

# Embotelladora Andina

## For Immediate Distribution

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## Embotelladora Andina announces Consolidated Results for the Fourth Quarter and Full Year ended December 31, 2010

*All figures included in this analysis, are expressed under IFRS and in nominal Chilean pesos and therefore all variations regarding 2009 are in nominal terms. The main differences between Chilean GAAP and IFRS are posted on Note 3 to our Company's FECU. For a better understanding of the analysis by country, we include a chart based on nominal local currency for the quarter and Full Year ended December 31, 2010.*

-  Consolidated Sales Volume for the fourth quarter amounted to 145.2 million unit cases, an increase of 7.2%.
-  Net Income for the Quarter reached Ch\$36,536 million, a 7.5% increase.
-  Operating Income for the quarter reached Ch\$50,786 million, in line with the previous year. Operating Margin was 19.3%, versus 21.4% of the previous year.
-  Fourth Quarter EBITDA totaled Ch\$59,973 million, similar to that of the previous year. EBITDA Margin was 22.8%, versus 25.3% of the previous year.
-  Consolidated Sales Volume for the Full Year ended December 31, 2010 amounted to 489.2 million unit cases, an increase of 6.7%.
-  Net Income for the Full Year ended December 31, 2010 of 2010 reached Ch\$103,597 million, a 5.7% growth.
-  Operating Income for the Full Year ended December 31, 2010 reached Ch\$149,234 million, a 12.1% increase. Operating Margin was 16.8%, similar to that of the previous year.
-  Full Year ended December 31, 2010 EBITDA totaled Ch\$186,248 million, a 9.6% increase. EBITDA Margin was 21.0%.

(Santiago-Chile, January 26, 2011) -- **Embotelladora Andina** announced today its consolidated financial results for the Fourth Quarter and Full Year ended December 31, 2010.

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

*"During 2010 the economy has recovered significantly, which along with improving our volumes also had an impact on prices for our main raw materials. Our consolidated volumes grew by 7%, our highest growth since 2005, and we managed to maintain our volume and value market shares, with price increases similar to those of local inflation. We have consolidated a market of over 36 million people through strong leadership, given an extensive local knowledge in each of the countries in which we operate a diversified portfolio of products and brands, supported by constant innovation in launches and formats. It is gratifying to see that the effort, shared by all those who contribute to the progress of the Company led to positive results. Once again, we reaffirm our commitment to continue searching for new opportunities to shape Andina into a world-class company."*

# Embotelladora Andina

## CONSOLIDATED SUMMARY

### Fourth Quarter 2010 vs. Fourth Quarter 2009

*On average during the quarter and with respect to the U.S. dollar, the Chilean peso and the Brazilian real appreciated 7.3% and 2.3% respectively; the Argentine peso devalued 4.0%. With respect to the Chilean peso, the Brazilian real and the Argentine peso devalued by 5.1% and 10.9% respectively, resulting in a negative accounting effect over results upon translation of figures from Brazil and Argentina.*

Consolidated Sales Volume for the Quarter reached 145.2 million unit cases, a 7.2% increase with respect to the same period of 2009. Soft Drinks grew 4.3% while Juices, Waters, and Beers ("other categories") altogether recorded a significant growth of 37.1%.

Net Sales amounted to Ch\$263,329 million, a 10.0% increase, due to increased volumes and price adjustments above local inflations; partially offset by the negative effect upon translation of figures from Brazil and Argentina.

Cost of Sales per unit case increased 3.9% mainly due to (i) increased sugar costs; (ii) devaluation of the Argentine peso; (iii) increased labor costs in Argentina and Brazil, and (iv) increased concentrate costs in Chile. All of these factors were partially offset by the effect upon translation of figures from Brazil and Argentina, along with the appreciation of the Chilean peso and Brazilian real, also moderating our U.S. dollar denominated costs.

Marketing, Distribution and Administration (MD&A) expenses were higher by 17.9%, due to greater volumes along with increased: (i) freight fees in the three franchises; (ii) labor costs in Argentina and Brazil; and (iii) hyperinflation in Argentina. These factors were partially offset by the effect upon translation of figures from Brazil and Argentina and lower advertising investments in Chile and Brazil.

Increased consolidated volumes and local prices in addition to the impacts over costs and expenses, resulted in a Consolidated Operating Income of Ch\$50,786 million, a 0.9% decrease. Operating Margin was 19.3%, a decrease of 210 basis points.

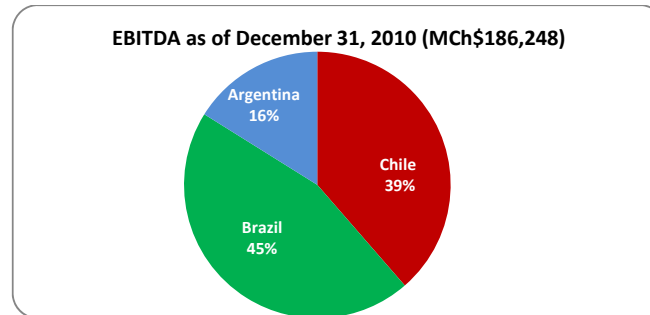
Finally, Consolidated EBITDA amounted to Ch\$59,973 million, a 1.2% decrease. EBITDA Margin was 22.8%, a decrease of 250 basis points.

