

Coca-Cola

FEMSA



Cautionary Statement

FORWARD-LOOKING STATEMENTS

This presentation contains “forward-looking statements” These forward-looking statements relate to Coca-Cola FEMSA, S.A.B. de C.V. its Subsidiaries (“KOF”) and their businesses, and are based on KOF management’s good faith expectations regarding KOF and its businesses. Recipients are cautioned not to put undue reliance on such forward-looking statements, which are not a guarantee of performance and are subject to a number of uncertainties and other factors, many of which are outside KOF’s control, that could cause actual results of KOF and its businesses to differ materially from such statements. KOF is under no obligation, and expressly disclaims any intention or obligation, to update or alter any forward-looking statements, whether as a result of new information, future events or otherwise.

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ADDITIONAL INFORMATION AND WHERE TO FIND IT

Documents filed by KOF are available at the Securities and Exchange Commission’s public reference room located at 450 Fifth Street, N.W., Washington, D.C. 20594. Investors and security holders may call the Commission at 1-800-SEC-0330 for further information on the public reference room. Free copies of all of KOF’s filings with the Commission may also be obtained by directing a request to:

COCA-COLA FEMSA

Guillermo González Camarena No. 600, Col. Centro de Ciudad Santa Fé 01210, México D.F., México

Investor Relations

José Castro / (52) 55 5081 51 20 / jose.castro@kof.com.mx

Gonzalo García / (52) 55 5081 51 48 / gonzalose.garciaa@kof.com.mx

Roland Karig / (52) 55 5081 51 86 / roland.karig@kof.com.mx

Largest bottler in the world



2.6 Bn Unit Cases ⁽¹⁾

US\$ **9.1** Bn in Revenues ⁽¹⁾

US\$ **1.8** Bn in EBITDA ⁽¹⁾

20.2% EBITDA margin ⁽¹⁾

close to **213** MM consumers ⁽²⁾

more than **1.75** MM points of sale ⁽²⁾

more than **85,000** employees ⁽²⁾

(1) KOF Figures: LTM 3Q 2011
(2) Includes Grupo Tampico, CIMSA and Fomento Queretano in Mexico

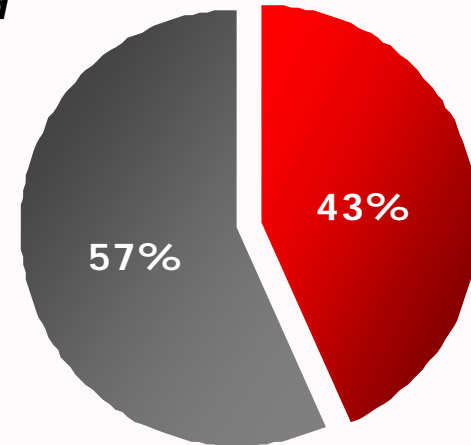
Solid track record of growth

Operations in the rest of Latin America have contributed importantly to top- ...

**FY 2004
(US\$ 4,176 Mn)**

Revenues

CAGR 2004-LTM 3Q'11: 12 %



**LTM 3Q'11
(US\$ 9,083 Mn)**

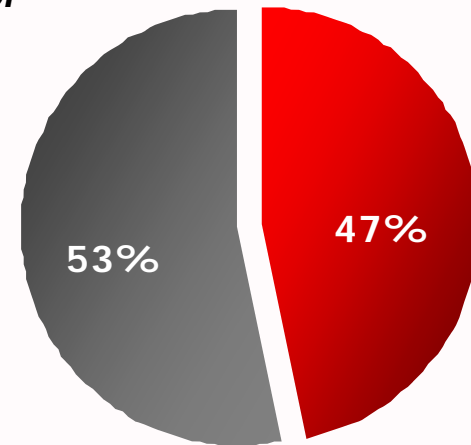
■ Mexico & Central America division ■ South America division

