

ESG VIRTUAL CONFERENCE PRESENTATION

21 November 2023

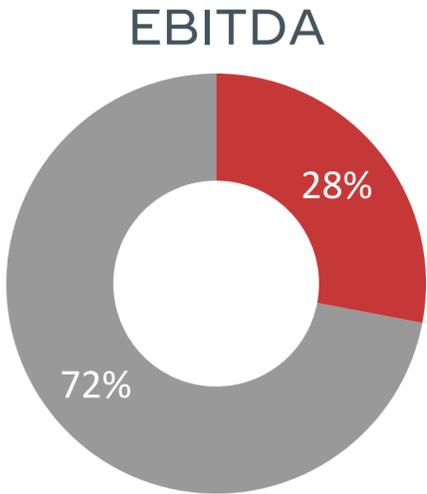
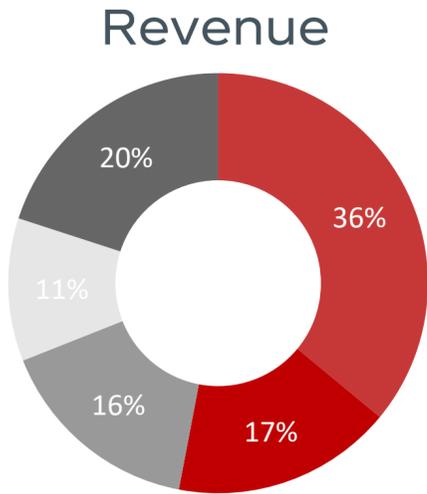
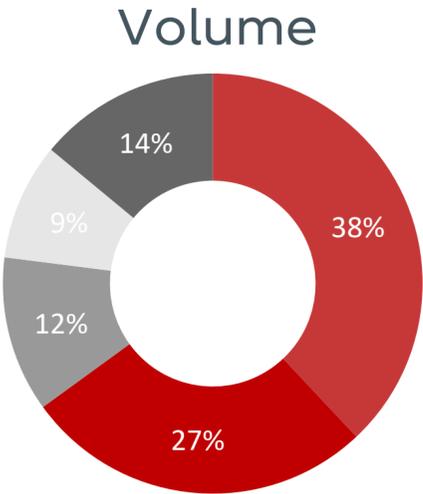


Forward Looking Statements

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

Who we are

We are a Multinational Beverage Company...



- Sparkling Market Position
- #1  Türkiye
 - #1  Pakistan
 - #1  Kazakhstan
 - #1  Uzbekistan
 -  Others

-  Türkiye
-  International



Figures reflect FY22 numbers (1) Unit case, 1 UC equals 5.678 liters. Production plant and capacity figures represent most recent numbers.

With a Successful Track Record to Become One of the Top Bottlers



2005 - 2023 Evolution

Volume	Transactions	NSR	EBITDA	7.3% CAPEX/NSR
5X 10% CAGR	5X 12% CAGR	80X 28% CAGR	96X 29% CAGR	'05-'22 average

Benefiting from a Strong and Stable Shareholder Structure

Anadolu Efes Biracılık ve Malt Sanayi A.Ş.

50.3%

The Coca-Cola Export Corporation

20.1%

Özgörkey Holding A.Ş.

0.79%

Free Float and Other

28.9%



Composition of BoD

12 Members

- 12 of whom are non-executive
- 4 of whom are independent

Note: AG Anadolu Grubu Holding A.Ş. is the ultimate controlling party of CCI. AG Anadolu Grubu Holding A.Ş. holds 43% and Anheuser Busch InBev SA/NV holds 24% of Anadolu Efes' share capital. TCCC holds 20.1% of CCI's outstanding share capital (through TCCEC)

