



'24

2Q24 Results



Forward Looking Statements



This presentation includes forward-looking statements including, but not limited to, statements regarding Coca-Cola İçecek’s (“CCI”) plans, objectives, expectations and intentions and other statements that are not historical facts. Forward-looking statements can generally be identified by the use of words such as “may,” “will,” “expect,” “intend,” “estimate,” “anticipate,” “plan,” “target,” “believe” or other words of similar meaning. These forward-looking statements reflect the current views and assumptions of management and are inherently subject to significant business, economic and other risks and uncertainties. Although management believes the expectations reflected in the forward-looking statements are reasonable, at this time, you should not place undue reliance on such forward-looking statements. Important factors that could cause actual results to differ materially from CCI’s expectations include, without limitation: changes in CCI’s relationship with The Coca-Cola Company and its exercise of its rights under our bottler’s agreements; CCI’s ability to maintain and improve its competitive position in its markets; CCI’s ability to obtain raw materials and packaging materials at reasonable prices; changes in CCI’s relationship with its significant shareholders; the level of demand for its products in its markets; fluctuations in the value of the Turkish Lira or the level of inflation in Türkiye; other changes in the political or economic environment in Türkiye or CCI’s other markets; adverse weather conditions during the summer months; changes in the level of tourism in Türkiye; CCI’s ability to successfully implement its strategy; and other factors. Should any of these risks and uncertainties materialize, or should any of management’s underlying assumptions prove to be incorrect, CCI’s actual results from operations or financial conditions could differ materially from those described herein as anticipated, believed, estimated or expected. Forward-looking statements speak only as of this date and CCI has no obligation to update those statements to reflect changes that may occur after that date.

Important Disclaimer



Based on the CMB's decision dated 28 December 2023 and numbered 81/1820 and the "Implementation Guide on Financial Reporting in High Inflation Economies" published by the POA with the announcement made on 23 November 2023, issuers and capital market institutions subject to financial reporting regulations applying Turkish Accounting/Financial Reporting Standards will apply inflation accounting by applying the provisions of TAS 29, starting from their annual financial reports for the accounting periods ending as of December 31, 2023.

As of June 30, 2024, an adjustment has been made in accordance with the requirements of TAS 29 ("Financial Reporting in High Inflation Economies") regarding the changes in the general purchasing power of the Turkish Lira. TAS 29 requirements require that financial statements prepared in the currency in circulation in the economy with high inflation be presented at the purchasing power of this currency at the balance sheet date and that the amounts in previous periods are rearranged in the same way. The indexing process was carried out using the coefficient obtained from the Consumer Price Index in Turkey published by the Turkish Statistical Institute ("TUIK").

The relevant figures for the previous reporting period are rearranged by applying the general price index so that comparative financial statements are presented in the unit of measurement valid at the end of the reporting period. Information disclosed for previous periods is also presented in the measurement unit valid at the end of the reporting period.

However, certain items from our financials are also presented without inflation adjustment for information purposes in order to give an idea of our performance relative to our 2024 forecasts, which we announced at the beginning of the year and which we stated were based on the financials without inflation adjustment. These unaudited figures are clearly labelled where relevant. All financial figures without such disclosure are reported in accordance with TAS29.

Strong Execution, Effective Mix and Cost Management Created Profitability in 2Q24

Highlights

Solid NSR/uc growth

- Volume growth in Türkiye, Iraq, Azerbaijan – relative improvement in Pakistan
- Strong growth of Adult Premium (+7%), Fuse Tea (16%) continued
- USD NSR/uc reached \$2.58 – the highest in the last 10 years w/o TAS 29 (\$2.51, with TAS 29)

1

Execution & Mix Improvement On Track

- 289 bps y/y increase in IC share
- 53 bps y/y increase in On-Premise channel share
- The share of stills category up by 82bps y/y, reaching 8.5%

