the previous year, returning to normal growth levels after being strongly impacted by the severe winter season. Soft Drinks increased by 4.3%, while Juices and Waters increased 12.7%.

Net Sales amounted to US\$104.1 million, reflecting a growth of 3.0%, explained by increased volumes and partially offset by the decrease in average real prices, mainly due to the unusually high inflation recorded for this period and that amounts to 3.1% for the quarter.

Cost of Sales per unit case increased 2.3%. This higher cost is mainly explained by the increase in the cost of sugar, partially offset by the decrease in the cost of PET resin, along with lower depreciation charges due to the end of the useful life period of certain property, plant and equipment.

Operating Income amounted to US\$21.2 million, a 7.1% decrease compared to the Third Quarter of 2006. Operating Margin was 20.4%, a decrease of 220 basis points.

EBITDA amounted to US\$27.4 million, a 5.8% decrease regarding the EBITDA figure recorded during the same period of the previous year. EBITDA Margin was 26.3%, a decrease of 250 basis points.

[www.koandina.com](http://www.koandina.com)

NYSE: AKO/A; AKO/B  
BOLSA DE COMERCIO DE SANTIAGO: ANDINAA; ANDINAB

# *Embotelladora Andina S.A.*



**BRAZIL**

## **First Nine Months ended September 30, 2007 vs. First Nine Months ended September 30, 2006**

Sales Volume amounted to 123.9 million unit cases representing a 6.7% growth for the period ended September 30, 2007.

Net Sales reached US\$370.9 million, increasing 16.9% compared to the previous year. This significant increase was a result of volume growth, price adjustments and the favorable exchange rate upon the translation of figures.

Cost of Sales per unit case increased 4.9%. Higher freight fees and revaluation of the Brazilian *real* led to an increase of SG&A expenses of 16.8%.

Operating Income increased 38.2%, amounting to US\$59.5 million. Operating Margin was 16.0%, an improvement of 240 basis points.

EBITDA amounted to US\$74.4 million, an increase of 28.2%, with an EBITDA Margin of 20.1%, increasing 180 basis points compared to the previous period.

## **Third Quarter 2007 vs. Third Quarter 2006**

Sales Volume for the Third Quarter of 2007 amounted to 39.8 million unit cases, representing an 7.3% increase compared to the Third Quarter of 2006.

Net Sales reached US\$129.2 million, representing a significant increase of 21.9%. This growth along with higher volumes is explained by price adjustments during the period, as well as the appreciation of the Brazilian exchange rate which had a positive impact upon translating figures into US dollars.

Cost of Sales per unit case grew 8.4% mainly explained by the figure conversion effect that negatively impacts the costs, along with the increase in concentrate (resulting from price adjustments) and the cost of aluminum for cans. These factors were partially offset by the decrease in the cost of sugar and PET resin.

Operating Income reached US\$23.6 million, an improvement of 72.1%, while Operating Margin was 18.3%, an improvement of 540 basis points.

Finally, EBITDA amounted to US\$28.8 million, a 53.5% improvement compared to the US\$18.8 million recorded during the Third Quarter of 2006. EBITDA Margin was 22.3%, an increase of 460 basis points compared to the same period of the previous year.

[www.koandina.com](http://www.koandina.com)

**NYSE: AKO/A; AKO/B**  
**BOLSA DE COMERCIO DE SANTIAGO: ANDINAA; ANDINAB**

# *Embotelladora Andina S.A.*



**ARGENTINA**

## **First Nine Months ended September 30, 2007 vs. First Nine Months ended September 30, 2006**

Sales Volume reached 80.1 million unit cases, a 5.6% improvement compared to the Sales Volume reported in 2006. This increase was supported by the launch of *Coca-Cola Zero* in the *Light (Diet)* segment, and by the increase in salaries.

Net Sales reached US\$171.8 million, representing an increase of 8.3%. This increase is explained by higher volumes and price adjustments that took place during the period, partially offset by the effect of the figure translation due the devaluation of the Argentine peso (1.2% on average).

