# FEMSA Announces Second Quarter 2015 Results 

Monterrey, Mexico, July 23, 2015 - Fomento Económico Mexicano, S.A.B. de C.V. ("FEMSA") announced today its operational and financial results for the second quarter of 2015.

## SECOND QUARTER 2015 HIGHLIGHTS:

- FEMSA consolidated total revenues increased 5.9\% and income from operations grew 4.7\% compared to the second quarter of 2014, driven by solid growth at FEMSA Comercio. On an organic basis ${ }^{1}$ total revenues decreased $1.2 \%$ and income from operations grew 4.4\%.
- FEMSA Comercio achieved total revenues growth of $31.4 \%$ and income from operations growth of $\mathbf{2 1 . 3} \%$ compared to the second quarter of 2014, reflecting the incorporation of OXXO Gas operations and 5.3\% growth in same-store sales. On an organic basis ${ }^{1}$ total revenues and income from operations grew $13.5 \%$ and $20.9 \%$, respectively.
- Coca-Cola FEMSA total revenues decreased 11.8\% and income from operations decreased 2.0\% compared to the second quarter of 2014, reflecting the negative translation effect from the Venezuelan operation as well as the devaluation of the Brazilian real and the Colombian peso. On a currency neutral basis and excluding Venezuela, total revenues and income from operations grew 8.3\% and 18.8\%, respectively.

Carlos Salazar Lomelín, FEMSA's CEO, commented: "Looking at our second quarter results, there are many reasons to be optimistic. At FEMSA Comercio, the trend of same-store sales for OXXO continues to improve gradually, and it increasingly reflects a better mix of ticket and traffic. And we continue to grow at healthy rates across formats, including drugstores where we closed our acquisition of Farmacon during the quarter, and gasoline stations where we are making progress according to plan. At Coca-Cola FEMSA, we continue to face challenging environments in several key markets. However, once you look beyond the extreme volatility of exchange rates, particularly in Venezuela and to a lesser extent in Colombia and Brazil, you find healthy operating dynamics in several of our markets, starting with Mexico where we are able to implement positive pricing and capture solid margin expansion, and continuing to most of our territories where we are achieving market share gains as we focus on generating incremental transactions and on optimizing our portfolio strategy."

[^0]
## FEMSA Consolidated

Total revenues increased $5.9 \%$ compared to 2 Q14 to Ps. 75.120 billion in 2Q15, driven by FEMSA Comercio. On an organic basis ${ }^{1}$ total revenues decreased $1.2 \%$ compared to 2Q14.

For the first half of 2015, consolidated total revenues increased $2.9 \%$ compared to the same period in 2014 to Ps. 140.443 billion, driven by FEMSA Comercio. On an organic basis ${ }^{1}$, total revenues for the first half of 2015 decreased $2.0 \%$ compared to the same period in 2014.

Gross profit decreased $1.2 \%$ compared to 2 Q14 to Ps. 29.398 billion in 2Q15. Gross margin decreased 280 basis points compared to the same period in 2014 to $39.1 \%$ of total revenues, reflecting a gross margin contraction at FEMSA Comercio driven by the incorporation of OXXO Gas operations, which have a lower gross margin than FEMSA Comercio's other operations.

For the first half of 2015 , gross profit decreased $3.1 \%$ compared to the same period in 2014 to Ps. 55.148 billion. Gross margin decreased 240 basis points compared to the same period in 2014 to $39.3 \%$ of total revenues reflecting a gross margin contraction at FEMSA Comercio driven by the incorporation of OXXO Gas operations, which have a lower gross margin than FEMSA Comercio's other operations.

Income from operations increased 4.7\% compared to 2Q14 to Ps. 8.325 billion in 2Q15. On an organic basis ${ }^{1}$ income from operations increased $4.4 \%$ compared to the same period in 2014. Consolidated operating margin decreased 10 basis points compared to 2Q14, to $11.1 \%$ of total revenues in 2Q15, driven by margin contraction at FEMSA Comercio.

For the first half of 2015, income from operations increased $1.0 \%$ compared to the same period in 2014 to Ps. 14.196 billion. On an organic basis ${ }^{1}$, income from operations decreased $2.4 \%$. Our consolidated operating margin year-to-date decreased 20 basis points to $10.1 \%$ as a percentage of total revenues as compared to the same period of 2014.

Our effective income tax rate was $33.6 \%$ in 2Q15 compared to $37.3 \%$ in 2Q14 in line with our expected mediumterm range of low 30s.

Net consolidated income increased $18.7 \%$ compared to 2 Q14 to Ps. 5.296 billion in 2Q15, reflecting lower financing expenses and an increase in FEMSA's reported $20 \%$ participation in Heineken's results. As is customary, for 2Q15 we are using Heineken's 1Q15 net income figure, however we are making an adjustment to exclude the extraordinary gain from the sale of their packaging business in Mexico that was booked in 1Q15.

For the first half of 2015 , net consolidated income increased $15.9 \%$ to Ps. 9.649 billion compared to the same period of 2014, mainly driven by an increase in FEMSA's reported $20 \%$ participation in Heineken's results, and to a lesser extent by lower financing expenses.

Net majority income for 2Q15 was Ps. 1.08 per FEMSA Unit². Net majority income per FEMSA ADS was US\$ 0.69 for the second quarter of 2015. For the first half of 2015, net majority income per FEMSA Unit ${ }^{1}$ was Ps. 1.96 (US\$ 1.25 per ADS).

Capital expenditures amounted to Ps. 3.701 billion in 2Q15, reflecting lower investments at Coca-Cola FEMSA.

[^1]Our consolidated balance sheet as of June 30, 2015 recorded a cash balance of Ps. 36.676 billion (US $\$ 2.338$ billion), an increase of Ps. 1.035 billion (US $\$ 66.0$ million) compared to December 31, 2014. Short-term debt was Ps. 3.741 billion (US $\$ 238.4$ million), while long-term debt was Ps. 81.799 billion (US $\$ 5.213$ billion). Our consolidated net debt balance was Ps. 48.618 billion (US $\$ 3.099$ billion).

## Soft Drinks - Coca-Cola FEMSA

Coca-Cola FEMSA's financial results and discussion thereof are incorporated by reference from Coca-Cola FEMSA's press release, which is attached to this press release or may be accessed by visiting www.cocacolafemsa.com.

## FEMSA Comercio

Total revenues increased $31.4 \%$ compared to 2Q14 to Ps. 36.667 billion in 2Q15, reflecting the incorporation of OXXO Gas operations and the opening of 258 net new OXXO stores in the quarter to reach 1,061 total net new store openings for the last twelve months. On an organic basis ${ }^{3}$, total revenues increased $13.5 \%$ compared to 2Q14. As of June 30, 2015, FEMSA Comercio had a total of 13,265 OXXO stores. Same-store sales increased an average of $5.3 \%$ for the second quarter of 2015 over 2Q14. This performance was driven by a $4.2 \%$ increase in average customer ticket and a $1.1 \%$ increase in store traffic.

For the first half of 2015, total revenues increased $25.6 \%$ compared to the same period in 2014 to Ps. 65.654 billion. On an organic basis ${ }^{3}$, total revenues for the first half of 2015 increased $13.0 \%$ compared to the same period in 2014. FEMSA Comercio's same-store sales increased an average of $4.8 \%$ compared to the same period in 2014, driven by a $4.2 \%$ increase in average customer ticket and a $0.6 \%$ increase in store traffic.

Gross profit increased by $15.8 \%$ in 2Q15 compared to 2Q14, resulting in a 420 basis point gross margin contraction to $30.7 \%$ of total revenues. This contraction mainly reflects the incorporation of OXXO Gas operations, which have a lower gross margin than FEMSA Comercio's other operations. For the first half of 2015 and for the same reason, gross margin contracted by 270 basis points compared to the same period in 2014 to $31.4 \%$ of total revenues.

Income from operations increased 21.3\% over 2Q14 to Ps. 2.578 billion in 2Q15. On an organic basis ${ }^{3}$, income from operations increased $20.9 \%$ in 2Q15 compared to 2Q14. Operating expenses increased $14.2 \%$ in 2Q15 to Ps. 8.679 billion, below revenue growth. In spite of this, operating margin contracted 60 basis points compared to 2Q14, to $7.0 \%$ of total revenues in 2Q15, driven by the lower gross margin.

For the first half of 2015, income from operations increased $22.8 \%$ compared to the same period in 2014 to Ps. 3.881 billion, resulting in an operating margin of $5.9 \%$, which represents a 10 basis point contraction from the same period in the prior year, driven by the incorporation of OXXO Gas operations. On an organic basis ${ }^{3}$, income from operations increased $22.3 \%$ in the first half of 2015 compared to the same period in 2014.
${ }^{3}$ Excludes non-comparable results from gasoline operations and acquisitions at FEMSA Comercio in the last twelve months.