2

Robust Profitability

- 487 bps y/y gross profit margin improvement, reaching 38.1% (w/o TAS29; +391 bps to 38.9%)
- 104 bps y/y EBIT margin improvement, reaching 18.8% (w/o TAS29; +35 bps to 20.4%)
- USD EBIT/uc at \$0.53 – the highest in the last 10 years w/o TAS 29 (\$0.47 with TAS29)

3

Operational Performance

Volume
(uc)
Million

451

0.7%
y/y

Immediate
Consumption Mix
%

29.1

+289 bps
y/y

of
Transactions
Billion

3.4

2.9%
y/y

Financial Performance

Net Sales Revenue
(TL)
Billion

36.6

-6.9%
y/y

EBIT
(TL)
Billion

6.9

-1.5%
y/y

Net Income
(TL)
Billion

5.4

+20.2%
y/y

Consolidated Volume

Softness in sparkling balanced by strong stills performance, highlighting the importance of our diversified brand portfolio

Sparkling
y/y

-1.6%



Highlights

Sprite
+6.6% y/y



Adult Premium
+6.8% y/y



Stills
y/y

+11.6%



Fuse Tea
+15.7% y/y



Water
+14.3% y/y



Immediate Consumption Share
y/y

+289bps



On-Premise channel share

+53bps



Low/No sugar share in All Categories

+175bps



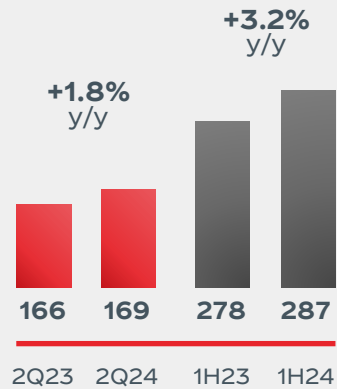
Türkiye

Solid NSR/uc growth and EBITDA margin expansion thanks to effective revenue growth initiatives and cost management

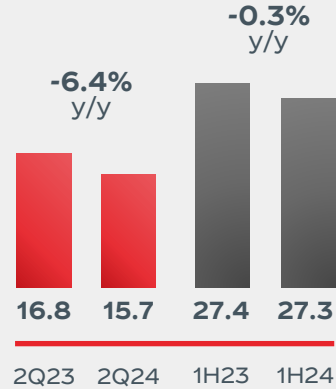
36%

Share of Volume in Total CCI

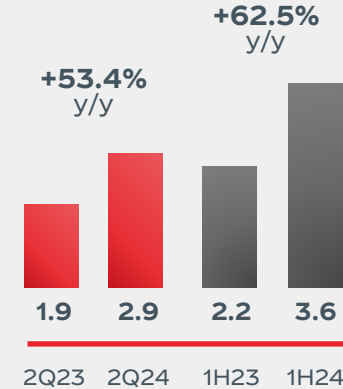
Volume Performance m UC



Net Sales Revenue bn TL



EBITDA (exc.other) bn TL



Sparkling

6.1% y/y growth in Adult Premium - Schweppes in 1H

	2Q24	1H24
Sparkling	-2.5% y/y	+1.0% y/y

Stills

35.9% y/y growth in iced teas in 1H

	2Q24	1H24
Stills	+13.8% y/y	+16.1% y/y

Water

18.9% y/y growth of mineral water in 1H

	2Q24	1H24
Water	+11.7% y/y	+2.2% y/y



Effective trade promotions and active consumer marketing with UEFA Euro Cup activations have resulted in successful volume generation



+61.2% NSR growth and TL90.6 NSR/uc with 58.4% y/y improvement thanks to continued focus on quality mix w/o TAS 29



716 bps y/y EBIT and 721 bps y/y EBITDA margin expansion in 2Q on the back of well managed cost base with successful hedges

International

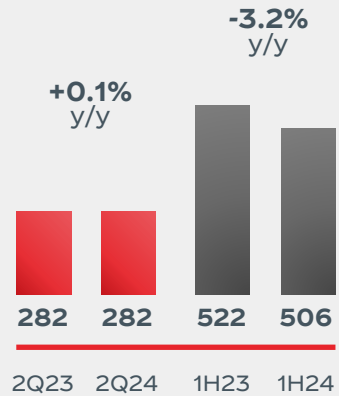
Signs of relative volume recovery and continued mix improvement