Our Strong Foundations Make Us Unique

EXCELLENT BRAND PORTFOLIO

THAT WE CONTINUE TO INNOVATE



STRONG SYSTEM ALIGNMENT

CRITICAL FOR OUR LONG-TERM SUCCESS



PROVEN TRACK RECORD

EXPANSION, GROWTH IN EMERGING MARKETS AND SUCCESSFUL INTEGRATIONS



GREAT EXECUTION, STRATEGY, PEOPLE

THAT HELPS ACCELERATING QUALITY GROWTH



VAST POTENTIAL OF OUR MARKETS

THAT OFFER NARTD GROWTH OPPORTUNITY



EXPERIENCED MANAGEMENT TEAM

WINNING IN CHALLENGING MARKETS



DISCIPLINED FINANCIAL MANAGEMENT

LEADS THE WAY TO DELIVER STAKEHOLDER VALUE

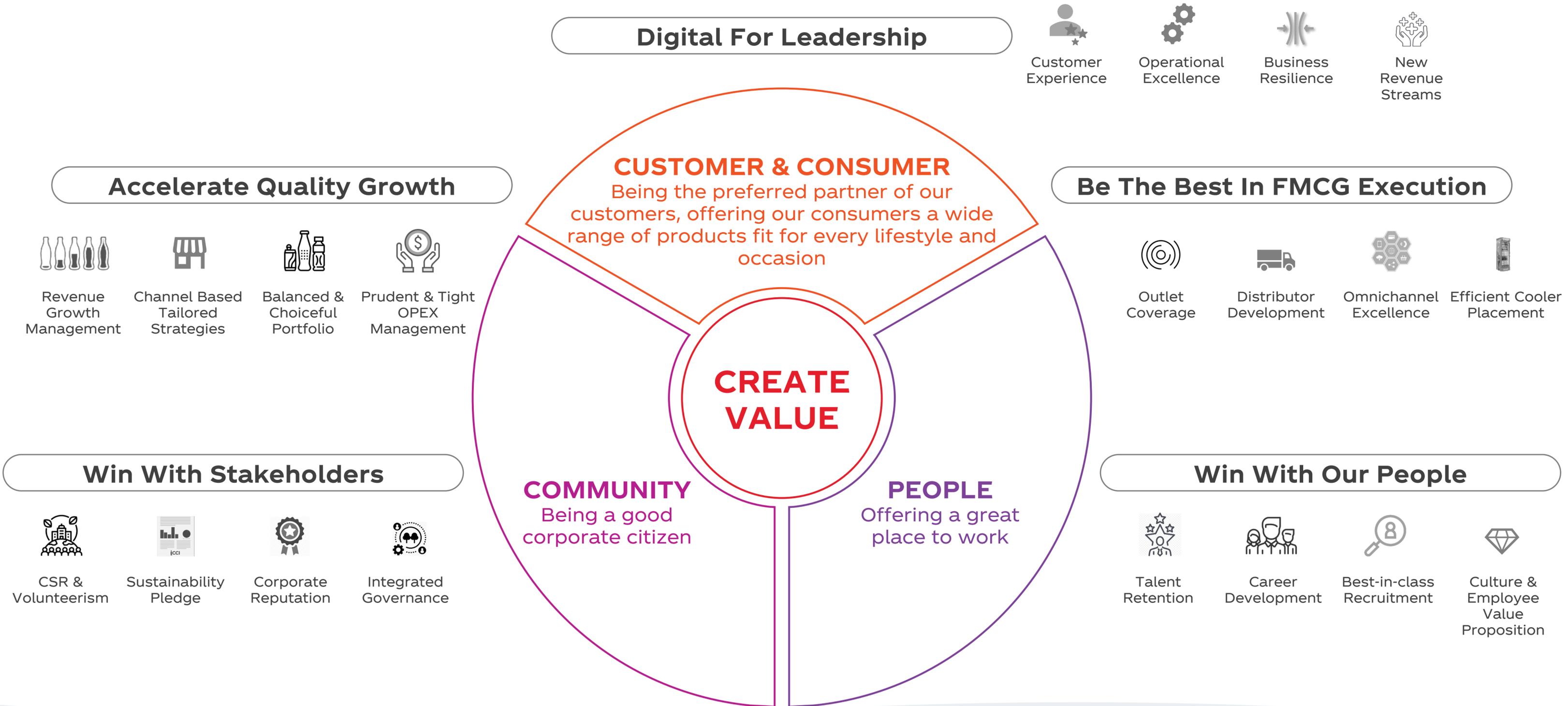


AGILITY & ADAPTIVENESS

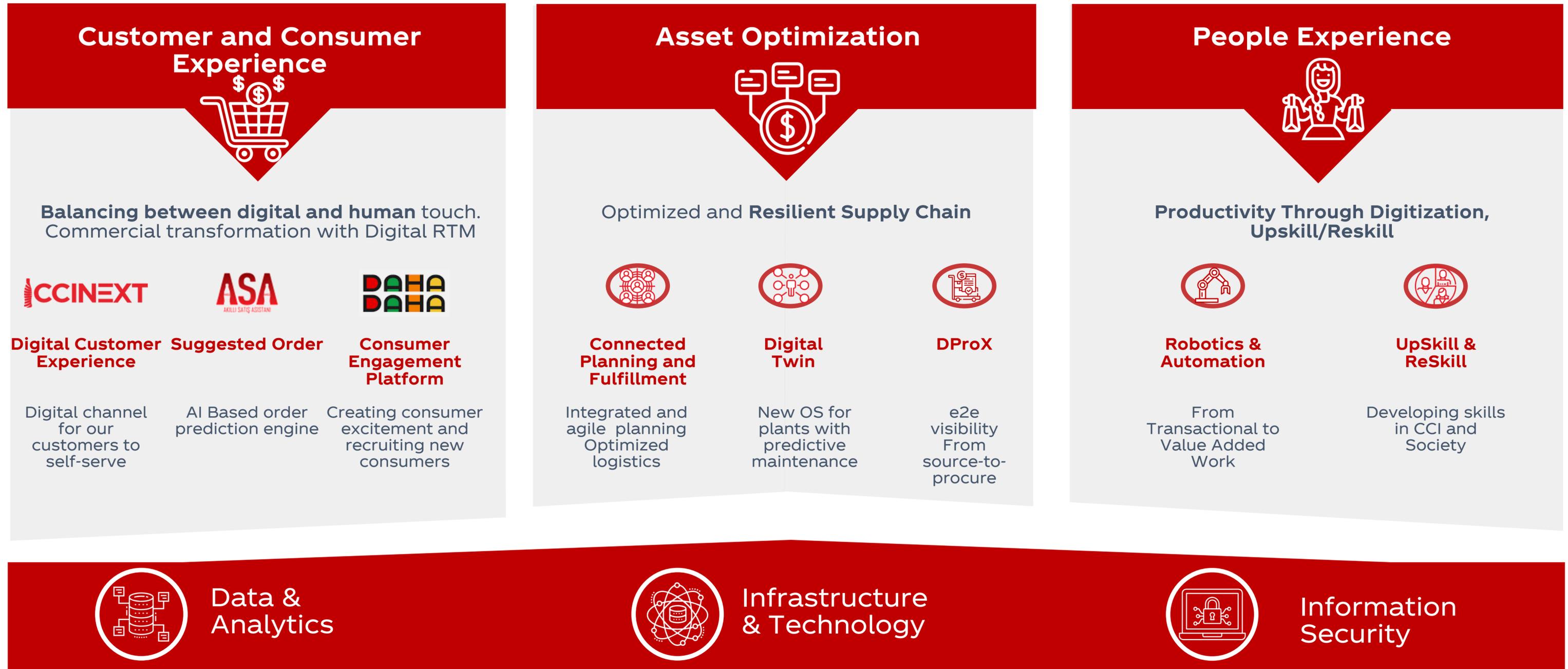
ENABLING US TO EMERGE STRONGER FROM CRISES



Our Vision is to be the Best FMCG Company Across Our Markets



Utilizing our Integrated Digital Model for Value Creation



What we do

Our Ambition is to Grow Beyond Our Existing Footprint

Quality Growth Is Our North Star: EBITDA > Revenue > Transaction > Volume

BALANCED ORGANIC GROWTH



GROW CORE



SHARPEN

INORGANIC GROWTH

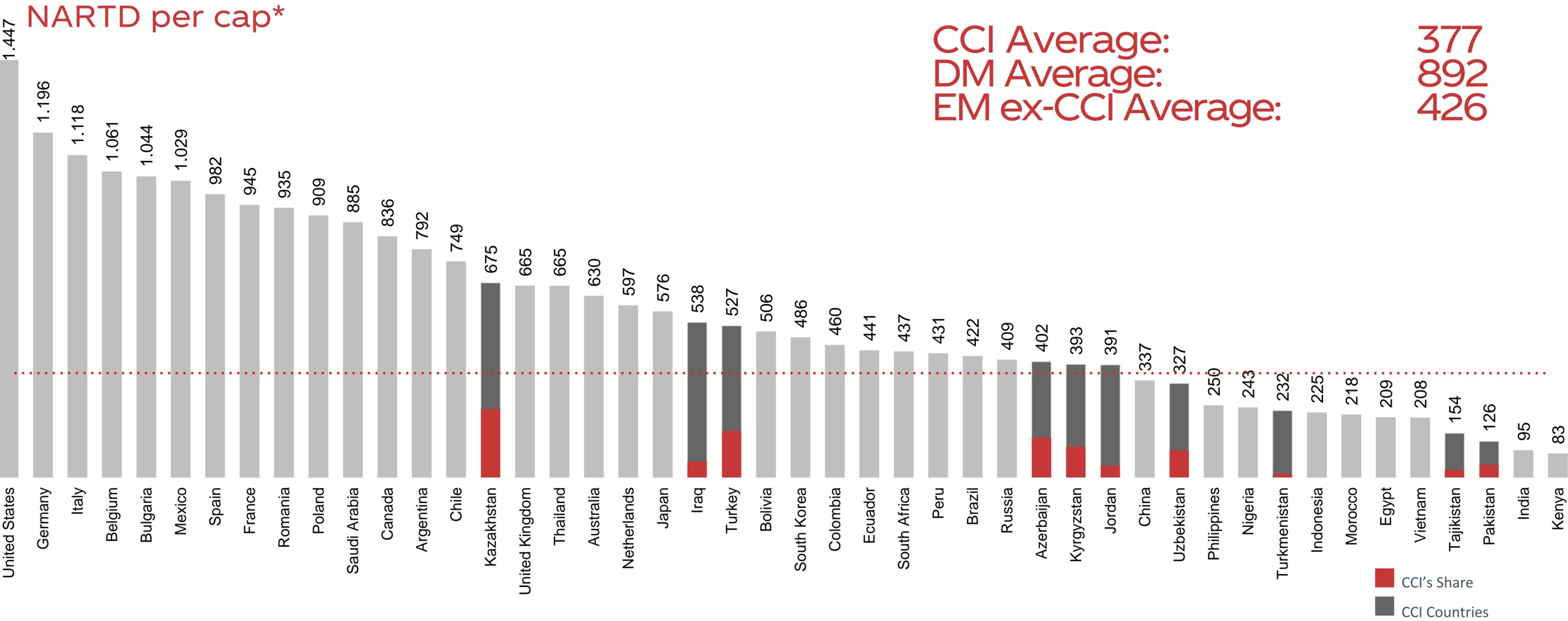


NEW CATEGORIES &
COUNTRIES



EXPAND

Lower Per Caps in CCI Countries vs Comparables



Source: GlobalData (Industry Estimates); IHS Markit (Population); CCI Volume; All figures as of 2022
 * NARTD includes Sparkling, Juices, Packaged Water, RTD Tea & Energy Drinks; Per cap per year in terms of number of 8-ounce servings



More Room for Growth..

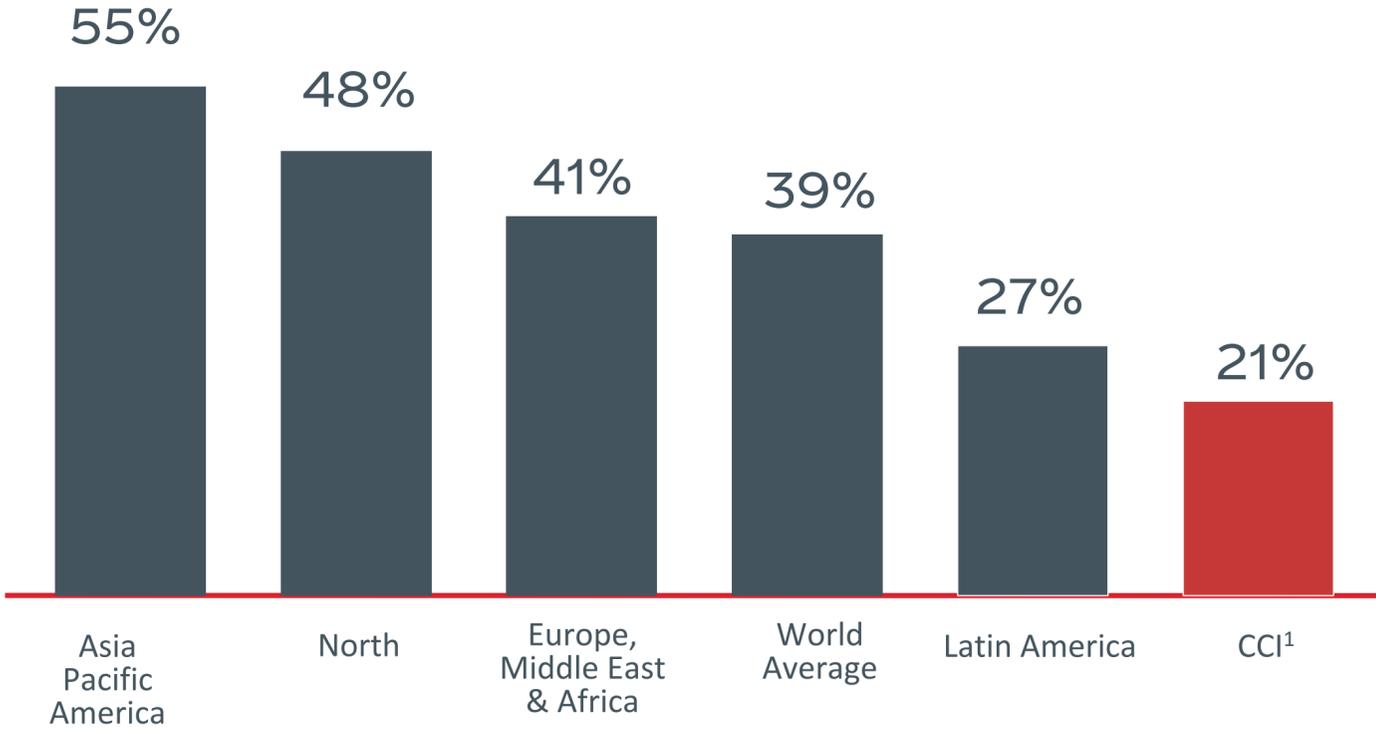
YOUNG POPULATION
IN CCI COUNTRIES

~59%
Teen Recruitment
Opportunity!



Source: Population Statistics from World Bank (young population represented as under 30); GlobalData (Industry Estimates); CCI Volume

Share of Immediate
Consumption (IC)
Packages in Sparkling (FY22)