## Recent Developments

- On June 11, 2015, Standard \& Poor's upgraded FEMSA's global scale corporate credit and debt ratings to 'A-' from 'BBB+'. At the same time, Standard \& Poor's affirmed FEMSA's 'mxAAA' long-term national scale corporate credit and debt ratings and 'mxA-1+' short-term national scale rating, with a stable outlook.
- On June 18, 2015, FEMSA Comercio announced that its subsidiary Cadena Comercial de Farmacias, S.A.P.I. de C.V. closed the acquisition of $100 \%$ of Farmacias Farmacon after obtaining all required regulatory approvals. Farmacias Farmacon is based in the city of Culiacán, Sinaloa and currently operates over 200 stores in the Mexican states of Sinaloa, Sonora, Baja California and Baja California Sur.


## CONFERENCE CALL INFORMATION:

Our Second Quarter of 2015 Conference Call will be held on: Thursday July 23, 2015, 5:00 PM Eastern Time (4:00 PM Mexico City Time). To participate in the conference call, please dial: Domestic US: (888) 329-8862; International: (719) 457-1512; Conference Id: 6138739 . The conference call will be webcast live through streaming audio. For details please visit www.femsa.com/investor.

If you are unable to participate live, the conference call audio will be available on http://ir.FEMSA.com/results.cfm.

FEMSA is a leading company that participates in the beverage industry through Coca-Cola FEMSA, the largest franchise bottler of Coca-Cola products in the world; and in the beer industry, through its ownership of the second largest equity stake in Heineken, one of the world's leading brewers with operations in over 70 countries. In the retail industry it participates with FEMSA Comercio, operating various small-format store chains including OXXO. Additionally, through its Strategic Businesses unit, it provides logistics, point-of-sale refrigeration solutions and plastics solutions to FEMSA's business units and third-party clients.

The translations of Mexican pesos into US dollars are included solely for the convenience of the reader, using the noon day buying rate for Mexican Pesos as published by the U.S. Federal Reserve Board in its H. 10 weekly Release of Foreign Exchange Rates for June 30, 2015, which was 15.6902 Mexican Pesos per US Dollar.

## FORWARD-LOOKING STATEMENTS

This report may contain certain forward-looking statements concerning our future performance that should be considered as good faith estimates made by us. These forward-looking statements reflect management's expectations and are based upon currently available data. Actual results are subject to future events and uncertainties, which could materially impact our actual performance.

Five pages of tables and Coca-Cola FEMSA's press release follow.

## FEMSA

## Consolidated Income Statement

Millions of Pesos

| Total revenues |
| :--- |
| Cost of sales |
| Gross proft |
| Administafive expenses |
| Selling expenses |
| Oher Operaing expenses (income), net ${ }^{(1)}$ |
| Income from operaions ${ }^{(2)}$ |
| Other Non-Operaing expenses (income) |
| Interest expense |
| Interest income |
| Foreign exchange loss (gain) |
| Other fnancial expenses (income), net |
| Financing expenses, net |
| Income before income tax and Participaton in Associates results |
| Income tex |
| Parfcipation in associates results ${ }^{(3)}$ |
| Netconsolidated income |
| Net majoidy income |
| Netminoriy income |


| For the secod quarter of: |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2015 | \% of rev. | 2014 | \%of rev. | \% Var. | \%Org ${ }^{\text {W }}$ |
| 75,120 | 100.0 | 70,956 | 100.0 | 5.9 | $(1.2)$ |
| 45,722 | 60.9 | 41,192 | 58.1 | 11.0 |  |
| 29,398 | 39.1 | 29,764 | 41.9 | $(1.2)$ |  |
| 2,742 | 3.7 | 2,733 | 3.9 | 0.3 |  |
| 18,206 | 24.1 | 18,620 | 26.2 | $(2.2)$ |  |
| 125 | 0.2 | 458 | 0.6 | $(72.7)$ |  |
| 8,325 | 11.1 | 7,953 | 11.2 | 4.7 | 4.4 |
| 260 |  | 91 |  | N.A. |  |
| 1,780 |  | 1,675 |  | 6.3 |  |
| 257 |  | 195 |  | 31.8 |  |
| 48 |  | $(52)$ |  | N.A. |  |
| $(141)$ |  | 386 |  | N.A. |  |
| 1,430 |  | 1,814 |  | $(21.2)$ |  |
| 6,635 |  | 6,048 |  | 9.7 |  |
| 2,230 |  | 2,253 |  | $(1.0)$ |  |
| 891 | 668 |  | 33.4 |  |  |
| 5,296 |  | 4,463 |  | 18.7 |  |
| 3,872 |  | 3,018 |  | 28.3 |  |
| 1,424 | 1,445 |  | $1.5)$ |  |  |


| For the six months of: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2015 | \% of rev. | 2014 | \% of rev. | \% Var. | \% Org ${ }^{\text {W }}$ |
| 140,443 | 100.0 | 136,463 | 100.0 | 2.9 | (2.0) |
| 85,295 | 60.7 | 79,540 | 58.3 | 7.2 |  |
| 55,148 | 39.3 | 56,923 | 41.7 | (3.1) |  |
| 5,293 | 3.8 | 5.415 | 4.0 | (2.3) |  |
| 35,261 | 25.1 | 36,855 | 27.0 | (4.3) |  |
| 398 | 0.3 | 603 | 0.5 | (34.0) |  |
| 14,196 | 10.1 | 14,050 | 10.3 | 1.0 | (2.4) |
| 235 |  | 52 |  | N.A. |  |
| 3,443 |  | 3,360 |  | 2.5 |  |
| 497 |  | 503 |  | (1.2) |  |
| 239 |  | (5) |  | N.A. |  |
| (225) |  | 402 |  | N.A. |  |
| 2,960 |  | 3,254 |  | (9.0) |  |
| 11,001 |  | 10,744 |  | 2.4 |  |
| 3,653 |  | 3,789 |  | (3.6) |  |
| 2,301 |  | 1,371 |  | 67.8 |  |
| 9,649 |  | 8,326 |  | 15.9 |  |
| 7,011 |  | 5,591 |  | 25.4 |  |
| 2,638 |  | 2,735 |  | (3.5) |  |


| Operative Cash Flow \& CAPEX |
| :--- |
| Income fom operafons |
| Depreciafon |
| Amortization \& other non-cash charges <br> Operative Cash Flow (EBITDA) <br> CAPEX <br> Financial Ratios <br> Liquidity $^{(4)}$ <br> Interest coverage $^{(5)}$ <br> Leverage $^{(5)}$ <br> Capialization $^{(\text {( }}$ |


| 2015 | \% of rev. | 2014 | \% of rev. | \% Var. | \%Org ${ }^{\text {W }}$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
| 8,325 | 11.1 | 7,953 | 11.2 | 4.7 | 4.4 |
| 2,426 | 3.2 | 2,430 | 3.4 | $(0.2)$ |  |
| 295 | 0.4 | 902 | 1.3 | $(67.3)$ |  |
| 11,046 | 14.7 | 11,285 | 15.9 | $(2.1)$ | $(2.4)$ |
| 3,701 |  | 3,951 |  | $(6.3)$ |  |
|  |  |  |  |  |  |
| 2015 |  | 2014 |  | Var. p.p. |  |
| 1.43 |  | 1.60 |  | $(0.17)$ |  |
| 7.25 |  | 7.63 |  | $(0.38)$ |  |
| 0.67 |  | 0.63 |  | 0.04 |  |
| $27.94 \%$ |  | $26.53 \%$ |  | 1.41 |  |


| 2015 | \% of rev. | 2014 | \% of rev. | \% Var. | \% Org ${ }^{\text {W }}$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
| 14,196 | 10.1 | 14,050 | 10.3 | 1.0 | $(2.4)$ |
| 4,690 | 3.3 | 4,748 | 3.5 | $(1.2)$ |  |
| 863 | 0.7 | 1,395 | 1.0 | $(38.1)$ |  |
| 19,749 | 14.1 | 20,193 | 14.8 | $(2.2)$ | $(5.3)$ |
| 6,963 |  | 7,014 |  | $(0.7)$ |  |

(A) \%Org. repreesent he veridton in a given measure excuding te efeccts of frergers, acquisitons and divestires of FEMSA Comercio. In preparing fis measure, management has used is best judgnent estmates and assumplons in order b maintain comparabily.
${ }^{(1)}$ Other Operating expenses (income), net $=$ Other Operating expenses (income) $+(-)$ Equity method from operated associates.
${ }^{(2)}$ Income from operations $=$ Gross proft- Administrative and seling expenses -Other operating expenses (income), net
${ }^{(4)}$ Mainly represents the equitymethod participation in Heineken's results, net
${ }^{(5)}$ Total current assets/total currentliabilites.
${ }^{(5)}$ Income from operations + depreciation + amorization \& other/ interest expense, net
${ }^{(6)}$ Total liabilities / total stockholders' equity.
${ }^{(4)}$ Total debt/ long-tem debt + stockholders' equity.
Total debt $=$ short-tem bank loans + current maturites oflong-term debt + long-term bank loans.