64%

Share of Volume in Total CCI

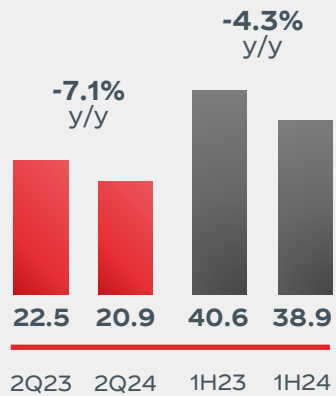
Volume

Performance
m UC



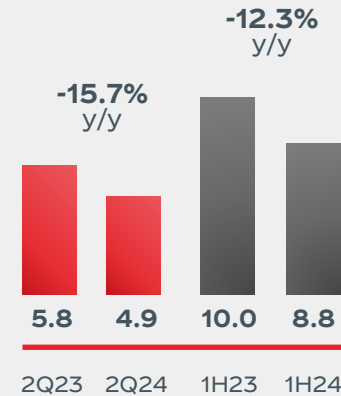
Net Sales Revenue

bn TL



EBITDA

(exc.other)
bn TL



Sparkling

28.4% y/y growth of in
Adult Premium -
Schweppes in 2Q

2Q24

-1.2%
y/y

1H24

-4.8%
y/y

Stills

~4x growth in energy
category in 2Q

+8.2%
y/y

+4.7%
y/y

Water

21.4% y/y improvement of
mineral water in 1H

-1.0%
y/y

+20.5%
y/y



Strong volume performance in Iraq and Azerbaijan and relative improvement in Pakistan