### Full Year ended December 31, 2010 vs. Full Year ended December 31, 2009

*On average during the Full Year 2010 and with respect to the U.S. dollar, the Chilean peso and the Brazilian real appreciated 8.8% and 11.9% respectively; the Argentine peso devalued 4.9%. With respect to the Chilean peso, the Argentine peso devalued by 13.1% resulting in a negative accounting effect over results upon translation of figures from Argentina; the Brazilian real appreciated 3.5%, resulting in a positive accounting impact over results upon translation of figures from Brazil for this period.*

Consolidated Sales Volume amounted to 489.2 million unit cases, an increase of 6.7%. Soft Drinks grew 4.4%, while the other categories of, Juices, Waters and Beers together increased by 31.1%. In particular, the Waters segment recorded a significant 43.9% increase. Net Sales amounted to Ch\$888,714 million, a 13.1% increase explained by higher consolidated volumes and price increases in the three countries, along with the positive effect upon translation of figures from Brazil and the negative effect upon translation of figures from Argentina. Cost of Sales per unit case and MD&A Expenses increased 11.4% and 18.0%, respectively, mainly due to the same reasons given for the quarter, except for the effect upon translation of figures from Brazil that is observed during the Full Year ended December 31<sup>st</sup>. Consolidated Operating Income amounted to Ch\$149,234 million, a 12.1% increase. Operating Margin was 16.8%, a decrease of 10 basis points. Consolidated EBITDA amounted to Ch\$186,248 million, an increase of 9.6%. EBITDA Margin was 21.0%, a decrease of 60 basis points.

# Embotelladora Andina



## SUMMARY BY COUNTRY



### Fourth Quarter 2010 vs. Fourth Quarter 2009

*The figures included in the following analysis are expressed under IFRS and in nominal Chilean pesos and therefore all variations regarding 2009 are in nominal terms. The Chilean peso appreciated 7.3% with respect to the U.S. dollar on average during the quarter, thus having a direct positive effect over our U.S. dollar denominated costs.*

During the quarter, Sales Volume amounted to 48.1 million unit cases, a 6.6% growth driven by Soft Drinks (+3.6%) and the categories of Juices and Waters (+22.3%). During the quarter, we launched Aquarius Piña (pineapple). Our volume market share for Soft Drinks was 68.4% during the quarter.

Net Sales amounted to Ch\$88,685 million, reflecting a growth of 8%, explained by increased volumes and by a 1.3% increase of average income during this quarter.

Cost of Sales per unit case increased by 2.9% mainly due to increases in (i) the price of PET resin; (ii) depreciation and (iii) concentrate price; partially offset by the revaluation of the Chilean peso which has a positive impact over U.S. dollar denominated costs.

MD&A expenses increased 1.7% mainly explained by higher volumes and higher freight fees, partially offset by decreased advertising investments and labor costs.

Increased prices and volumes, and the previously explained effects upon Costs and Expenses, resulted in an Operating Income of Ch\$21,742 million, an increase of 9.8%. Operating Margin was 24.5%, an increase of 40 basis points.

EBITDA amounted to Ch\$25,732 million, an increase of 7.3%. EBITDA Margin was 29.0%.

### Full Year ended December 31, 2010 vs. Full Year ended December 31, 2009

*The Chilean peso appreciated 8.8% with respect to the U.S. dollar on average for the full year ended December 31, 2010, thus having a direct positive effect over our U.S. dollar denominated costs.*

During the Full Year ended December 31, 2010, Sales Volume amounted to 161.5 million unit cases a 6.0% growth. Soft drink volumes increased 3.6% and the segment of Juices and Waters together increased 20.4%. Net Sales amounted to Ch\$295,659 million, an increase of 8.3%. Cost of Sales per unit case and MD&A expenses increased 6.4% and 6.3% respectively, mainly due to the same reasons given for the quarter. Operating Income amounted to Ch\$57,442 million, an increase of 6.6%. Operating Margin was 19.4%, a decrease of 30 basis points. EBITDA amounted to Ch\$73,401 million, an increase of 4.1%. EBITDA Margin was 24.8%.

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## **Fourth Quarter 2010 vs. Fourth Quarter 2009**

*The figures in the following analysis are expressed in accordance with IFRS and in nominal Chilean pesos, all variations are with respect to 2009 are nominal. The Brazilian real appreciated 2.3% on average during the quarter with respect to the U.S. dollar, which has a direct positive impact over our U.S. dollar denominated costs. With respect to the Chilean peso, it depreciated 5.1% which has a negative accounting effect upon translation of figures for consolidation. For a better understanding of the operation in Brazil, we include a chart based on nominal local currency.*

Sales Volume for the quarter amounted to 59.4 million unit cases, representing a 7.0% increase. Soft Drinks increased 4.7% and the Other Categories (Juices, Waters, and Beers) increased 40.2%. Our volume market share for Soft Drinks was 57.9%.

Net Sales reached Ch\$118,228 million, representing an increase of 7.3%, explained by higher volumes and price adjustments, partially offset by the effect upon translation of figures.

Cost of Sales per unit case increased 3.2% mainly explained by: (i) increased sugar prices; (ii) higher labor costs, and (iii) increased purchase of soft drinks from third parties. Increased U.S. dollar denominated costs were partially offset by the revaluation of the Brazilian real.

MD&A expenses increased 22.7% due to (i) greater sales volume; (ii) increased freight and distributions costs; (iii) greater labor costs; and (iv) increased depreciation charges. These effects were partially offset by the effect upon translation of figures.

The increase in volumes and prices along with the impact upon costs and expenses resulted in an Operating Income of Ch\$20,811 million, a decrease of 15.6%. Operating Margin was 17.6% a decrease of 480 basis points.

EBITDA amounted to Ch\$24,327 million, a decrease of 12.9%. EBITDA Margin was 20.6%.