Cost of Sales per unit case decreased 0.8%. SG&A expenses increased 13.7% mainly due to volumes and higher salaries.

Operating Income amounted to US\$17.9 million, representing a 17.2% increase. Operating Margin was 10.4%, 80 basis points higher than 2006.

EBITDA reached US\$27.8 million, an increase of 6.3% compared to the same period of 2006. EBITDA Margin decreased 30 basis points amounting to 16.2%.

## **Third Quarter 2007 vs. Third Quarter 2006**

Sales Volume for the Third Quarter of 2007 decreased 0.8% reaching 25.3 million unit cases.

Net Sales reached US\$56.4 million, representing an increase of 6.7% compared to the Third Quarter of 2006. This improvement is explained by price adjustments during the period, partially offset by the figure translation effect due to the devaluation of the Argentine *peso*.

Cost of Sales per unit case increased 4.2%, mainly explained by the increase in the cost of sugar (due to weather factors that impacted domestic production) and concentrate (as a result of higher prices), higher labor costs and fluctuations of the exchange rate upon the translation of figures.

Operating Income amounted to US\$5.3 million, a 3.5% increase. Operating Margin was 9.4%, 30 basis points lower than the Third Quarter of 2006.

[www.koandina.com](http://www.koandina.com)

NYSE: AKO/A; AKO/B  
BOLSA DE COMERCIO DE SANTIAGO: ANDINAA; ANDINAB

# *Embotelladora Andina S.A.*

Finally, EBITDA reached US\$8.5 million, a decrease of 2.8%. EBITDA Margin was 15.1% a decrease of 140 basis points compared to the Third Quarter of 2006.

## **NON-OPERATING RESULTS**

### **First Nine Months ended September 30, 2007 vs. First Nine Months ended September 30, 2006**

Non-Operating Results totaled a loss of (US\$14.1) million, and which is in line with the accumulated loss of (US\$14.0) million recorded during 2006.

Net income amounted to US\$97.0 million, an increase of 7.3% compared to the figure recorded during the First Nine Months of 2006.

## **ANALYSIS OF THE BALANCE SHEET**

As of September 30, 2007, the Company's financial assets amounted to US\$263.9 million. These represent cash, investments in mutual funds, deposits, and corporate bonds. 60.7% of the total financial investments are U.S. Dollar-denominated. Nevertheless, through "Cross-Currency Swap" agreements part of the portfolio has been converted to Chilean Pesos (UF – Chilean Inflation Indexed Currency), thereby decreasing the amount denominated in U.S. Dollars to 8.0%.

On the other hand, the Company's total debt was US\$191.0 million, with an average annual rate of 7.63% on U.S. Dollar debt, and an average real annual rate of 6.37% on Chilean Peso-denominated debt. The U.S. Dollar-denominated debt represents 2.1% of total debt.

As a result, the Company holds a positive net cash position of US\$73.0 million.

This release may contain forward-looking statements reflecting Embotelladora Andina SA's good faith expectations and are based upon currently available data; however, actual results are subject to numerous uncertainties, many of which are beyond the control of the Company and any one or more of which could materially impact actual performance. Among the factors that can cause performance to differ materially are: political and economic conditions on consumer spending, pricing pressure resulting from competitive discounting by other bottlers, climatic

[www.koandina.com](http://www.koandina.com)

NYSE: AKO/A; AKO/B  
BOLSA DE COMERCIO DE SANTIAGO: ANDINAA; ANDINAB

# *Embotelladora Andina S.A.*

conditions in the Southern Cone, and other risk factors applicable from time to time and listed in Andina's periodic reports filed with relevant regulatory institutions.