FEMSA
Consolidated Balance Sheet

## Millions of Pesos

| ASSETS | Jun-15 | Dec-14 | \% Var. |
| :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 36,676 | 35,641 | 2.9 |
| Accounts receivable | 11,451 | 14,842 | (22.8) |
| Inventories | 16,893 | 17,214 | (1.9) |
| Other current assets | 10,409 | 11,415 | (8.8) |
| Total current assets | 75,429 | 79,112 | (4.7) |
| Investments in shares | 101,644 | 102,159 | (0.5) |
| Property, plant and equipment, net | 74,336 | 75,629 | (1.7) |
| Intangible assets ${ }^{(1)}$ | 99,421 | 101,527 | (2.1) |
| Other assets | 23,106 | 17,746 | 30.2 |
| TOTAL ASSETS | 373,936 | 376,173 | (0.6) |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |
| Bank loans | 689 | 449 | 53.5 |
| Current maturities of long-term debt | 3,052 | 1,104 | N.A. |
| Interest payable | 515 | 482 | 6.8 |
| Operating liabilities | 48,320 | 47,284 | 2.2 |
| Total current liabilities | 52,576 | 49,319 | 6.6 |
| Long-term debt ${ }^{(2)}$ | 81,553 | 80,998 | 0.7 |
| Labor liabilities | 4,310 | 4,207 | 2.4 |
| Other liabilities | 11,764 | 11,527 | 2.1 |
| Total liabilities | 150,203 | 146,051 | 2.8 |
| Total stockholders' equity | 223,733 | 230,122 | (2.8) |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | 373,936 | 376,173 | (0.6) |



[^2]FEMSA Comercio Results of Operations Millions of Pesos

|  | For the secod quarter of: |  |  |  |  |  | For the six months of: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | \% of rev. | 2014 | \% of rev. | \% Var. | \% Org ${ }^{(4)}$ | 2015 | \% of rev. | 2014 | \% of rev. | \% Var. | $\% \mathrm{Org}{ }^{(A)}$ |
| Total revenues | 36,667 | 100.0 | 27,896 | 100.0 | 31.4 | 13.5 | 65,654 | 100.0 | 52,267 | 100.0 | 25.6 | 13.0 |
| Cost of sales | 25,410 | 69.3 | 18,172 | 65.1 | 39.8 |  | 45,044 | 68.6 | 34,441 | 65.9 | 30.8 |  |
| Gross profit | 11,257 | 30.7 | 9,724 | 34.9 | 15.8 |  | 20,610 | 31.4 | 17,826 | 34.1 | 15.6 |  |
| Administrative expenses | 638 | 1.7 | 526 | 1.9 | 21.3 |  | 1,224 | 1.9 | 1,026 | 2.0 | 19.3 |  |
| Selling expenses | 7,977 | 21.8 | 7,027 | 25.2 | 13.5 |  | 15,386 | 23.4 | 13,570 | 26.0 | 13.4 |  |
| Other Operating expenses (income), net | 64 | 0.2 | 45 | 0.2 | 42.2 |  | 119 | 0.2 | 69 | 0.1 | 72.5 |  |
| Income from operations | 2,578 | 7.0 | 2,126 | 7.6 | 21.3 | 20.9 | 3,881 | 5.9 | 3,161 | 6.0 | 22.8 | 22.3 |
| Depreciation | 768 | 2.1 | 677 | 2.4 | 13.4 |  | 1,518 | 2.3 | 1,346 | 2.6 | 12.8 |  |
| Amortization \& other non-cash charges | 102 | 0.3 | 71 | 0.3 | 43.7 |  | 199 | 0.3 | 145 | 0.3 | 37.2 |  |
| Operative Cash Flow | 3,448 | 9.4 | 2,874 | 10.3 | 20.0 | 19.6 | 5,598 | 8.5 | 4,652 | 8.9 | 20.3 | 19.8 |
| CAPEX | 1,372 |  | 1,262 |  | 8.7 |  | 2,404 |  | 2,160 |  | 11.3 |  |
| Information of OXXO Stores |  |  |  |  |  |  |  |  |  |  |  |  |
| Total stores | 258 |  | 348 |  |  |  | 13,265 |  | 12,204 |  | 8.7 |  |
| Net new convenience stores: |  |  |  |  |  |  |  |  |  |  |  |  |
| vs. June prior year | 1,061 |  | 1,189 |  | (10.8) |  |  |  |  |  |  |  |
| vs. December prior year | 412 |  | 483 |  | (14.7) |  |  |  |  |  |  |  |
| Same store data: ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales (thousands of pesos) | 724.9 |  | 688.6 |  | 5.3 |  | 680.2 |  | 648.9 |  | 4.8 |  |
| Traffic (thousands of transactions) | 24.5 |  | 24.2 |  | 1.1 |  | 23.5 |  | 23.3 |  | 0.6 |  |
| Ticket (pesos) | 29.6 |  | 28.5 |  | 4.2 |  | 29.0 |  | 27.8 |  | 4.2 |  |

## OXXO GAS <br> Results of Operations Millions of Pesos

|  | For the second quarter: |  |
| :---: | :---: | :---: |
|  | 2015 | \% of rev. |
| Total revenues | 5,136 | 100.0 |
| Cost of sales | 4,743 | 92.3 |
| Gross profit | 393 | 7.7 |
| Administrative expenses | 32 | 0.6 |
| Selling expenses | 281 | 5.5 |
| Other Operating expenses (income), net | - | - |
| Income from operations | 80 | 1.6 |
| Depreciation | 16 | 0.3 |
| Amortization \& other non-cash charges | 4 | 0.1 |
| Operative Cash Flow | 100 | 1.9 |


| For the period of March-Jun |  |  |
| :---: | ---: | :---: |
| 2015 |  |  |
| 6,795 | \% of rev. |  |
| 6,274 | 92.0 |  |
| 521 | 7.7 |  |
| 31 | 0.5 |  |
| 378 | 5.6 |  |
| 1 | 0.0 |  |
| 111 | 1.6 |  |
| 22 | 0.3 |  |
| 6 | 0.1 |  |
| 139 | 2.0 |  |

${ }^{(1)}$ Monthly average information per store, considering same stores with more than twelve months of operations.
${ }^{(A)} \%$ Org. represents the variation in a given measure excluding the effects of mergers, acquisitions and divestitures of FEMSA
Comercio. In preparing this measure, management has used its bestjudgment, estimates and assumptions in order to maintain comparability.

## Coca-Cola FEMSA

Results of Operations Millions of Pesos

|  | For the secod quarter of: |  |  |  |  | For the six months of: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | \% of rev. | 2014 | \% of rev. | \% Var. | 2015 | \% of rev. | 2014 | \% of rev. | \% Var. |
| Total revenues | 36,550 | 100.0 | 41,434 | 100.0 | (11.8) | 71,044 | 100.0 | 81,412 | 100.0 | (12.7) |
| Cost of sales | 19,058 | 52.1 | 21,886 | 52.8 | (12.9) | 37,734 | 53.1 | 43,320 | 53.2 | (12.9) |
| Gross profit | 17,492 | 47.9 | 19,548 | 47.2 | (10.5) | 33,310 | 46.9 | 38,092 | 46.8 | (12.6) |
| Administrative expenses | 1,591 | 4.4 | 1,784 | 4.3 | (10.8) | 3,043 | 4.3 | 3,560 | 4.4 | (14.5) |
| Selling expenses | 10,209 | 27.9 | 11,620 | 28.0 | (12.1) | 19,842 | 27.9 | 23,305 | 28.7 | (14.9) |
| Other Operating expenses (income), net | 62 | 0.2 | 402 | 1.0 | (84.6) | 280 | 0.4 | 526 | 0.6 | (46.8) |
| Income from operations | 5,630 | 15.4 | 5,742 | 13.9 | (2.0) | 10,145 | 14.3 | 10,701 | 13.1 | (5.2) |
| Depreciation | 1,610 | 4.4 | 1,704 | 4.1 | (5.5) | 3,054 | 4.3 | 3,318 | 4.1 | (8.0) |
| Amortization \& other non-cash charges | 146 | 0.4 | 796 | 1.9 | (81.7) | 569 | 0.8 | 1,191 | 1.5 | (52.2) |
| Operative Cash Flow | 7,386 | 20.2 | 8,242 | 19.9 | (10.4) | 13,768 | 19.4 | 15,210 | 18.7 | (9.5) |
| CAPEX | 2,230 |  | 2,416 |  | (7.7) | 4,240 |  | 4,048 |  | 4.7 |
| Sales volumes (Millions of unit cases) |  |  |  |  |  |  |  |  |  |  |
| Mexico and Central America | 504.8 | 59.6 | 506.8 | 59.9 | (0.4) | 944.5 | 57.0 | 948.1 | 56.9 | (0.4) |
| South America | 186.6 | 22.0 | 178.0 | 21.1 | 4.8 | 382.0 | 23.0 | 365.7 | 22.0 | 4.5 |
| Brazil | 155.2 | 18.4 | 160.6 | 19.0 | (3.4) | 330.8 | 20.0 | 351.2 | 21.1 | (5.8) |
| Total | 846.6 | 100.0 | 845.4 | 100.0 | 0.1 | 1,657.3 | 100.0 | 1,665.0 | 100.0 | (0.5) |