## **Full Year ended December 31, 2010 vs. Full Year ended December 31, 2009**

*The Brazilian real appreciated 11.9% on average during the Full Year ended December 31, 2010 with respect to the U.S. dollar, which has a direct positive impact over our U.S. dollar denominated costs. With respect to the Chilean peso, it appreciated 3.5% with a positive accounting effect upon translation of figures for consolidation.*

Sales Volume amounted to 202.5 million unit cases, representing a 9.3% increase. Soft Drinks grew 7.7% and the other categories of Juices, Waters and Beer together increased 33.3%. Net Sales reached Ch\$407,782 million, a 20.1% increase, mainly explained by greater volumes, higher prices and the effect upon translation of figures. Cost of Sales per unit case and MD&A expenses increased by 5.9% and 30.4% respectively, mainly due to the same reasons given for the quarter, along with the effects upon translation of figures in the case of the Full Year ended December 31. Operating Income amounted to Ch\$72,252 million representing an increase of 20.5% compared to that of 2009. Operating Margin was 17.7%, in line with that of 2009. EBITDA amounted to Ch\$86,103 million, an increase of 19.6%. EBITDA Margin was 21.1%, a decrease of 10 basis points.

# Embotelladora Andina



## **Fourth Quarter 2010 vs. Fourth Quarter 2009**

*The figures in the following analysis are expressed in accordance with IFRS and in nominal Chilean pesos, all variations are with respect to 2009 are nominal. During the quarter, the Argentine peso devalued 4.0% on average with respect to the U.S. dollar, which has a direct negative impact over our U.S. dollar denominated costs. With respect to the Chilean peso, it devalued 10.9%, resulting in a negative accounting impact over income and a positive impact over costs and expenses upon translation of figures for consolidation, thus having a negative impact over results. For a better understanding of the operation in Argentina, we include a chart based on nominal local currency.*

Sales Volume for the quarter reached 37.7 million unit cases, representing an 8.2% increase. Soft Drinks volumes increased 4.4% and Juices and Waters increased 104%. Our volume market share for Soft Drinks continues increasing and amounted to 56.5%.

Net Sales reached Ch\$56,416 million; an increase of 19.9%, explained by increased volumes and significant price adjustments of our prices, partially offset by the effect upon translation of figures.

Cost of Sales per unit case increased 8.4%, mainly explained by (i) increased concentrate costs (due to higher prices); (ii) significant labor costs increases; (iii) increased prices of sweeteners and PET resin; and (iv) the effect of the devaluation of the Argentine peso during the period over U.S. dollar denominated raw materials. All of these factors were partially offset by the effect upon translation of figures.

MD&A expenses were 23.2% greater, which in addition to volume, was due to increased (i) salaries; (ii) freight costs (due to higher oil prices and labor costs), and (iii) advertising investments carried out during the period resulting from a stronger advertising effort focused on the Juices and Isotonic segment. All of which was partially offset by the effect upon translation of figures.

The increase in local prices, the translation of figures along with the effects upon costs and expenses, resulted in an 11.2% increase of Operating Income, which amounted to Ch\$9,176 million. Operating Margin was 16.3%.

EBITDA reached Ch\$10,857 million, representing a 6.4% increase. EBITDA Margin was 19.2%.

## **Full Year ended December 31, 2010 vs. Full Year ended December 31, 2009**

*During the Full Year ended December 31, 2010, the Argentine peso devalued 4.9% on average with respect to the U.S. dollar, which has a direct negative impact over our U.S. dollar denominated costs. With respect to the Chilean peso, it devalued 13.1%, resulting in a negative accounting impact over income and a positive impact over costs and expenses upon translation of figures for consolidation, thus having a negative impact over results.*

Sales Volume for the Full Year ended December 31, 2010 reached 125.2 million unit cases, an increase of 3.6%. The Soft Drinks category increased 0.5% while Juices and Waters together increased 126%. Net Sales reached Ch\$185,274 million, representing an increase of 6.2%, explained by the price adjustments and increased volumes, and offset by the effect upon translation of figures. Cost of Sales per unit case remained stable and MD&A expenses increased 13.3%, mainly explained for by the same reasons set forth during the quarter, along with a greater positive effect over expenses, upon translation of figures for the Full Year ended December 31. Operating Income amounted to Ch\$23,442 million, representing an increase of 1.0% compared to 2009. Operating Margin was 12.7%, 60 basis points lower. EBITDA reached Ch\$30,647 million, a decrease of 2.2%. EBITDA Margin was 16.5%.

# Embotelladora Andina

## OTHERS

The account with greater variation was *Other Income and expenses*: reflecting a greater loss of Ch\$3,721 due to: (i) update of judicial deposits in Brazil; (ii) taxation over debits and credits in Argentina; (iii) losses due to the earthquake in Chile on February 27, 2010 (lower than the deductibles of our insurance policies); and (iv) readjustment of contingencies.

The variation of Ch\$711 million in the results of subsidiaries is mainly due to better results from the juice business Joint Venture in Brazil and the subsidiary dedicated to packaging in Chile.

Finally, as of December 31, 2010, Net Income amounted to Ch\$103,597 million, an increase of 5.7% than what was reported for the same period in 2009. Net Margin was 11.7%.

## ANALYSIS OF THE BALANCE SHEET

As of December 31, 2010, the Company's Net Cash Position amounted to US\$29.8 million. Accumulated excess cash is invested in short-term time deposits with top of the line banks and money markets.

The Company holds 49.0% of its financial assets in UF\*, 29.2% in Chilean pesos, 18.1% in Brazilian reais, 1.5% in U.S. dollars, and 2.2% in Argentine pesos. Total financial assets amounted to US\$207.6 million. Financial debt level as of December 31, 2010 amounted to US\$177.8 million, 91.1% of which is UF-denominated, 7.9% in Argentine pesos, and 1.0% is in Brazilian reais.