## Embotelladora Andina S.A.

### Main Indicators

INDICATORS	Unit	Sep-07	Dec-06	Sep-06	Variance
<b>LIQUIDITY</b>					
Current Ratio	Times	1.82	1.30	1.26	0.56
Acid Tests	Times	1.60	1.12	1.06	0.54
Working Capital	MCh\$	43,619	23,316	12,170	31,449
<b>ACTIVITY</b>					
Investments	MCh\$	39,930	38,892	26,048	13,883
Inventory turnover	Times	10.49	15.42	11.48	-0.99
Days of inventory on hand	Days	34.32	23.35	31.35	2.97
<b>INDEBTEDNESS</b>					
Debt to equity ratio	%	89.00%	86.94%	98.11%	-9.11%
Short-term liabilities to total liabilities	%	48.99%	52.86%	42.97%	6.02%
Long-term liabilities to total liabilities	%	51.01%	47.14%	57.03%	-6.02%
Interest charges coverage ratio	Times	15.53	23.50	12.07	3.46
<b>PROFITABILITY</b>					
Return over equity	%	18.32%	27.10%	16.79%	1.52%
Return over total assets	%	9.75%	14.15%	8.52%	1.23%
Return over operating assets	%	19.81%	30.72%	18.43%	1.38%
Operating income	MCh\$	72,522	100,051	62,140	10,383
Operating margin	%	16.40%	17.41%	15.52%	0.88%
EBITDA (1)	MCh\$	96,392	134,440	88,633	7,759
EBITDA margin	%	21.80%	23.40%	22.13%	-0.34%
Dividends payout ratio - Serie A shares	%	6.48%	6.61%	7.80%	-1.32%
Dividends payout ratio - Serie B shares	%	6.56%	6.72%	7.94%	-1.38%

EBITDA (1) Earnings before income taxes, interests, depreciation, amortization and extraordinary items.

Embotelladora Andina S.A.  
Third Quarter Results for the period ended September 30, Chilean GAAP  
(In millions of constant 09/30/07 Chilean Pesos, except per share)

	30-09-2007				30-09-2006				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>33.9</b>	<b>39.8</b>	<b>25.3</b>	<b>99.0</b>	<b>32.1</b>	<b>37.1</b>	<b>25.5</b>	<b>94.7</b>	<b>4.6%</b>
Soft Drink	27.9	37.3	24.9	90.1	26.7	35.5	25.1	87.3	3.2%
Mineral Water	2.5	0.7	0.3	3.4	2.4	0.4	0.3	3.1	9.8%
Juices	3.6	0.8	0.1	4.5	3.0	0.5	0.1	3.5	29.0%
Beer	NA	1.0	NA	1.0	NA	0.8	NA	0.8	27.2%
<b>NET SALES</b>	<b>53,206</b>	<b>66,045</b>	<b>28,827</b>	<b>147,358</b>	<b>51,672</b>	<b>54,183</b>	<b>27,026</b>	<b>131,993</b>	<b>11.6%</b>
