

Investor Presentation

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

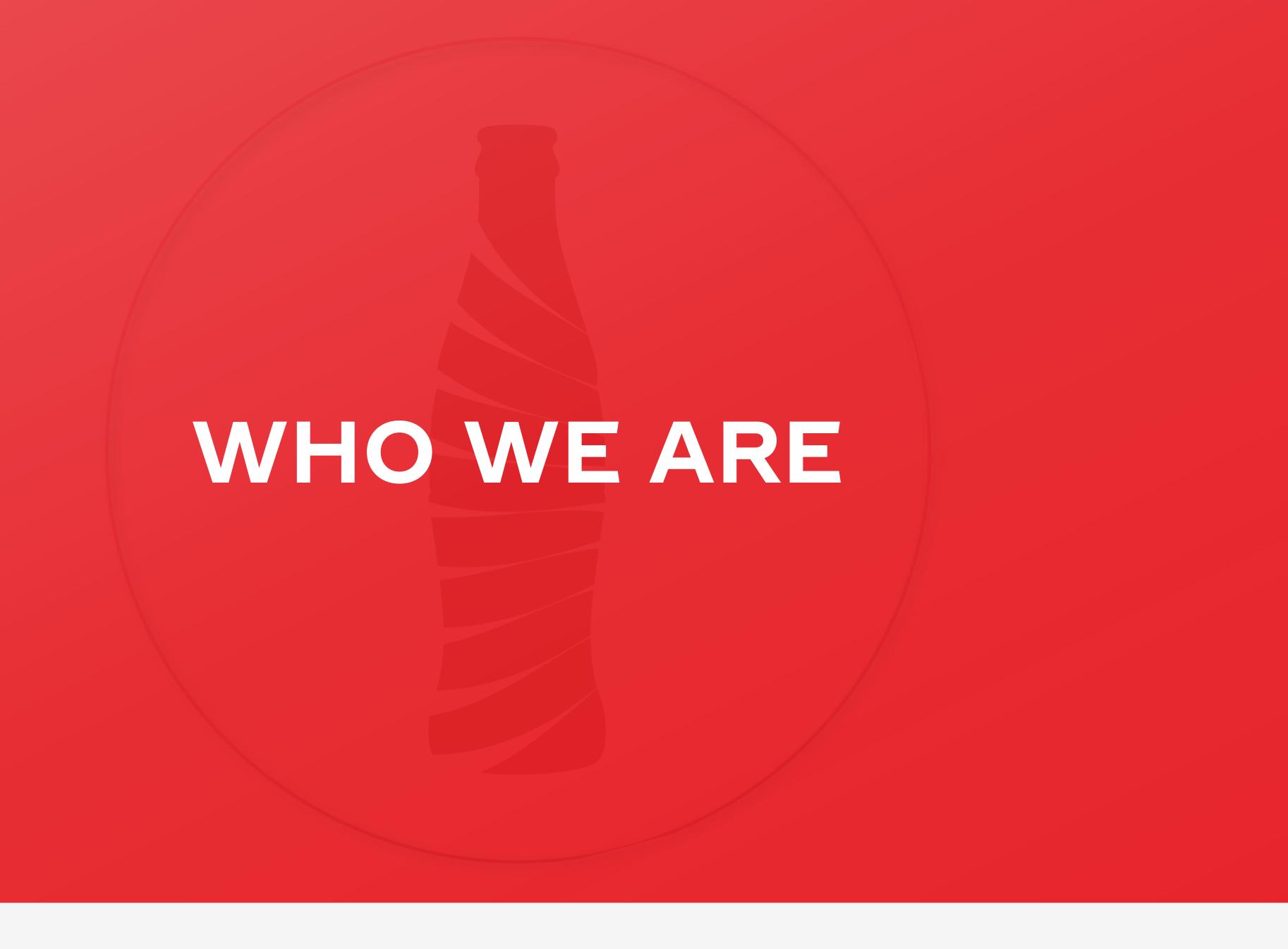


Based on the CMB's decision dated 28 December 2023 and numbered 81/1820 and the "Implementation Guide on Financial Reporting in High Inflation Economies" published by the POA with the announcement made on 23 November 2023, issuers and capital market institutions subject to financial reporting regulations 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 September 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.







We are a Multinational **Beverage Company**

Uzbekistan Kyrgyzstan Azerbaijan Turkmenistan Türkiye Tajikistan Syria Iraq Jordan Pakistan

Kazakhstan

1.5BN **UC Sales** Volume



\$4.2BN Revenue



\$762MN **EBITDA**



12 Countries



~600Million People



10,000+ Employee



33 Production Plants



3 Fruit Processing **Plants**



2.08BN **UC** Annual Production Capacity



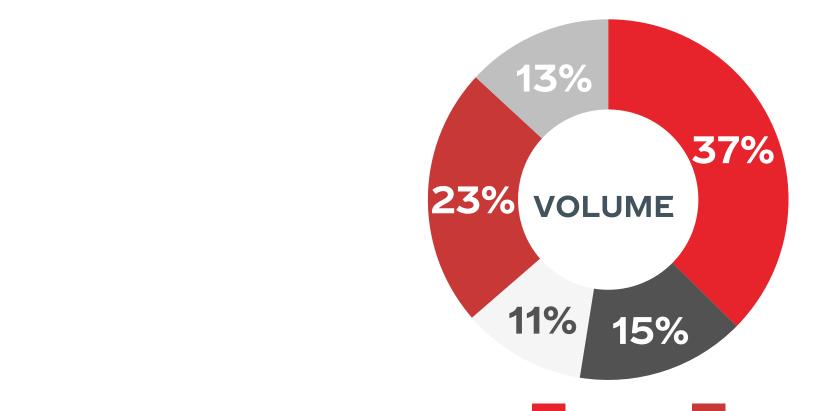
155 Lines



~1.2 Million Points of Sale

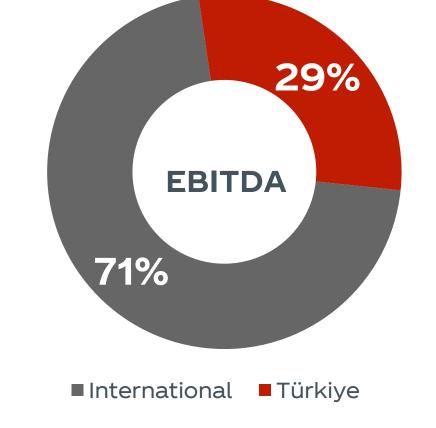


25+ Brands



Bangladesh

12% 40% **REVENUE*** 18% Kazakhstan Uzbekistan Others



Sparkling Market Position:

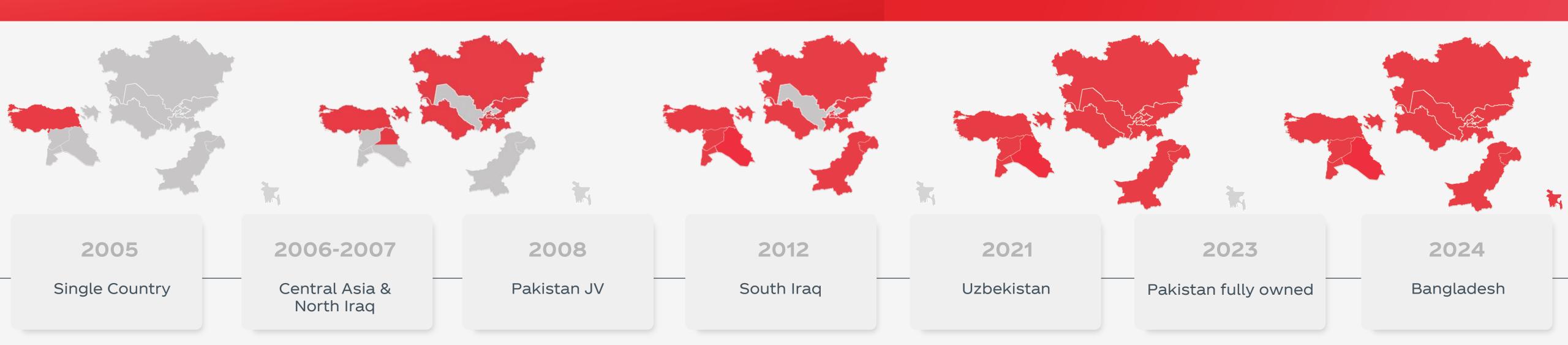


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Pakistan

Data as of 2023 with TAS 29 * Without TAS 29

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

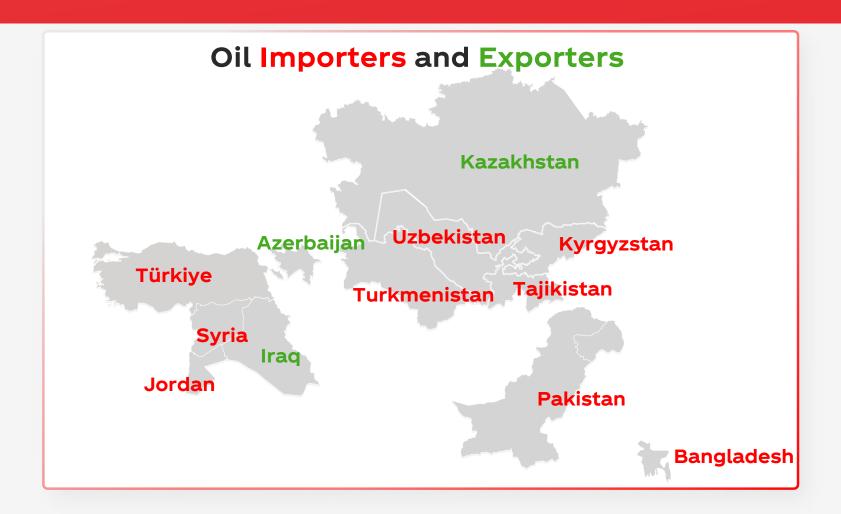


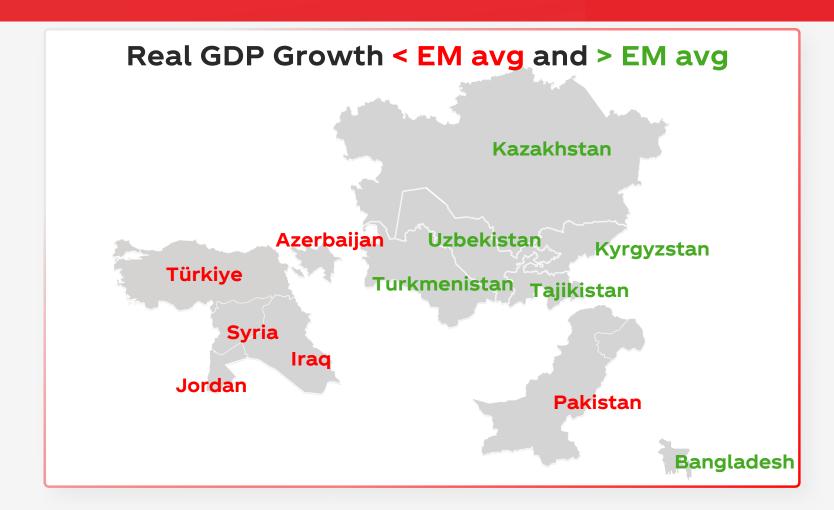
2006 - 2023 Evolution

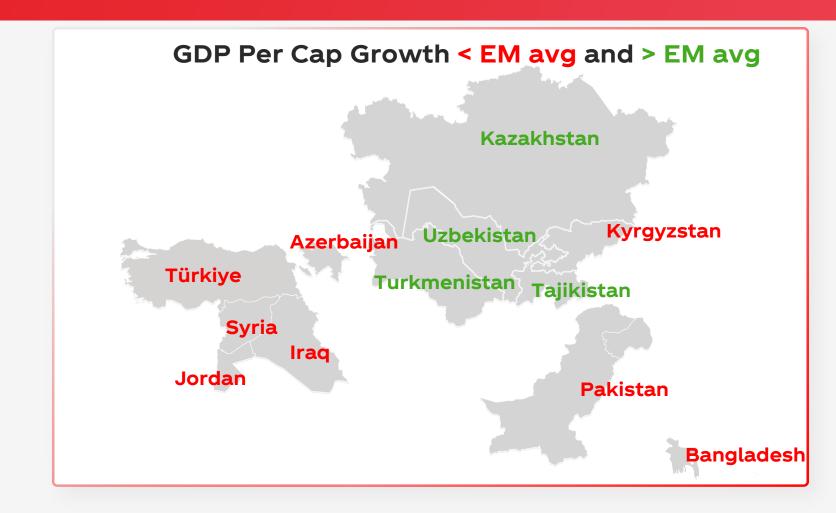


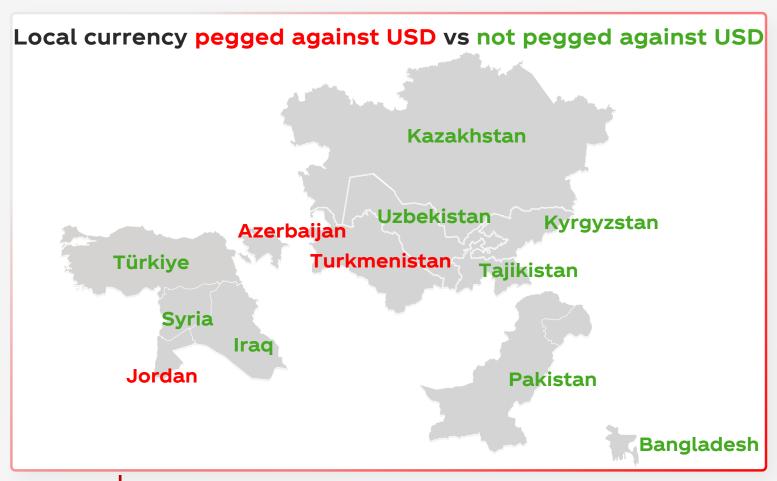


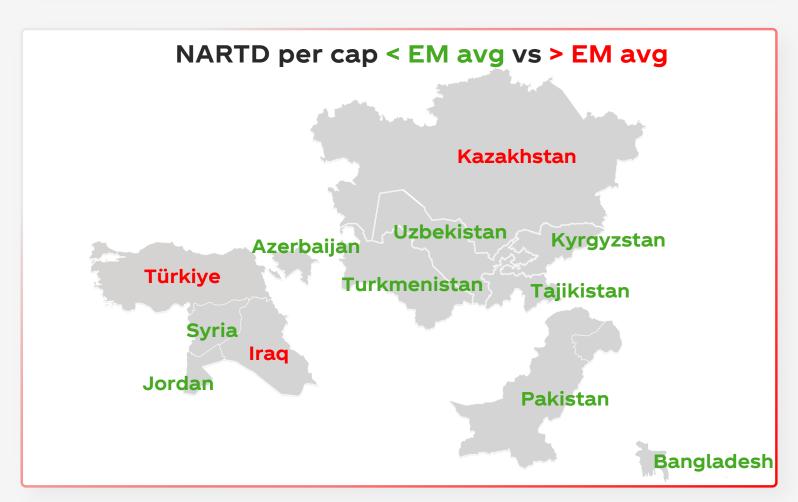
Diversified Country Portfolio Creates Natural Hedge