FEMSA

## Macroeconomic Information

|  | End of period, Exchange Rates |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Inflation |  | Jun-15 |  | Dec-14 |  |
|  | 2Q 2015 | LTM ${ }^{(1)}$ Jun-15 | Per USD | Per Mx. Peso | Per USD | Per Mx. Peso |
| Mexico | -1.04\% | 2.69\% | 15.57 | 1.0000 | 14.72 | 1.0000 |
| Colombia | 0.50\% | 4.18\% | 2,585.11 | 0.0060 | 2,392.46 | 0.0062 |
| Venezuela | 15.35\% | 72.74\% | 197.30 | 0.0789 | 49.99 | 0.2944 |
| Brazil | 2.31\% | 8.78\% | 3.10 | 5.0176 | 2.66 | 5.5410 |
| Argentina | 3.63\% | 14.87\% | 9.09 | 1.7130 | 8.55 | 1.7212 |
| Euro Zone | 1.21\% | 0.69\% | 0.89 | 17.4193 | 0.82 | 17.9264 |

(1) LTM $=$ Last twelve months

## 2015 SECOND - QUARTER RESULTS

Mexico City July 23, 2015, Coca-Cola FEMSA, S.A.B. de C.V. (BMV: KOFL, NYSE: KOF) ("Coca-Cola FEMSA" or the "Company"), the largest franchise bottler in the world, announces results for the second quarter of 2015:

- Comparable revenues grew $8.3 \%$ for the second quarter of 2015.
- Comparable operating income grew $18.8 \%$ for the second quarter of 2015 with a margin expansion of 130 basis points.
- Comparable operative cash flow grew $8.9 \%$ for the second quarter of 2015 with a margin expansion of 10 basis points.
- Comparable earnings per share grew 5.0\% to Ps. 1.23 in the second quarter of 2015.

For many years, in an effort to provide our readers with a more useful representation of our company's underlying financial and operating performance, we have included indicators such as "currency neutral" and "excluding M\&A effects" that we are now including in the term "Comparable". This means, with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting from exchange rate movements and (3) the results of hyperinflationary economies in both periods. In preparing this measure, management has used its best judgment, estimates and assumptions in order to maintain comparability. Currently, the only operation that qualifies as a hyperinflationary economy is Venezuela. To translate the second quarter and year to date 2015 results of Venezuela we use the SIMADI exchange rate of 197.30 bolivars per USD, as compared with 10.60 bolivars per USD in the same periods of 2014. Additionally, the average depreciation of currencies in our main operations this quarter was: Brazilian real ( $37.8 \%$ ), Colombian peso $(30.4 \%$, Mexican peso (17.7\%) and Argentine peso (11.1\%).

|  | Second Quarter |  |  |  |  | Year to Date Results |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | as Reported |  | excl. Venezuela |  |  | as Reported |  | excl. Venezuela |  |  |
|  | 2015 | $\Delta \%$ | 2014 | $\Delta \%$ | $\begin{gathered} \Delta \% \\ \text { Comparable }{ }^{(5)} \end{gathered}$ | 2015 | $\Delta \%$ | 2014 | $\Delta \%$ | $\begin{gathered} \Delta \% \\ \text { Comparable }{ }^{(5)} \end{gathered}$ |
| Total revenues | 36,550 | -11.8\% | 35,480 | 4.5\% | 8.3\% | 71,044 | -12.9\% | 69,082 | 3.8\% | 7.0\% |
| Gross profit | 17,492 | -10.5\% | 16,931 | 7.5\% | 10.6\% | 33,310 | -12.6\% | 32,308 | 5.9\% | 8.4\% |
| Operating income | 5,630 | -2.0\% | 5,474 | 17.0\% | 18.8\% | 10,145 | -5.2\% | 9,909 | 13.0\% | 15.0\% |
| Net income attributable to equity holders of the company | 2,668 | -0.4\% | 2,556 | 6.0\% | 5.0\% | 4,867 | -4.1\% | 4,714 | 9.6\% | 9.6\% |
| Earnings per share ${ }^{(1)}$ | 1.29 |  | 1.23 |  |  | 2.35 |  | 2.27 |  |  |
| $\underline{\text { Operative cash flow }{ }^{(2)}}$ | 7,386 | -10.4\% | 7,120 | 7.0\% | 8.9\% | 13,768 | -9.5\% | 13,331 | 7.1\% | 9.0\% |
|  | LTM 2Q 15 | FY 2014 | $\Delta \%$ |  |  |  |  |  |  |  |
| Net debt ${ }^{(3)}$ | 55,974 | 53,069 | 5.5\% |  |  |  |  |  |  |  |
| Net debt / Operative cash flow ${ }^{(3)}$ | 1.94 | 1.87 |  |  |  |  |  |  |  |  |
| Operative cash flow/ Interest expense, net ${ }^{(3)}$ | 5.48 | 5.49 |  |  |  |  |  |  |  |  |
| Capitalization ${ }^{(4)}$ | 40.7\% | 37.7\% |  |  |  |  |  |  |  |  |
| Expressed in millions of M exican pesos. |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(1)}$ Quarterly \& YTD earnings / outstanding shares as of the end of period. Outstanding shares as of 2Q' 15 were 2,072.9 million. |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(2)}$ Operative cash flow = operating income + depreciation + amortization \& other operative non-cash charges. |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(3)}$ Net debt $=$ total debt - cash |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(4)}$ Total debt / (long-term debt + shareholders' equity) |  |  |  |  |  |  |  |  |  |  |
| ${ }^{(5)}$ Comparable: with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting from exchange rate movements and (3) the results of hyperinflationary economies in both periods. |  |  |  |  |  |  |  |  |  |  |

## Message from the Chief Executive Officer

"As beverage transactions continued to outpace volumes across our operations-reinforcing our daily consumer engagement-we are encouraged by our operators' positive performance in the midst of a challenging environment, marked by weak consumer trends in Brazil, a slowly recovering consumer landscape in Mexico, and currency volatility across our markets. On a comparable basis, we delivered high single-digit consolidated revenue growth and doubledigit operating income growth during the quarter. Our financial performance is complemented by market share gains in most of our operations: notably, sparkling beverages in Brazil, most categories in Argentina, and across the noncarbonated beverage category in Mexico-including our increased market leadership in the Powerade brand. These accomplishments result from utilizing the right portfolio strategy, coupled with the right capabilities, within the markets we serve. We continue Coca-Cola FEMSA's organizational transformation, protecting our short-term results, while ensuring our profitable growth for years to come," said John Santa Maria Otazua, Chief Executive Officer of the Company.

## Consolidated Results

Comparable means, with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting from exchange rate movements and (3) the results of hyperinflationary economies in both periods. From our operations, only Venezuela qualifies as a hyperinflationary economy.

Reported revenues, excluding Venezuela, grew $4.5 \%$ as compared to the same period of 2014, reaching Ps. 35,480 million. These figures were negatively impacted by the devaluation of the Brazilian real ${ }^{(1)}$ and the Colombian peso ${ }^{(1)}$. Comparable total revenues grew $8.3 \%$, driven by average price per unit case growth across our operations and volume growth in Colombia and Argentina.

The total number of transactions, excluding Venezuela, grew $0.6 \%$ to close 4.6 billion, outperforming volume growth. Our sparkling beverage portfolio grew $0.4 \%$ mainly driven by transactions in Mexico and Argentina, which offset a contraction in Brazil. Our still beverage category increased transactions by $5.8 \%$, mainly driven by Mexico, Colombia and Argentina. Transactions of water, including bulk water, decreased $2.5 \%$ driven by a decline in Mexico.