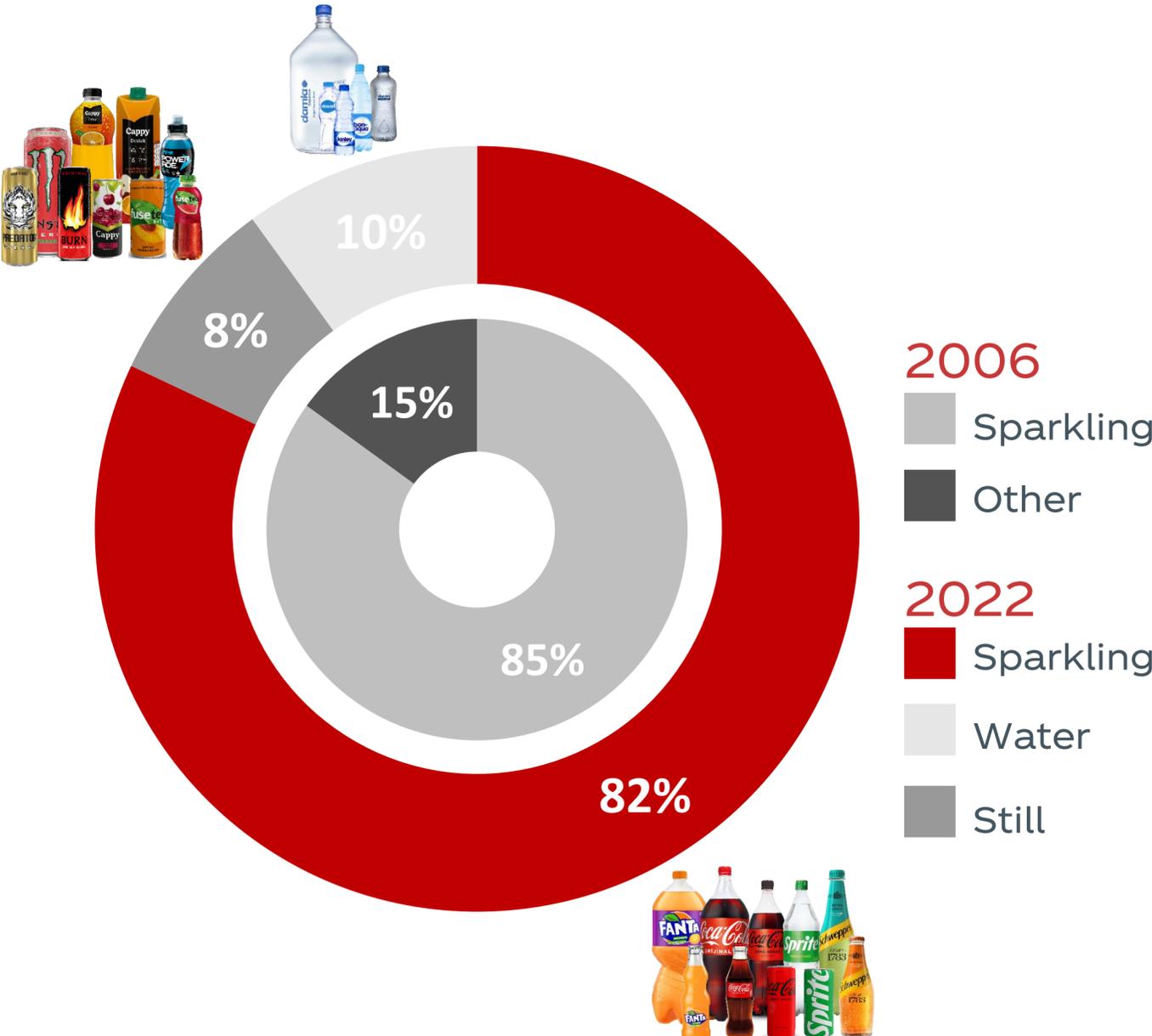
IC Packages ~2X
HIGHER NSR
PER CASE¹

~1.5X
GROSS
MARGIN VS. FC¹

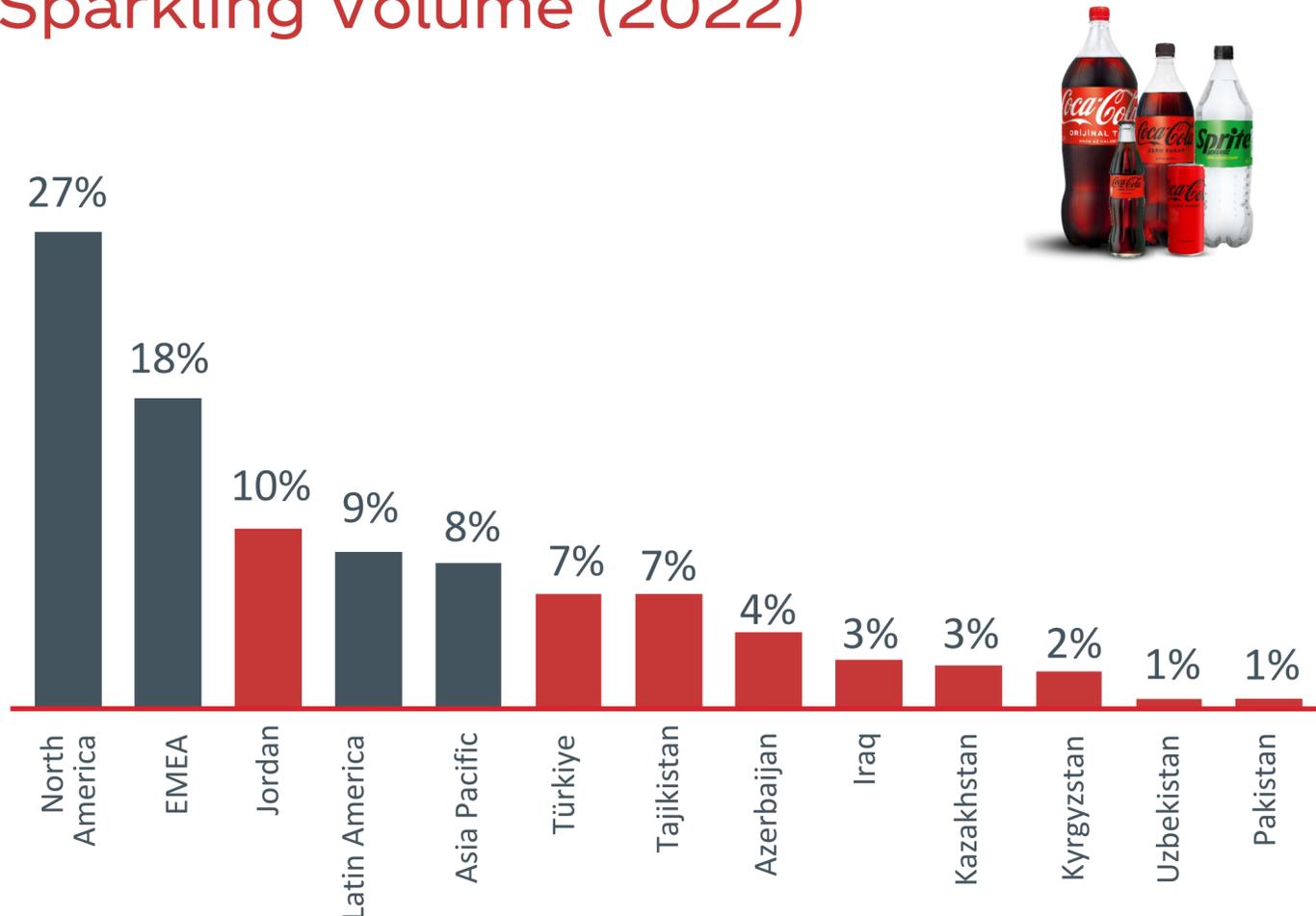
¹ Based on CCI analysis for Türkiye operations

More Room To Diversify Product Portfolio

Category Breakdown



Share of Low/No Calorie in Sparkling Volume (2022)



✓ Increasing Household Penetration

✓ Resilient growth in No Sugar

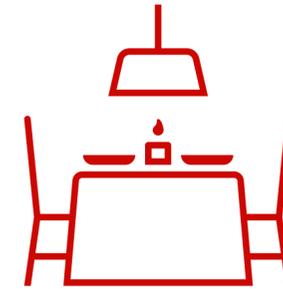
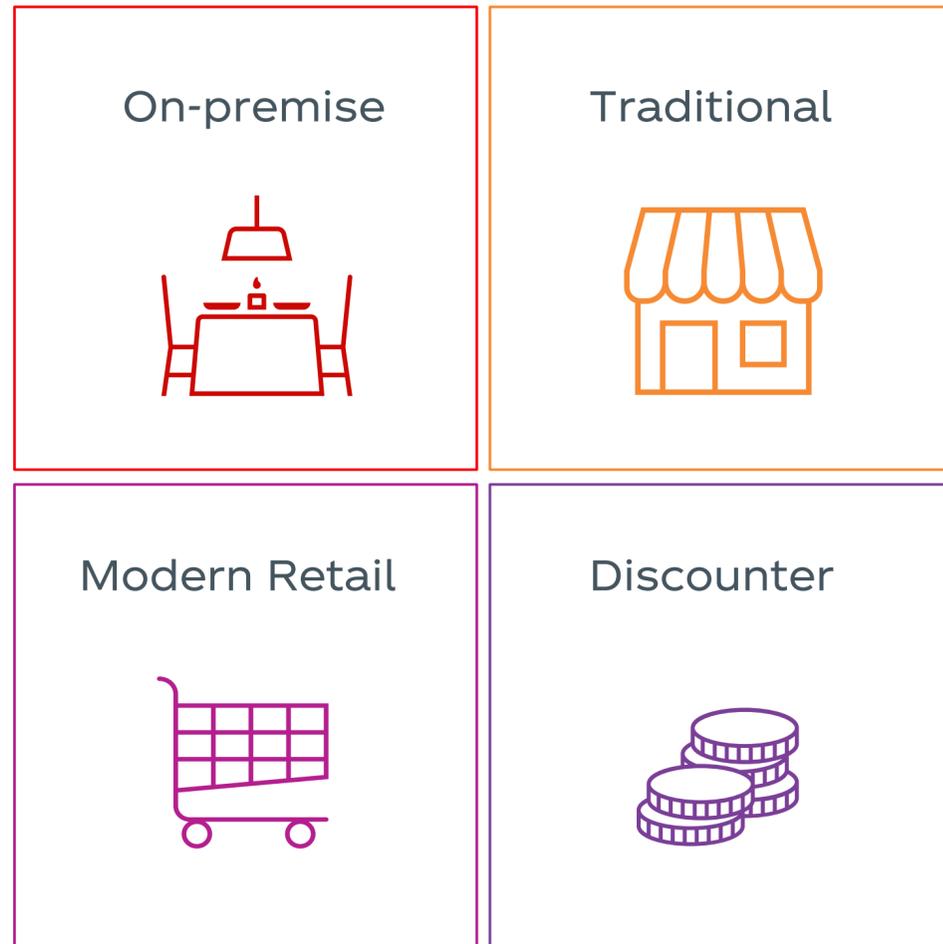
Source: GlobalData (Industry Estimates); CCI Volume