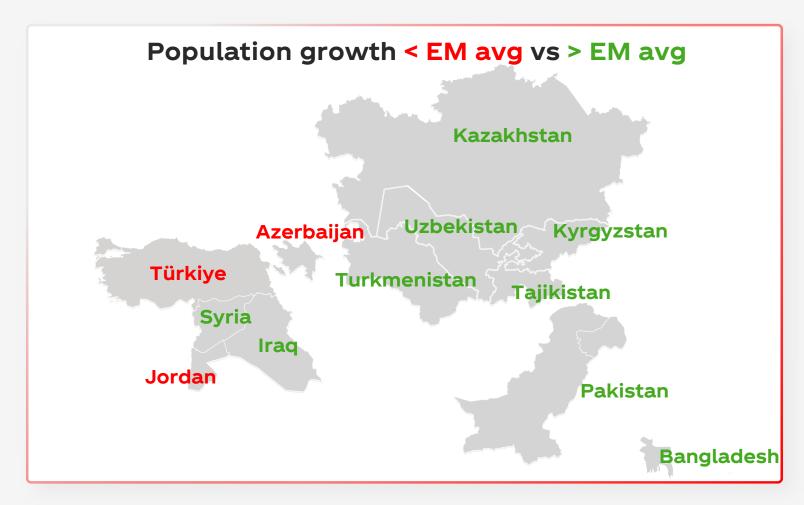
















Benefiting from a Strong and Stable Shareholder Structure

Anadolu Efes Biracılık ve Malt Sanayi A.Ş.

50.3%

The Coca-Cola Export Corporation

20.1%

Free Float and Other

29.6%



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 Successful Track Record is Built on Solid Foundations



Winning Brand Portfolio

Innovate to connect with consumers



Strong Alignment With the CocaCola Company

Critical for our longterm success



Proven Track Record

Organic & Inorganic
growth in emerging &
frontier markets with
successful integration



Strategy, Execution, People

Accelerate quality growth



Vast Potential of Our Markets

Offer NARTD growth opportunity



Experienced Teams

Win in challenging markets



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Disciplined Financial Management

Lead the way to deliver value

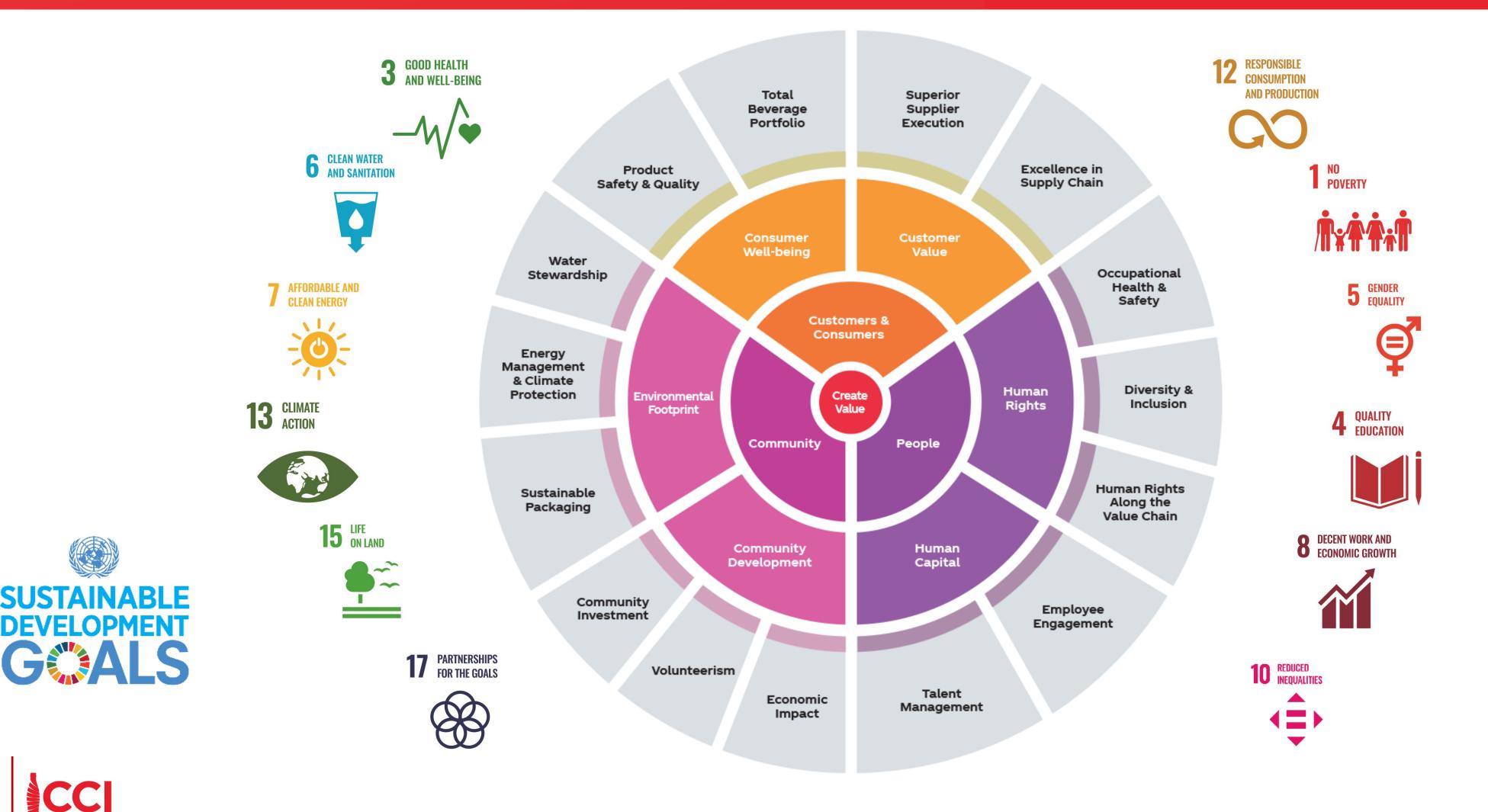


Preparedness & Resilience

Emerge stronger from crisis



Our Purpose is to Create Value and Integrate Sustainability in Everything We Do





Sustainability 2030 Roadmap



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 (Base Year 2020)

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

Committment #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 (Base Year: 2015)

Human Rights



Committment #7: Establish mechanisms to ensure that CCI's distributors and priority suppliers are %100 compliant with CCI Human Rights Policy

Diversity & Inclusion



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

Community



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



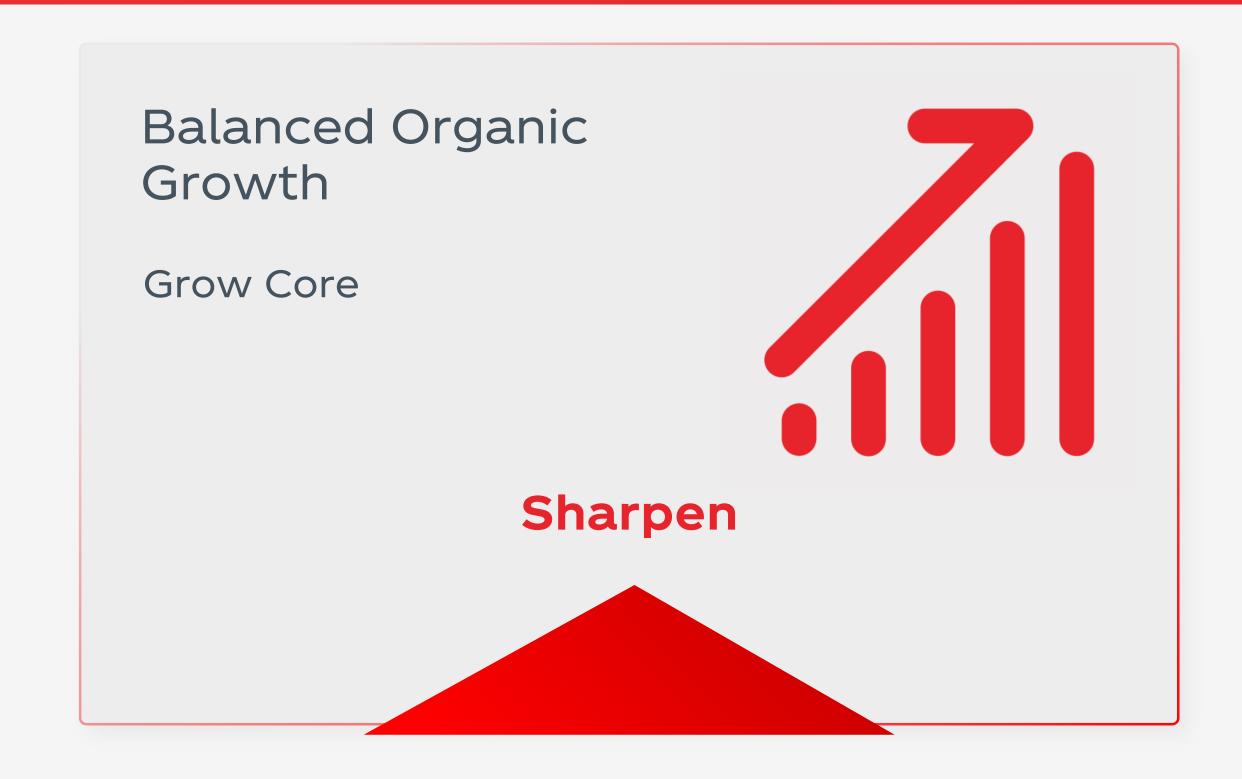








CCI's Two-Pillar Growth Strategy





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



NARTD Value Growth Opportunity

Industry Value Growth

+\$25BN

14% CAGR

2023 - 2028E



Source: GlobalData (Industry Estimates); CCI&TCCC Assumptions (Category Shares), Currency Neutral



\$26.9BN (2023)

NARTD

27%

SPARKLING

49%

STILLS

11%

WATER

5%

■ CCI Value Share

Opportunity



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^{*} NARTD includes Sparkling, Juices, Packaged Water, RTD Tea & Energy Drinks

Strong Addressable Per Cap Consumption Opportunity



Turkiye

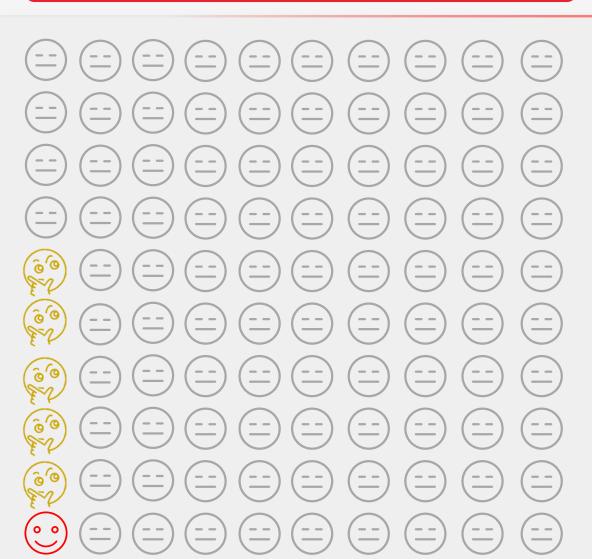






Pakistan

	(O O	
CCI per cap	Industry per cap	Non-Commercial per cap
36	134	2,519





Kazakhstan







Iraq





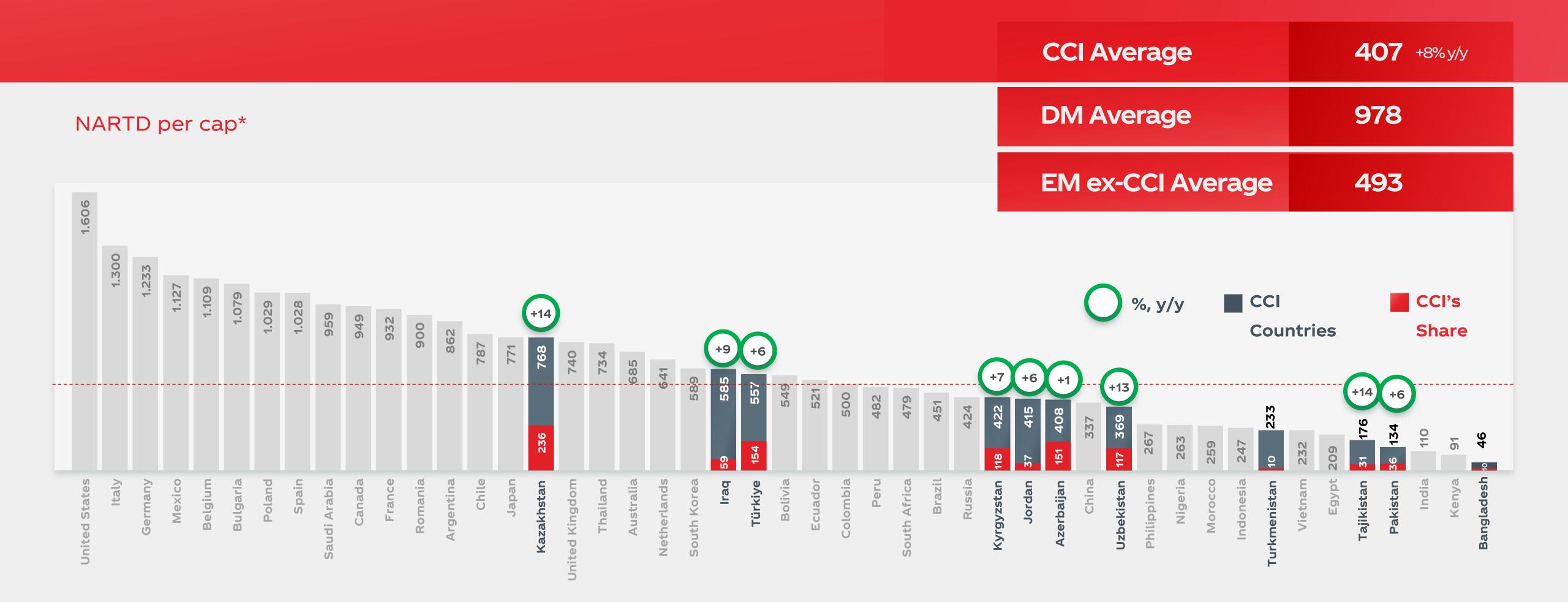




Source: GlobalData (Industry Estimates), IHS Markit (Population), CCI Volume, TCCC; All figures as of 2023 Per cap per year in terms of number of 8-ounce servings