... and bottom-line growth, balancing the sources of cash flow generation

**FY 2004
(US\$ 889 Mn)**

EBITDA

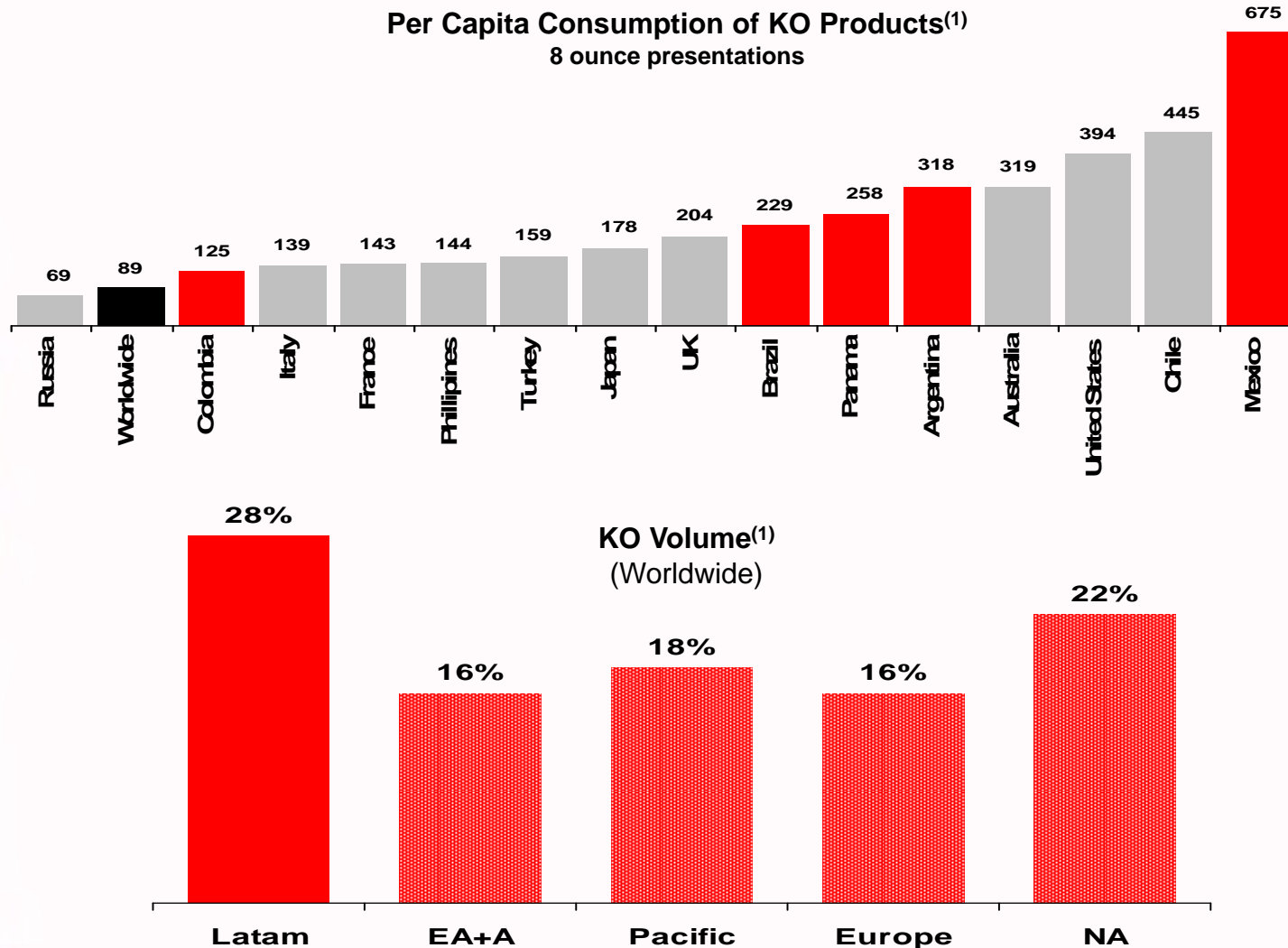
CAGR 2004-LTM 3Q'11: 11 %



**LTM 3Q'11
(US\$ 1,832 Mn)**

Strategic partner to the Coca-Cola System...

KOF has presence in some of the system's most important markets...



(1) The Coca-Cola Company annual report 2010

...towards fulfilling its 2020 vision

KOF has pursued important opportunities to drive the system's growth...



“... we partnered with Coca-Cola FEMSA to jointly acquire the Jugos del Valle business in 2007... Today, ...we have expanded Del Valle to 34 flavors and varieties in 15 countries, making Del Valle the first of our \$1 billion brands with its roots in our Latin America region.” **Muhtar Kent, The Coca-Cola Company – President and CEO**