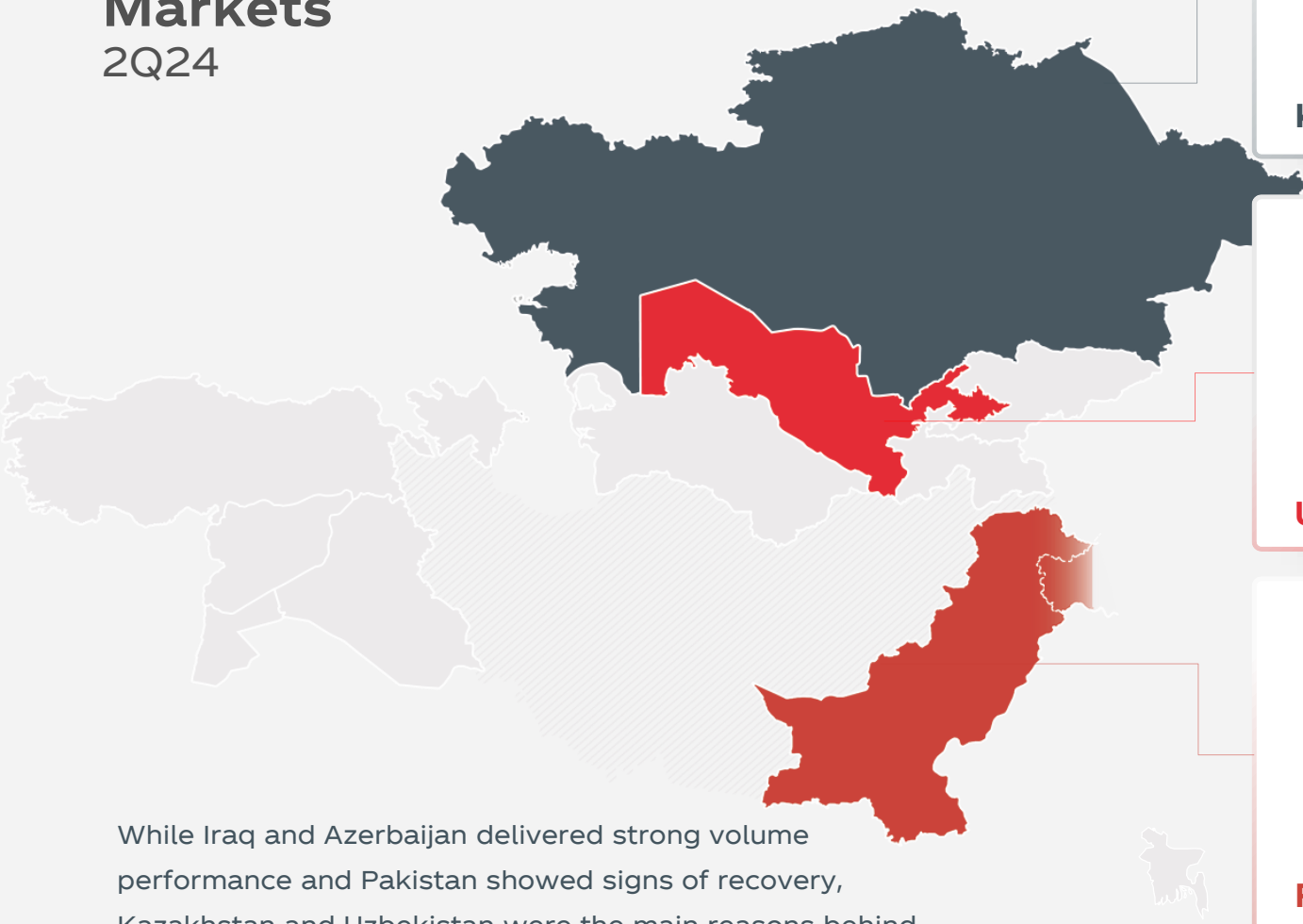


365 bps IC mix improvement to 26.8% and 46 bps y/y increase in On-Premise channel share

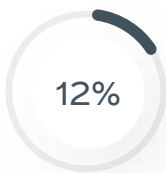


241 bps EBITDA margin decline due to macroeconomic headwinds in Pakistan

Largest International Markets 2Q24



While Iraq and Azerbaijan delivered strong volume performance and Pakistan showed signs of recovery, Kazakhstan and Uzbekistan were the main reasons behind the flat international volumes y/y




12%

Volume (y/y)

-10.2%

- **New plant operational!** Will lead to better inventory management, faster delivery and better execution
- Volume growth impacted by less summer stocking y/y and foreign consumers' move-back
- **40 bps SSD volume market share improvement** on a basis of last 12 months vs the same period last year

Kazakhstan




10%

Volume (y/y)

-6.6%

- Cycling a solid 25.3% y/y growth
- Introduction of excise tax impacted affordability
- Cooler coverage **reached 77.3%** vs 66.8% a year ago and outlet penetration hit 93%
- On-Premise channel share grew by **784 bps y/y to 19%** - the highest figure ever

Uzbekistan



24%

Volume (y/y)

-5.1%

- Better macro backdrop and our commercial choices helped **improvement recovery in volumes**
- **288 bps y/y** increase in the share of **IC packs**

Pakistan

FINANCIAL REVIEW

Summary Financials

Robust EBIT margin improvement y/y with & without TAS29

Net Sales Revenue (TL)

1H24

66.1 BILLION **-2.7%** y/y

2Q24

36.6 BILLION **-6.9%** y/y

EBIT (TL)

1H24

10.4 BILLION **-0.4%** y/y

15.7% MARGIN **+37** bps

2Q24

6.9 BILLION **-1.5%** y/y

18.8% MARGIN **+104** bps

Net Income (TL)

1H24

8.4 BILLION **+5.1%** y/y

12.6% MARGIN **+94** bps

2Q24

5.4 BILLION **+20.2%** y/y

14.8% MARGIN **+333** bps



TL NSR/uc growth of 60.4%, USD NSR/uc reaching to \$2.58 (without TAS29) - *the highest among 2nd quarters of last decade*



EBIT/uc reached \$0.53 (without TAS29) - *the highest among 2nd quarters of last decade*