<b>COST OF SALES</b>	<b>(31,036)</b>	<b>(35,417)</b>	<b>(17,900)</b>	<b>(83,633)</b>	<b>(28,697)</b>	<b>(30,452)</b>	<b>(17,320)</b>	<b>(75,580)</b>	<b>10.7%</b>
<b>GROSS PROFIT</b>	<b>22,170</b>	<b>30,628</b>	<b>10,927</b>	<b>63,725</b>	<b>22,975</b>	<b>23,731</b>	<b>9,706</b>	<b>56,413</b>	<b>13.0%</b>
Gross Margin	41.7%	46.4%	37.9%	43.2%	44.5%	43.8%	35.9%	42.7%	
<b>SELLING AND ADMINISTRATIVE EXPENSES</b>	<b>(11,316)</b>	<b>(18,563)</b>	<b>(8,220)</b>	<b>(38,099)</b>	<b>(11,296)</b>	<b>(16,720)</b>	<b>(7,091)</b>	<b>(35,106)</b>	<b>8.5%</b>
<b>CORPORATE EXPENSES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(1,903)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(1,636)</b>	<b>16.4%</b>
<b>OPERATING INCOME</b>	<b>10,854</b>	<b>12,065</b>	<b>2,707</b>	<b>23,723</b>	<b>11,679</b>	<b>7,012</b>	<b>2,616</b>	<b>19,671</b>	<b>20.6%</b>
Operating Margin	20.4%	18.3%	9.4%	16.1%	22.6%	12.9%	9.7%	14.9%	
<b>EBITDA (1)</b>	<b>14,001</b>	<b>14,716</b>	<b>4,342</b>	<b>31,157</b>	<b>14,868</b>	<b>9,588</b>	<b>4,468</b>	<b>27,288</b>	<b>14.2%</b>
Ebitda Margin	26.3%	22.3%	15.1%	21.1%	28.8%	17.7%	16.5%	20.7%	
<b>NON OPERATIONAL RESULTS</b>									
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				3,600				444	710.0%
<b>RESULTS FROM AFFILIATED</b>				(560)				(192)	191.7%
<b>AMORTIZATION OF GOODWILL</b>				(1,530)				(1,751)	-12.6%
<b>OTHER INCOME/(EXPENSE)</b>				(636)				(475)	33.9%
<b>PRICE LEVEL RESTATEMENT (3)</b>				(3,751)				(1,646)	127.8%
<b>NON-OPERATING RESULTS</b>				<b>(2,877)</b>				<b>(3,620)</b>	<b>-20.5%</b>
<b>INCOME BEFORE INCOME TAXES; AMORTIZATION OF NEGATIVE GOODWILL AND MINORITY INTEREST</b>				<b>20,846</b>				<b>16,052</b>	<b>29.9%</b>
<b>INCOME TAXES</b>				(6,270)				(2,239)	180.1%
<b>MINORITY INTEREST</b>				10				2	NA
<b>AMORTIZATION OF NEGATIVE GOODWILL</b>				0				0	NA
<b>NET INCOME</b>				<b>14,586</b>				<b>13,815</b>	<b>5.6%</b>
<b>Net Margin</b>				9.9%				10.5%	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				760.3				760.3	
<b>EARNINGS PER SHARE</b>				19.2				18.2	
<b>EARNINGS PER ADS</b>				115.1				109.0	5.6%