\**Unidad de Fomento*. Chilean peso-denominated monetary unit daily indexed to the Chilean inflation rate of the previous month.

## CONFERENCE CALL

We will be hosting a conference call with analysts and investors to discuss our 2010 Fourth Quarter and Full Year ended December 31, 2010 results on Thursday, January 27, 2011 at 9:00 am New York Time (11:00 am Santiago Time). To access the call, please dial (800) 311-9401 from within the U.S., (334) 323-7224 from elsewhere outside the U.S. and Chile Toll Free: 1-230-020-3417 - Conference ID Number: 87604. A replay of this call will be available until Midnight ET on February 7, 2011. To obtain the replay, please call: 877-919-4059 from within the U.S., 334-323-7226 outside the U.S. ID Number: 26324332.

The audio file will be permanently available on the Company's website: [www.embotelladoraandina.com](http://www.embotelladoraandina.com) beginning Thursday, January 27, 2011.

*Embotelladora Andina is among the ten largest Coca-Cola bottlers in the world, servicing franchised territories with 36 million people, delivering over 7.6 million liters of Soft Drinks, juices, and bottled waters on a daily basis. It is a stock corporation controlled in equal parts by the Garcés Silva, Hurtado Berger, Said Handal and Said Somavía families. In Chile, Andina has the franchise to produce and commercialize Coca-Cola products through Embotelladora Andina; in Brazil through Rio de Janeiro Refrescos; and in Argentina through Embotelladora del Atlántico. The Company's value creation proposal is to be the market leader for non-alcoholic beverages, developing an excellent relationship with the consumers of its products as well as with its employees, clients, suppliers and with Coca-Cola, its strategic partner. For more information, visit the Company's website.*

*This release may contain forward-looking statements reflecting Embotelladora Andina'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 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, also available on our website under "The Company-Risk Factors."*

Embotelladora Andina S.A.  
Fourth Quarter Results for the period ended December 31, IFRS GAAP  
(In nominal million Chilean Pesos, except per share)

	October - December 2010				October - December 2009				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>48.1</b>	<b>59.4</b>	<b>37.7</b>	<b>145.2</b>	<b>45.1</b>	<b>55.5</b>	<b>34.8</b>	<b>135.4</b>	<b>7.2%</b>
Soft Drinks	39.1	54.3	35.2	128.6	37.7	51.9	33.7	123.3	4.3%
Mineral Water	3.1	1.2	1.9	6.1	2.7	0.9	0.8	4.4	38.1%
Juices	5.9	2.9	0.7	9.5	4.6	1.6	0.3	6.5	45.4%
Beer	NA	1.0	NA	1.0	NA	1.2	NA	1.2	-13.3%
<b>NET SALES</b>	<b>88,685</b>	<b>118,228</b>	<b>56,416</b>	<b>263,329</b>	<b>82,082</b>	<b>110,152</b>	<b>47,037</b>	<b>239,451</b>	<b>10.0%</b>
<b>COST OF SALES</b>	<b>(49,358)</b>	<b>(67,506)</b>	<b>(30,502)</b>	<b>(147,367)</b>	<b>(44,983)</b>	<b>(61,115)</b>	<b>(26,000)</b>	<b>(132,277)</b>	<b>11.4%</b>
<b>GROSS PROFIT</b>	<b>39,327</b>	<b>50,722</b>	<b>25,914</b>	<b>115,963</b>	<b>37,100</b>	<b>49,037</b>	<b>21,037</b>	<b>107,174</b>	<b>8.2%</b>
Gross Margin	44.3%	42.9%	45.9%	44.0%	45.2%	44.5%	44.7%	44.8%	
<b>MARKETING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES</b>	<b>(17,585)</b>	<b>(29,911)</b>	<b>(16,738)</b>	<b>(64,234)</b>	<b>(17,295)</b>	<b>(24,379)</b>	<b>(12,786)</b>	<b>(54,461)</b>	<b>17.9%</b>
<b>CORPORATE EXPENSES (2)</b>				<b>(943)</b>				<b>(1,451)</b>	<b>-35.0%</b>
<b>OPERATING INCOME</b>	<b>21,742</b>	<b>20,811</b>	<b>9,176</b>	<b>50,786</b>	<b>19,804</b>	<b>24,657</b>	<b>8,252</b>	<b>51,263</b>	<b>-0.9%</b>
Operating Margin	24.5%	17.6%	16.3%	19.3%	24.1%	22.4%	17.5%	21.4%	
<b>EBITDA (3)</b>	<b>25,732</b>	<b>24,327</b>	<b>10,857</b>	<b>59,973</b>	<b>23,991</b>	<b>27,943</b>	<b>10,206</b>	<b>60,690</b>	<b>-1.2%</b>
Ebitda Margin	29.0%	20.6%	19.2%	22.8%	29.2%	25.4%	21.7%	25.3%	
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				<b>(1,233)</b>				<b>(1,665)</b>	<b>-25.9%</b>
<b>RESULTS FROM AFFILIATED OTHER INCOME/(EXPENSE)</b>				<b>1,994</b>				<b>217</b>	<b>818.2%</b>
<b>RESULTS BY READJUSTEMENT UNITS AND EXCHANGE RATE DIFFERENCE</b>				<b>(2,972)</b>				<b>(3,283)</b>	<b>-9.5%</b>
				<b>(205)</b>				<b>(689)</b>	<b>-70.2%</b>
<b>INCOME BEFORE INCOME TAXES; AND MINORITY INTEREST</b>				<b>48,370</b>				<b>45,844</b>	<b>5.5%</b>
<b>INCOME TAXES</b>				<b>(11,833)</b>				<b>(11,867)</b>	<b>-0.3%</b>
<b>MINORITY INTEREST</b>				<b>(1)</b>				<b>(1)</b>	<b>7.0%</b>
<b>NET INCOME</b>				<b>36,536</b>				<b>33,976</b>	<b>7.5%</b>
<b>Net Margin</b>				<b>13.9%</b>				<b>14.2%</b>	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				<b>760.3</b>				<b>760.3</b>	
<b>EARNINGS PER SHARE</b>				<b>48.1</b>				<b>44.7</b>	
<b>EARNINGS PER ADS</b>				<b>288.3</b>				<b>268.1</b>	<b>7.5%</b>