Channel Structure

Healthy channel structure. Increasing share of on-premise

CHANNEL BREAKDOWN

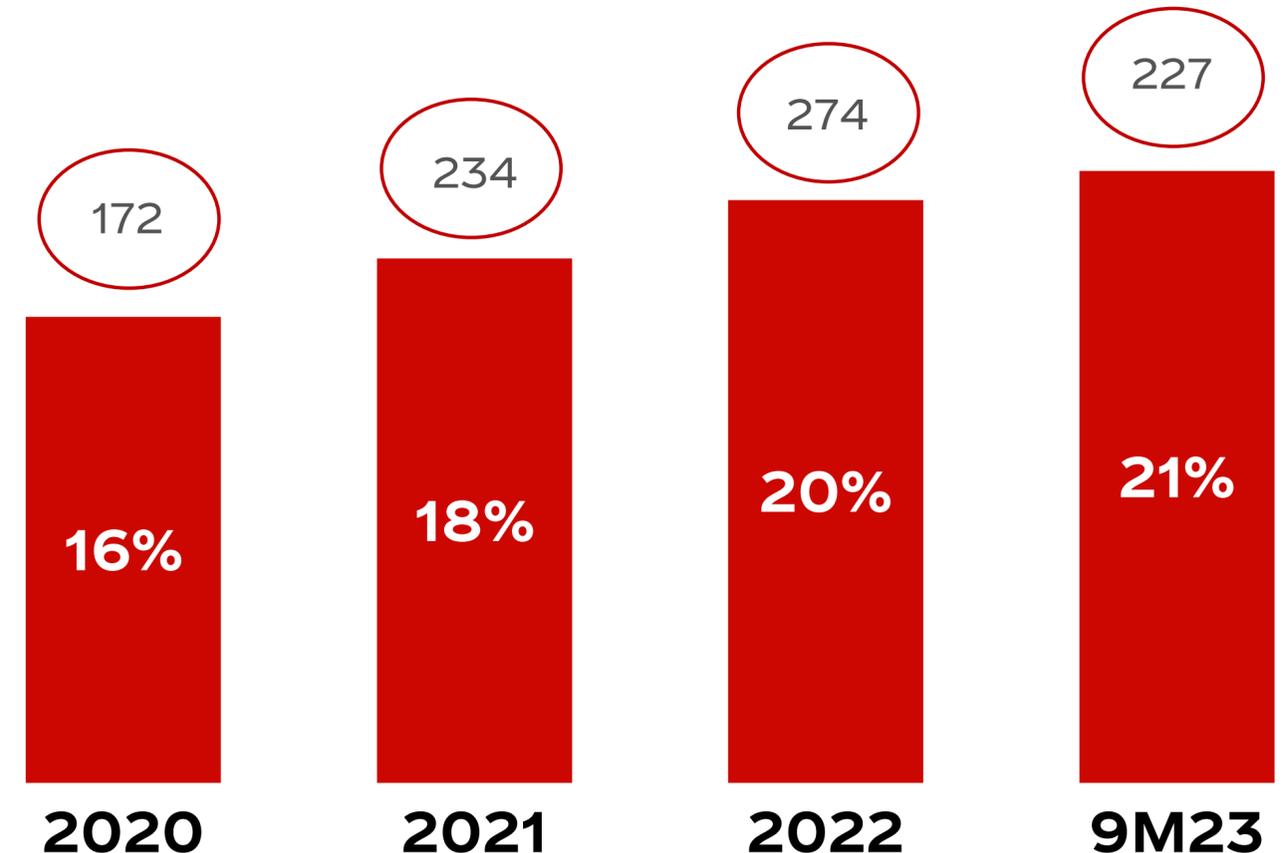
Shales through four main channels



ON-PREMISE CHANNEL

Share in total sales as of 9M23:

- Türkiye: 29%
- International: 14%



■ Share in total sales

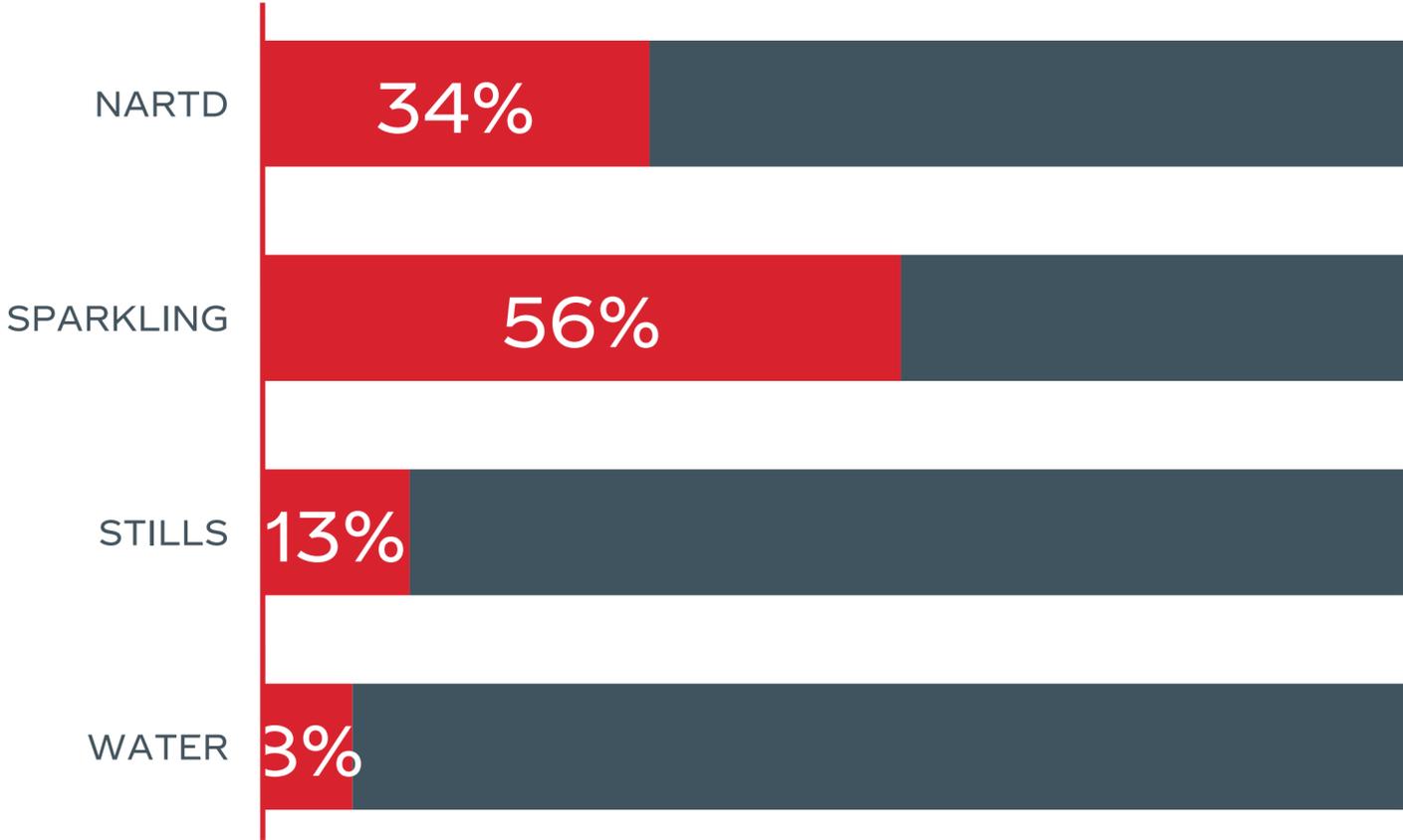
○ Sales volume (mUC)

NARTD Value Growth Opportunity

**INDUSTRY
VALUE GROWTH**
+\$10BN 8% CAGR
 2022 - 2027E



**TOTAL NARTD INDUSTRY
IN CCI COUNTRIES:**
\$21.4BN (2022)



■ CCI VALUE SHARE ■ OPPORTUNITY

Source: GlobalData (Industry Estimates); CCI&TCCC Assumptions (Category Shares)
 * NARTD includes Sparkling, Juices, Packaged Water, RTD Tea & Energy Drinks

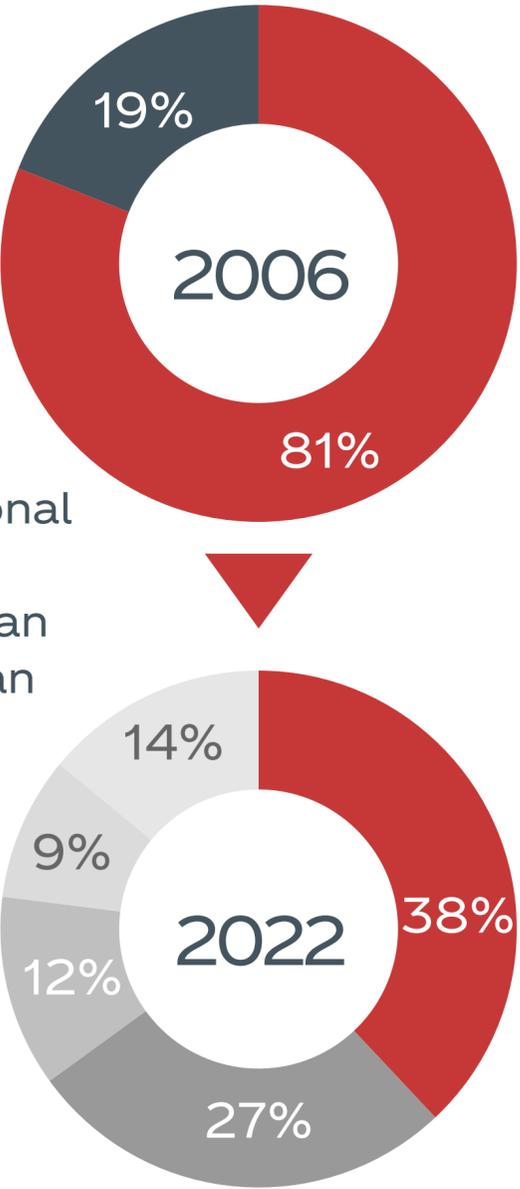
Prudent Approach to Geographical Expansion