(1) EBITDA: Operating Income + Depreciation

(2) Total may be different from the addition of the three countries because of intercountry eliminations

(3) Includes: Monetary Correction + Conversion Effect to Balance Sheet + Income Statement Accounts.

Embotelladora Andina S.A.  
Third Quarter Results for the period ended September 30, Chilean GAAP  
(In millions US\$, except per share)

Exch. Rate : 511.23

	30-09-2007				30-09-2006				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>33.9</b>	<b>39.8</b>	<b>25.3</b>	<b>99.0</b>	<b>32.1</b>	<b>37.1</b>	<b>25.5</b>	<b>94.7</b>	<b>4.6%</b>
Soft Drink	27.9	37.3	24.9	90.1	26.7	35.5	25.1	87.3	3.2%
Mineral Water	2.5	0.7	0.3	3.4	2.4	0.4	0.3	3.1	9.8%
Juices	3.6	0.8	0.1	4.5	3.0	0.5	0.1	3.5	29.0%
Beer	NA	1.0	NA	1.0	NA	0.8	NA	0.8	27.2%
<b>NET SALES</b>	<b>104.1</b>	<b>129.2</b>	<b>56.4</b>	<b>288.2</b>	<b>101.1</b>	<b>106.0</b>	<b>52.9</b>	<b>258.2</b>	<b>11.6%</b>
<b>COST OF SALES</b>	<b>(60.7)</b>	<b>(69.3)</b>	<b>(35.0)</b>	<b>(163.6)</b>	<b>(56.1)</b>	<b>(59.6)</b>	<b>(33.9)</b>	<b>(147.8)</b>	<b>10.7%</b>
<b>GROSS PROFIT</b>	<b>43.4</b>	<b>59.9</b>	<b>21.4</b>	<b>124.7</b>	<b>44.9</b>	<b>46.4</b>	<b>19.0</b>	<b>110.3</b>	<b>13.0%</b>
<b>Gross Margin</b>	<b>41.7%</b>	<b>46.4%</b>	<b>37.9%</b>	<b>43.2%</b>	<b>44.5%</b>	<b>43.8%</b>	<b>35.9%</b>	<b>42.7%</b>	
<b>SELLING AND ADMINISTRATIVE EXPENSES</b>	<b>(22.1)</b>	<b>(36.3)</b>	<b>(16.1)</b>	<b>(74.5)</b>	<b>(22.1)</b>	<b>(32.7)</b>	<b>(13.9)</b>	<b>(68.7)</b>	<b>8.5%</b>
<b>CORPORATE EXPENSES</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>(3.7)</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>(3.2)</b>	<b>16.4%</b>
<b>OPERATING INCOME</b>	<b>21.2</b>	<b>23.6</b>	<b>5.3</b>	<b>46.4</b>	<b>22.8</b>	<b>13.7</b>	<b>5.1</b>	<b>38.5</b>	<b>20.6%</b>
Operating Margin	20.4%	18.3%	9.4%	16.1%	22.6%	12.9%	9.7%	14.9%	
<b>EBITDA (1)</b>	<b>27.4</b>	<b>28.8</b>	<b>8.5</b>	<b>60.9</b>	<b>29.1</b>	<b>18.8</b>	<b>8.7</b>	<b>53.4</b>	<b>14.2%</b>
Ebitda Margin	26.3%	22.3%	15.1%	21.1%	28.8%	17.7%	16.5%	20.7%	
<b>NON OPERATIONAL RESULTS</b>									
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				7.0				0.9	710.0%
<b>RESULTS FROM AFFILIATED</b>				(1.1)				(0.4)	191.7%
<b>AMORTIZATION OF GOODWILL</b>				(3.0)				(3.4)	-12.6%
<b>OTHER INCOME/(EXPENSE)</b>				(1.2)				(0.9)	33.9%
<b>PRICE LEVEL RESTATEMENT (3)</b>				(7.3)				(3.2)	127.8%
<b>NON-OPERATING RESULTS</b>				<b>(5.6)</b>				<b>(7.1)</b>	<b>-20.5%</b>
<b>INCOME BEFORE INCOME TAXES; AMORTIZATION OF NEGATIVE GOODWILL AND MINORITY INTEREST</b>				<b>40.8</b>				<b>31.4</b>	<b>29.9%</b>
<b>INCOME TAXES</b>				(12.3)				(4.4)	180.1%
<b>MINORITY INTEREST</b>				0.0				0.0	NA
<b>AMORTIZATION OF NEGATIVE GOODWILL</b>				0.0				0.0	NA
<b>NET INCOME</b>				<b>28.5</b>				<b>27.0</b>	<b>5.6%</b>
<b>Net Margin</b>				9.9%				10.5%	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				760.3				760.3	
<b>EARNINGS PER SHARE</b>				<b>0.04</b>				<b>0.04</b>	
<b>EARNINGS PER ADS</b>				<b>0.23</b>				<b>0.21</b>	<b>5.6%</b>

(1) EBITDA: Operating Income + Depreciation

(2) Total may be different from the addition of the three countries because of intercountry eliminations

(3) Includes: Monetary Correction + Conversion Effect to Balance Sheet + Income Statement Accounts.

**Embotelladora Andina S.A.**  
**Nine Months Results for the period ended September 30, Chilean GAAP**  
(In millions of constant 09/30/07 Chilean Pesos, except per share)