- NARTD includes Sparkling, Juices, Packaged Water, RTD Tea & Energy Drinks, Iced & RTD tea and coffee, Sports drinks
- Non-Commercial beverages include: tap water, home-made non-alcoholic beverages and N-RTD
- N-RTD Beverages include not-ready-to-drink tea leafs, coffee beans to be brewed

Our Markets Have a Low Penetration of Beverage Industry



Source: GlobalData (Industry Estimates), 2023 Forecast; IHS Markit (Population); CCI Volume; All figures as of 2023

^{*} 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



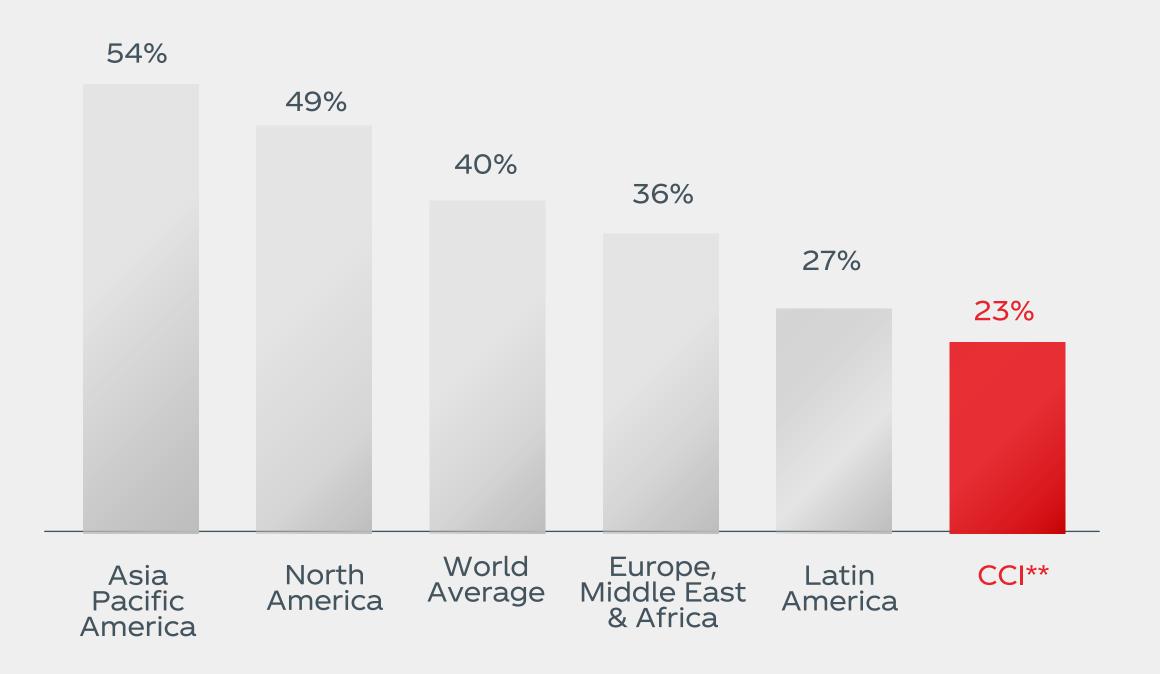


IC Packages

~2X HIGHER NSR PER CASE



Share of Immediate Consumption (IC) Packages in Sparkling* (2023)



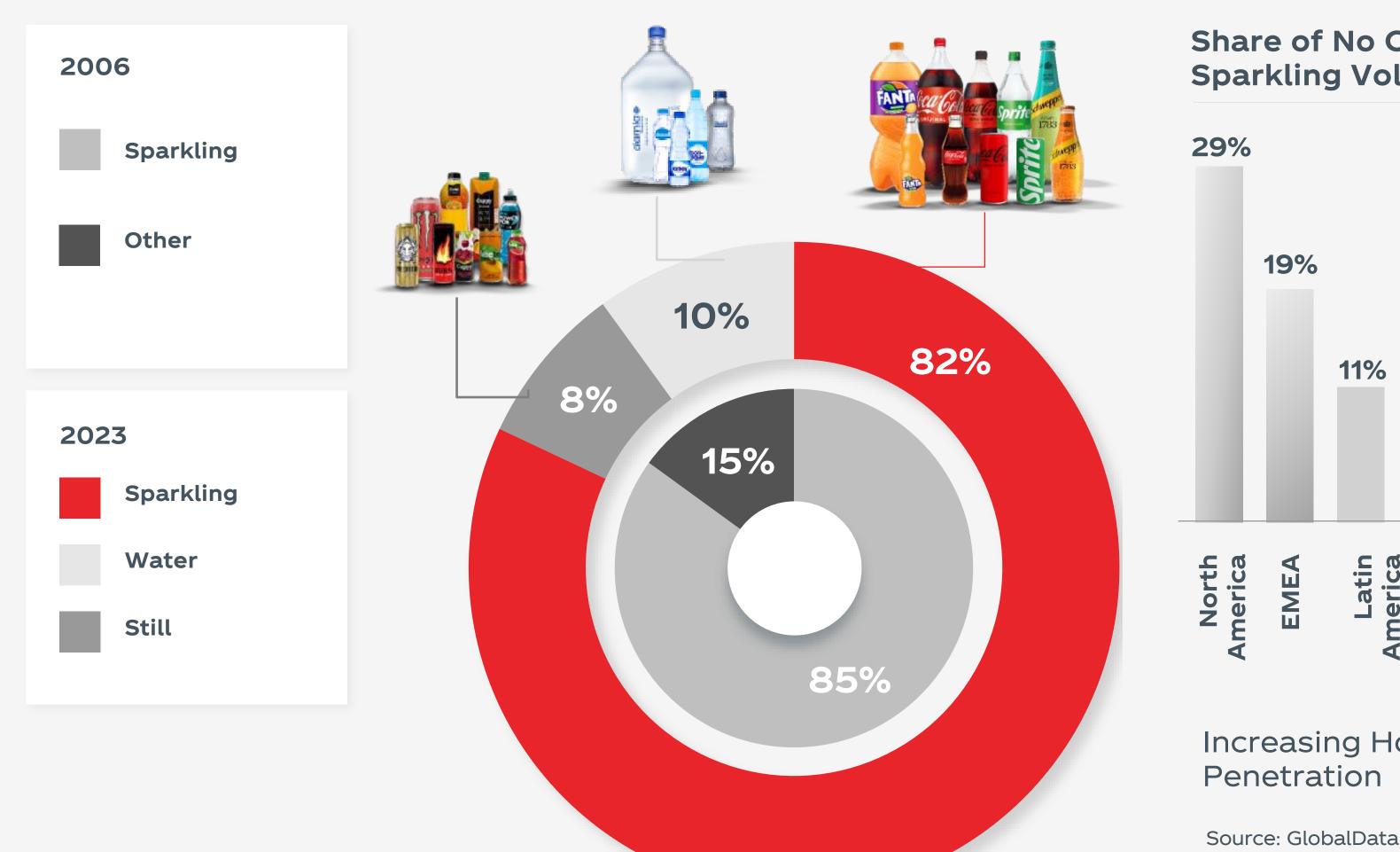
^{*}CCI is reflective of FY23 while rest of the areas are reflective of YTD Nov'23

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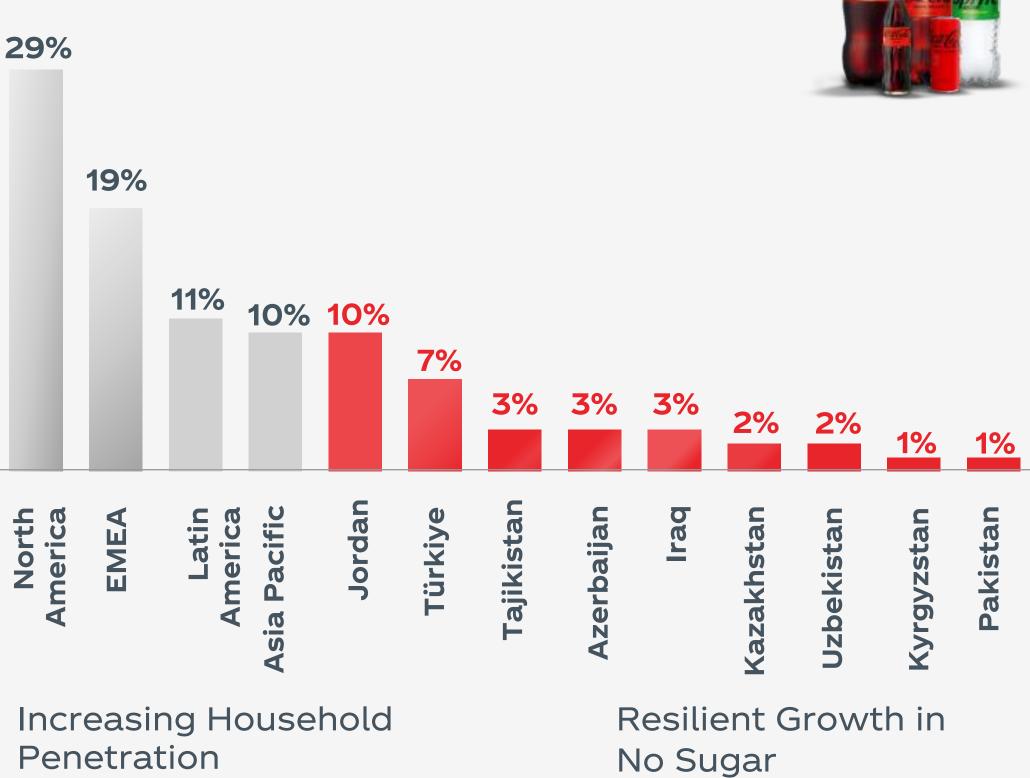
^{**} Based on CCI analysis for Türkiye operations

More Room to Diversify Product Portfolio

Category Breakdown



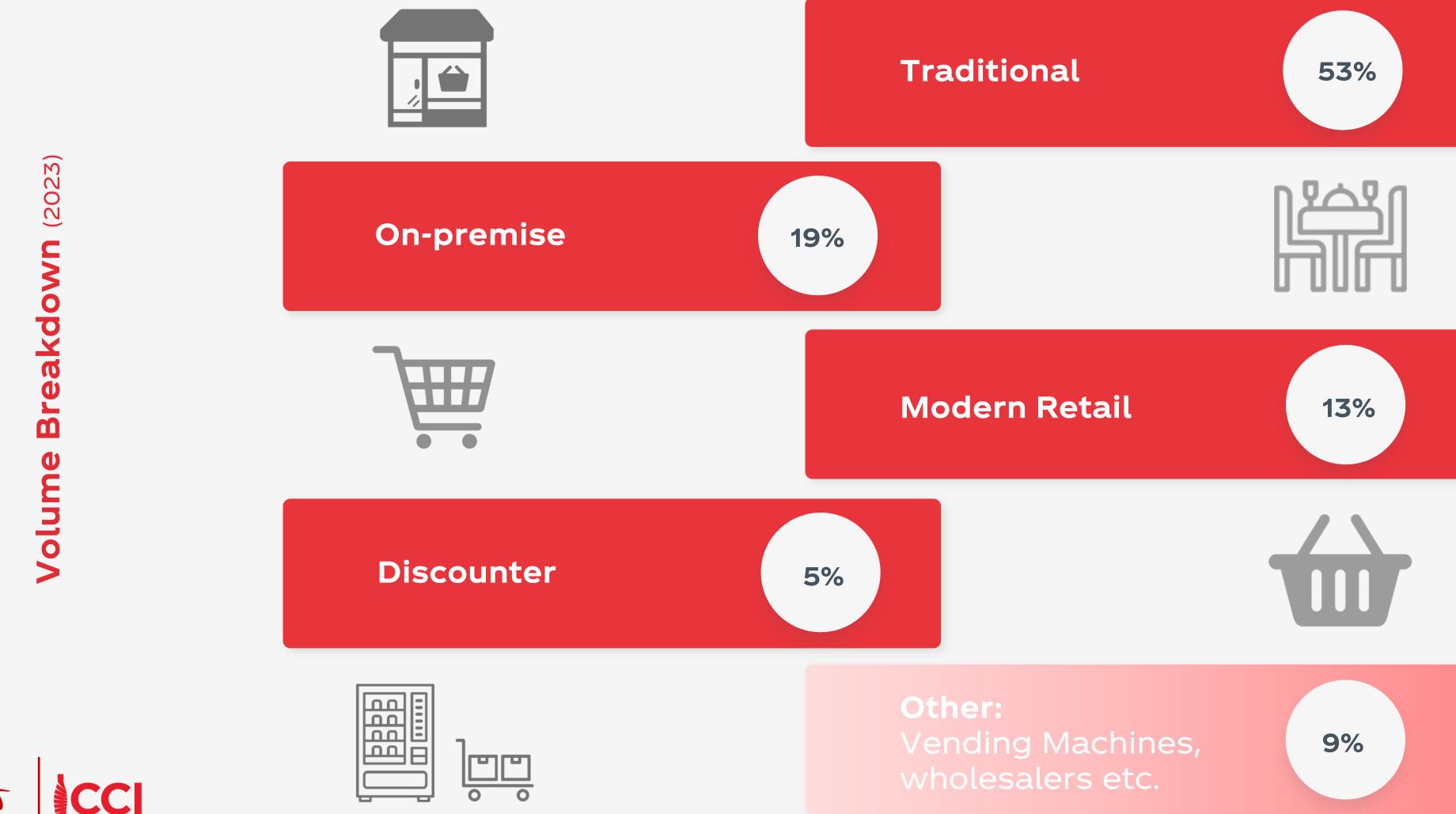




Source: GlobalData (Industry Estimates); CCI Volume *CCI countries are reflective of FY23 while rest of the areas are reflective of YTD Nov'23