Guiding principles for geographical expansion

- MANAGEMENT CONTROL & FULL CONSOLIDATION RIGHTS
- REASONABLE PROXIMITY
- COMPLEMENTARY MARKET DYNAMICS
- ROIC > WACC

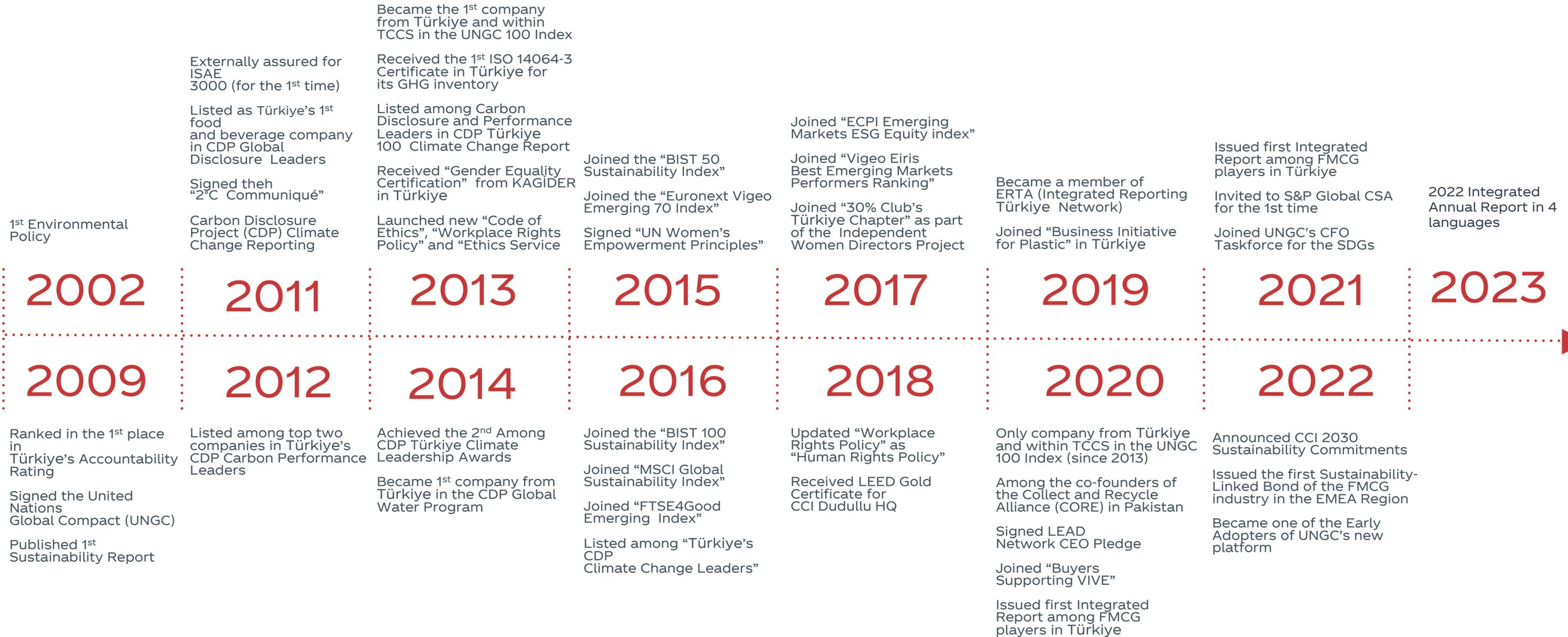


Volume Breakdown

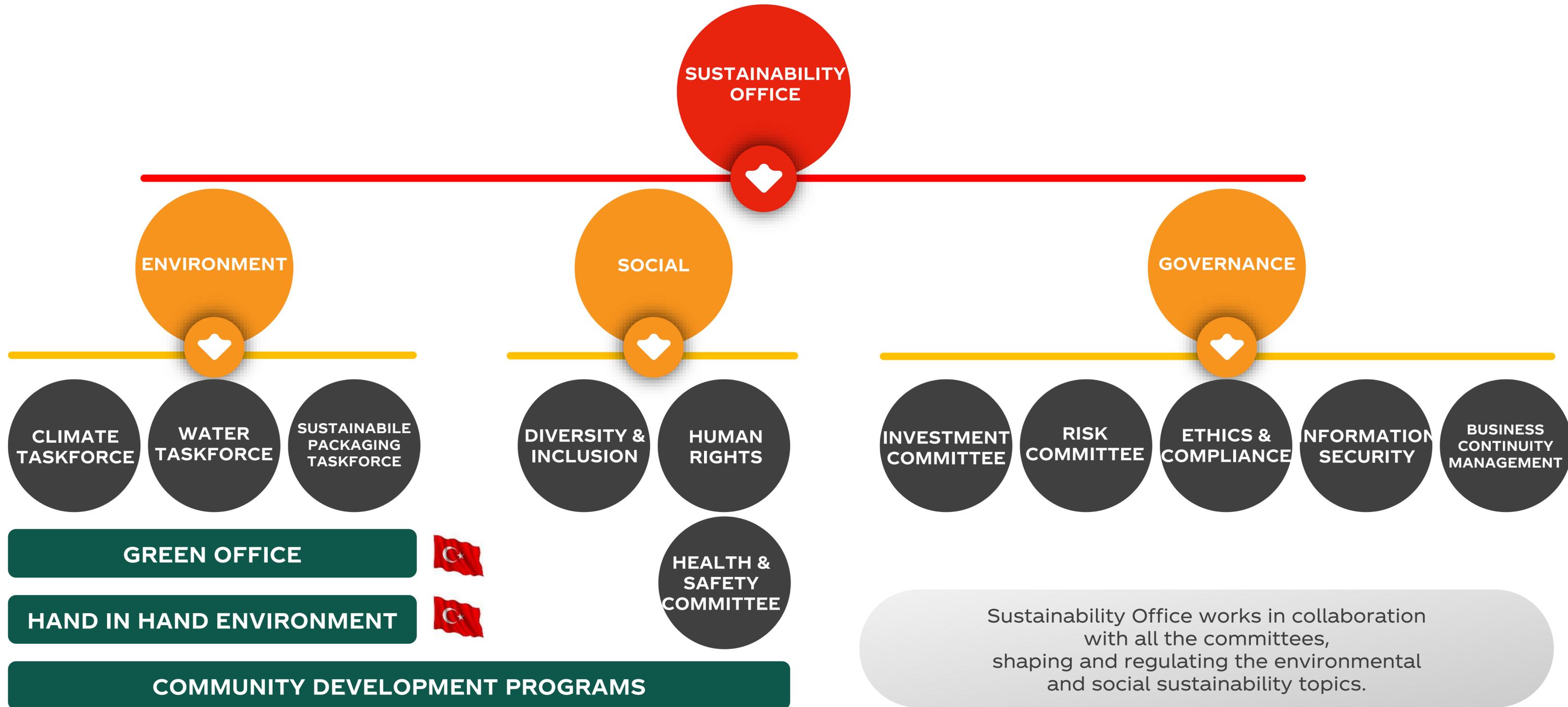


ESG journey

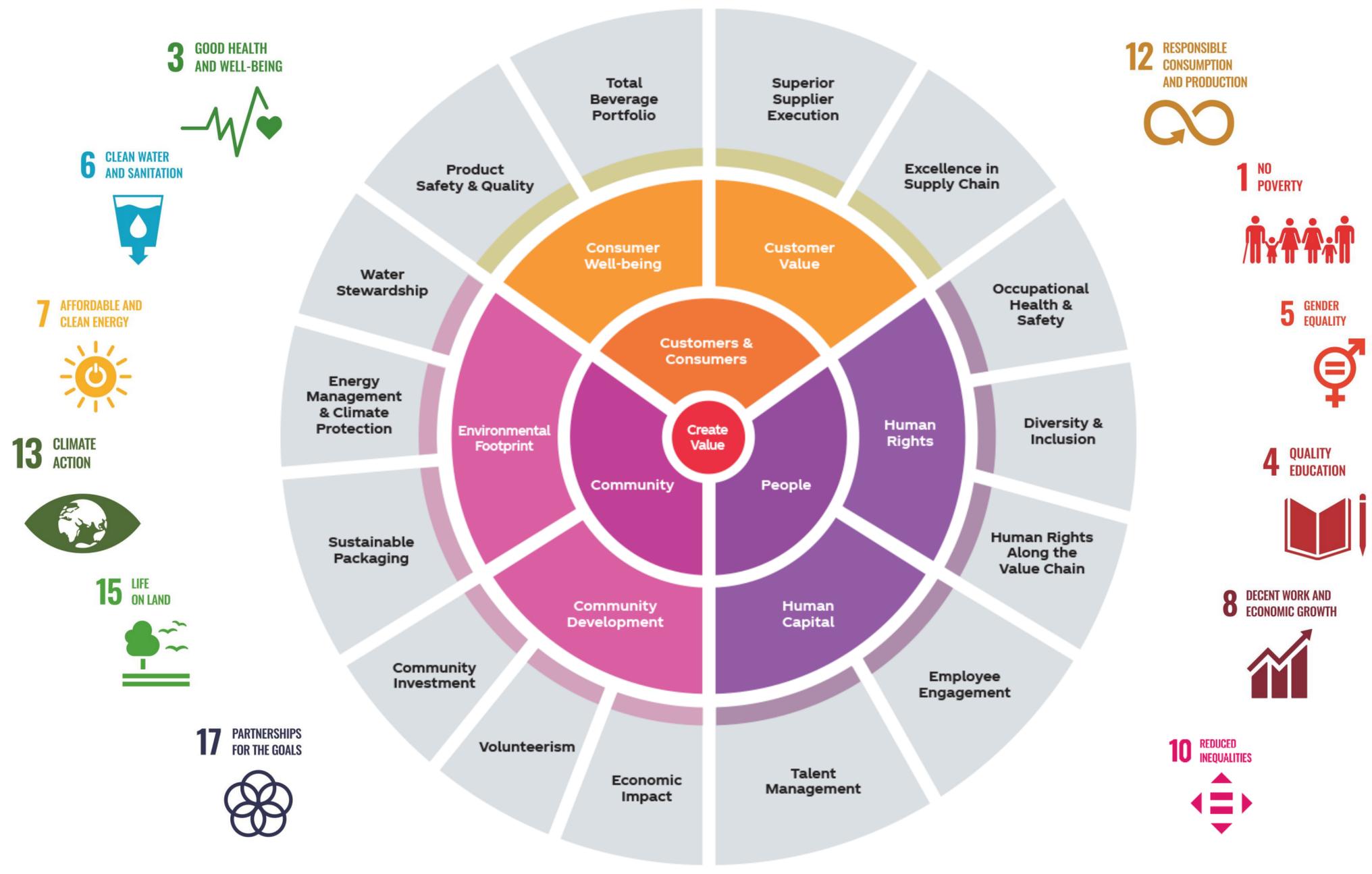
CCI's Sustainability Journey



ESG Organization in CCI



Our Focus & Sustainable Development Goals



We are Committed to Our Communities Despite Consistent Volatility

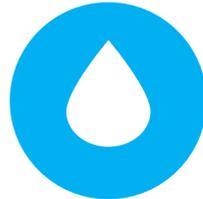
PACKAGING



Commitment #1: Continue to make 100% of our packaging recyclable and use at least 50% recycled material by 2030

Commitment #2: Collect and recycle a bottle or can for each one we sell in Türkiye, Pakistan and Kazakhstan; initiate collection programs in other countries

WATER



Commitment #3: Increase water efficiency by 20% by 2030

Commitment #4: Aim for water neutrality and help secure water availability in water-stressed locations through community projects

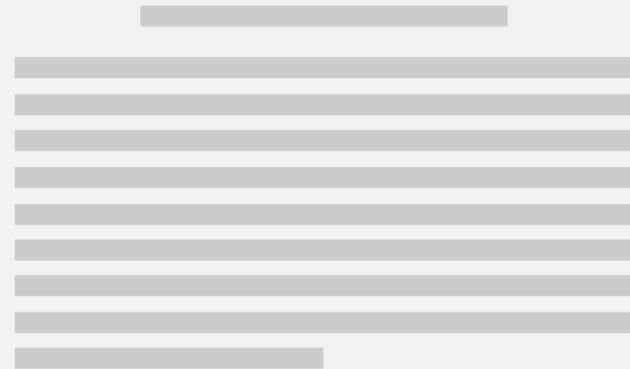
CLIMATE



Commitment #5: Run our manufacturing sites on 100% renewable electricity and make them carbon-neutral

Commitment #6: Reduce our total absolute GHG emissions by 13% by 2030 and emissions per litre of product by 50% by 2030 while growing the business

2030 SUSTAINABILITY ROADMAP



HUMAN RIGHTS

Commitment #7: (Establish mechanisms to) Ensure that CCI's distributors and priority suppliers are %100 compliant with CCI Human Rights Policy.