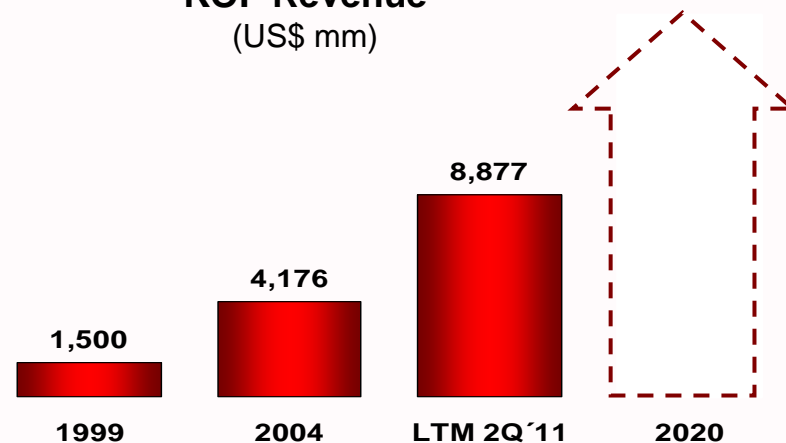
...supporting the Company's 2020 vision



“More than double System revenues to ~US\$ 200 Bn by 2020”

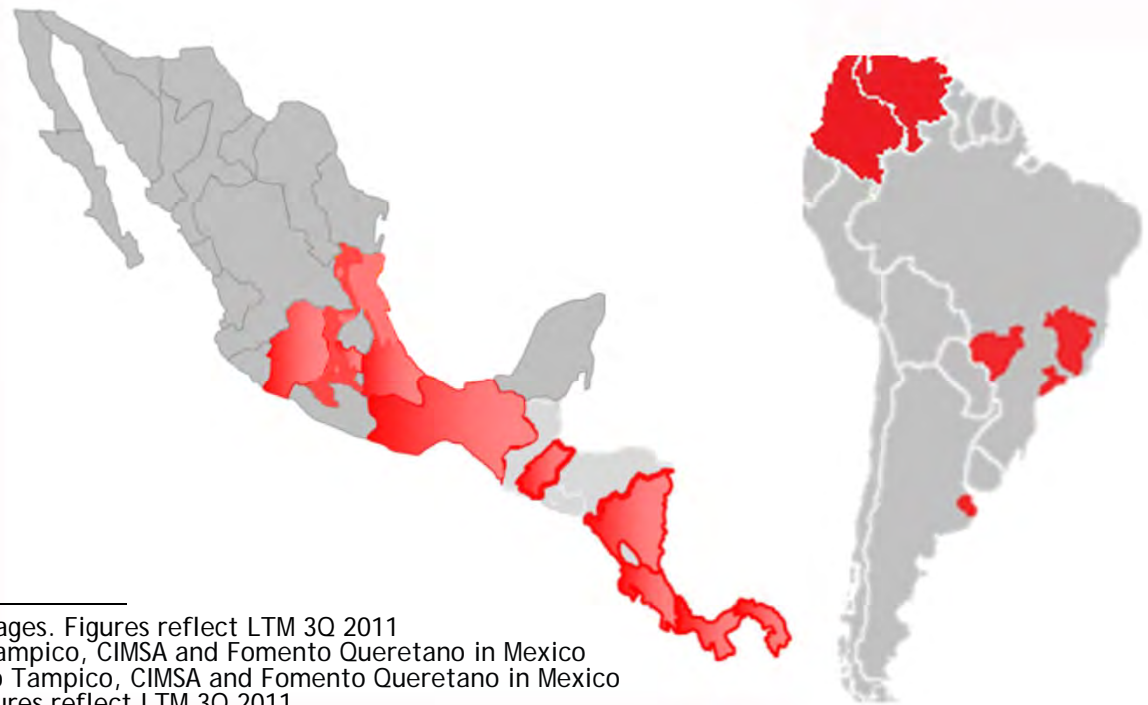
CAGR 2010-2020: 7%

KOF Revenue
(US\$ mm)



Diversified and balanced footprint

	Mexico and Central America	South America
Per Cap. Cons.⁽¹⁾	503	206
Pop. served ⁽²⁾	81	132
POS ⁽³⁾	900	851
Volume ⁽⁴⁾	1,449	1,127
Revenue ⁽⁵⁾	3,947	5,137
EBITDA ⁽⁵⁾	855	977

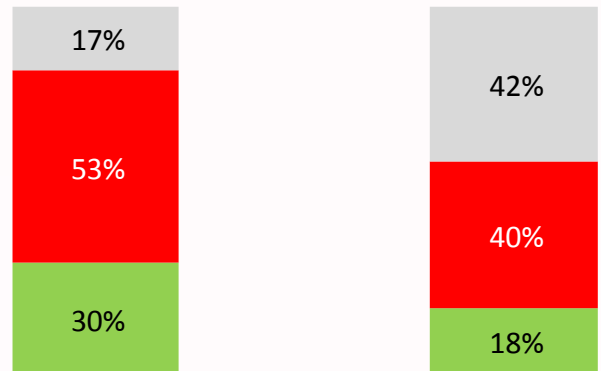


(1) 8 Oz. servings Total Beverages. Figures reflect LTM 3Q 2011
 (2) Millions, includes Grupo Tampico, CIMSA and Fomento Queretano in Mexico
 (3) Thousands, includes Grupo Tampico, CIMSA and Fomento Queretano in Mexico
 (4) Millions of unit cases . Figures reflect LTM 3Q 2011
 (5) Millions of US dollars . Figures reflect LTM 3Q 2011