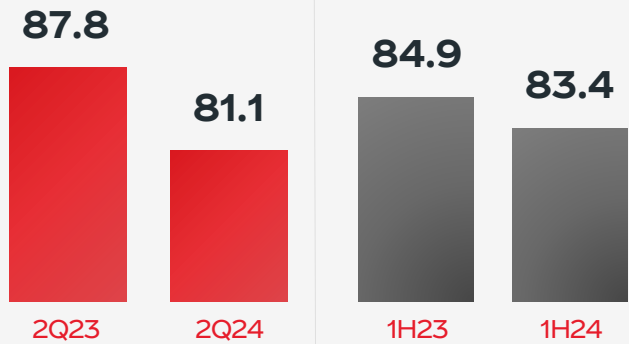
Without TAS 29, net profit growth of 63.4% y/y

Per UC Metrics

Without TAS 29, NSR/uc improved by 60.4% and 3.6% y/y in TL and USD terms, respectively

Consolidated (TL) - TL, with TAS 29

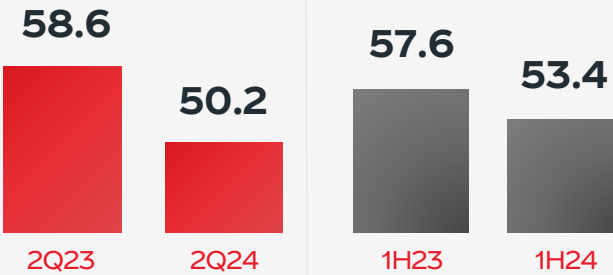
Net Sales Revenue per UC



↓ -7.6% y/y

↓ -1.8% y/y

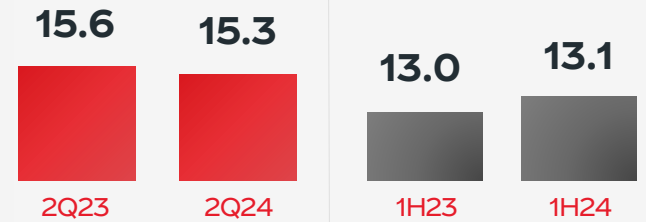
COGS per UC



↓ -14.3% y/y

↓ -7.2% y/y

EBIT per UC

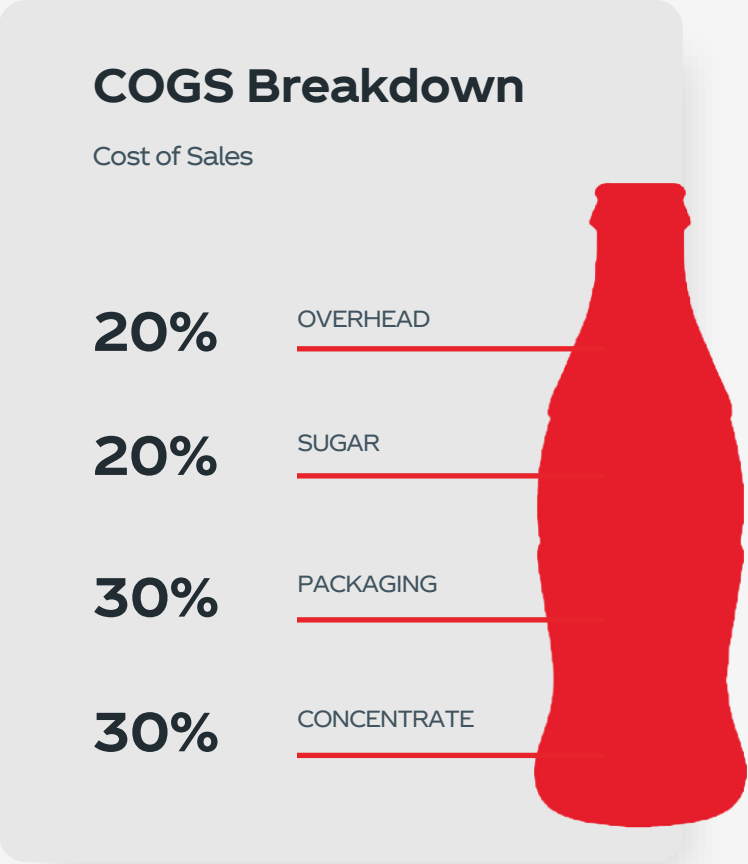


↓ -2.2% y/y