	30-09-2007				30-09-2006				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>104.7</b>	<b>123.9</b>	<b>80.1</b>	<b>308.7</b>	<b>100.5</b>	<b>116.1</b>	<b>75.9</b>	<b>292.4</b>	<b>5.6%</b>
Soft Drink	86.2	117.1	79.0	282.3	83.2	111.2	74.9	269.3	4.8%
Mineral Water	8.5	1.7	0.8	10.9	8.7	1.4	0.9	10.9	0.0%
Juices	10.0	2.3	0.3	12.5	8.6	1.1	0.1	9.8	27.8%
Beer	NA	2.9	NA	2.9	NA	2.4	NA	2.4	20.8%
<b>NET SALES</b>	<b>167,244</b>	<b>189,634</b>	<b>87,833</b>	<b>442,230</b>	<b>160,575</b>	<b>162,179</b>	<b>81,127</b>	<b>400,449</b>	<b>10.4%</b>
<b>COST OF SALES</b>	<b>(94,971)</b>	<b>(104,346)</b>	<b>(54,596)</b>	<b>(251,430)</b>	<b>(91,070)</b>	<b>(93,199)</b>	<b>(52,131)</b>	<b>(232,968)</b>	<b>7.9%</b>
<b>GROSS PROFIT</b>	<b>72,273</b>	<b>85,289</b>	<b>33,238</b>	<b>190,800</b>	<b>69,505</b>	<b>68,979</b>	<b>28,997</b>	<b>167,481</b>	<b>13.9%</b>
Gross Margin	43.2%	45.0%	37.8%	43.1%	43.3%	42.5%	35.7%	41.8%	
<b>SELLING AND ADMINISTRATIVE EXPENSES</b>	<b>(34,024)</b>	<b>(54,884)</b>	<b>(24,075)</b>	<b>(112,983)</b>	<b>(33,034)</b>	<b>(46,984)</b>	<b>(21,178)</b>	<b>(101,195)</b>	<b>11.6%</b>
<b>CORPORATE EXPENSES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(5,294)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(4,146)</b>	<b>27.7%</b>
<b>OPERATING INCOME</b>	<b>38,249</b>	<b>30,405</b>	<b>9,163</b>	<b>72,522</b>	<b>36,471</b>	<b>21,995</b>	<b>7,819</b>	<b>62,140</b>	<b>16.7%</b>
Operating Margin	22.9%	16.0%	10.4%	16.4%	22.7%	13.6%	9.6%	15.5%	
<b>EBITDA (1)</b>	<b>47,491</b>	<b>38,026</b>	<b>14,189</b>	<b>94,412</b>	<b>46,792</b>	<b>29,670</b>	<b>13,347</b>	<b>85,663</b>	<b>10.2%</b>
Ebitda Margin	28.4%	20.1%	16.2%	21.3%	29.1%	18.3%	16.5%	21.4%	
<b>NON OPERATIONAL RESULTS</b>									
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				3,610				(4,987)	172.4%
<b>RESULTS FROM AFFILIATED</b>				276				330	-16.5%
<b>AMORTIZATION OF GOODWILL</b>				(4,672)				(5,150)	-9.3%
<b>OTHER INCOME/(EXPENSE)</b>				587				(1,016)	157.8%
<b>PRICE LEVEL RESTATEMENT (3)</b>				(6,989)				3,675	-290.2%
<b>NON-OPERATING RESULTS</b>				<b>(7,188)</b>				<b>(7,147)</b>	<b>0.6%</b>
<b>INCOME BEFORE INCOME TAXES; AMORTIZATION OF NEGATIVE GOODWILL AND MINORITY INTEREST</b>				<b>65,334</b>				<b>54,993</b>	<b>18.8%</b>
<b>INCOME TAXES</b>				(15,704)				(8,734)	79.8%
<b>MINORITY INTEREST</b>				(30)				(39)	NA
<b>AMORTIZATION OF NEGATIVE GOODWILL</b>				0				0	NA
<b>NET INCOME</b>				<b>49,601</b>				<b>46,219</b>	<b>7.3%</b>
<b>Net Margin</b>				11.2%				11.5%	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				760.3				760.3	
<b>EARNINGS PER SHARE</b>				65.2				60.8	
<b>EARNINGS PER ADS</b>				391.4				364.8	7.3%

(1) EBITDA: Operating Income + Depreciation

(2) Total may be different from the addition of the three countries because of intercountry eliminations

(3) Includes: Monetary Correction + Conversion Effect to Balance Sheet + Income Statement Accounts.