Dynamic and attractive socioeconomic profile

KOF's territories throughout Latin America enjoy an attractive demographic profile going forward

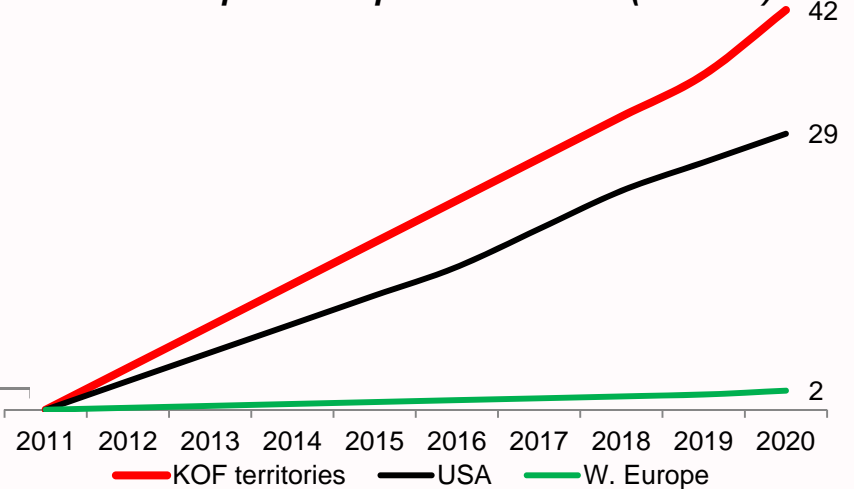
Population Age Distribution⁽¹⁾



KOF Territories G7 Countries

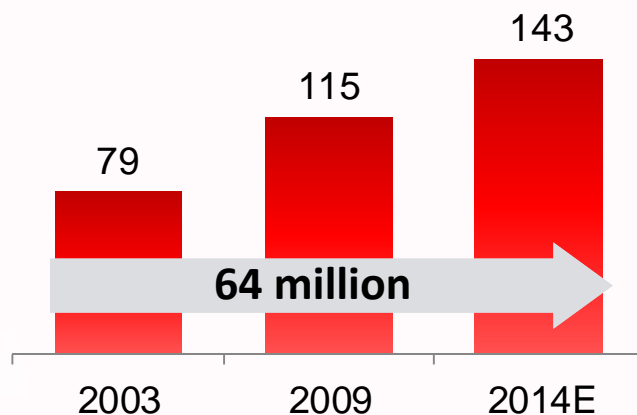
■ Under 15 ■ Between 15 and 60 ■ above 60

Expected Population Growth (millions)



Social mobility will play an important role in the development of the business

Brazil: Population in ABC Bracket (millions)



GDP per capita in KOF territories (by 2015)⁽²⁾

~US\$10,500

Sources: UN World Population Prospects, 2008, International Monetary Fund, World Economic Outlook Database, October 2010
 Population Growth forecasts for 2020 and GDP per capita improvement forecast for 2015
 (1) G7: Canada, France, Germany, Italy, Japan, United Kingdom and United States of America
 (2) Excluding Guatemala and Nicaragua

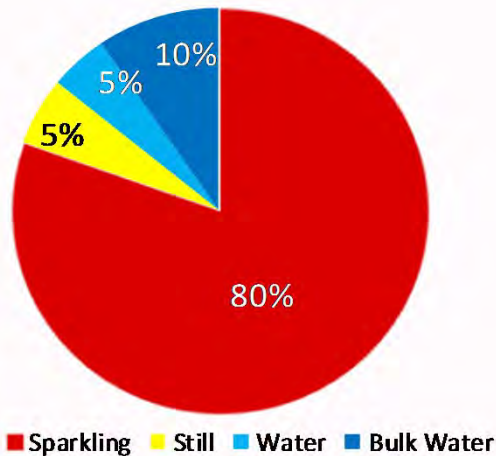
Our strategic framework allows us to continue building capabilities