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More Room to Create Growth and Value with Our Customers







Our Uniqueness is to Develop our Markets and Create Value

+6% +170bps +81% 557 15.9% 524 14.2% TÜRKİYE 2.7 1.5 Consistent per cap growth 2018 2023 2018 2023* 2018 2023* \$ NSR/uc **Industry NARTD per cap** EBITDA margin** Robust \$ NSR/uc **Excluding others improvement +400bps PK: +5% KZ: +57% UZ: +29% +33% 22.8% 768 RNATIONAL 18.8% 491 369 Indispensable focus on Quality growth 286 2.4 134 1.8 128 INTE E 2018 2023 2018 2023 2018 2023 2018 2023 2023 2021 \$ NSR/uc EBITDA margin** Industry NARTD per cap



*Without TAS 29



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CCI Playbook is Our Winning Formula

Invest Ahead of Demand



- Production facilities
- Coolers

Develop & Deploy Talent

- U30 program to recruit, train and develop future talents
 - Women empowerment













- Independent & loyal
- Build capability & train distributors

Disciplined Revenue

Dynamic and proactive pricing

Mix optimization

Trade optimization while ensuring

affordability and customer viability

Growth Management

Supply Chain Excellence

- Greenfield investments
- Continuous efficiency gains











- Right Execution Daily standards
- CCI Sales Academy across all countries

In-store Execution Excellence



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CCI's Unique RTM Model

RTM Systems in the World:

1. Direct Distribution by the Bottler

2. Wholesalers as a fulfillment intermediary

3. Hybrid approach – *unique to CCI*



~80% of volume



~20% of volume



- Independent & loyal
- CCI builds capability & train distributors



- Local expertise and reach
- Offers CCI's best-in-class execution





 Direct CCI distribution to Key Accounts only: supermarkets & discounters

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Disciplined Revenue Growth Management

Net Sales Revenue





Price x M

Discounts











Opportunity Mapping

Identify & prioritize growth opportunities



Consumers'willingness to payPurchasing powerReal F&B Inflation

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OBPPC

Well defined pack roles, optimal pricing & channel differentiation

Terms & Conditions

Increase conditionality of customer investments

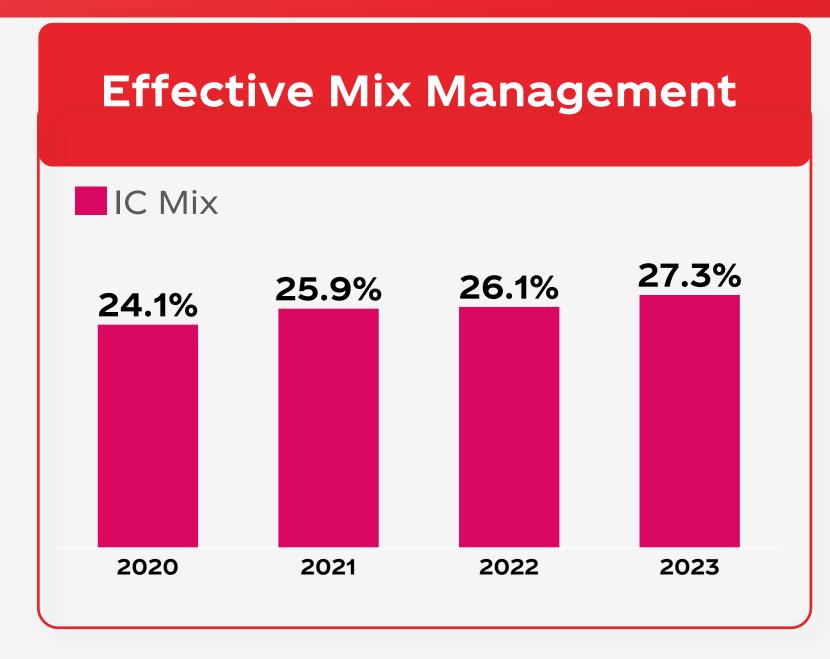
Promo Spend

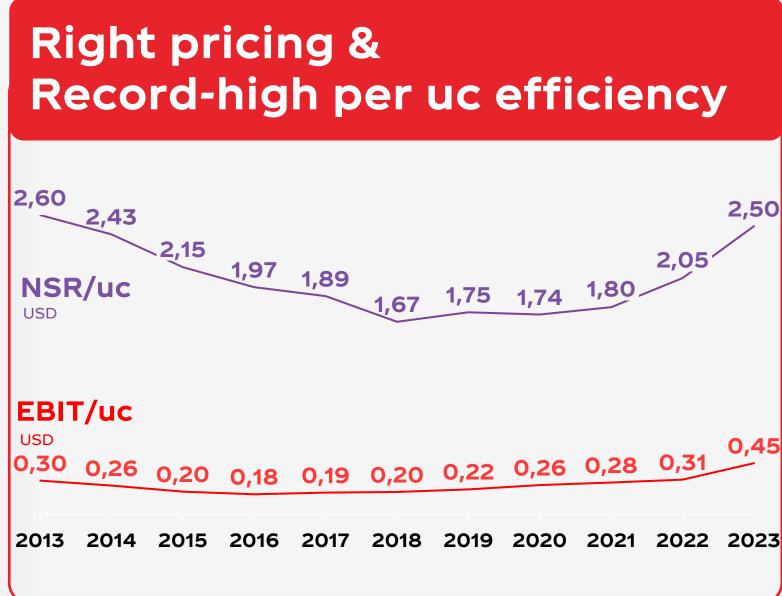
Optimize promotional spend & enhance returns

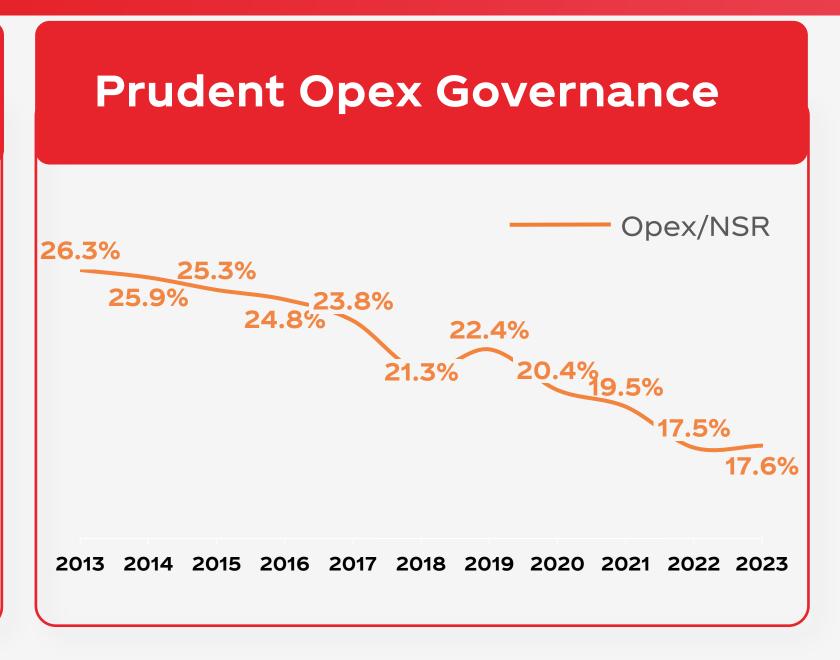




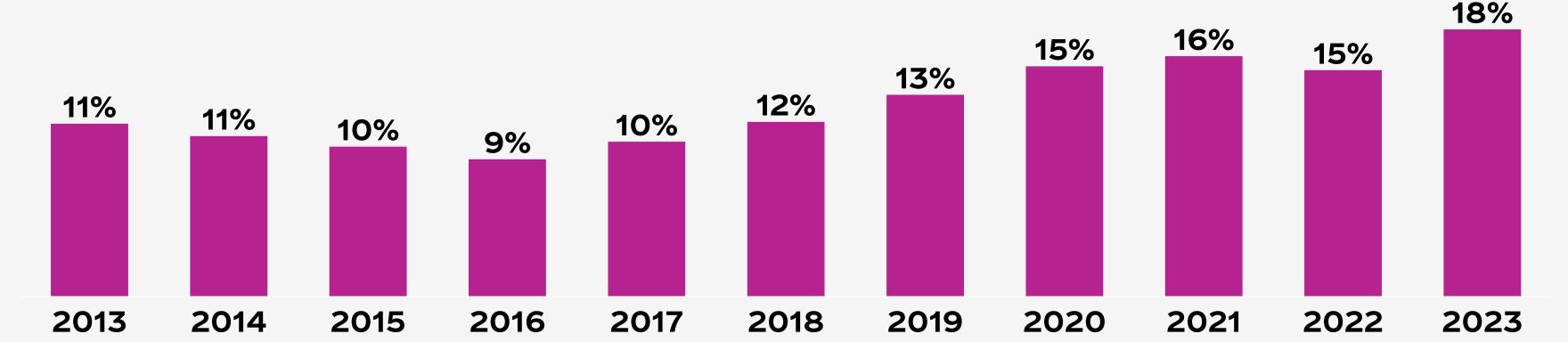
Effective RGM + Proactive Procurement + Prudent OpEx Management Leading to Robust EBIT margin







Resulting in the Highest EBIT margin



2022 & 2023 figures are w/o TAS 29 for historical comparison purposes



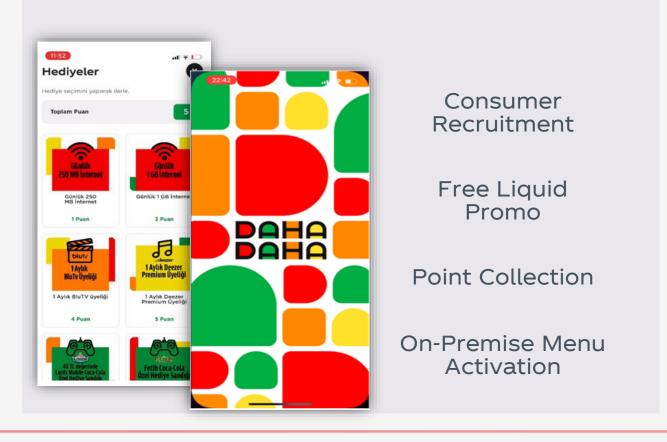


Utilizing Digital to Enhance Customer Experience

Balancing between digital and human touch. Commercial transformation with Digital RTM



Consumer Engagement Platform





Suggested Order

Al-based order prediction



Additional revenue

Smart Sales Assistant



Frontline productivity

Customer

insights

Commercial Analytics

Segmentation



Higher Rol



Digital Customer Experience

Online Order

Online Payment

Digital Engagement

Digital Communication



KEY ENABLERS:



Data & Analytics



Infrastructure & Technology



Information Security





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Disciplined Capital Allocation



Organic Growth

Optimum CapEx Allocation

CapEx/Sales

~6.1% (2023)