Reported total sales volume, excluding Venezuela, grew $0.1 \%$ to 789.4 million unit cases in the second quarter of 2015 as compared to the same period in 2014. Our sparkling beverage portfolio grew $0.4 \%$ mainly driven by Mexico, Argentina and Colombia, which offset a contraction in Brazil. Volume of our bottled water portfolio increased $3.0 \%$ driven by Aquarius and Bonaqua in Argentina, Crystal in Brazil, and Manantial in Colombia. Our still beverage category increased 6.8\% driven by Del Valle and Santa Clara in Mexico, Cepita, Hi-C and Powerade in Argentina and Del Valle Fresh in Colombia. Volume of our bulk water portfolio decreased $6.5 \%$ mainly due to a decline of Ciel in Mexico.

Reported gross profit, excluding Venezuela, grew $7.5 \%$ to Ps. 16,931 million with a gross margin expansion of 130 basis points in the period. Comparable gross profit grew $10.6 \%$. In local currency, the benefit of lower sweetener and PET prices in most of our territories was partially offset by the depreciation of the average exchange rate of the Brazilian Real ${ }^{(1)}$, the Colombian Peso ${ }^{(1)}$, the Mexican Peso ${ }^{(1)}$ and the Argentine Peso ${ }^{(1)}$ as applied to our U.S. dollar-denominated raw material costs.

Reported operating income, excluding Venezuela, increased $17.0 \%$ to Ps. 5,474 million with a margin expansion of 160 basis points to reach $15.4 \%$ in the second quarter of 2015 . Comparable operating income grew $18.8 \%$.

On a reported basis and excluding Venezuela, during the second quarter of 2015 the other operative expenses net line recorded an expense of Ps. 196 million, mainly due to certain restructuring charges and negative operating currency fluctuation effects across our territories.

The reported share of the profits of associates and joint ventures line, excluding Venezuela, recorded a gain of Ps. 178 million in the second quarter of 2015, mainly due to equity method gains from our stake in Coca-Cola FEMSA Philippines, Inc. and our participation in Mexico's and Brazil's non-carbonated beverage joint-ventures. This gain compares to a loss of Ps. 100 million recorded in the second quarter of 2014.

Our reported comprehensive financing result, excluding Venezuela, in the second quarter of 2015 recorded an expense of Ps. 1,558 million, as compared to an expense of Ps. 1,183 million in the same period of 2014 . During the quarter we registered a foreign exchange loss as a result of the quarterly depreciation of the Mexican peso ${ }^{(1)}$ as applied to our US dollar-denominated net debt position.

During the second quarter of 2015, reported income tax as a percentage of income before taxes, excluding Venezuela, was $31.4 \%$ as compared to $30.8 \%$ in the same period of 2014.

Reported operative cash flow, excluding Venezuela, grew $7.0 \%$ to Ps. 7,120 million with a margin expansion of 50 basis points as compared to the same period of 2014. Comparable operative cash flow grew $8.9 \%$.

Reported consolidated net controlling interest income, excluding Venezuela, grew $6.0 \%$ to Ps. 2,556 million in the second quarter of 2015, resulting in earnings per share (EPS) of Ps. 1.23 (Ps. 12.33 per ADS) ${ }^{(2)}$. Comparable consolidated net controlling interest income grew $5.0 \%$.

## As reported figures

Total sales volume grew $0.1 \%$ to 846.5 million unit cases in the second quarter of 2015 as compared to the same period in 2014. Total revenues decreased $11.8 \%$ to Ps. 36,550 million in the second quarter of 2015 , mainly driven by the negative translation effect resulting from using the SIMADI exchange rate ${ }^{(1)}$ to translate the results of our Venezuelan operation.

Gross profit decreased $10.5 \%$ to Ps. 17,492 million and gross margin expanded 70 basis points to $47.9 \%$. Operating income declined $2.0 \%$ to Ps. 5,630 million and operating margin expanded 150 basis points to $15.4 \%$. Operative cash flow decreased $10.4 \%$ to Ps. 7,386 million and operating cash flow margin expanded 30 basis points to reach $20.2 \%$. These declines were mainly driven by the previously mentioned negative translation effects.

Reported consolidated net controlling interest income declined $0.4 \%$ to Ps. 2,668 million in the second quarter of 2015, resulting in reported earnings per share (EPS) of Ps. 1.29 (Ps. 12.87 per ADS) ${ }^{(2)}$.

[^3]Balance Sheet

As of June 30, 2015, we had a cash balance of Ps. 13,529 million, including US\$ 519 million denominated in U.S. dollars, an increase of Ps. 571 million compared to December 31, 2014. This difference was mainly driven by cash flow generation across our territories and the effect of the depreciation of the Mexican peso ${ }^{(1)}$ as applied to our U.S. dollar denominated cash position, net of the payment of the first installment of the dividend in the amount of Ps. 3,213 million, during May of 2015.

As of June 30, 2015, total short-term debt was Ps. 3,575 million and long-term debt was Ps. 65,928 million. Total debt increased by Ps. 3,476 million, compared to year end 2014 mainly due to the negative effect resulting from the depreciation of the end of period exchange rate of the Mexican peso ${ }^{(1)}$ as applied to our U.S. dollar denominated debt position. Net debt increased Ps. 2,905 million compared to year end 2014.

The weighted average cost of debt for the quarter was $8.3 \%$. The following charts set forth the Company's debt profile by currency and interest rate type and by maturity date as of June 30, 2015.

| Currency | \% Total Debt ${ }^{(1)}$ | \% Interest Rate <br> Floating ${ }^{(1)(2)}$ |
| :--- | :---: | :---: |
| Mexican pesos | $29.6 \%$ | $24.9 \%$ |
| U.S. dollars | $30.4 \%$ | $0.0 \%$ |
| Colombian pesos | $1.9 \%$ | $100.0 \%$ |
| Brazilian reals | $36.9 \%$ | $95.9 \%$ |
| Argentine pesos | $1.2 \%$ | $72.5 \%$ |

(1) After giving effect to interest rate swaps
(2) Calculated by weighting each year's outstanding debt balance mix

Debt Maturity Profile

| Maturity Date | 2015 | 2016 | 2017 | 2018 | 2019 | $2020+$ |
| ---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \% of Total Debt | $0.6 \%$ | $8.5 \%$ | $1.4 \%$ | $30.0 \%$ | $0.2 \%$ | $59.3 \%$ |

(1) See page 16 for average and end of period exchange rates for the second quarter of 2015 and the first six months of 2015.

## Mexico \& Central America Division

(Mexico, Guatemala, Nicaragua, Costa Rica and Panama)
Comparable means, with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting from exchange rate movements and (3) the results of hyperinflationary economies in both periods. From our operations, only Venezuela qualifies as a hyperinflationary economy.

Reported total revenues from our Mexico and Central America division increased 6.7\% to Ps. 20,322 million in the second quarter of 2015, as compared to the same period in 2014, driven by average price per unit case increases in Mexico and Central America. Our average price per unit case, which is presented net of taxes, grew $7.2 \%$, reaching Ps. 40.23. Comparable total revenues in the division increased $4.5 \%$.

Transactions in the Mexico and Central America division grew $0.7 \%$, outpacing volume performance, totaling more than 2.7 billion in the second quarter of 2015. Our sparkling beverage portfolio grew $1.6 \%$ mainly driven by a $2 \%$ increase in transactions of brand Coca-Cola in Mexico. Our still beverage category increased transactions by 5.4\%, mainly driven by Mexico, which generated more than 12 million incremental transactions. Transactions of water, including bulk water, decreased $12.7 \%$ driven by a decline in Mexico.

Reported total sales volume decreased $0.4 \%$ to 504.8 million unit cases in the second quarter of 2015, as compared to the same period of 2014. Volume in Mexico contracted $0.4 \%$ and volume in Central America decreased $0.8 \%$. Our sparkling beverage category increased $1.0 \%$ driven by growth of brand Coca-Cola, Mundet and Fanta in Mexico. Our personal water portfolio decreased $3.8 \%$ and our bulk water portfolio decreased $7.5 \%$. Our still beverage category grew $5.0 \%$ mainly driven by a $21 \%$ growth of the Del Valle portfolio, $10 \%$ growth of Powerade and our Santa Clara dairy business, which grew $338 \%$. This volume performance reflects on stable market share in sparkling beverages and continued market share gains in juices and isotonics.

Our reported gross profit increased $7.9 \%$ to Ps. 10,625 million in the second quarter of 2015 as compared to the same period in 2014. Reported gross margin reached $52.3 \%$ in the second quarter of 2015, an expansion of 60 basis points as compared to the same period of the previous year. Comparable gross profit grew $6.0 \%$, with a margin expansion of 70 basis points. Lower PET and sweeteners prices in the division were partially offset by the depreciation of the average exchange rate of most of our division's currencies ${ }^{(1)}$ as applied to our U.S. dollar-denominated raw material costs.