Embotelladora Andina S.A.  
 Nine Months Results for the period ended September 30, Chilean GAAP  
 (In millions US\$, except per share)

Exch. Rate : \$ 511.23

	30-09-2007				30-09-2006				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (2)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>104.7</b>	<b>123.9</b>	<b>80.1</b>	<b>308.7</b>	<b>100.5</b>	<b>116.1</b>	<b>75.9</b>	<b>292.4</b>	<b>5.6%</b>
Soft Drink	86.2	117.1	79.0	282.3	83.2	111.2	74.9	269.3	4.8%
Mineral Water	8.5	1.7	0.8	10.9	8.7	1.4	0.9	10.9	0.0%
Juices	10.0	2.3	0.3	12.5	8.6	1.1	0.1	9.8	27.8%
Beer	NA	2.9	NA	2.9	NA	2.4	NA	2.4	20.8%
<b>NET SALES</b>	<b>327.1</b>	<b>370.9</b>	<b>171.8</b>	<b>865.0</b>	<b>314.1</b>	<b>317.2</b>	<b>158.7</b>	<b>783.3</b>	<b>10.4%</b>
<b>COST OF SALES</b>	(185.8)	(204.1)	(106.8)	(491.8)	(178.1)	(182.3)	(102.0)	(455.7)	7.9%
<b>GROSS PROFIT</b>	<b>141.4</b>	<b>166.8</b>	<b>65.0</b>	<b>373.2</b>	<b>136.0</b>	<b>134.9</b>	<b>56.7</b>	<b>327.6</b>	<b>13.9%</b>
<b>Gross Margin</b>	43.2%	45.0%	37.8%	43.1%	43.3%	42.5%	35.7%	41.8%	
<b>SELLING AND ADMINISTRATIVE EXPENSES</b>	(66.6)	(107.4)	(47.1)	(221.0)	(64.6)	(91.9)	(41.4)	(197.9)	11.6%
<b>CORPORATE EXPENSES</b>	0.0	0.0	0.0	(10.4)	0.0	0.0	0.0	(8.1)	27.7%
<b>OPERATING INCOME</b>	<b>74.8</b>	<b>59.5</b>	<b>17.9</b>	<b>141.9</b>	<b>71.3</b>	<b>43.0</b>	<b>15.3</b>	<b>121.5</b>	<b>16.7%</b>
Operating Margin	22.9%	16.0%	10.4%	16.4%	22.7%	13.6%	9.6%	15.5%	
<b>EBITDA (1)</b>	<b>92.9</b>	<b>74.4</b>	<b>27.8</b>	<b>184.7</b>	<b>91.5</b>	<b>58.0</b>	<b>26.1</b>	<b>167.6</b>	<b>10.2%</b>
Ebitda Margin	28.4%	20.1%	16.2%	21.3%	29.1%	18.3%	16.5%	21.4%	
<b>NON OPERATIONAL RESULTS</b>									
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				7.1				(9.8)	172.4%
<b>RESULTS FROM AFFILIATED</b>				0.5				0.6	-16.5%
<b>AMORTIZATION OF GOODWILL</b>				(9.1)				(10.1)	-9.3%
<b>OTHER INCOME/(EXPENSE)</b>				1.1				(2.0)	157.8%
<b>PRICE LEVEL RESTATEMENT (3)</b>				(13.7)				7.2	-290.2%
<b>NON-OPERATING RESULTS</b>				<b>(14.1)</b>				<b>(14.0)</b>	<b>0.6%</b>
<b>INCOME BEFORE INCOME TAXES; AMORTIZATION OF NEGATIVE GOODWILL AND MINORITY INTEREST</b>				<b>127.8</b>				<b>107.6</b>	<b>18.8%</b>
<b>INCOME TAXES</b>				(30.7)				(17.1)	79.8%
<b>MINORITY INTEREST</b>				(0.1)				(0.1)	NA
<b>AMORTIZATION OF NEGATIVE GOODWILL</b>				0.0				0.0	NA
<b>NET INCOME</b>				<b>97.0</b>				<b>90.4</b>	<b>7.3%</b>
<b>Net Margin</b>				11.2%				11.5%	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				760.3				760.3	
<b>EARNINGS PER SHARE</b>				<b>0.13</b>				<b>0.12</b>	
<b>EARNINGS PER ADS</b>				<b>0.77</b>				<b>0.71</b>	<b>7.3%</b>