DIVERSITY

Commitment #8: Ensure that 35% of new hires; 40% of managerial positions and 50% of Excomm members are women by 2030



COMMUNITY

Commitment #9: Reach up to 3.5M people until 2030 with our sustainable development programs with a focus on women, youth empowerment and environment.

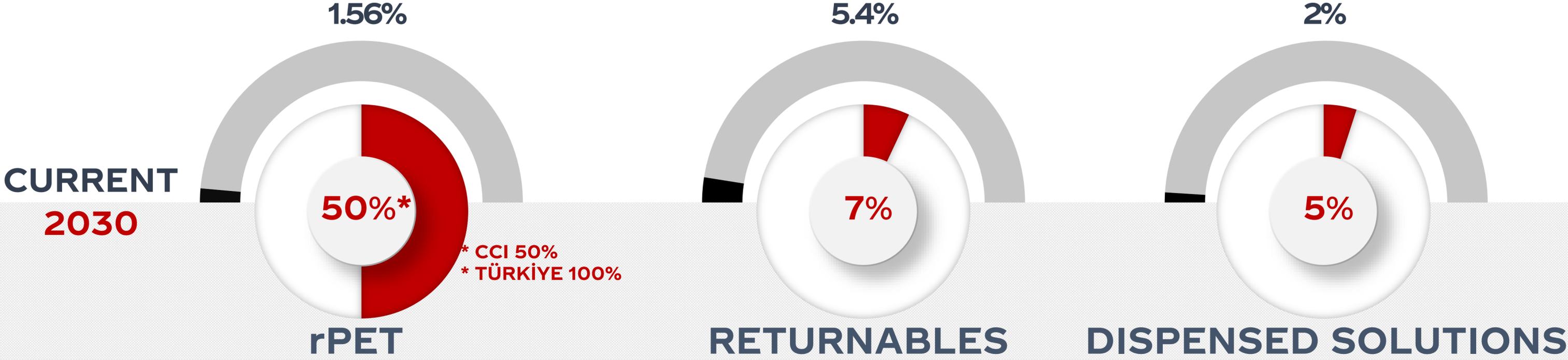


Packaging



#1: CONTINUE TO MAKE OUR PACKAGING 100% RECYCLABLE AND USE AT LEAST 50% RECYCLED MATERIALS IN OUR PLASTIC PACKAGING

- Opportunity to save resin through recycled packaging
- Opportunity to adopt circularity and turn it into a business strategy
- Action in line with the EU Green Deal



Packaging

We use Recycled Plastic (r-PET)

50%

recycled PET in 1lt sparkling beverages, 500ml water, and iced tea and fruit juice beverages in Türkiye

6%

recycled PET in Türkiye
(1.56% r-PET across CCI)

RECYCLE

25%

recycled HDPE (*High Density Polyethylene*) in our plastic crates



Packaging

We use Returnables in Türkiye, Pakistan and Uzbekistan

373.324 TONS 

Of CO₂ Emissions Prevented

REUSE

6.2 M Seedlings

Worth CO₂ Absorption in 10 years



Packaging

We use Lightweight in Primary & Secondary Packaging to reduce the amount of natural resources used in packaging

40%

Less virgin material over the past 10 years

REDUCE

20%

Lighter Glass Bottles in Weight

We are a signatory to the Business Initiative for Plastic (IPG) and pledged **to reduce 850 tons of plastic by 2023**



Packaging

We use Lightweight in Primary & Secondary Packaging to reduce the amount of natural resources used in packaging

16K TONS

of packaging materials saved in the **Past 9 Years** with lightweight efforts

REDUCE

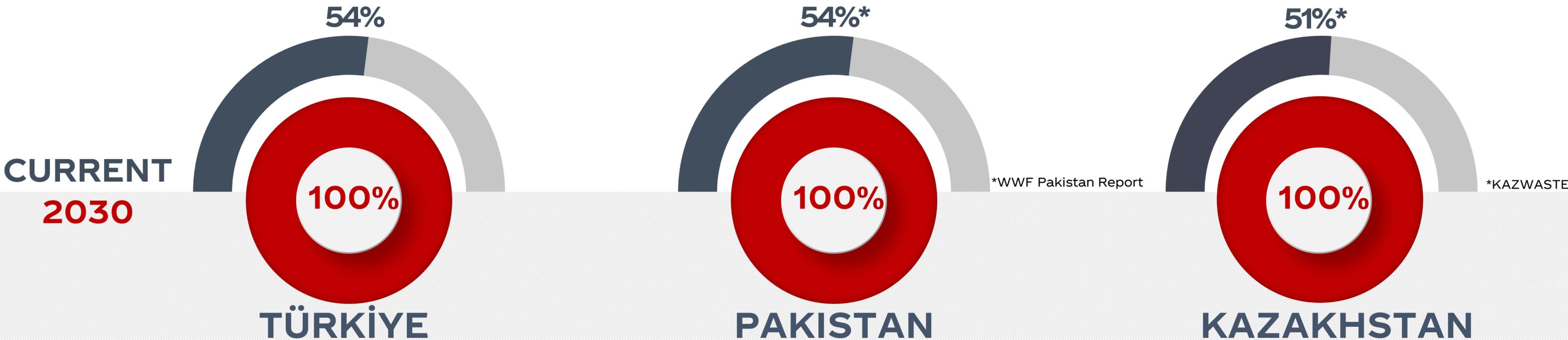
1.025 TONS

of packaging materials saved in **2022** with lightweight efforts



Packaging

#2: COLLECT & RECYCLE A BOTTLE OR CAN FOR EACH ONE WE SELL IN TÜRKİYE, PAKISTAN AND KAZAKHSTAN; INITIATE COLLECTION PROGRAMS IN OTHER COUNTRIES

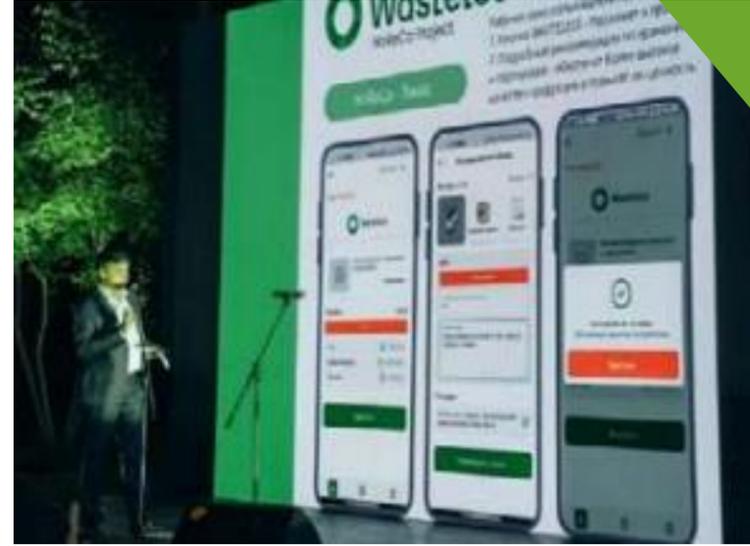


Packaging

Post-Consumer Collection



One of the co-founders of **"Collect and Recycle (CORE) Alliance"** in Pakistan



CCI Uzbekistan **"Go Wasteless"** project for PET collection and recycling in the HORECA sector



CCI Kyrgyzstan Launched **"Waste Net Project"**



CCI Azerbaijan **"HORECA Pet Bottle Recycling Project"** collects plastic bottles and transfers them to recycling facilities

Water

#3: INCREASE WATER EFFICIENCY BY 20% BY 2030 (Base Year:2020)