Reported operating income ${ }^{(2)}$ increased $19.0 \%$ to Ps. 4,011 million in the second quarter of 2015. Our reported operating margin expanded 200 basis points to reach $19.7 \%$ in the second quarter of 2015 . Our operating expenses in the division grew $6.7 \%$, mainly driven by higher freight costs in Mexico as result of increased regulation which were compensated by a continued strict expense control implemented across the division. Comparable operating income ${ }^{(2)}$ in the division grew $17.0 \%$ with a margin expansion of 210 basis points.

Reported operative cash flow grew $7.3 \%$ to Ps. 5,021 million in the second quarter of 2015 as compared to the same period in 2014. Our reported operative cash flow margin was $24.7 \%$, an expansion of 10 basis points. Comparable operative cash flow grew $5.5 \%$ with a margin expansion of 20 basis points.

The difference between the margin expansion at the operating income level and the operative cash flow level is mainly related to the equity method, which is recorded as a non-cash item.

[^4]
## South America Division

(Colombia, Venezuela, Brazil and Argentina)
Comparable means, with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting from exchange rate movements and (3) the results of hyperinflationary economies in both periods. From our operations, only Venezuela qualifies as a hyperinflationary economy.

Reported total revenues, excluding Venezuela, grew $1.6 \%$, reaching Ps. 15,159 million. These figures were negatively impacted by the devaluation of the Brazilian real ${ }^{(1)}$ and the Colombian peso ${ }^{(1)}$. Comparable total revenues grew $14.0 \%$, driven by average price per unit case growth across our territories and volume growth in Argentina and Colombia. Revenues of beer in Brazil accounted for Ps. 1,469 million in the second quarter of 2015.

Transactions in the division, excluding Venezuela, grew $0.6 \%$ totaling more than 1.8 billion in the second quarter of 2015. Our sparkling beverage portfolio decreased $1.4 \%$, mainly driven by a $3.7 \%$ decline in Brazil. Our still beverage category increased transactions by $6.3 \%$, driven by Colombia and Argentina. Transactions of water, including bulk water, increased $13.5 \%$ driven by growth across the operations.

Reported total sales volume in our South America division, excluding Venezuela, grew $1.1 \%$ to 284.7 million unit cases in the second quarter of 2015 as compared to the same period of 2014. Our water category, including bulk water, grew 11.0\% driven by Aquarius and Bonaqua in Argentina, Manantial in Colombia and Crystal in Brazil. The still beverage category grew $9.6 \%$ favored by the performance of Del Valle Fresh in Colombia, and Cepita, Hi-C and Powerade in Argentina. Our sparkling beverage category decreased $0.6 \%$, driven by a decline in Brazil, which was partially offset by growth in Argentina and Colombia. We continue to gain market share in the sparkling beverage category in every country in the region.

Reported gross profit, excluding Venezuela, grew 7.0\% to Ps. 6,306 million, with a margin expansion of 210 basis points. Lower sweetener and PET prices in most of our territories were partially compensated by the depreciation of the average exchange rate of the currencies in our South America division ${ }^{(1)}$ as applied to our U.S. dollar-denominated raw material costs. Comparable gross profit increased $19.5 \%$ with a margin expansion of 190 basis points.

Reported operating income, excluding Venezuela, grew $11.7 \%$ to Ps. 1,465 million, with a margin expansion of 90 basis points as compared to the same period of the previous year. Comparable operating income grew $24.0 \%$. We increased marketing investments in Colombia and Brazil to enhance market place execution, expand our cooler coverage and reinforce our returnable packaging portfolio.

Reported operative cash flow, excluding Venezuela, increased $6.5 \%$ to Ps. 2,102 million, reaching an operative cash flow margin of $13.9 \%$, an expansion of 70 basis points as compared to the same period of 2014. Comparable operative cash flow grew 18.6\%.

## As reported figures

Reported total revenues decreased $27.5 \%$ to Ps. 16,229 million in the second quarter of 2015, mainly driven by the negative translation effect that resulted from using the SIMADI exchange rate ${ }^{(1)}$ to translate the results of our Venezuelan operation.

Reported gross profit decreased $29.2 \%$ to Ps. 6,867 million in the second quarter of 2015 and gross profit margin reached $42.3 \%$. Our reported operating income decreased $31.7 \%$ to Ps. 1,620 million in the second quarter of 2015 , and operating income margin reached $10.0 \%$. Reported operative cash flow decreased $33.6 \%$ to reach Ps. 2,366 million in the second quarter of 2015, resulting in a margin of $14.6 \%$. These declines were mainly driven by the previously mentioned negative translation effect.
(1) See page 16 for average and end of period exchange rates for the second quarter and the first six months of 2015.

## Summary of Six-Month Results

Comparable means, with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting from exchange rate movements and (3) the results of hyperinflationary economies in both periods. From our operations only Venezuela qualifies as a hyperinflationary economy.
Reported revenues, excluding Venezuela, grew $3.8 \%$ as compared to the same period of 2014, reaching Ps. 69,082 million. These figures were negatively impacted by the devaluation of the Brazilian real ${ }^{(1)}$ and the Colombian peso ${ }^{(1)}$. Comparable total revenues grew $7.0 \%$, driven by average price per unit case growth across our operations and volume growth in Colombia, Argentina and Central America.

The total number of transactions, excluding Venezuela, grew $0.1 \%$ to more than 9 billion, outperforming volume growth. Our sparkling beverage portfolio decreased $0.1 \%$ mainly driven by a $5.3 \%$ contraction in Brazil, which is partially compensated by growth in the rest of the operations. Our still beverage category increased transactions by $2.0 \%$, mainly driven by Colombia, Argentina and Mexico. Transactions of water, including bulk water, decreased $0.1 \%$ driven by a decline in Mexico.

Reported total sales volume, excluding Venezuela, decreased $0.6 \%$ to $1,538.7$ million unit cases in the first six months of 2015 as compared to the same period in 2014. Our sparkling beverage portfolio decreased $0.3 \%$ driven by a contraction in Brazilian volumes that were partially compensated by the positive performance in the rest of our operations. Volume of our bottled water portfolio increased $6.7 \%$ driven by Aquarius and Bonaqua in Argentina and Manantial in Colombia. Our still beverage category increased $3.0 \%$ driven by the performance of Cepita, Hi-C and Powerade in Argentina and Del Valle Fresh in Colombia. Volume of our bulk water portfolio decreased $8.4 \%$ mainly due to a decline of Ciel in Mexico.
Reported gross profit, excluding Venezuela, grew $5.9 \%$ to Ps. 32,308 million with a gross margin expansion of 90 basis points in the period. Comparable gross profit grew $8.4 \%$. In local currency, the benefit of lower sweetener and PET prices in most of our territories was partially offset by the depreciation of the average exchange rate of the Brazilian Real, the Colombian Peso, the Mexican Peso and the Argentine Peso ${ }^{(1)}$ as applied to our U.S. dollar-denominated raw material costs.
Reported operating income, excluding Venezuela, increased $13.0 \%$ to Ps. 9,902 million with a margin expansion of 110 basis points to reach $14.3 \%$ in the first six months of 2015 . Comparable operating income grew $15.0 \%$.

On a reported basis and excluding Venezuela, during the first six months of 2015 the other operative expenses net line recorded an expense of Ps. 376 million, mainly due to certain restructuring charges and negative operating currency fluctuation effects across our territories.

The reported share of the profits of associates and joint ventures line, excluding Venezuela, recorded a gain of Ps. 190 million in the first six months of 2015, mainly due to equity method gains from our stake in Coca-Cola FEMSA Philippines, Inc. and our participation in Mexico's and Brazil's non-carbonated beverage joint-ventures.
Our reported comprehensive financing result, excluding Venezuela, in the first six months of 2015 recorded an expense of Ps. 2,931 million, as compared to an expense of Ps. 2,275 million in the same period of 2014 . During the quarter we registered a foreign exchange loss as a result of the quarterly depreciation of the Mexican peso ${ }^{(1)}$ as applied to our US dollar-denominated net debt position.
During the first six months of 2015, reported income tax as a percentage of income before taxes, excluding Venezuela, was $30.8 \%$ as compared to $32.6 \%$ in the same period of 2014.