- Capacity Expansion
- Cooler placements
- Maintenance



Deleveraging

Debt Repayment

Optimum debt repayment

- Solid balance sheet
- Improving leverage metrics



Inorganic Growth

Selective M&A
Strategy
Bolt-on

- Strategic fit
- Value creation
- Bolt-onReasonableproximity



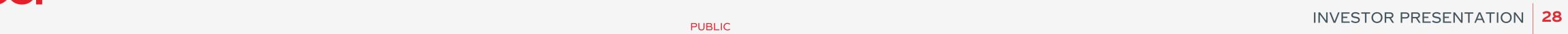
Shareholder Return

Dividends

Sustainable dividend policy

- Increasing payout ratio
- Higher dividend yield





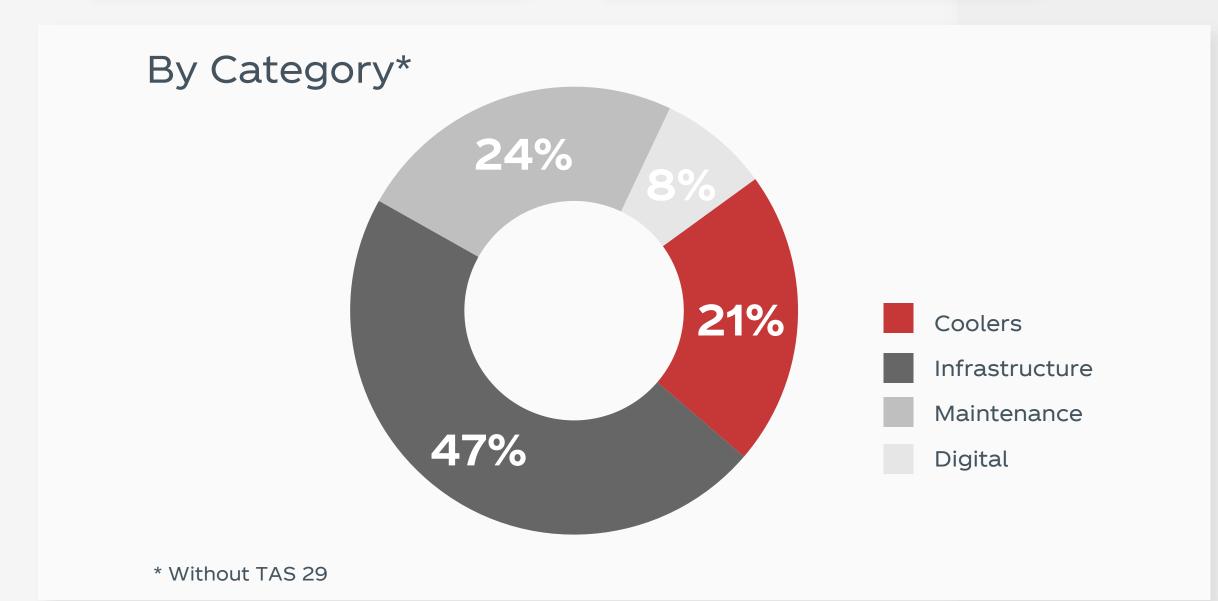
Smart Capex Management Fueling Organic Growth

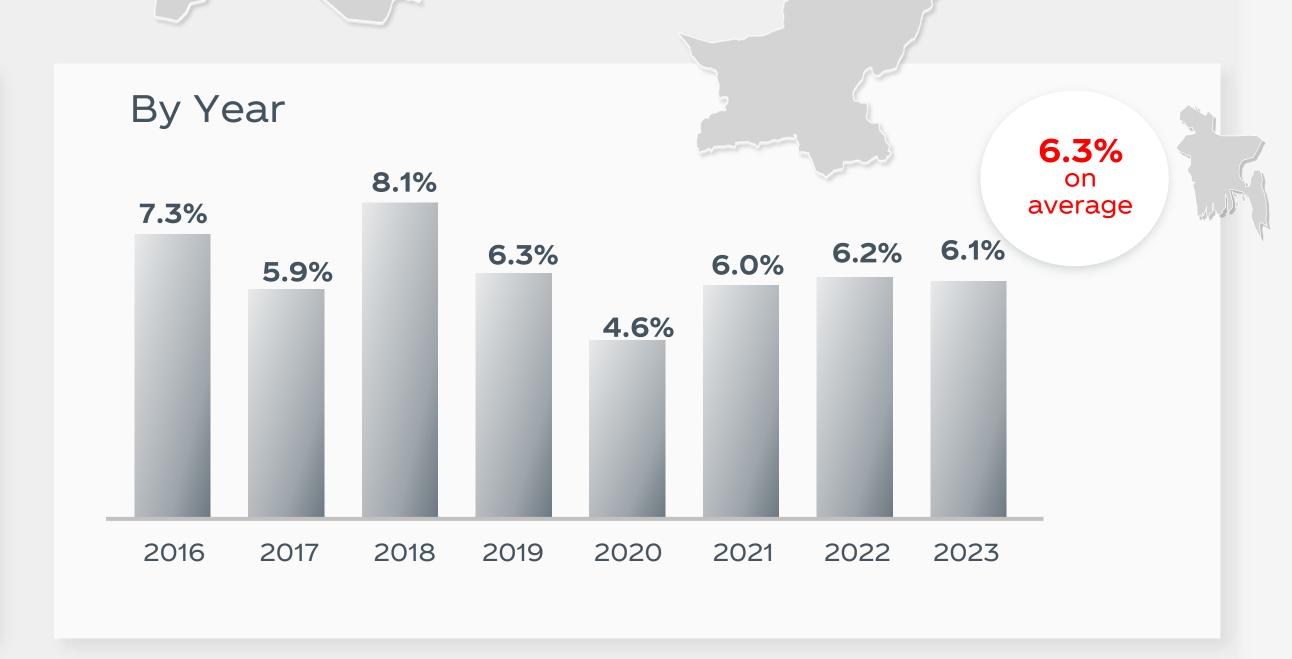
Türkiye

33%

International

67%









Prudent Approach to Geographical Expansion

Guiding principles for Geographical expansion

Management control & full consolidation rights

Reasonable proximity

Complementary market dynamics

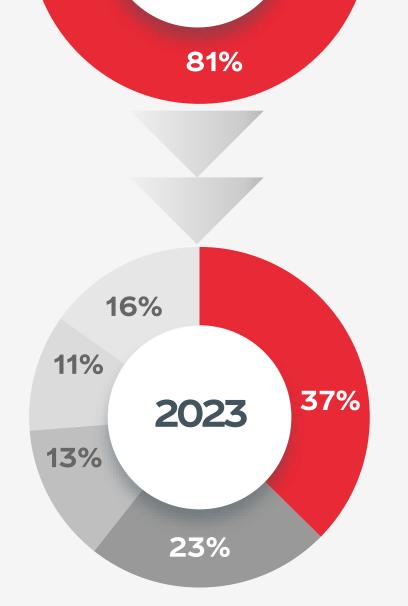
ROIC > WACC

19%





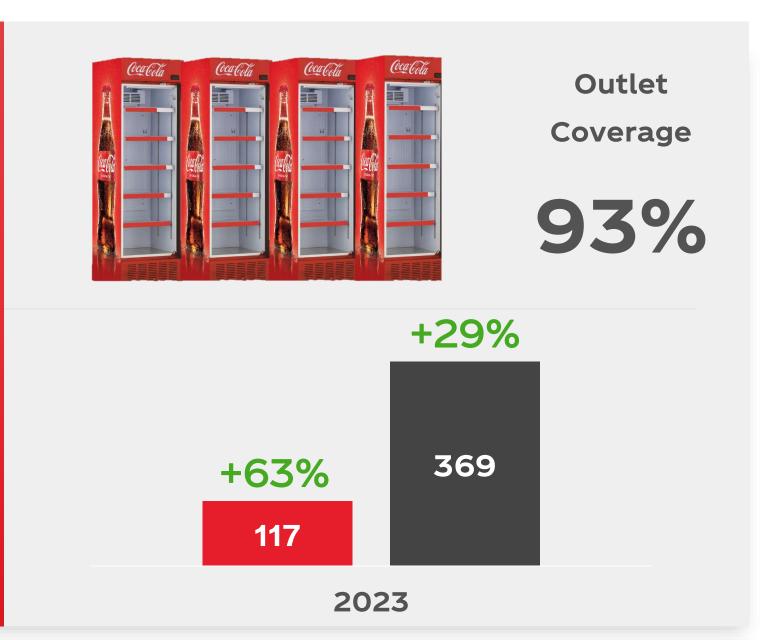




2006







After

Achievements in 2023

Solid growth in all categories

440 bps SSD market share gain

Fastest growth in CCI countries

Further Opportunities to Grow

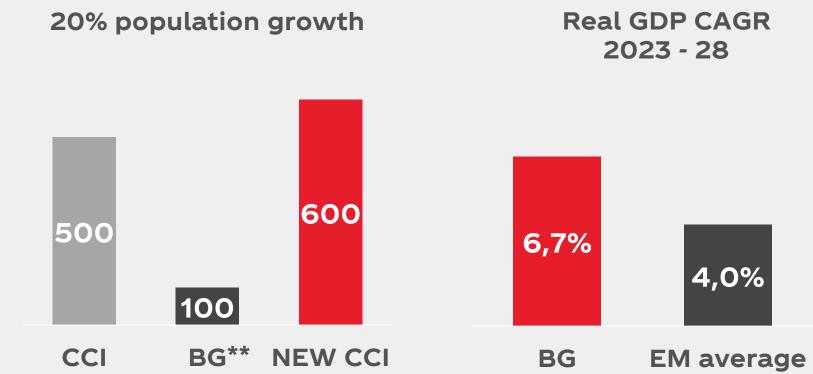
New greenfield is operational as of May'24

Further portfolio diversification

Untapped regional opportunities

Bangladesh: Full of Potential

Favorable Demographics and Macros*

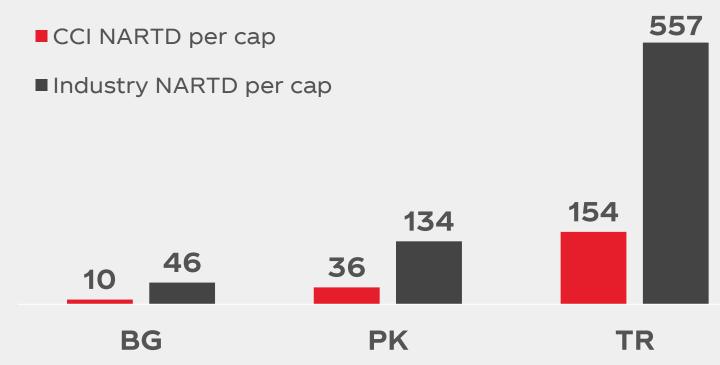


Median Age 28 vs 34 EM average

5-year population CAGR forecast 1.0% in BG vs 0.7% of EM

Urbanization is 40% in BG – room to grow, given 57% of world average

NARTD at Infancy with Significant Growth Potential

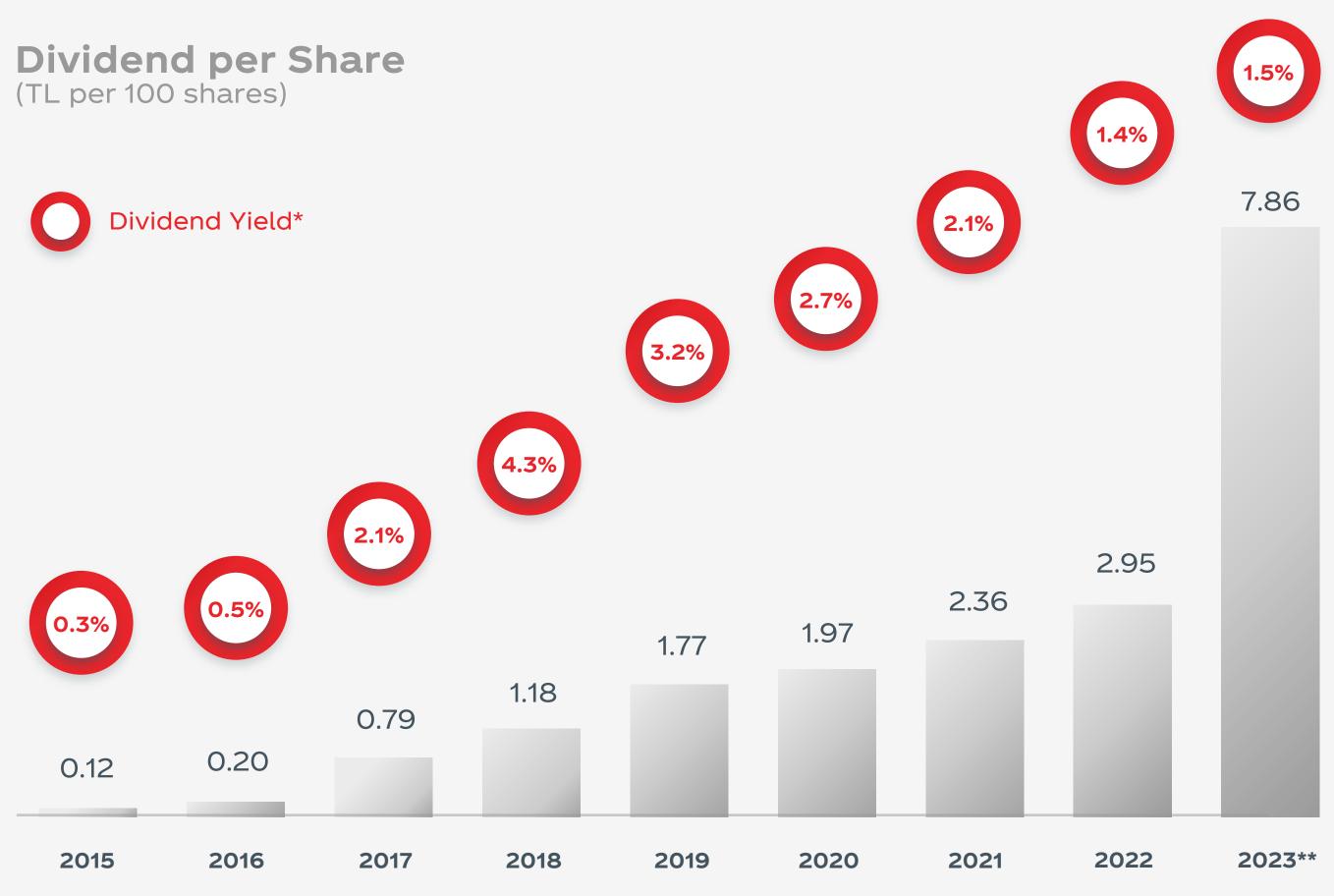


2022 NARTD volume at 410million uc – expected to post 12% CAGR until 2032

Only 10 servings NARTD per cap (CCI)