↑ +0.6% y/y

Dynamic Hedging

Securing long term visibility & controlled cost base



Proactive Risk Management Policy

Hedging & Pre-buy Rates

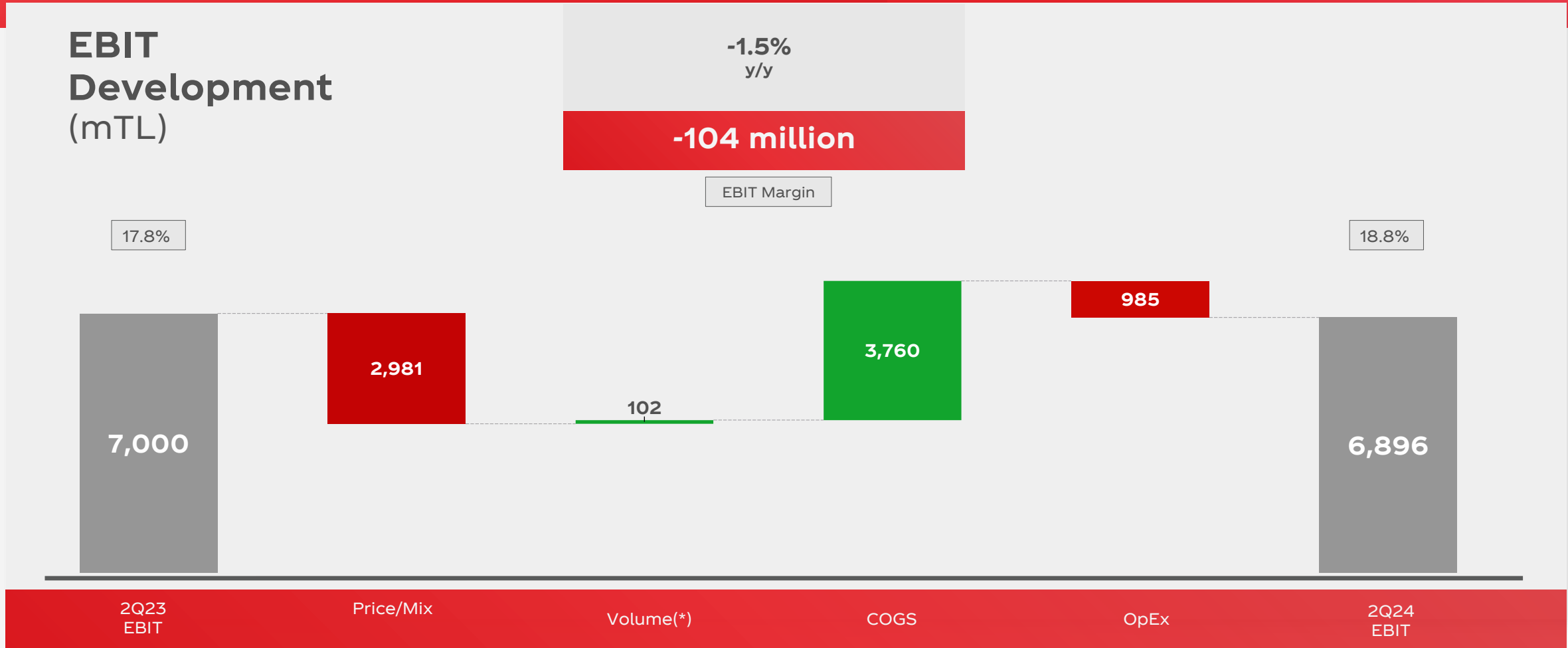
	Sugar	Aluminum	Resin
2024	94%*	88%	98%
2025	6%**	40%	7%

*100%, in markets where financial hedge is available

**69% in markets where financial hedge is available

104bps EBIT margin improvement y/y

Without TAS 29, EBIT up by 64.4% thanks to softer cost base and effective RGM initiatives