Reported operative cash flow, excluding Venezuela, grew $7.1 \%$ to Ps. 13,331 million with a margin expansion of 60 basis points as compared to the same period of 2014. Comparable operative cash flow grew $9.0 \%$.
Reported consolidated net controlling interest income, excluding Venezuela, grew $9.6 \%$ to Ps. 4,714 million in the first six months of 2015, resulting in earnings per share (EPS) of Ps. 2.27 (Ps. 22.74 per ADS) ${ }^{(2)}$. Comparable consolidated net controlling interest income grew $9.6 \%$.

## As reported figures

Total sales volume decreased $0.5 \%$ to $1,657.4$ million unit cases in the first half of 2015 as compared to the same period in 2014. Total revenues decreased $12.7 \%$ to Ps. 71,044 million in the first six months of 2015 , mainly driven by the negative translation effect resulting from using the SIMADI exchange rate ${ }^{(1)}$ to translate the results of our Venezuelan operation.

Gross profit decreased $12.6 \%$ to Ps. 33,310 million and gross margin reached $46.9 \%$ in the first six months of 2015. Operating income declined $5.2 \%$ to Ps. 10,145 million with an operating margin expansion of 120 basis points. Operative cash flow decreased $9.5 \%$ to Ps. 13,768 million and operating cash flow margin expanded 70 basis points to reach $19.4 \%$. These declines were mainly driven by the previously mentioned negative translation effects.

Consolidated net controlling interest income was Ps. 4,867 million in the first six months of 2015, resulting in reported earnings per share (EPS) of Ps. 2.35 (Ps. 23.48 per ADS) ${ }^{(2)}$.

[^5]
## Philippines Operation

For the second quarter of 2015 , volume rose $2 \%$, transactions grew by $3 \%$ and revenue increased close to $14 \%$, as compared to the same period of 2014. Volume of our core sparkling beverages grew more than $9 \%$ and transactions continued to outperform volume growth supported by the success of our one way PET single serve presentations of 250 milliliters and 300 milliliters for brands Coca-Cola, Sprite and Royal. In addition, during the quarter we launched Timeout, a new 8 ounce returnable glass presentation for brand Coca-Cola, to reinforce our affordable portfolio in the Greater Manila Area. We continue to strengthen our Route-to-Market deployment to ensure excellent commercial execution and set the stage for a more efficient sales and distribution model throughout the country.

## Recent developments

- During May, 2015, Coca-Cola FEMSA Brazil received, from The Coca-Cola Company, the Global Customer \& Commercial Leadership award in the category "Commercial Execution: Immediate Consumption and Cold Drink Equipment" for the "Magic Prices" initiative implemented during 2014.


## Conference call information

Our second quarter 2015 conference call will be held on July 23, 2015, at 11:00 A.M. Eastern Time (10:00 A.M. Mexico City Time). To participate in the conference call, please dial: Domestic U.S.: 888-437-9445 or International: 719-3252464. Participant code: 9319681. We invite investors to listen to the live audiocast of the conference call on the Company's website, www.coca-colafemsa.com. If you are unable to participate live, the conference call audio will be available at www.coca-colafemsa.com.

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All the financial information presented in this report was prepared under International Financial Reporting Standards (IFRS).

For reporting purposes, all corporate expenses, including the equity method recorded from our stake of the results of Coca-Cola FEMSA Philippines, Inc., are included in the results of the Mexico and Central America division. Starting on February 2013, we are incorporating our stake of the results of Coca-Cola FEMSA Philippines, Inc. through the equity method on an estimated basis.

This news release may contain forward-looking statements concerning Coca-Cola FEMSA's future performance, which should be considered as good faith estimates by Coca-Cola FEMSA. These forward-looking statements reflect management's expectations and are based upon currently available data. Actual results are subject to future events and uncertainties, many of which are outside Coca-Cola FEMSA's control, which could materially impact the Company's actual performance. References herein to "US\$" are to United States dollars. This news release contains translations of certain Mexican peso amounts into U.S. dollars for the convenience of the reader. These translations should not be construed as representations that Mexican peso amounts actually represent such U.S. dollar amounts or could be converted into U.S. dollars at the rate indicated.
(9 pages of tables to follow)

## Mexican Stock Exchange Quarterly Filing

Coca-Cola FEMSA encourages the reader to refer to our quarterly filing to the Mexican Stock Exchange (Bolsa Mexicana de Valores or BMV) for more detailed information. This filing contains a detailed cash flow statement and selected notes to the financial statements, including segment information. This filing is available at www.bmv.com.mx in the Información Financiera section for Coca-Cola FEMSA (KOF).
Consolidated Income Statement Expressed in millions of Mexican pesos ${ }^{(1)}$

|  | 2Q 15 | \% Rev | 2Q 14 | \% Rev | Reported $4 \%$ | YTD 15 | \% Rev | YTD 14 | \% Rev | Reported $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Volume (million unit cases) ${ }^{(2)}$ | 846.5 |  | 845.6 |  | 0.1\% | 1,657.4 |  | 1,665.0 |  | -0.5\% |
| Average price per unit case ${ }^{(2)}$ | 41.32 |  | 47.07 |  | -12.2\% | 40.71 |  | 46.85 |  | -13.1\% |
| Net revenues | 36,451 |  | 41,356 |  | -11.9\% | 70,823 |  | 81,273 |  | -12.9\% |
| Other operating revenues | 99 |  | 78 |  | 26.9\% | 221 |  | 139 |  | 59.0\% |
| Total revenues ${ }^{(3)}$ | 36,550 | 100\% | 41,434 | 100\% | -11.8\% | 71,044 | 100\% | 81,412 | 100\% | -12.7\% |
| Cost of goods sold | 19,058 | 52.1\% | 21,886 | 52.8\% | -12.9\% | 37,734 | 53.1\% | 43,320 | 53.2\% | -12.9\% |
| Gross profit | 17,492 | 47.9\% | 19,548 | 47.2\% | -10.5\% | 33,310 | 46.9\% | 38,092 | 46.8\% | -12.6\% |
| Operating expenses | 11,800 | 32.3\% | 13,404 | 32.4\% | -12.0\% | 22,885 | 32.2\% | 26,865 | 33.0\% | -14.8\% |
| Other operative expenses, net | 240 | 0.7\% | 302 | 0.7\% | -20.5\% | 470 | 0.7\% | 360 | 0.4\% | 30.6\% |
| Operative equity method (gain) loss in associates ${ }^{(4)(5)}$ | (178) | -0.5\% | 100 | 0.2\% | NA | (190) | -0.3\% | 166 | 0.2\% | NA |
| Operating income ${ }^{(6)}$ | 5,630 | 15.4\% | 5,742 | 13.9\% | -2.0\% | 10,145 | 14.3\% | 10,701 | 13.1\% | -5.2\% |
| Other non operative expenses, net | 187 | 0.5\% | 75 | 0.2\% | 149.3\% | 97 | 0.1\% | 57 | 0.1\% | 69.9\% |
| Non Operative equity method (gain) loss in associates ${ }^{(7)}$ | (38) | -0.1\% | (63) | -0.2\% | -39.7\% | (73) | -0.1\% | (71) | -0.1\% | 2.8\% |
| Interest expense | 1,442 |  | 1,416 |  | 1.8\% | 2,778 |  | 2,852 |  | -2.6\% |
| Interest income | 95 |  | 82 |  | 15.9\% | 178 |  | 318 |  | -44.0\% |
| Interest expense, net | 1,347 |  | 1,334 |  | 1.0\% | 2,600 |  | 2,534 |  | 2.6\% |
| Foreign exchange loss (gain) | 280 |  | (107) |  | NA | 462 |  | (53) |  | NA |
| Loss (gain) on monetary position in inflationary subsidiries | 13 |  | 404 |  | -96.8\% | 24 |  | 538 |  | -1.0 |
| Market value (gain) loss on ineffective portion of derivative instruments | (72) |  | (22) |  | 227.3\% | (134) |  | (161) |  | -16.8\% |
| Comprehensive financing result | 1,568 |  | 1,609 |  | -2.5\% | 2,952 |  | 2,858 |  | 3.3\% |
| Income before taxes | 3,913 |  | 4,121 |  | -5.0\% | 7,169 |  | 7,857 |  | -8.8\% |
| Income taxes | 1,217 |  | 1,439 |  | -15.4\% | 2,208 |  | 2,696 |  | -18.1\% |
| Consolidated net income | 2,696 |  | 2,682 |  | 0.5\% | 4,961 |  | 5,161 |  | -3.9\% |
| Net income attributable to equity holders of the company | 2,668 | 7.3\% | 2,679 | 6.5\% | -0.4\% | 4,867 | 6.9\% | 5,076 | 6.2\% | -4.1\% |
| Non-controlling interest | 28 |  | 3 |  | 833.3\% | 94 |  | 85 |  | 10.6\% |
| Operating income ${ }^{(6)}$ | 5,630 | 15.4\% | 5,742 | 13.9\% | -2.0\% | 10,145 | 14.3\% | 10,701 | 13.1\% | -5.2\% |
| Depreciation | 1,610 |  | 1,704 |  | -5.5\% | 3,054 |  | 3,318 |  | -8.0\% |
| Amortization and other operative non-cash charges | 146 |  | 796 |  | -81.7\% | 569 |  | 1,191 |  | -52.2\% |
| Operative cash flow ${ }^{(6)(8)}$ | 7,386 | 20.2\% | 8,242 | 19.9\% | -10.4\% | 13,768 | 19.4\% | 15,210 | 18.7\% | -9.5\% |
| CAPEX | 2,230 |  | 2,416 |  |  | 4,240 |  | 4,048 |  |  |