Consistent Dividend Pay Out

CCI Dividend Distribution Policy Is Based On





^{**} With TAS29

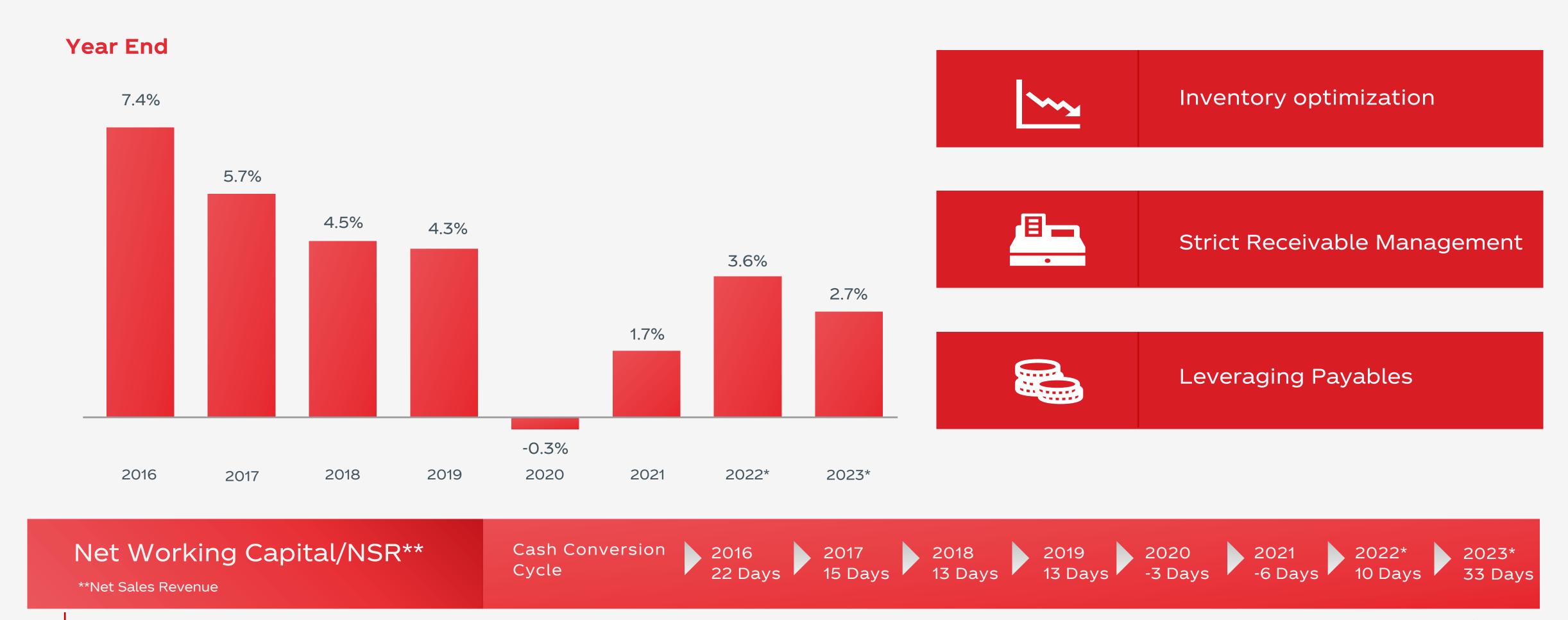


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^{*} Dividend yield based on year-end market capitalization

One of the Pillars of Strong FCF:

Working Capital Efficiency Improvement



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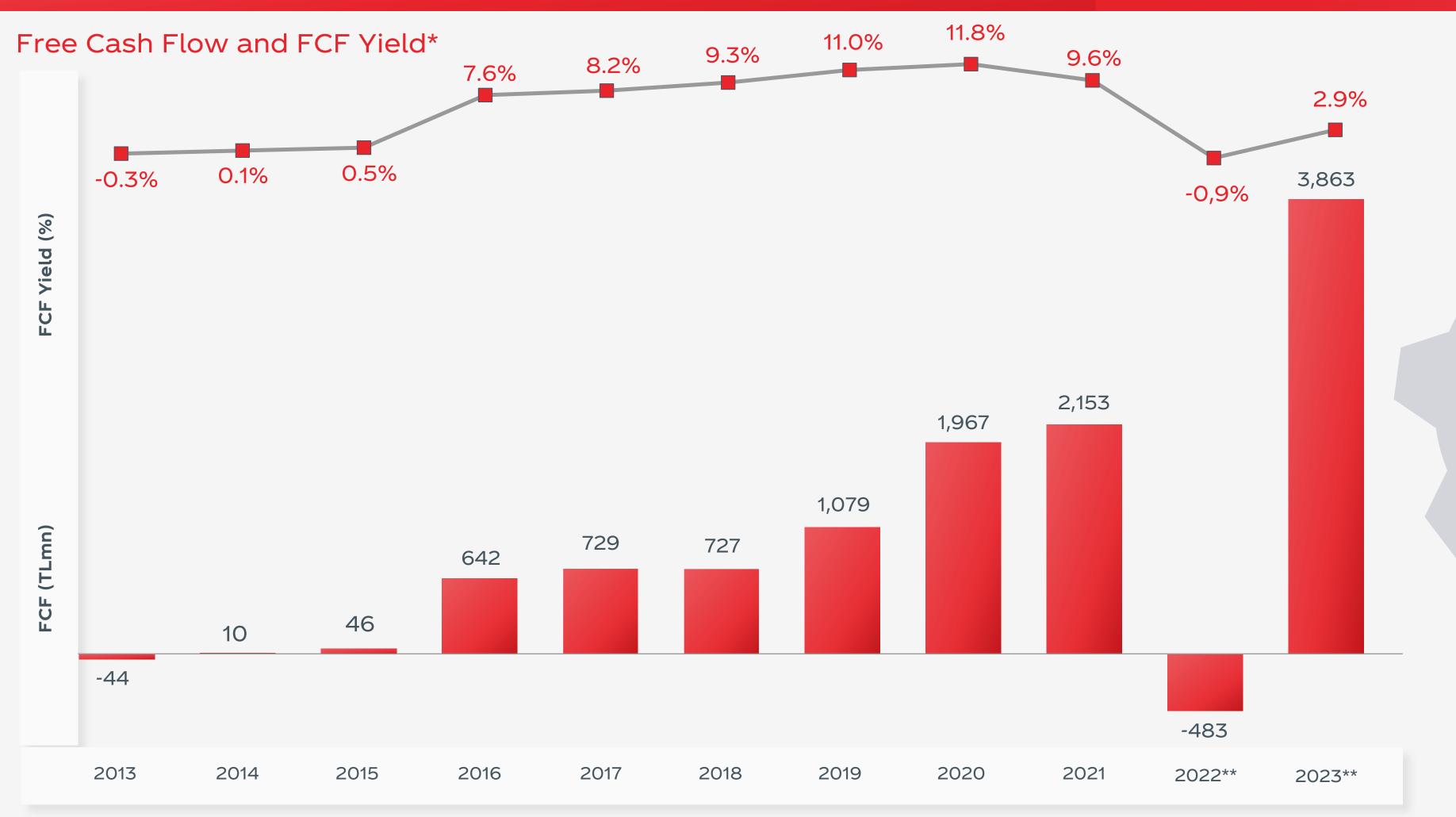




* With TAS 29

Track Record of Improving

Free Cash Flow Generation



EBITDA Growth

Working Capital Efficiency

> Prudent CapEX



^{*} Free cash flow yield based on year-end market capitalization

^{**} With TAS 29



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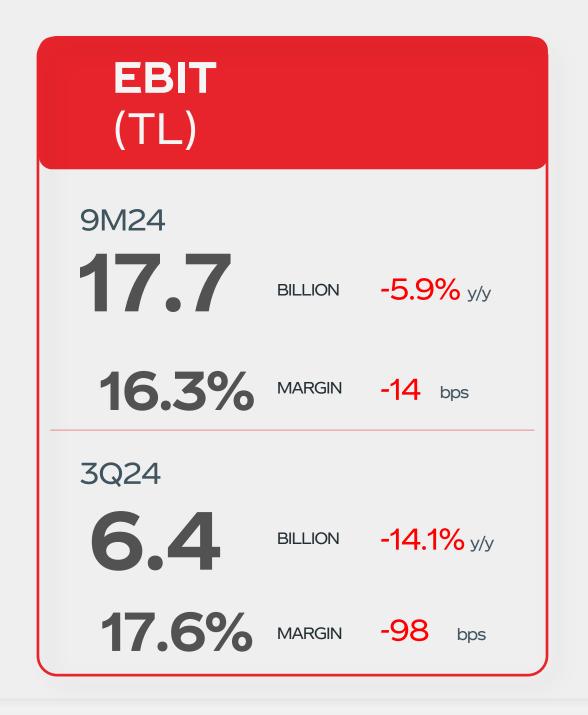


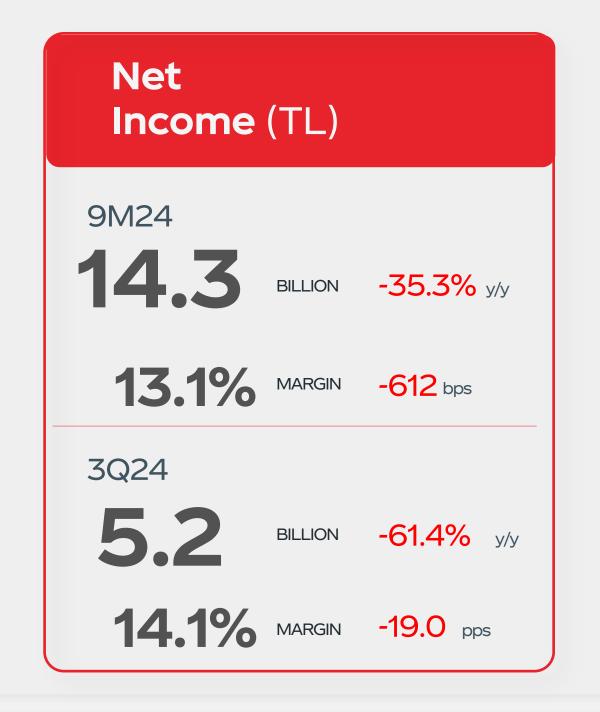


Summary Financials - 3Q24

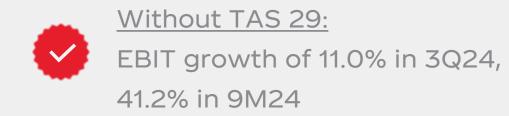
Despite the pressure from volume generation and hence limited scale advantages, we managed to deliver near-flat EBIT margin vs last year

Net Sales Revenue (TL)						
9M24						
108.7	J BILLION	-5.1% y/y				
3Q24						
36.7	BILLION	-9.3% y/y				

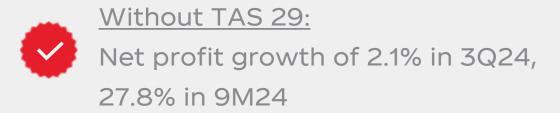








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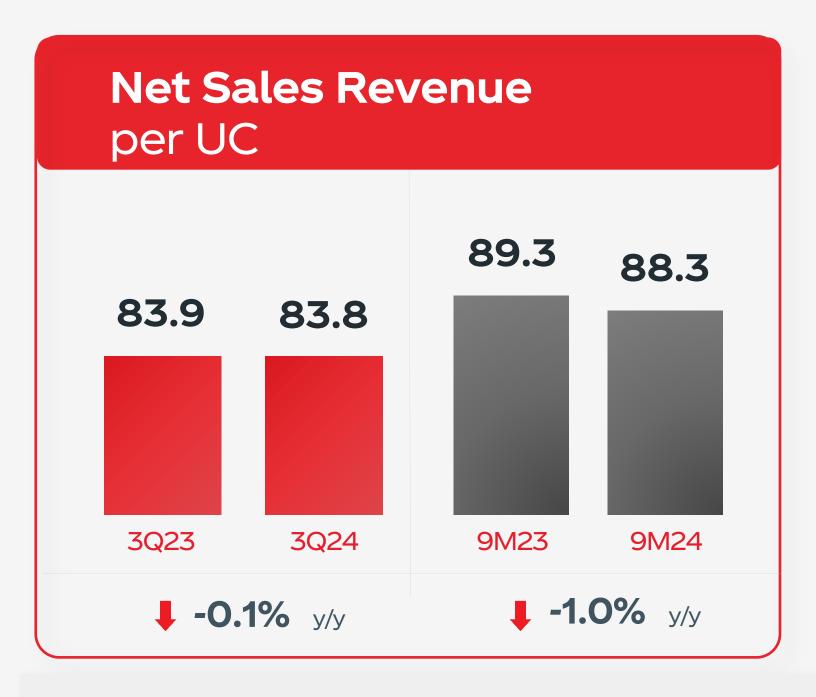