One of the widest beverage portfolios

Reach our Full Operating Potential

Diversified portfolio



Relevant Local Brands

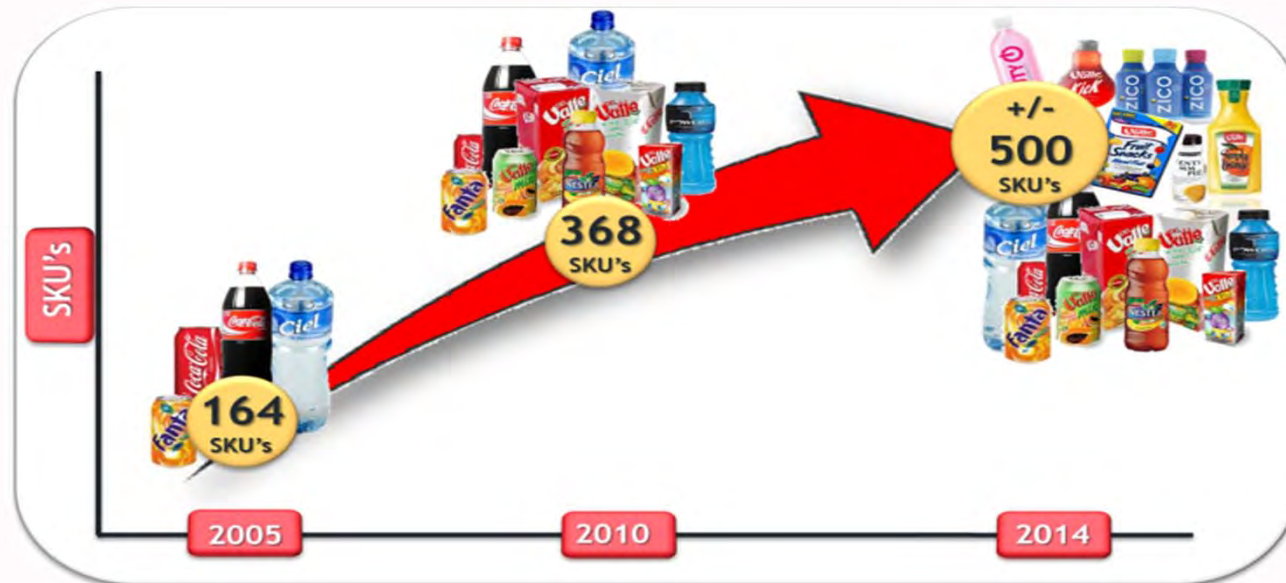


Returnability



+ 520 mm UC in 2010

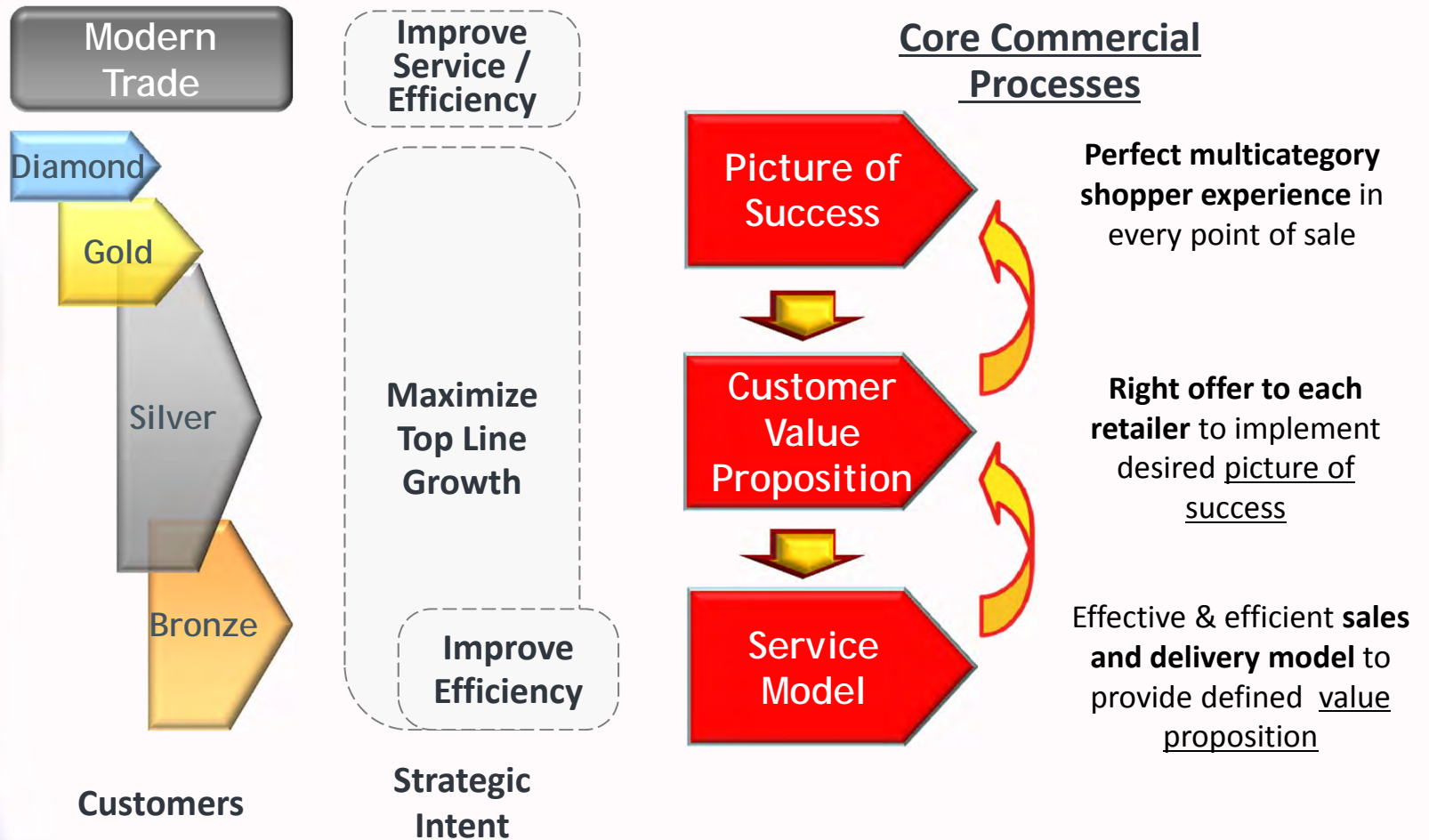
Increased Complexity



Segmentation is one of our core capabilities



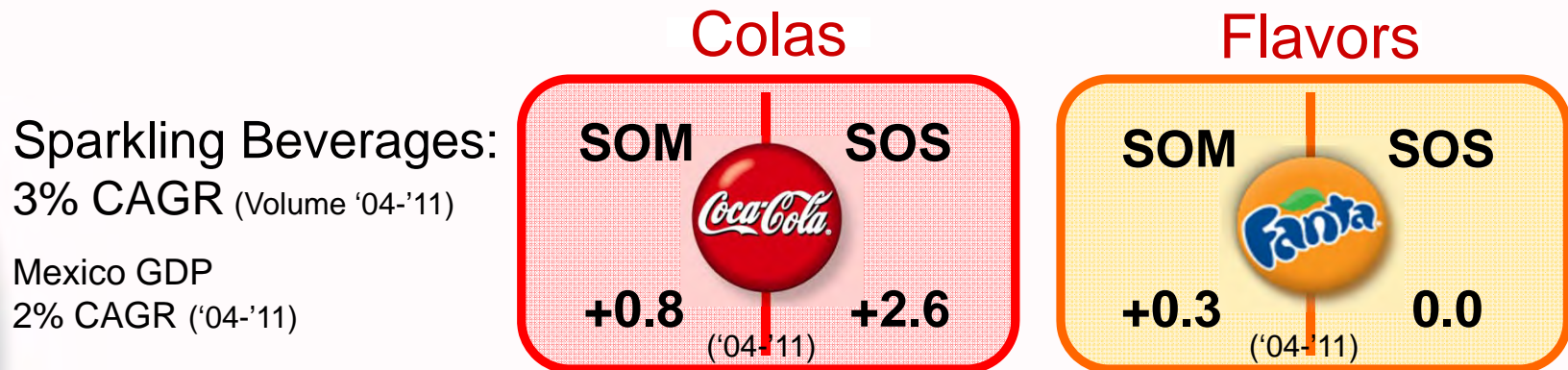
We have evolved from a volume driven model to a value based segmentation approach to capture the industry's value potential and reach the full operating potential of our commercial models and processes



Myths are meant to be broken

Myth: Sparkling beverages have reached their ceiling in Mexico

KOF has grown sparkling beverages ahead of GDP growth while gaining share...



...supported by a stronger Coca-Cola brand, which keeps growing

Coca-Cola TM:
4% CAGR (Volume '04-'11)



Innovation as key driver to our growth

Execution



Packaging



Categories



Commercial Models



IT enables Innovation



Growing footprint in our key markets through flexible and value creating transactions...