(1) : Operating Income + Depreciation

(2) Total may be different from the addition of the three countries because of intercountry eliminations

(3) Includes: Monetary Correction + Conversion Effect to Balance Sheet + Income Statement Accounts.

# Embotelladora Andina S.A.

## Consolidated Balance Sheet (In million of constant 09/30/07 Chilean Pesos)

ASSETS				LIABILITIES & SHAREHOLDERS' EQUITY			
	09-30-2007	09-30-2006	%Ch		09-30-2007	09-30-2006	%Ch
Cash + Time deposits + market. Securit.	85,990	45,438	89.2%	Short term bank liabilities	8,602	18,044	-52.3%
Account receivables (net)	45,240	49,655	-8.9%	Current portion of long term bank liabilities	210	488	-56.9%
Inventories	24,091	21,869	10.2%	Current portion of bonds payable	14,429	14,753	-2.2%
Other current assets	44,986	22,452	100.4%	Trade accounts payable and notes payable	56,203	50,056	12.3%
<b>Total Current Assets</b>	<b>200,307</b>	<b>139,413</b>	<b>43.7%</b>	Other liabilities	30,782	27,246	13.0%
Property, plant and equipment	555,499	551,418	0.7%	<b>Total Current Liabilities</b>	<b>110,225</b>	<b>110,587</b>	<b>-0.3%</b>
Depreciation	(398,988)	(400,363)	-0.3%	Long term bank liabilities	763	503	51.7%
<b>Total Property, Plant, and Equipment</b>	<b>156,511</b>	<b>151,055</b>	<b>3.6%</b>	Bonds payable	73,007	104,284	-30.0%
Investment in related companies	20,639	22,695	-9.1%	Other long term liabilities	39,764	40,774	-2.5%
Investment in other companies	58	59	-2.2%	<b>Total Long Term Liabilities</b>	<b>113,534</b>	<b>145,561</b>	<b>-22.0%</b>
Goodwill	60,187	73,403	-18.0%	Minority interest	1,248	1,239	0.8%
Other long term assets	40,134	133,117	-69.9%	Stockholders' Equity	252,829	262,356	-3.6%
<b>Total Other Assets</b>	<b>121,018</b>	<b>229,274</b>	<b>-47.2%</b>	<b>TOTAL LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>	<b>477,836</b>	<b>519,743</b>	<b>-8.1%</b>
<b>TOTAL ASSETS</b>	<b>477,836</b>	<b>519,743</b>	<b>-8.1%</b>				

## Financial Highlights (In million of constant 09/30/07 Chilean Pesos)

ADDITIONS TO FIXED ASSETS			DEBT RATIOS		
	09-30-2007	09-30-2006		09-30-2007	09-30-2006
Chile	25,648	11,271	Financial Debt / Total Capitalization	0.28	0.34
Brazil	10,665	10,497	Financial Debt / EBITDA L12M	0.69	1.10
Argentina	3,617	4,280	EBITDA L12M+Interest Income / Interest Expense L12	10.68	8.14
	<b>39,930</b>	<b>26,048</b>	L12M: Last twelve months		

\* As September 30, 2007, the company's registered a positive net cash position of US\$ 73 million. Total debt amounted to US\$ 191 million. Total Cash amounted to US\$ 264 million, which includes cash investments accounted for under Other Current Assets as well as Long Term Assets.