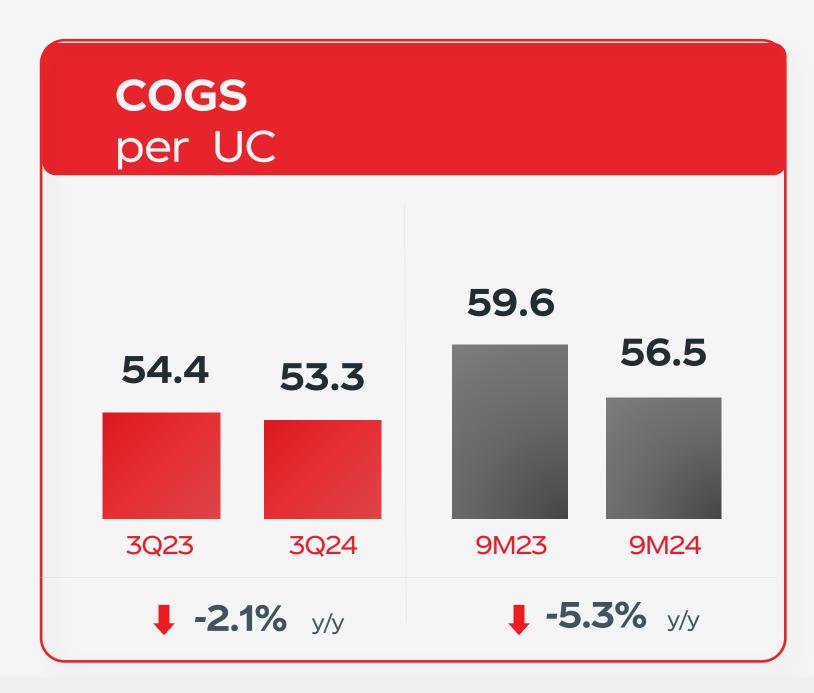


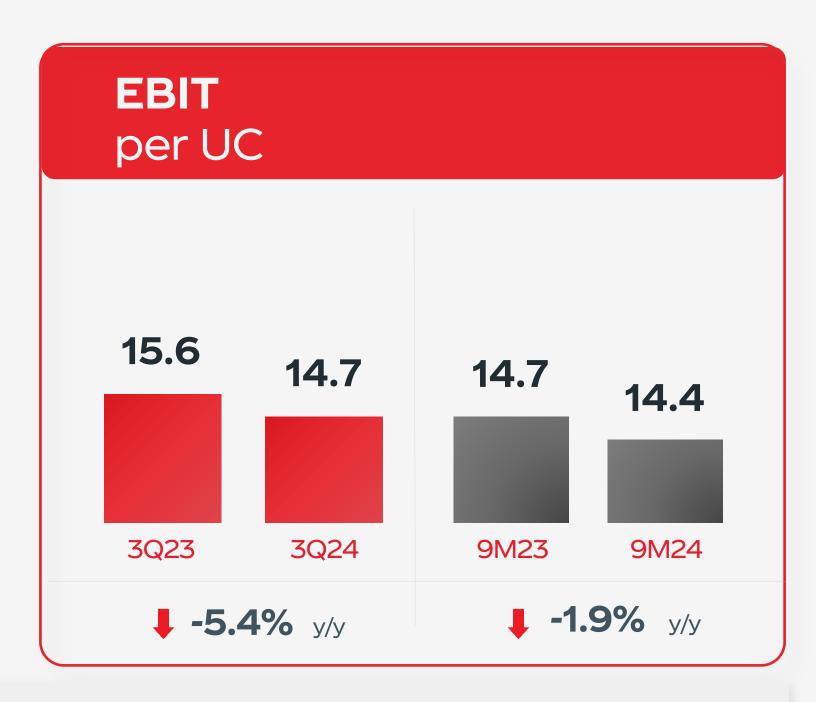
Per UC Metrics - 3Q24

Flat NSR/uc delivered and COGS/uc contained successfully thanks to proactive procurement strategies

Consolidated (TL) - TL, with TAS 29







Without TAS29:



TL NSR/uc growth of 37.4%,
USD NSR/uc growth of 9.9%, reaching \$2.70

The highest among 3rd quarters of last decade

Without TAS29:



COGS/uc growth of 37.7% ~ in line with NSR/uc in 3Q24

Without TAS29:



EBIT/uc growth of 22.2% in 3Q24, thanks to opex efficiencies

In 9M24, EBIT/uc reached \$0.50

The highest among nine months of last decade





EBIT Development

98 bps EBIT margin decline y/y amid scale disadvantages



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





BALANCE SHEET AND RISK MANAGEMENT

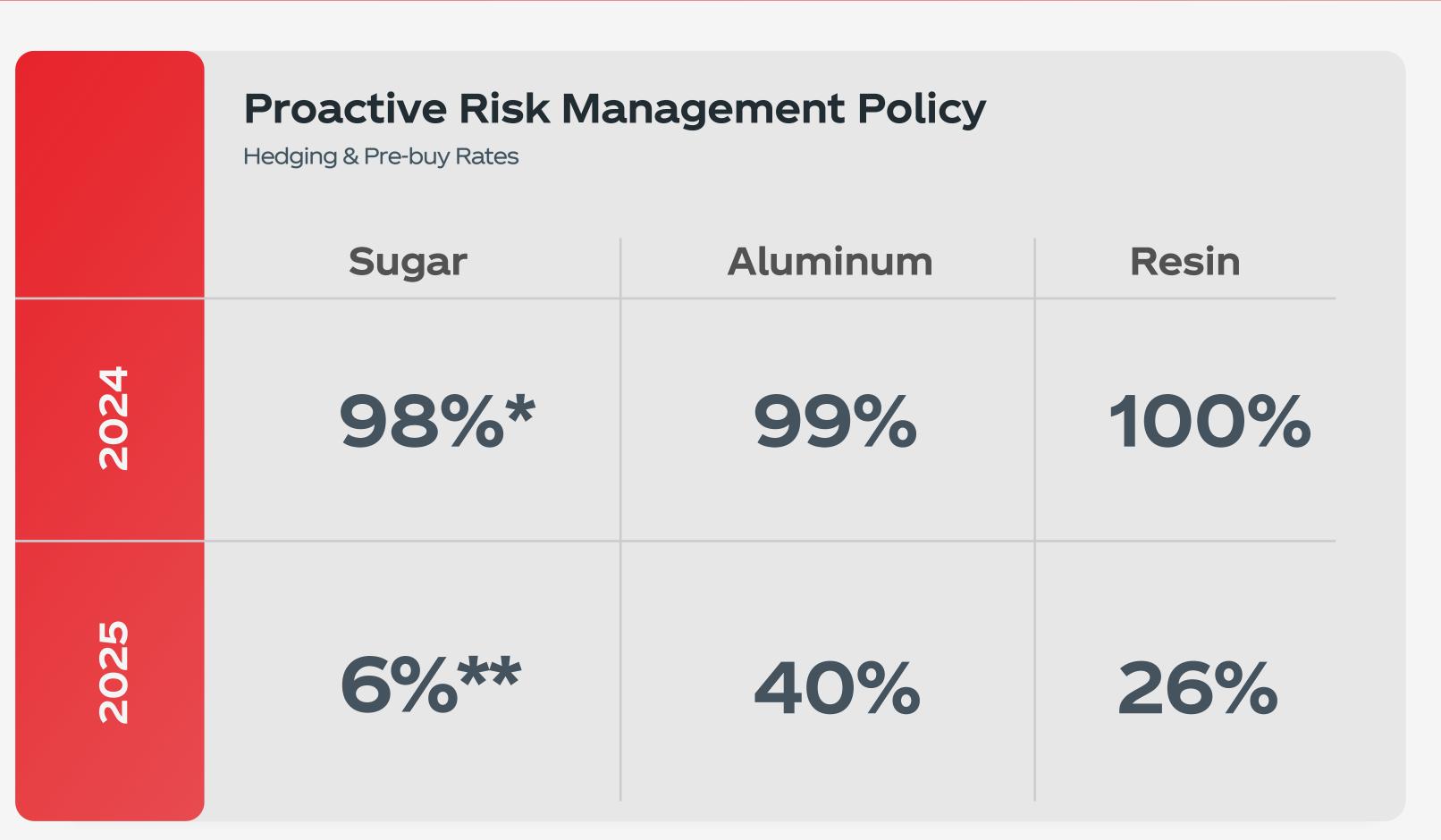




Dynamic Hedging

Securing long term visibility & controlled cost base





^{*100%,} in markets where financial hedge is available

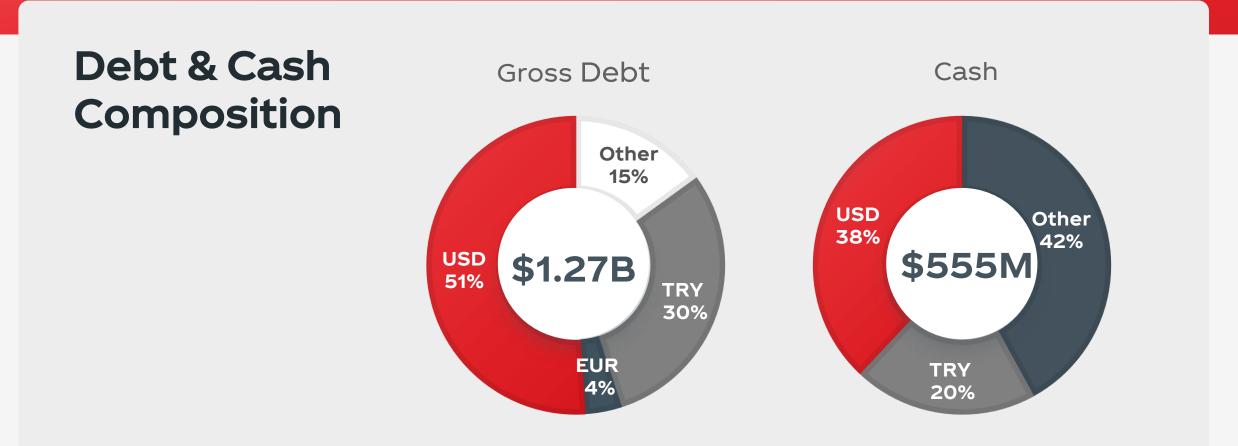


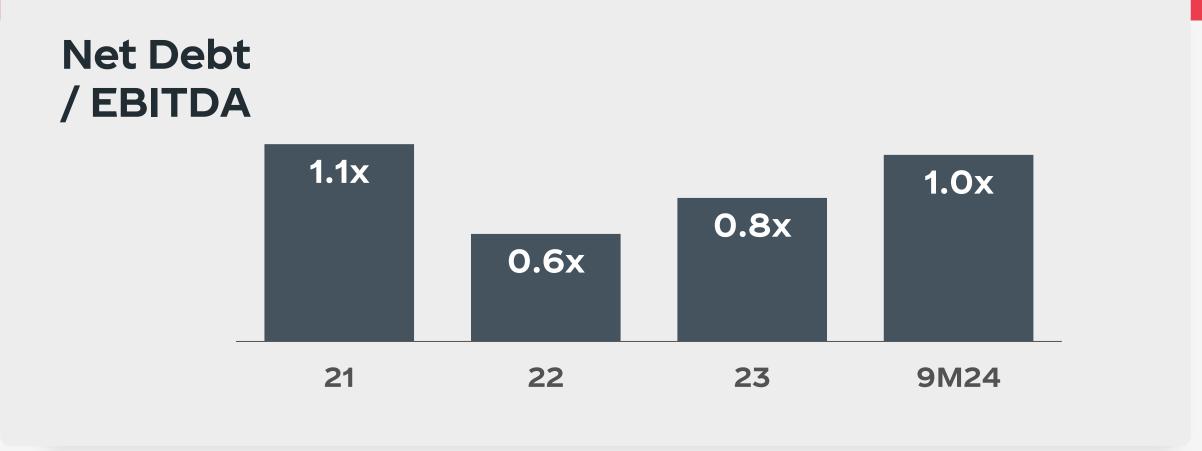
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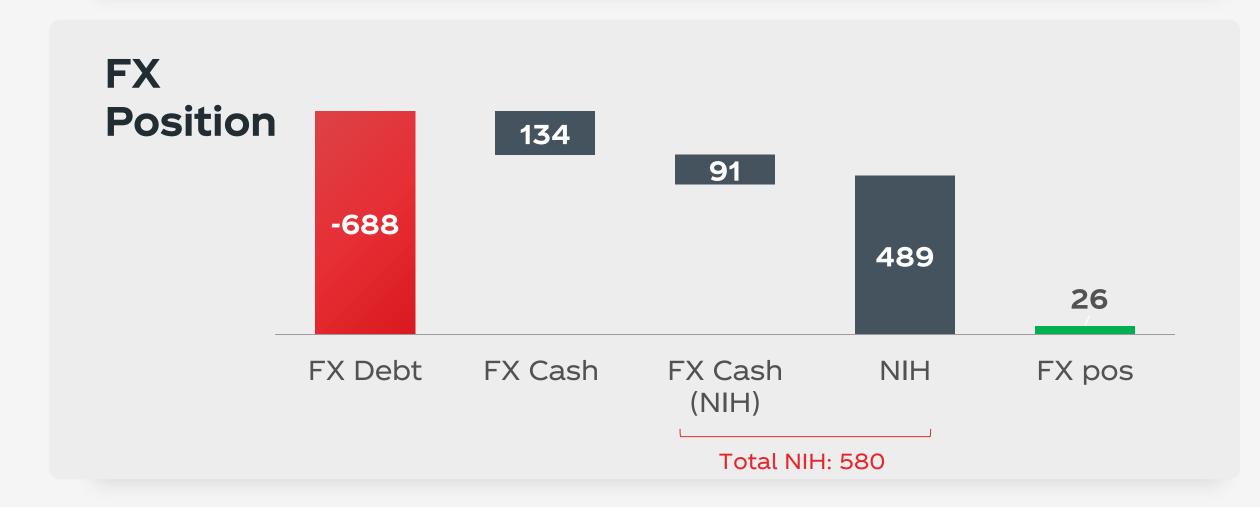
^{**69%} in markets where financial hedge is available

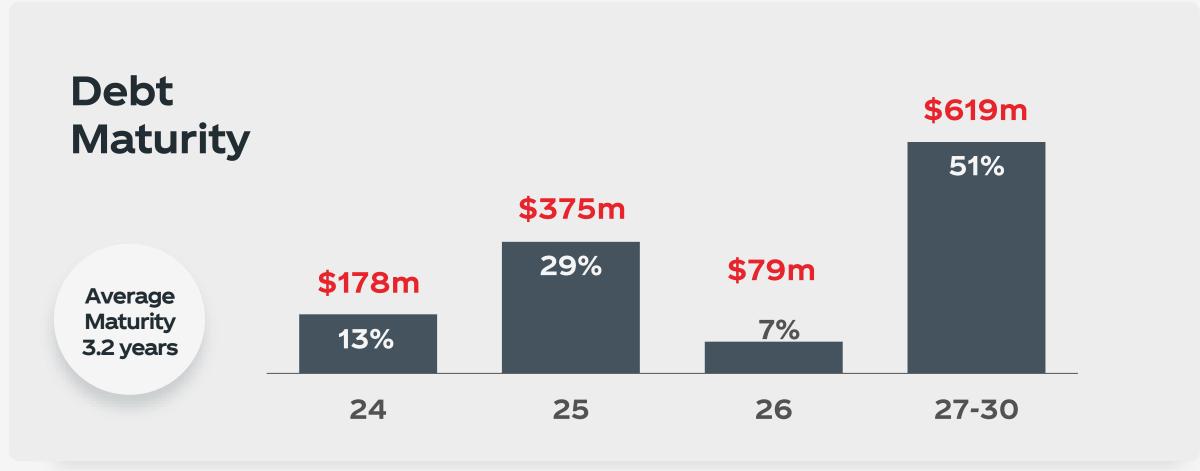
Disciplined Financial Management

Low leverage and strong liquidity maintained











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2024 FY GUIDANCE

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2024 Guidance Revised

From

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*

Sales Volume

Low-to-Mid single-digit volume decline on a consolidated basis

Low single digit volume decline to flat in Türkiye

To

• Mid-single digit volume decline in *international*

Low 30s percentage FX-neutral NSR growth

Net Sales Revenue

Revised

Consolidated



Revised

High 10s - Low 20s percentage FX-neutral NSR growth

Slight decline-to-Flat vs previous year

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EBIT Margin



Unchanged

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).