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

(2) Corporate expenses partially reclassified to the operations.

(3) EBITDA: Operating Income + Depreciation



Embotelladora Andina S.A.  
Fourth Quarter Results for the period ended December 31, IFRS GAAP  
(In nominal million US\$, except per share)

Exch. Rate : 480.14

Exch. Rate : 518.08

	October - December 2010				October - December 2009				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>48.1</b>	<b>59.4</b>	<b>37.7</b>	<b>145.2</b>	<b>45.1</b>	<b>55.5</b>	<b>34.8</b>	<b>135.4</b>	<b>7.2%</b>
Soft Drinks	39.1	54.3	35.2	128.6	37.7	51.9	33.7	123.3	4.3%
Mineral Water	3.1	1.2	1.9	6.1	2.7	0.9	0.8	4.4	38.1%
Juices	5.9	2.9	0.7	9.5	4.6	1.6	0.3	6.5	45.4%
Beer	NA	1.0	NA	1.0	NA	1.2	NA	1.2	-13.3%
<b>NET SALES</b>	<b>184.7</b>	<b>246.2</b>	<b>117.5</b>	<b>548.4</b>	<b>158.4</b>	<b>212.6</b>	<b>90.8</b>	<b>462.2</b>	<b>18.7%</b>
<b>COST OF SALES</b>	<b>(102.8)</b>	<b>(140.6)</b>	<b>(63.5)</b>	<b>(306.9)</b>	<b>(86.8)</b>	<b>(118.0)</b>	<b>(50.2)</b>	<b>(255.3)</b>	<b>20.2%</b>
<b>GROSS PROFIT</b>	<b>81.9</b>	<b>105.6</b>	<b>54.0</b>	<b>241.5</b>	<b>71.6</b>	<b>94.7</b>	<b>40.6</b>	<b>206.9</b>	<b>16.8%</b>
Gross Margin	44.3%	42.9%	45.9%	44.0%	45.2%	44.5%	44.7%	44.8%	
<b>MARKETING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES</b>	<b>(36.6)</b>	<b>(62.3)</b>	<b>(34.9)</b>	<b>(133.8)</b>	<b>(33.4)</b>	<b>(47.1)</b>	<b>(24.7)</b>	<b>(105.1)</b>	<b>27.3%</b>
<b>CORPORATE EXPENSES (2)</b>				<b>(2.0)</b>				<b>(2.8)</b>	<b>-29.9%</b>
<b>OPERATING INCOME</b>	<b>45.3</b>	<b>43.3</b>	<b>19.1</b>	<b>105.8</b>	<b>38.2</b>	<b>47.6</b>	<b>15.9</b>	<b>98.9</b>	<b>6.9%</b>
Operating Margin	24.5%	17.6%	16.3%	19.3%	24.1%	22.4%	17.5%	21.4%	
<b>EBITDA (3)</b>	<b>53.6</b>	<b>50.7</b>	<b>22.6</b>	<b>124.9</b>	<b>46.3</b>	<b>53.9</b>	<b>19.7</b>	<b>117.1</b>	<b>6.6%</b>
Ebitda Margin	29.0%	20.6%	19.2%	22.8%	29.2%	25.4%	21.7%	25.3%	
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				<b>(2.6)</b>				<b>(3.2)</b>	<b>-20.1%</b>
<b>RESULTS FROM AFFILIATED</b>				<b>4.2</b>				<b>0.4</b>	<b>890.8%</b>
<b>OTHER INCOME/(EXPENSE)</b>				<b>(6.2)</b>				<b>(6.3)</b>	<b>-2.3%</b>
<b>RESULTS BY READJUSTEMENT UNITS AND EXCHANGE RATE DIFFERENCE</b>				<b>(0.4)</b>				<b>(1.3)</b>	<b>-67.8%</b>
<b>INCOME BEFORE INCOME TAXES; AND MINORITY INTEREST</b>				<b>92.2</b>				<b>88.5</b>	<b>4.2%</b>
<b>INCOME TAXES</b>				<b>(24.6)</b>				<b>(22.9)</b>	<b>7.6%</b>
<b>MINORITY INTEREST</b>				<b>(0.0)</b>				<b>(0.0)</b>	<b>15.4%</b>
<b>NET INCOME</b>				<b>69.6</b>				<b>65.6</b>	<b>6.2%</b>
<b>Net Margin</b>				<b>12.7%</b>				<b>14.2%</b>	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				<b>760.3</b>				<b>760.3</b>	
<b>EARNINGS PER SHARE</b>				<b>0.1</b>				<b>0.1</b>	
<b>EARNINGS PER ADS</b>				<b>0.5</b>				<b>0.5</b>	<b>6.2%</b>

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

(2) Corporate expenses partially reclassified to the operations.