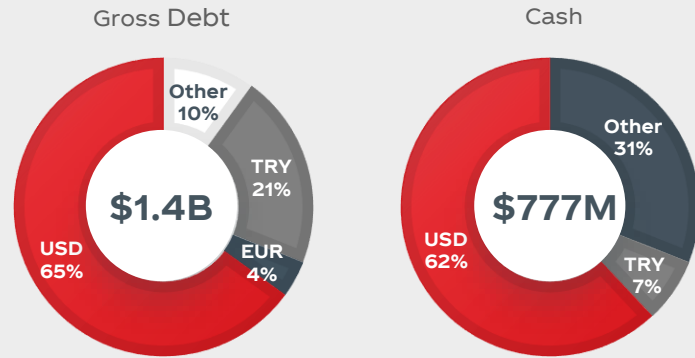


(*) Volume & Mix impact is calculated based on Gross Profit Contribution

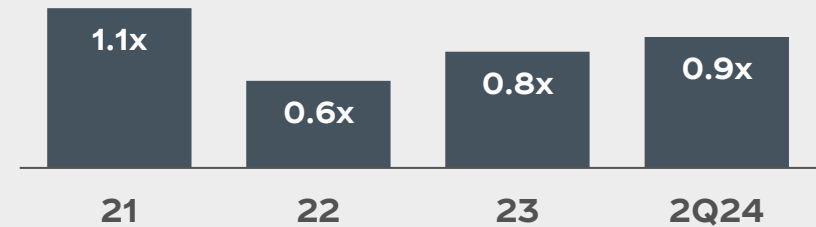
Disciplined Financial Management

Low leverage and strong liquidity maintained

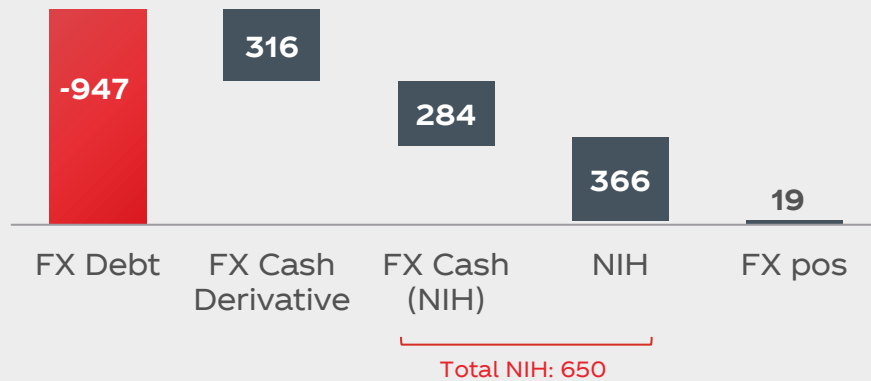
Debt & Cash Composition



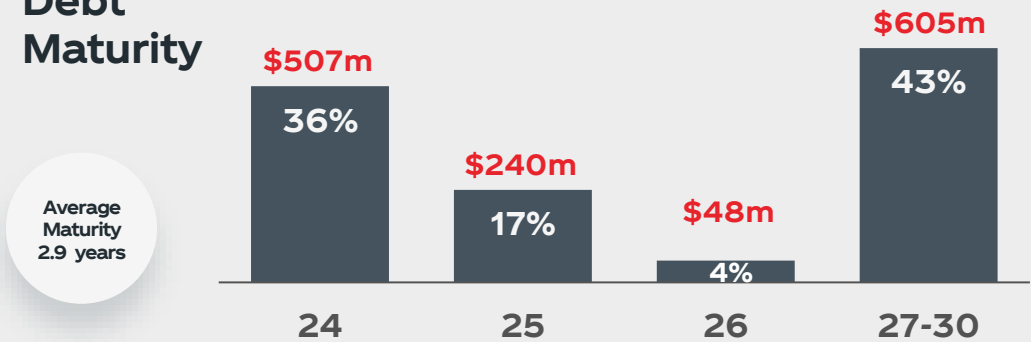
Net Debt / EBITDA



FX Position



Debt Maturity



CLOSING REMARKS

CCI Playbook is Our Winning Formula:

2. RTM Improvement & Distributor Development

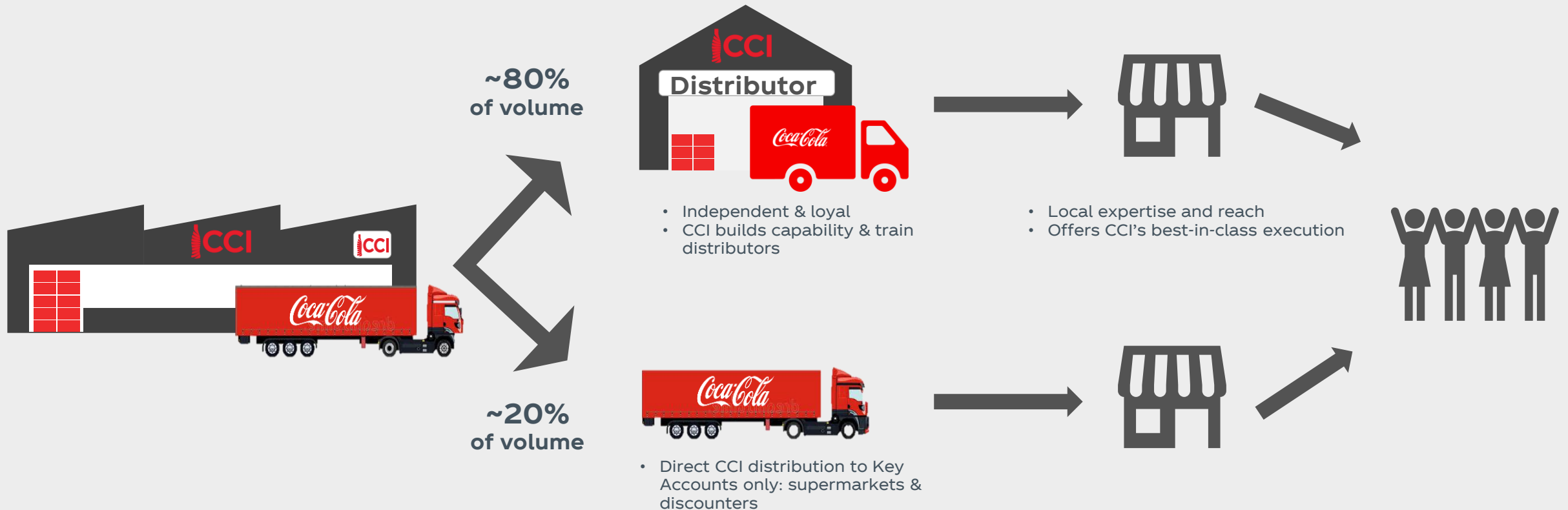


RTM Systems in the World:

1. Direct Distribution by the Bottler

2. Wholesalers as a fulfillment intermediary

3. Hybrid approach - *unique to CCI*



2024 Guidance *Revised*

From

Mid single-digit volume growth on a consolidated basis:

- Mid-single digit growth *in Türkiye*
- Mid-single digit growth in *international*

Sales Volume



To

Flat-to-Low single-digit volume growth on a consolidated basis:

- Low-to-Mid-single digit growth *in Türkiye*
- Low-single digit volume decline in *international*

Low 40s percentage FX-neutral NSR growth

Net Sales Revenue

Consolidated



Low 30s percentage FX-neutral NSR growth

Flat vs previous year

EBIT Margin



Slight decline-to-Flat vs previous year

The forward looking guidance is given on an organic basis and without any potential impact from the implementation of TAS 29 (Financial Reporting in Hyperinflationary Economies) and may change as per TAS 29. In order to provide a comparison with our previously shared guidance on Jan 8th 2024, we again release the guidance based on historical figures (i.e. without TAS 29).



'24

2Q24 Webcast Presentation

For more information, please contact
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