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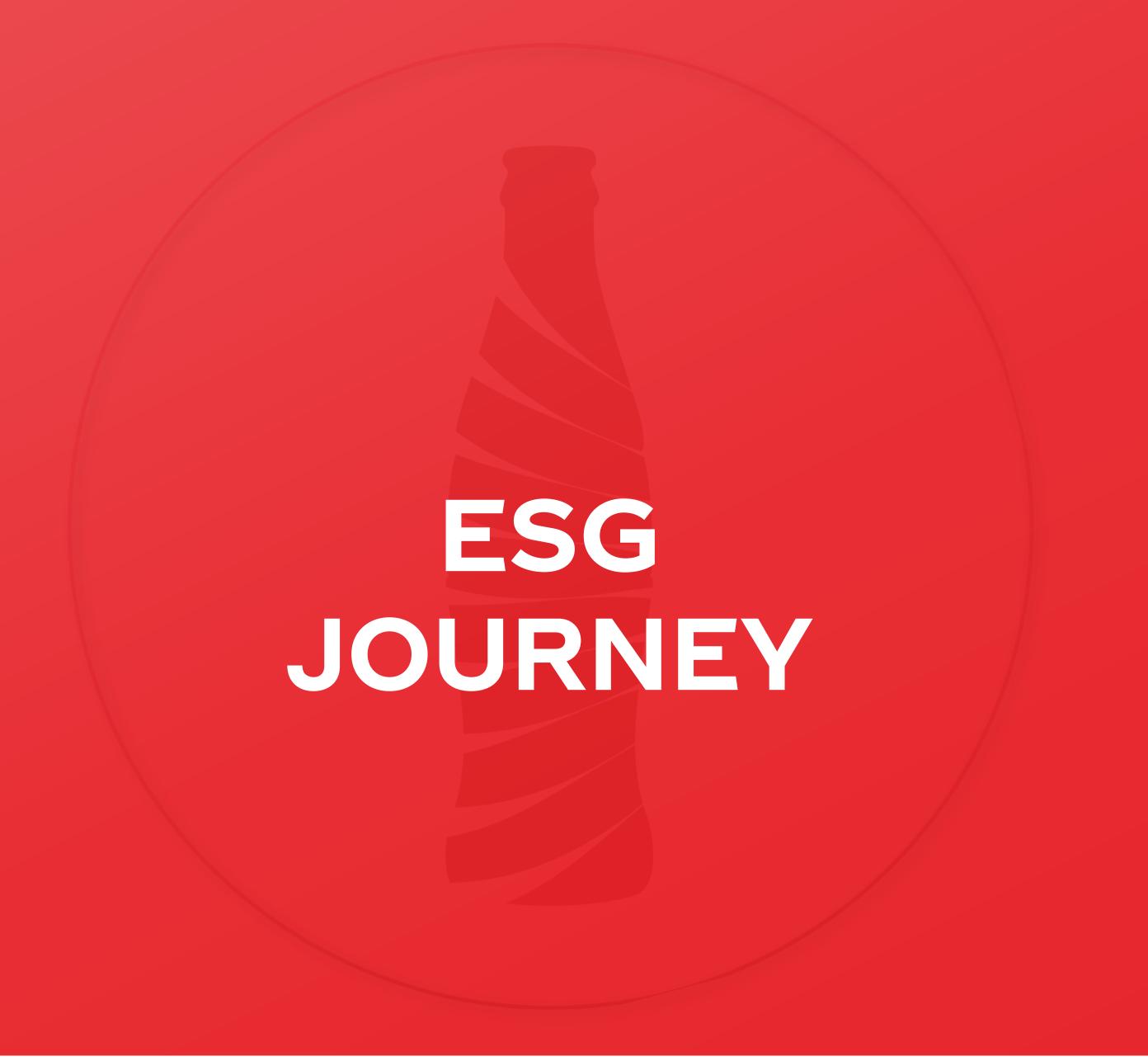


Solid Credit Ratings

	S&P Global	Fitch		
Issuer Rating	BB+	BBB		
Outlook	Negative	Stable		
Last revision	03.09.2024	14.06.2024		
Strengths	 Leading market shares in growing markets Well-known brands Track record of profitable growth Very low debt leverage Positive free operating cash flow Prudent leverage, funding, and hedging policy 	 Successful execution of its expansion plan Leading positions in its core markets Resilient nature of the soft drinks business Strong capital structure High but manageable FX Risks Strong cash flow generation Strong relationship with TCCC 		
Challenges	Rising risks to Türkiye's economy with extreme currency volatility and rising inflation, amid mixed policy signals	Weak operating environment		









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Sustainability 2030 Roadmap



Packaging



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

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 (Base Year 2020)

In 2023 we achieved 3% of our target by lowering our ratio to 1.64 L/L

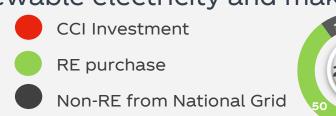
Commitment #4: Aim for water neutrality and help secure water availability in water-stressed locations through community projects

Climate



Commitment #5: Run our manufacturing sites on 100% renewable electricity and make

them carbon-neutral



Committment #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 (Base Year 2015)

-13%

PUBLIC

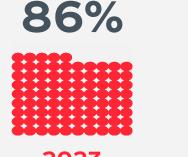
Human Rights



Committment #7: Establish mechanisms to ensure that CCI's distributors and priority

suppliers are %100 compliant with CCI Human Rights Policy

Supplier Guiding Principles Assessment Results:



100%

2023

2030

Diversity & Inclusion



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

2023:

28%

25%

2030:

Community



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

> 2.5 MILLION UNIQUE BENEFICIARIES 2020



2030



PUBLIC





Country Data 2023

	Population (mn) ⁽¹⁾	GDP per cap, PPP (USD 000) ⁽²⁾	Per capita NARTD consumption (8 ounce servings)(3)	CCI's Market Share in Sparkling (%) ⁽⁴⁾	CCI's Market Position in Sparkling ⁽⁵⁾	Capacity (mn UC) ⁽⁶⁾	Capacity Utilization Rate ⁽⁶⁾
Türkiye	85.8	34.8	557	64.7	1	689	81%
Pakistan	240.5	5.5	134	47.2	1	577	57%
Kazakhstan	19.6	25.0	768	52.7	1	255	74%
Iraq	45.5	9.3	585	37.8	2	146	76%
Uzbekistan	35.2	8.5	369	65.5	1	188	80%
Azerbaijan	10.4	19.3	408	88.1	1	78	81%
Bangladesh	98.2	6.8	46	45.3	1	36	_
Kyrgyzstan	6.7	5.4	422	67.3	1	30	80%
Jordan	11.3	9.9	415	19.4	2	34	51%
Tajikistan	10.1	4.3	176	n/a	_	21	63%
Turkmenistan	6.5	14.7	233	n/a	_	25	11%
Syria	23.2	~	_	-	-	-	-

Sources:

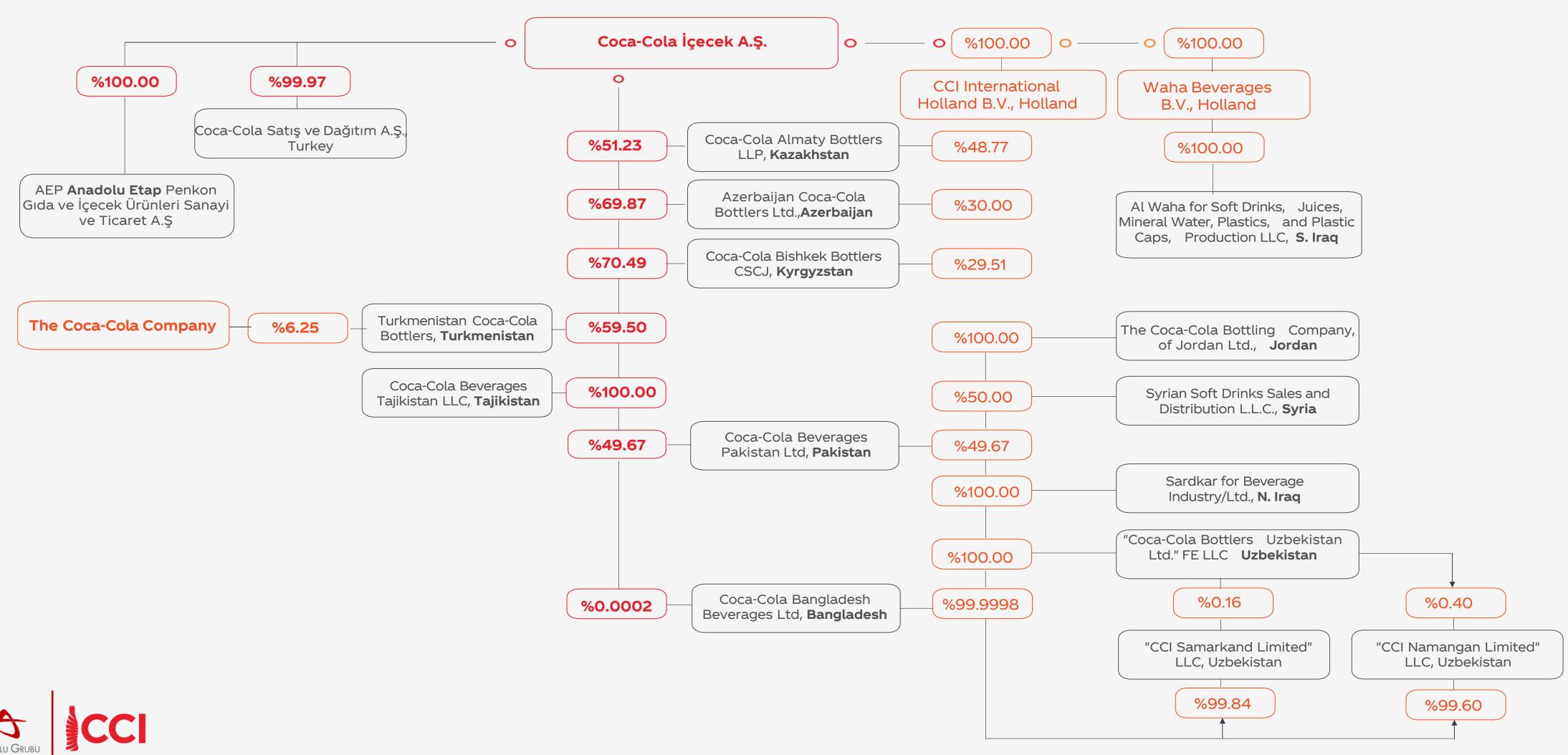
(6) As of May 2024

(1) & (2) S&P Global (Formerly IHS Markit), Market Intelligence, Jan'24

(3) GlobalData (Industry Estimates), 2023 Forecast; S&P Global (Population); NARTD includes Sparkling, Juices, Packaged Water, RTD Tea & Energy Drinks; Per cap per year in terms of number of 8-ounce servings (4) & (5); TR/KZ: Nielsen Retail Panel, YTD Dec'23; PK: Foresight Household Panel (only covers Household consumption, not OOH consumption), YTD Dec'23; IQ/UZ/AZ/KG/JO based on GlobalData Industry Estimates & CCI Internal Volume, FY'23 PUBLIC



Subsidiaries



Utilizing our Integrated Digital Model for Value Creation

Customer and Consumer Experience

Balancing between digital and human touch. Commercial transformation with Digital RTM

Asset **Optimization**



Optimized and Resilient Supply Chain

People Experience

回 会会会 口合会

Productivity Through Digitization, Upskill/Reskill

CCINEXT



DAHA DAHA











Digital Customer Experience

Digital channel for our customers to self-serve

Suggested Order

Al Based order prediction engine

Consumer

Engagement

Platform

Creating consumer excitement and recruiting new consumers



Connected Planning and Fulfillment

Integrated and agile planning Optimized logistics

Digital Twin

New OS for plants with predictive maintenance **DProX**

e2e visibility From source-toprocure



Robotics & Automation

From Transactional to Value Added Work



UpSkill & ReSkill

Developing skills in CCI and Society

KEY ENABLERS:



Data & Analytics



PUBLIC

Infrastructure & Technology



Information Security





INVESTOR PRESENTATION 52



Investor Presentation

PUBLIC

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