(3) EBITDA: Operating Income + Depreciation



Embotelladora Andina S.A.  
 Twelve Months Results for the period ended December 31, IFRS GAAP  
 (In nominal million Chilean Pesos, except per share)

	January - December 2010				January - December 2009				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>161.5</b>	<b>202.5</b>	<b>125.2</b>	<b>489.2</b>	<b>152.4</b>	<b>185.3</b>	<b>120.9</b>	<b>458.6</b>	<b>6.7%</b>
Soft Drinks	132.6	187.0	118.4	438.0	128.0	173.6	117.9	419.6	4.4%
Mineral Water	9.3	3.7	4.8	17.7	8.1	2.6	1.7	12.3	43.9%
Juices	19.6	7.9	2.0	29.5	16.3	5.0	1.3	22.6	30.3%
Beer	NA	3.9	NA	3.9	NA	4.1	NA	4.1	-3.1%
<b>NET SALES</b>	<b>295,659</b>	<b>407,782</b>	<b>185,274</b>	<b>888,714</b>	<b>273,098</b>	<b>339,546</b>	<b>174,438</b>	<b>785,845</b>	<b>13.1%</b>
<b>COST OF SALES</b>	<b>(170,125)</b>	<b>(230,540)</b>	<b>(103,851)</b>	<b>(504,516)</b>	<b>(155,157)</b>	<b>(199,082)</b>	<b>(100,034)</b>	<b>(453,036)</b>	<b>11.4%</b>
<b>GROSS PROFIT</b>	<b>125,534</b>	<b>177,242</b>	<b>81,423</b>	<b>384,198</b>	<b>117,941</b>	<b>140,464</b>	<b>74,404</b>	<b>332,809</b>	<b>15.4%</b>
Gross Margin	42.5%	43.5%	43.9%	43.2%	43.2%	41.4%	42.7%	42.4%	
<b>MARKETING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES</b>	<b>(68,092)</b>	<b>(104,990)</b>	<b>(57,981)</b>	<b>(231,063)</b>	<b>(64,036)</b>	<b>(80,515)</b>	<b>(51,192)</b>	<b>(195,743)</b>	<b>18.0%</b>
<b>CORPORATE EXPENSES (2)</b>				<b>(3,902)</b>				<b>(3,943)</b>	<b>-1.0%</b>
<b>OPERATING INCOME</b>	<b>57,442</b>	<b>72,252</b>	<b>23,442</b>	<b>149,234</b>	<b>53,905</b>	<b>59,949</b>	<b>23,211</b>	<b>133,123</b>	<b>12.1%</b>
Operating Margin	19.4%	17.7%	12.7%	16.8%	19.7%	17.7%	13.3%	16.9%	
<b>EBITDA (3)</b>	<b>73,401</b>	<b>86,103</b>	<b>30,647</b>	<b>186,248</b>	<b>70,535</b>	<b>71,999</b>	<b>31,338</b>	<b>169,929</b>	<b>9.6%</b>
Ebitda Margin	24.8%	21.1%	16.5%	21.0%	25.8%	21.2%	18.0%	21.6%	
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				<b>(4,026)</b>				<b>(4,172)</b>	<b>-3.5%</b>
<b>RESULTS FROM AFFILIATED OTHER INCOME/(EXPENSE)</b>				<b>2,315</b>				<b>1,604</b>	<b>44.3%</b>
<b>RESULTS BY READJUSTEMENT UNITS AND EXCHANGE RATE DIFFERENCE</b>				<b>(7,143)</b>				<b>(3,422)</b>	<b>108.7%</b>
				<b>(440)</b>				<b>19</b>	<b>-2406.4%</b>
<b>INCOME BEFORE INCOME TAXES; AND MINORITY INTEREST</b>				<b>139,940</b>				<b>127,152</b>	<b>10.1%</b>
<b>INCOME TAXES</b>				<b>(36,340)</b>				<b>(29,166)</b>	<b>24.6%</b>
<b>MINORITY INTEREST</b>				<b>(3)</b>				<b>(3)</b>	<b>-2.0%</b>
<b>NET INCOME</b>				<b>103,597</b>				<b>97,983</b>	<b>5.7%</b>
<b>Net Margin</b>				<b>11.7%</b>				<b>12.5%</b>	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				<b>760.3</b>				<b>760.3</b>	
<b>EARNINGS PER SHARE</b>				<b>136.3</b>				<b>128.9</b>	
<b>EARNINGS PER ADS</b>				<b>817.6</b>				<b>773.3</b>	<b>5.7%</b>

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

(2) Corporate expenses partially reclassified to the operations.

(3) EBITDA: Operating Income + Depreciation

Embotelladora Andina S.A.  
 Twelve Months Results for the period ended December 31, IFRS GAAP  
 (In nominal million US\$, except per share)