Aligned with our Sustainability Linked Bond Commitment



2020

1.69 L/L



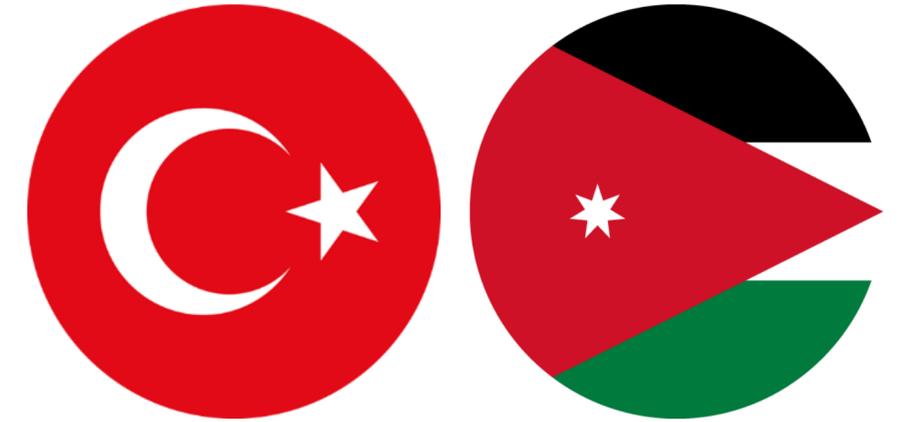
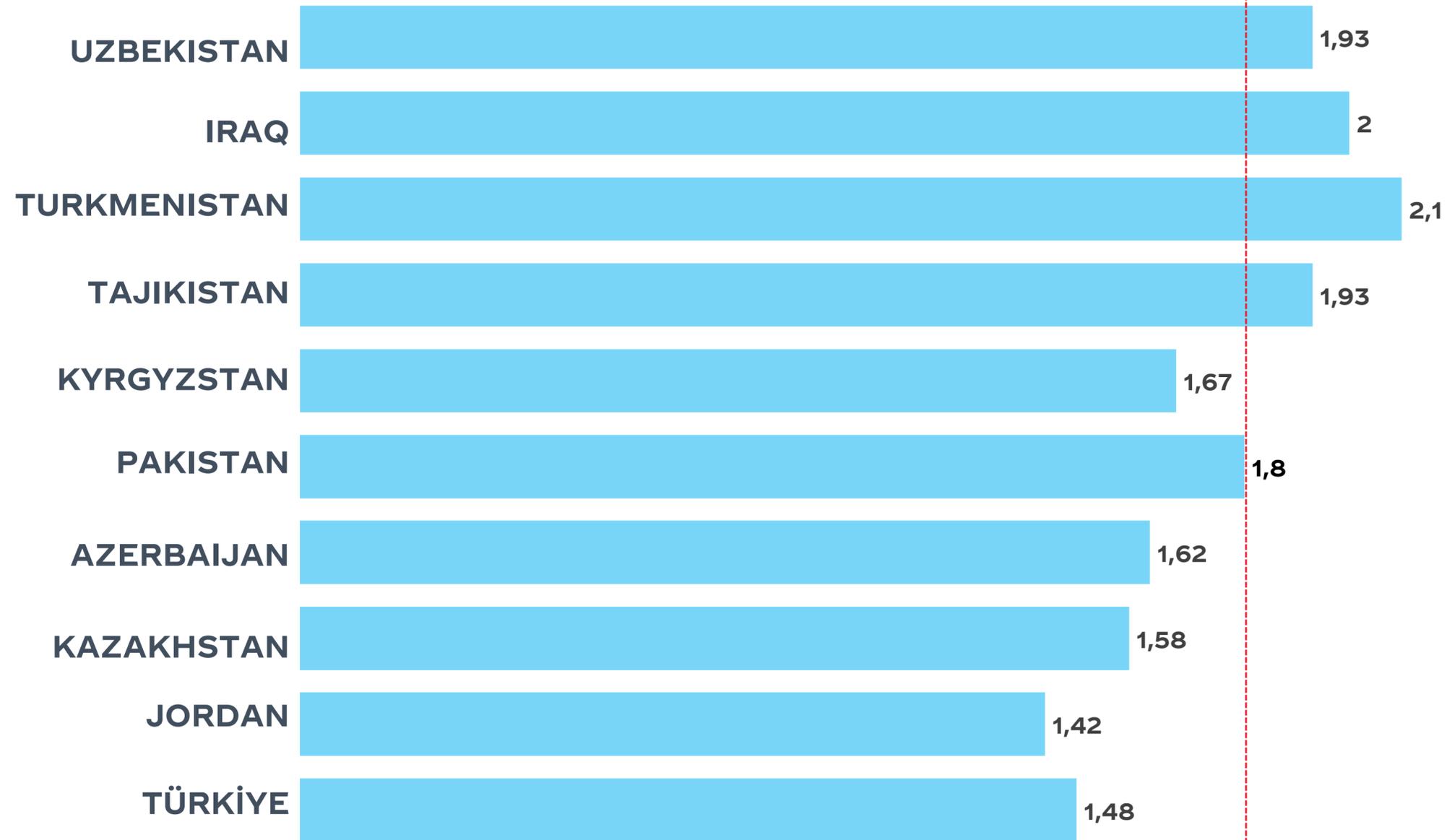
1.36 L/L

2030

In 2022 we achieved **9%** of our target by lowering our ratio to **1.66 L/L**

Water Efficiency

TCCC Average **1,81 L/L**



CCI TÜRKİYE & CCI JORDAN plants are among the best in the global system in terms of water usage ratio

Water

#4: AIM FOR WATER NEUTRALITY AND HELP SECURE WATER AVAILABILITY IN WATER-STRESSED LOCATIONS



LOCATION STATUS	2022	2025	2030
SAPANCA KARAÇI	 >100%	No action needed	
BAKÜ ERBİL ASTANA FAYSALABAD LAHOR	 <100%	Increase replenish volume	
BURSA ÇORLU MADABA	 0%	Establish new water stewardship projects	
BİŞKEK AŞKABAT DUŞANBE SAPANCA		Establish new water stewardship projects	

Climate

#5: RUN OUR MANUFACTURING SITES ON 100% RENEWABLE ELECTRICITY AND MAKE THEM CARBON-NEUTRAL



SOLAR WIND

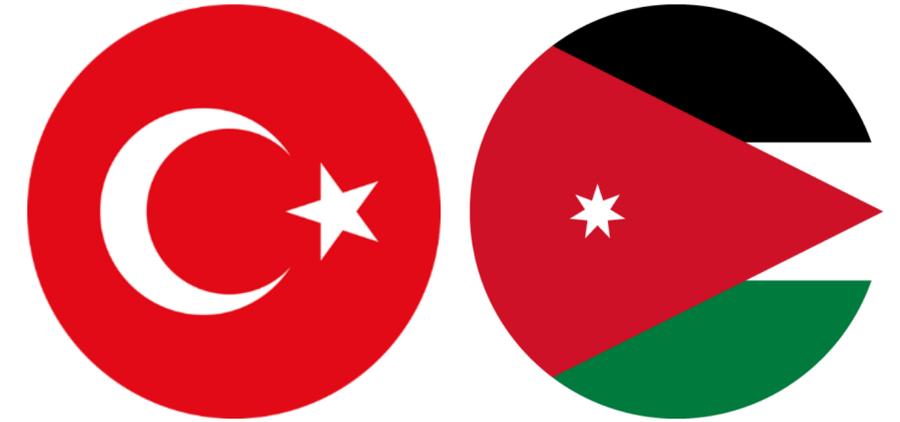
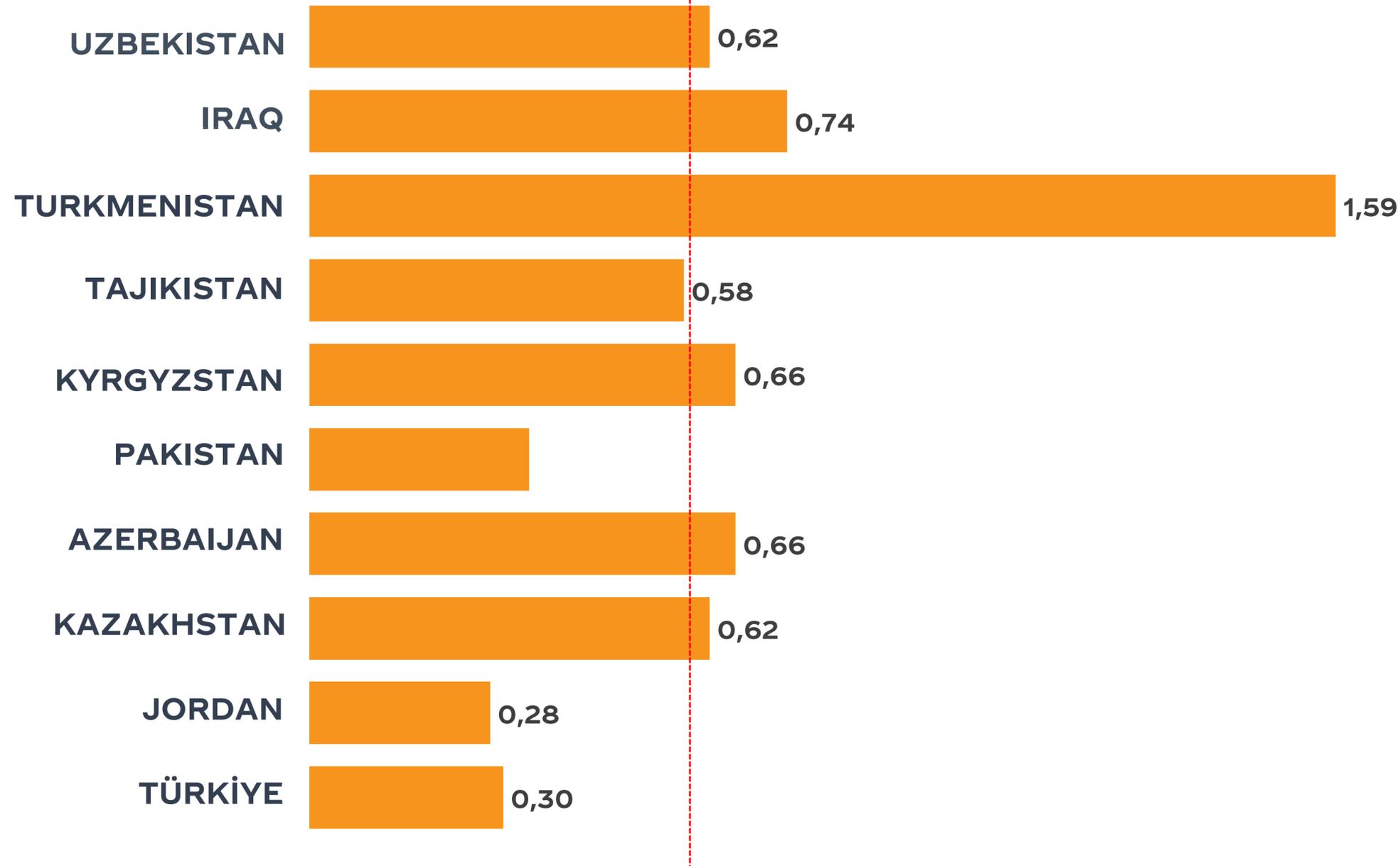
- CCI Investment
- RE purchase (Private sector & National Grid)
- Non-RE from National Grid



Climate

Improving our Energy Efficiency

TCCC Average **0,61 MJ/L**



CCI TÜRKİYE & CCI JORDAN
plants are among the best in the
global system in terms of
energy usage ratio

Climate

#6: REDUCE ABSOLUTE CARBON EMISSIONS BY 13% ALONG THE VALUE CHAIN & EMISSIONS PER LITER OF PRODUCTS BY 50% WHILE GROWING THE BUSINESS

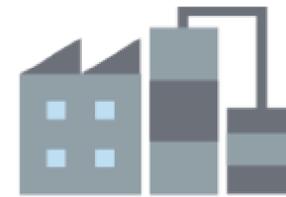
(BASE YEAR: 2015)



Ingredients



Packaging



Manufacturing



Distribution



Refrigeration

2015

18%

27%

8%

8%

39%

2030
As - is

+74%

Sugar Reduction

Sourcing
Alternatives

Lightweighting

r-PET

Increasing
Returnables

Increased
collection rate

Energy efficiency

Renewable
Energy
Investments

Green Energy
Purchase

Route
Optimization

Sustainable
Fleet

EMD equipped
HFC-free coolers

Improvements

Temperature
increase

2030
PLEDGE

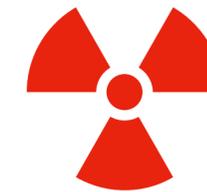
-13%

Human Rights

#7: (ESTABLISH MECHANISMS TO) ENSURE THAT CCI'S DISTRIBUTORS AND PREFERRED SUPPLIERS ARE 100% COMPLIANT WITH CCI HUMAN RIGHTS POLICY