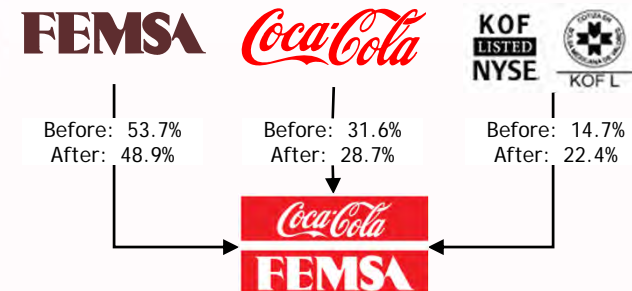
KOF invested more than Ps. 28,000 million in mergers and acquisitions during 2011, to consolidate its leadership position in Mexico and Latin America. The mergers in Mexico represent an increase of approximately 30% in Volumes, Revenue and EBITDA for our Mexican operations

more than **425** MM Unit Cases

Ps. **12,205** MM in Revenues

Ps. **2,752** MM in EBITDA

more than Ps. **800** MM in net synergies



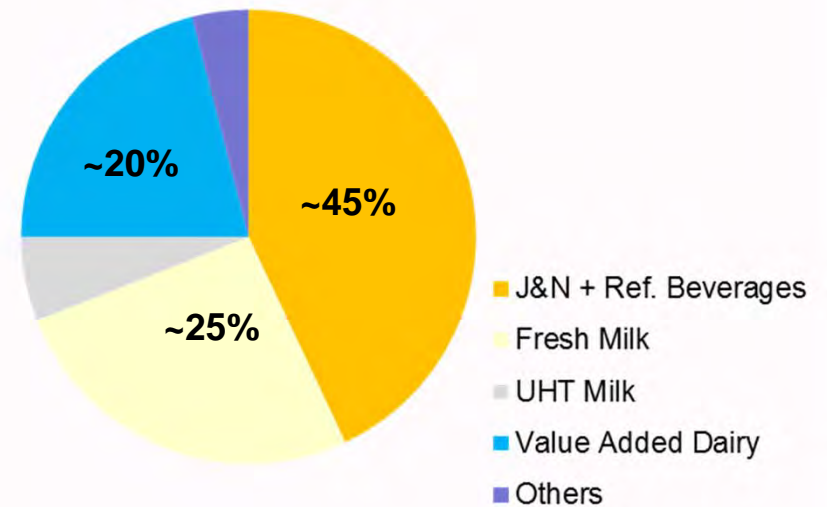
Grupo Tampico, CIMSA and Fomento Queretano's Beverage Divisions figures are 2011 estimates

..,in addition to our incursion in additional relevant categories in the NAB industry

Estrella Azul in Panama

- On March 28, KOF acquired Estrella Azul, a leading Panamanian dairy and juice-based beverage company founded in 1956
- Enables the Company to enter the milk and value-added dairy products category with a leading position in Juices and Milk in Panama
- Reinforces the Company's non-carbonated product portfolio in the juice-based beverage segment.
- This company is a part of the JV for non-carbonated beverages with The Coca-Cola Company

Revenue Breakdown 2010 ~US\$ 140 million



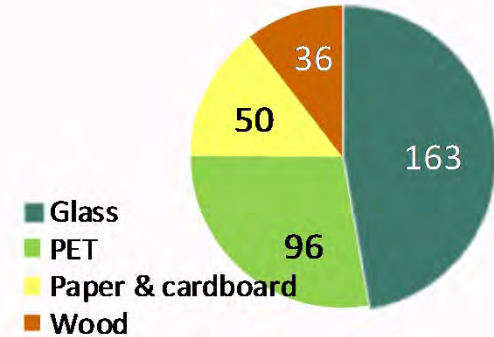
Driving a sustainable business



Recycling / Solid waste:

Since 2004 we have recycled 345,000 tons of material in our plants

Our bottles use up to 30% recycled material
We have the lightest 20 Oz. Contour bottle in the system



Water stewardship:

In the past 3 years we have planted more than 12 million trees in Mexico

Our Toluca plant has a water usage ratio of 1.27 liters, a benchmark in the System



Carbon footprint:

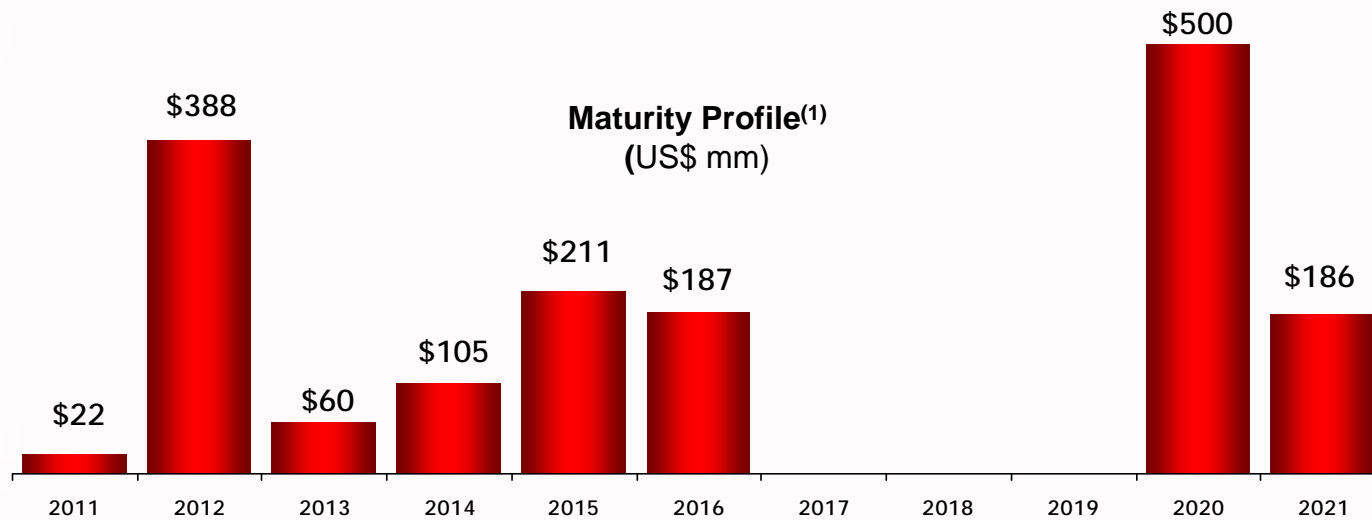
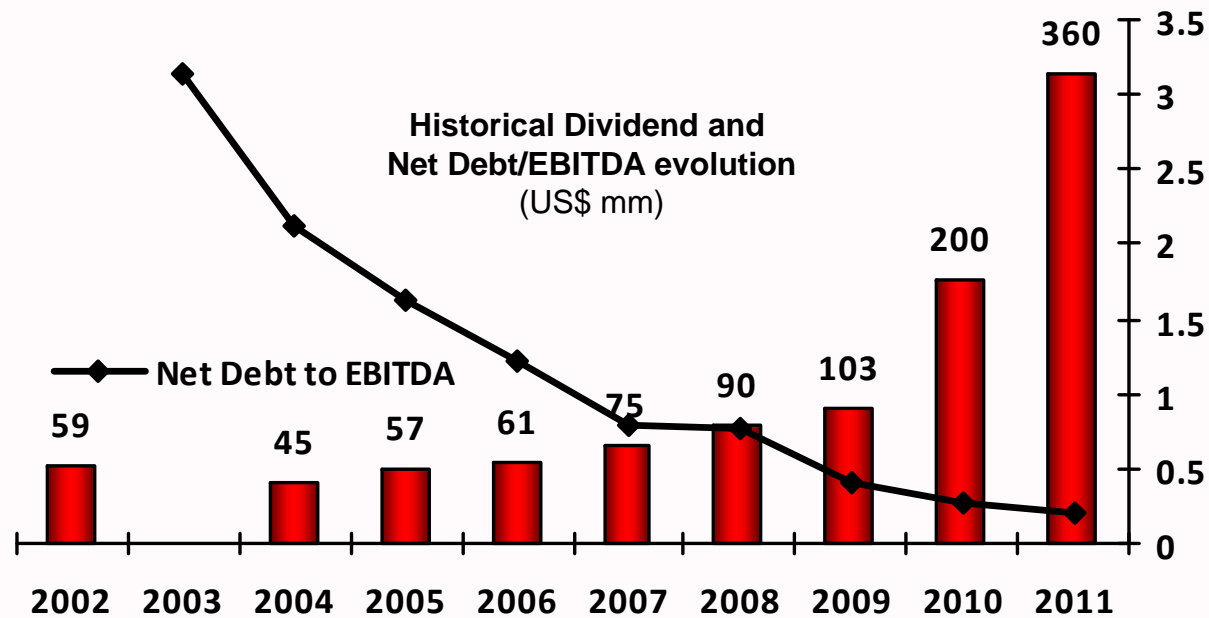
By 2013, 70% of our energy consumption will come from renewable sources

Since 2004, we have avoided the emission of 200,000 tons of CO₂ in our facilities



Solid Financial position

KOF has increased its dividend payout driven by strong cash flow generation



(1) KOF Debt Maturity Profile as of September 30, 2011

How do we envision growth?



Strong market execution



Capture additional value from the industry



Improving per capita consumption



Attractive demographic profile



Strong Cash Flow Generation & Solid Balance Sheet



Doing all of this in a sustainable manner

Thank you!

Coca-Cola

FEMSA