Exch. Rate : \$ 510.16

Exch. Rate : \$ 559.48

	January - December 2010				January - December 2009				% Ch.
	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	Chilean Operations	Brazilian Operations	Argentine Operations	Total (1)	
<b>VOLUME TOTAL BEVERAGES (Million UC)</b>	<b>161.5</b>	<b>202.5</b>	<b>125.2</b>	<b>489.2</b>	<b>152.4</b>	<b>185.3</b>	<b>120.9</b>	<b>458.6</b>	<b>6.7%</b>
Soft Drinks	132.6	187.0	118.4	438.0	128.0	173.6	117.9	419.6	4.4%
Mineral Water	9.3	3.7	4.8	17.7	8.1	2.6	1.7	12.3	43.9%
Juices	19.6	7.9	2.0	29.5	16.3	5.0	1.3	22.6	30.3%
Beer	NA	3.9	NA	3.9	NA	4.1	NA	4.1	-3.1%
<b>NET SALES</b>	<b>579.5</b>	<b>799.3</b>	<b>363.2</b>	<b>1,742.0</b>	<b>488.1</b>	<b>606.9</b>	<b>311.8</b>	<b>1,404.6</b>	<b>24.0%</b>
<b>COST OF SALES</b>	<b>(333.5)</b>	<b>(451.9)</b>	<b>(203.6)</b>	<b>(988.9)</b>	<b>(277.3)</b>	<b>(355.8)</b>	<b>(178.8)</b>	<b>(809.7)</b>	<b>22.1%</b>
<b>GROSS PROFIT</b>	<b>246.1</b>	<b>347.4</b>	<b>159.6</b>	<b>753.1</b>	<b>210.8</b>	<b>251.1</b>	<b>133.0</b>	<b>594.9</b>	<b>26.6%</b>
Gross Margin	42.5%	43.5%	43.9%	43.2%	43.2%	41.4%	42.7%	42.4%	
<b>MARKETING, DISTRIBUTION AND ADMINISTRATIVE EXPENSES</b>	<b>(133.5)</b>	<b>(205.8)</b>	<b>(113.7)</b>	<b>(452.9)</b>	<b>(114.5)</b>	<b>(143.9)</b>	<b>(91.5)</b>	<b>(349.9)</b>	<b>29.5%</b>
<b>CORPORATE EXPENSES (2)</b>				<b>(7.6)</b>				<b>(7.0)</b>	<b>8.5%</b>
<b>OPERATING INCOME</b>	<b>112.6</b>	<b>141.6</b>	<b>46.0</b>	<b>292.5</b>	<b>96.3</b>	<b>107.2</b>	<b>41.5</b>	<b>237.9</b>	<b>22.9%</b>
Operating Margin	19.4%	17.7%	12.7%	16.8%	19.7%	17.7%	13.3%	16.9%	
<b>EBITDA (3)</b>	<b>143.9</b>	<b>168.8</b>	<b>60.1</b>	<b>365.1</b>	<b>126.1</b>	<b>128.7</b>	<b>56.0</b>	<b>303.7</b>	<b>20.2%</b>
Ebitda Margin	24.8%	21.1%	16.5%	21.0%	25.8%	21.2%	18.0%	21.6%	
<b>FINANCIAL EXPENSE/INCOME (Net)</b>				<b>(7.9)</b>				<b>(7.5)</b>	<b>5.8%</b>
<b>RESULTS FROM AFFILIATED</b>				<b>4.5</b>				<b>2.9</b>	<b>58.3%</b>
<b>OTHER INCOME/(EXPENSE)</b>				<b>(14.0)</b>				<b>(6.1)</b>	<b>128.9%</b>
<b>RESULTS BY READJUSTEMENT UNITS AND EXCHANGE RATE DIFFERENCE</b>				<b>(0.9)</b>				<b>0.0</b>	<b>-2629.3%</b>
<b>INCOME BEFORE INCOME TAXES; AND MINORITY INTEREST</b>				<b>274.3</b>				<b>227.3</b>	<b>20.7%</b>
<b>INCOME TAXES</b>				<b>(71.2)</b>				<b>(52.1)</b>	<b>36.6%</b>
<b>MINORITY INTEREST</b>				<b>(0.0)</b>				<b>(0.0)</b>	<b>7.4%</b>
<b>NET INCOME</b>				<b>203.1</b>				<b>175</b>	<b>16.0%</b>
Net Margin				11.7%				12.5%	
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>				<b>760.3</b>				<b>760.3</b>	
<b>EARNINGS PER SHARE</b>				<b>0.3</b>				<b>0.2</b>	
<b>EARNINGS PER ADS</b>				<b>1.6</b>				<b>1.4</b>	<b>16.0%</b>

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

(2) Corporate expenses partially reclassified to the operations.

(3) EBITDA: Operating Income + Depreciation

## Embotelladora Andina S.A.

### Consolidated Balance Sheet (In million of constant 12/31/10 Chilean Pesos)

ASSETS	12/31/2010	12/31/2009	%Ch	LIABILITIES & SHAREHOLDERS' EQUITY	12/31/2010	12/31/2009	%Ch
Cash + Time deposits + market. Securit.	97,178	135,136	-28.1%	Short term bank liabilities	6,941	615	1028.6%
Account receivables (net)	97,503	79,610	22.5%	Current portion of bonds payable	3,121	2,885	8.2%
Inventories	49,939	40,909	22.1%	Trade accounts payable and notes payable	119,606	96,060	24.5%
Other current assets	13,001	14,650	-11.3%	Other liabilities	37,884	38,250	-1.0%
<b>Total Current Assets</b>	<b>257,621</b>	<b>270,305</b>	<b>-4.7%</b>	<b>Total Current Liabilities</b>	<b>167,552</b>	<b>137,810</b>	<b>21.6%</b>
Property, plant and equipment	718,140	668,392	7.4%	Long term bank liabilities	594	201	195.4%
Depreciation	(426,658)	(420,523)	1.5%	Bonds payable	69,856	70,841	-1.4%
<b>Total Property, Plant, and Equipment</b>	<b>291,482</b>	<b>247,869</b>	<b>17.6%</b>	Other long term liabilities	62,339	66,535	-6.3%
Investment in related companies	50,754	34,731	46.1%	<b>Total Long Term Liabilities</b>	<b>132,789</b>	<b>137,576</b>	<b>-3.5%</b>
Goodwill	57,770	61,360	-5.9%	Minority interest	8	9	-7.4%
Other long term assets	37,578	34,680	8.4%	Stockholders' Equity	394,856	373,549	5.7%
<b>Total Other Assets</b>	<b>146,103</b>	<b>130,770</b>	<b>11.7%</b>	<b>TOTAL LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>	<b>695,206</b>	<b>648,944</b>	<b>7.1%</b>
<b>TOTAL ASSETS</b>	<b>695,206</b>	<b>648,944</b>	<b>7.1%</b>				