Legal Penalty



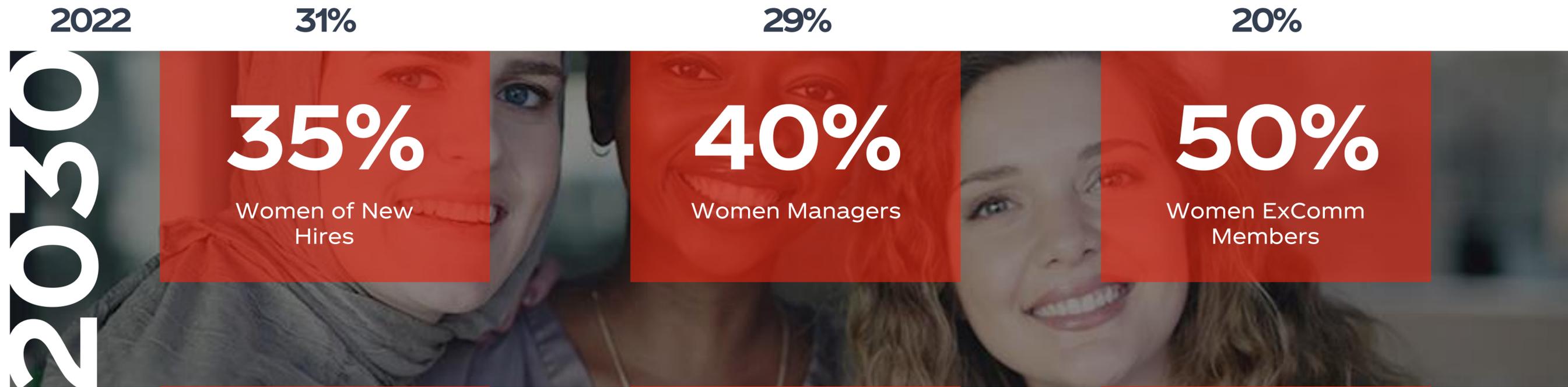
Reputation Risk



Social License to Operate

Diversity & Inclusion

#8: ENSURE THAT 35% OF NEW HIRES & 40% OF MANAGERIAL POSITIONS & 50% OF EXCOMM MEMBERS ARE WOMEN BY 2030



- Talent Recruitment Challenge
- Signatory of UN Women Empowerment Principles
- Increased investor interest in diversity performance

Diversity & Inclusion

Proud Hundreds Program

Proud Hundreds Program



Marking 100th Anniversary of the Republic of Türkiye

- **TCCC** Scholarships in Vocational Schools for **100** Female Students
(1 Year Scope)
- CCI Internship for **100** Vocational School Students and selectively recruitment opportunity at CCI
(3 Year Scope)
- Internship & Mentorhip for **100** Anadolu Foundation's Female Scholars
(3 Year Scope)
- **100** Female University Students to be among Next Talent Finalist
(4 Year Scope)
- Forklift Operator Trainings for **100** Women
(2 Year Scope)
- Employment of **100** Women in Sales/ Mentorship and Webinars
(3 Year Scope)
- Cloud Engineering/Data Scientist/Advanced Technologies Training for **100** University New Graduate Women or who have taken a break from work force. (Yeniden Biz -Amazon Cooperation) 20 women will be hired by CCI.
(5 Year Scope)

Diversity & Inclusion

Gender Equality

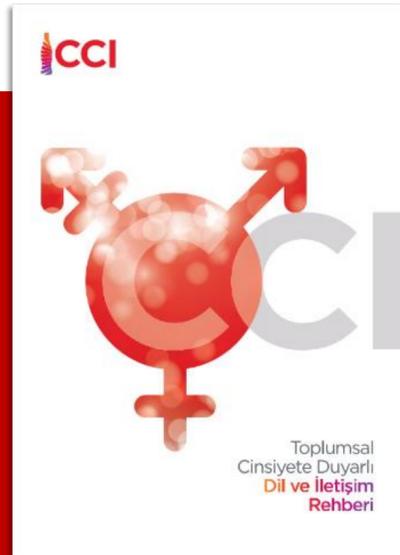


UN Women's Empowerment Principles (WEPs) Signatory 2015



Diversity & Inclusion Manifesto

Launched in 2021



Gender Inclusive Language & Communication Guideline

Launched in 2021

Mandatory Trainings



Business Against Domestic Violence Policy

Trainings & Awareness Raising



Lead Network CEO Pledge

Women in manager and senior manager positions up by 5% by 2025



Women Forklift Operators

11 Women in Türkiye, 3 Women in Kazakhstan in 2022



Women Leaders Program

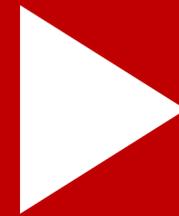
Collab with Hult Ashridge Business School, 38 Leader Women, 4 months

Community

#9: REACH UP TO 3.5M PEOPLE UNTIL 2030 WITH SUSTAINABLE DEVELOPMENT PROGRAMS WITH FOCUS ON WOMEN, YOUTH EMPOWERMENT & ENVIRONMENT



2.5 MILLION
UNIQUE BENEFICIARIES



3.5 MILLION
UNIQUE BENEFICIARIES

2020

2030

Community

Waste Management

GO WASTELESS PROJECTS **CCI UZBEKISTAN**

PET bottles collected in the HORECA sector,
1,650 tons of PET bottles will be recycled in a year.

WASTE NET **CCI KYRGYZSTAN**

A waste network for recycling and improving collection.
The total amount of **grants reached 47K USD**.

HORECA PET RECYCLING PROJECT **CCI AZERBAIJAN**

45 tons of plastic bottles collected and transferred to recycling facilities.

WORLD CLEAN-UP DAY **CCI**

Nearly 400 CCI volunteers from Turkey, Iraq, Jordan, Kazakhstan, Kyrgyzstan and Azerbaijan collected waste in 21 locations.

PLASTIC COLLECTION COMPETITION **CCI KAZAKHSTAN**

More than **390 kg of plastic, 350 kg of glass, 35 kg of cardboard and 74 kg of metal** were collected in the competition.

CLEANING THE CASPIAN SEA **CCI AZERBAIJAN**

Covered the entire coastal regions of the Caspian for the first time in 2022

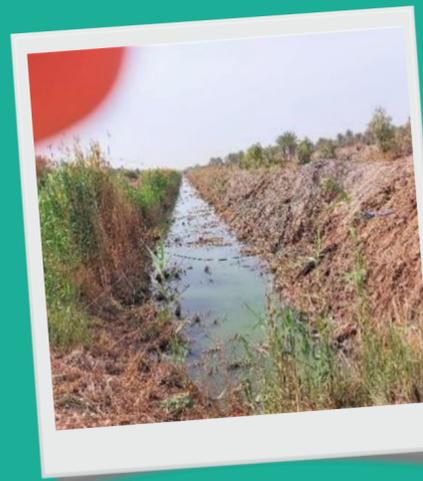


Community

Water Stewardship



- Launched in 2015, Paani Safe Water Initiative provided clean water to more than **1,100,000** people with **35** stations across Pakistan
- WADA Tajdid water projects in **Iraq** serves **75,000** individuals and saves **750 Million Liters** per year
- Agreement of Cleaning the Irrigation Canal nearby Hilla plant in **Iraq**, irrigates **3,600** acres of farmland
- Access to Safe Drinking Water in Rural Areas Project with UNDP aims to reach out 1,100 people.



Community

Women Empowerment

COOZIN PROJECT **CCI UZBEKISTAN/ CCI TAJIKISTAN**

A digital platform for women to start their own small businesses

WOMEN FORKLIFT OPERATORS **CCI TÜRKIYE/CCI KAZAKHSTAN**

11 women who successfully completed the training we provided on forklift use, started to work at CCI

“COCA-COLA BELESTERI” WOMEN EMPOWERMENT PROGRAM **CCI KAZAKHSTAN / TCCC**

Since 2013, more than **50,000** women have been trained

MY SISTER PROJECT **CCI TÜRKIYE/ TCCC**

Since 2015, reached **450.000** women through out Türkiye
A total of a 4.040.000TL funding since the beginning

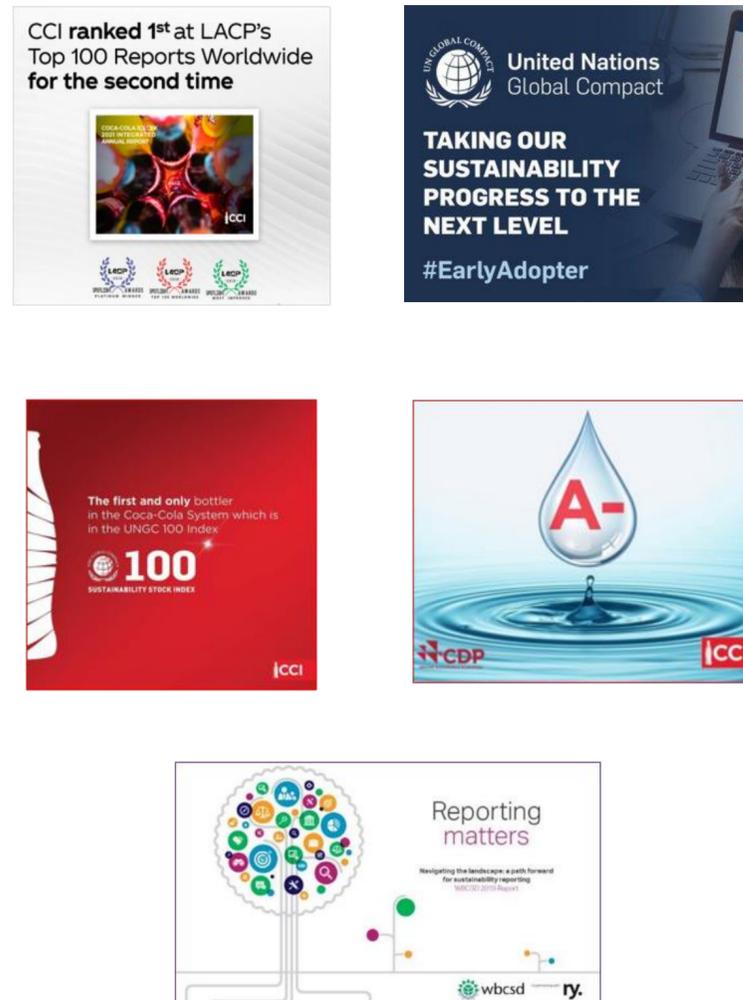


Proactive in Transparency and Accountability

Inclusion in leading ESG Indices



Recognition & Awards



Continuous Commitment



Integrated Annual Report



#CCI'm Responsible

Thank you

ESG VIRTUAL CONFERENCE PRESENTATION

For more information, please contact
cci-ir@cci.com.tr.