### Financial Highlights (In million of constant 12/31/10 Chilean Pesos)

ADDITIONS TO FIXED ASSETS	Year to Date		DEBT RATIOS		
	12/31/2010	12/31/2009		12/31/2010	12/31/2009
Chile	49,987	22,934	Financial Debt / Total Capitalization	0.17	0.17
Brazil	35,607	18,892	Financial Debt / EBITDA L12M	0.43	0.44
Argentina	9,867	7,656	EBITDA L12M / Interest Expense (net) L12M	25.62	21.40
	<b>95,462</b>	<b>49,483</b>	L12M: Last twelve months		

**Embotelladora Andina S.A.**  
**Twelve Months Results for the period ended December 31, 2010 IFRS GAAP**  
(In nominal local currency of each period)

	January - December 2010			January - December 2009		
	Chile Million Ch\$	Brazil Million R\$	Argentina Million AR\$	Chile Million Ch\$	Brazil Million R\$	Argentina Million AR\$
<b>TOTAL BEVERAGES VOLUME (Million UC)</b>	<b>161.5</b>	<b>202.5</b>	<b>125.2</b>	<b>152.4</b>	<b>185.3</b>	<b>120.9</b>
Soft Drinks	132.6	187.0	118.4	128.0	173.6	117.9
Mineral Water	9.3	3.7	4.8	8.1	2.6	1.7
Juices	19.6	7.9	2.0	16.3	5.0	1.3
Beer	NA	3.9	NA	NA	4.1	NA
<b>NET SALES</b>	<b>295,659</b>	<b>1,412.0</b>	<b>1,433.3</b>	<b>273,098</b>	<b>1,203.2</b>	<b>1,160.9</b>
COST OF SALES	(170,125)	(798.1)	(802.0)	(155,157)	(706.3)	(665.8)
<b>GROSS PROFIT</b>	<b>125,534</b>	<b>613.9</b>	<b>631.3</b>	<b>117,941</b>	<b>496.9</b>	<b>495.1</b>
Gross Margin	42.5%	43.5%	44.0%	43.2%	41.3%	42.7%
SELLING AND ADMINISTRATIVE EXPENSES	(68,092)	(363.1)	(447.8)	(64,036)	(285.5)	(339.8)
<b>OPERATING INCOME</b>	<b>57,442</b>	<b>250.9</b>	<b>183.5</b>	<b>53,905</b>	<b>211.5</b>	<b>155.3</b>
Operating Margin	19.4%	17.8%	12.8%	19.7%	17.6%	13.4%
<b>EBITDA<sup>1</sup></b>	<b>73,401</b>	<b>298.7</b>	<b>238.7</b>	<b>70,535</b>	<b>254.2</b>	<b>209.6</b>
Ebitda Margin	24.8%	21.2%	16.7%	25.8%	21.1%	18.1%

<sup>1</sup>EBITDA: Operating Income + Depreciation

**Embotelladora Andina S.A.**  
**Fourth Quarter Results for the period ended December 31, 2010 IFRS GAAP**  
(In nominal local currency of each period)

	October - December 2010			October - December 2009		
	Chile Million Ch\$	Brazil Million R\$	Argentina Million AR\$	Chile Million Ch\$	Brazil Million R\$	Argentina Million AR\$
<b>TOTAL BEVERAGES VOLUME (Million UC)</b>	<b>48.1</b>	<b>59.4</b>	<b>37.7</b>	<b>45.1</b>	<b>55.5</b>	<b>34.8</b>
Soft Drinks	39.1	54.3	35.2	37.7	51.9	33.7
Mineral Water	3.1	1.2	1.9	2.7	0.9	0.8
Juices	5.9	2.9	0.7	4.6	1.6	0.3
Beer	N/A	1.0	N/A	N/A	1.2	N/A
<b>NET SALES</b>	<b>88,685</b>	<b>419.0</b>	<b>467.0</b>	<b>82,082</b>	<b>371.8</b>	<b>347.1</b>
COST OF SALES	(49,561)	(239.2)	(252.5)	(44,983)	(205.0)	(191.9)
<b>GROSS PROFIT</b>	<b>39,124</b>	<b>179.8</b>	<b>214.5</b>	<b>37,100</b>	<b>166.7</b>	<b>155.2</b>
Gross Margin	44.1%	42.9%	45.9%	45.2%	44.8%	44.7%
SELLING AND ADMINISTRATIVE EXPENSES	(17,399)	(105.9)	(138.5)	(17,295)	(83.1)	(94.1)
<b>OPERATING INCOME</b>	<b>21,725</b>	<b>73.9</b>	<b>76.0</b>	<b>19,804</b>	<b>83.6</b>	<b>61.1</b>
Operating Margin	24.5%	17.6%	16.3%	24.1%	22.5%	17.6%
<b>EBITDA<sup>1</sup></b>	<b>25,715</b>	<b>86.4</b>	<b>89.9</b>	<b>23,991</b>	<b>94.6</b>	<b>75.3</b>
Ebitda Margin	29.0%	20.6%	19.3%	29.2%	25.5%	21.7%

<sup>1</sup>EBITDA: Operating Income + Depreciation