[^6]Consolidated Income Statement excluding Venezuela Expressed in millions of Mexican pesos ${ }^{(1)}$
 ${ }^{(1)}$ Except volume and average price per unit ${ }^{\text {(2) }}$ ) ${ }^{(2)}$ Sales volume and average price per unit case exclude beer results.
${ }^{(3)}$ Includes total revenues of Ps. 17,659 million from our Mexican operatic
${ }^{(4)}$ Includes equity method in Jugos del Valle, Coca-Cola Bottlers Philippines, Inc., Leao Alimentos and Estrella Azul, among others ${ }^{(5)}$ As of February 2013, we are incorporating our stake of the results of Coca-Cola Bottlers Philippines, Inc. through the equity method on an estimated basis in this line ${ }^{(6)}$ The oper at ing income and operative cash flow lines are presented as non-gaap measures for the convenience of the reader.
${ }^{\text {(7) }}$ Includes equity method in PIASA, IEQSA, Bet a San Miguel, IMER and KSP Participacoes.
${ }^{(8)}$ Operative cash flow $=$ operating income + depreciation, amortization \& other operative non-cash charges. and (3) the results of hyperinflationary economies in both periods.

## Consolidated Balance Sheet

Expressed in millions of Mexican pesos.

| Assets |  | Jun-15 |  | Dec-14 |
| :---: | :---: | :---: | :---: | :---: |
| Current Assets |  |  |  |  |
| Cash, cash equivalents and marketable securities | Ps. | 13,529 | Ps. | 12,958 |
| Total accounts receivable |  | 7,637 |  | 10,339 |
| Inventories |  | 7,249 |  | 7,819 |
| Other current assets |  | 6,002 |  | 7,012 |
| Total current assets |  | 34,417 |  | 38,128 |
| Property, plant and equipment |  |  |  |  |
| Property, plant and equipment |  | 78,577 |  | 81,354 |
| Accumulated depreciation |  | $(29,885)$ |  | $(30,827)$ |
| Total property, plant and equipment, net |  | 48,692 |  | 50,527 |
| Investment in shares |  | 17,642 |  | 17,326 |
| Intangibles assets and other assets |  | 93,716 |  | 97,024 |
| Other non-current assets |  | 13,119 |  | 9,361 |
| Total Assets | Ps. | 207,586 | Ps. | 212,366 |
| Liabilities and Equity |  | Jun-15 |  | Dec-14 |
| Current Liabilities |  |  |  |  |
| Short-term bank loans and notes payable | Ps. | 3,575 | Ps. | 1,206 |
| Suppliers |  | 11,536 |  | 14,151 |
| Other current liabilities |  | 13,765 |  | 13,046 |
| Total current liabilities |  | 28,876 |  | 28,403 |
| Long-term bank loans and notes payable |  | 65,928 |  | 64,821 |
| Other long-term liabilities |  | 8,039 |  | 9,024 |
| Total liabilities |  | 102,843 |  | 102,248 |
| Equity |  |  |  |  |
| Non-controlling interest |  | 4,218 |  | 4,401 |
| Total controlling interest |  | 100,525 |  | 105,717 |
| Total equity ${ }^{(1)}$ |  | 104,743 |  | 110,118 |
| Total Liabilities and Equity | Ps. | 207,586 | Ps. | 212,366 |

${ }^{(1)}$ Includes the effect originated by using the state-run SIMADI exchange rate of 197.30 bolivars per U.S. dollar.
Mexico \& Central America Division Expressed in millions of Mexican pesos ${ }^{(1)}$

| YTD 15 | \% Rev | YTD 14 | \% Rev | Reported $\Delta \%$ | Comparable $\Delta \%^{(7)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 944.5 |  | 948.1 |  | -0.4\% | -0.4\% |
| 39.53 |  | 37.20 |  | 6.3\% | 4.3\% |
| 37,333 |  | 35,266 |  | 5.9\% | 3.9\% |
| 22 |  | 41 |  | -46.3\% | -46.3\% |
| 37,355 | 100.0\% | 35,307 | 100.0\% | 5.8\% | 3.9\% |
| 18,176 | 48.7\% | 17,354 | 49.2\% | 4.7\% | 2.6\% |
| 19,179 | 51.3\% | 17,953 | 50.8\% | 6.8\% | 5.1\% |
| 12,628 | 33.8\% | 12,002 | 34.0\% | 5.2\% | 3.4\% |
| 266 | 0.7\% | 142 | 0.4\% | 87.3\% | 87.3\% |
| (115) | -0.3\% | 229 | 0.6\% | NA | NA |
| 6,400 | 17.1\% | 5,580 | 15.8\% | 14.7\% | 13.1\% |
| 2,195 | 5.9\% | 2,377 | 6.7\% | -7.7\% | -9.0\% |
| 8,595 | 23.0\% | 7,957 | 22.5\% | 8.0\% | 6.5\% |

${ }^{(3)}$ Includes equity method in Jugos del Valle, Coca-Cola Bottlers Philippines, Inc. and Estrella Azul, among others.
${ }^{(4)}$ As of February 2013, we are incorporating our stake of the results of Coca-Cola Bottlers Philippines, Inc. through the equity method on an estimated basis in this line. ${ }^{(5)}$ The operating income and operative cash flow lines are presented as non-gaap measures for the convenience of the reader
${ }^{(6)}$ Operative cash flow = operating income + depreciation, amortization \& other operative non-cash charges.
${ }^{(7)}$ Comparable: with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting fromexchange rate movements
and (3) the results of hyperinflationary economies in both periods.
South America Division excluding Venezuela Expressed in millions of Mexican pesos ${ }^{(1)}$
${ }^{(1)}$ Except volume and average price per unit case figures.
${ }^{(2)}$ Sales volume and average price per unit case exclude beer results.
${ }^{(3)}$ Includes total revenues of Ps. 8,811 milion from our Brazilian operation.
${ }^{(4)}$ Includes equity method in Leao Alimentos, among others.
${ }^{(5)}$ The operating income and operative cash flow lines are pr
${ }^{(5)}$ The operating income and operative cash flow lines are presented as non-gaap measures for the convenience of the reader
${ }^{(6)}$ Operative cash flow = operating income + depreciation, amortization \& other operative non-cash charges.
${ }^{(7)}$ Comparable: with respect to a year over year comparison, the change in a given measure excluding the effe
${ }^{\text {(7) }}$ Comparable: with respect to a year over year comparison, the change in a given measure excluding the effects of (1) mergers, acquisitions and divestitures, (2) translation effects resulting from exchange rate movements and (3) the results of hyper inflationary economies in both periods.
Venezuela Operation
Expressed in milions of Mexican pesos ${ }^{(1)}$
${ }^{11}$ Except volume and average price per unit case figures.
${ }^{(2)}$ Operative cash flow = operating income + depreciation, amortization \& other operative non-cash charges. and (3) the results of hyperinflationary economies in both periods.
South America Division
Expressed in millions of Mexican pesos ${ }^{(1)}$

$\stackrel{\circ}{\circ}$
2) translation effects resulting from exchange rate movement


| 2Q15 | \% Rev | 2Q14 | \% Rev | Reported $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: |
| 341.7 |  | 338.9 |  | 0.9\% |
| 42.94 |  | 61.35 |  | -30.0\% |
| 16,144 |  | 22,343 |  | -27.7\% |
| 85 |  | 43 |  | 97.7\% |
| 16,229 | 100.0\% | 22,386 | 100.0\% | -27.5\% |
| 9,362 | 57.7\% | 12,688 | 56.7\% | -26.2\% |
| 6,867 | 42.3\% | 9,698 | 43.3\% | -29.2\% |
| 5,148 | 31.7\% | 7,171 | 32.0\% | -28.2\% |
| 115 | 0.7\% | 190 | 0.8\% | -39.5\% |
| (16) | -0.1\% | (36) | -0.2\% | -55.6\% |
| 1,620 | 10.0\% | 2,373 | 10.6\% | -31.7\% |
| 746 | 4.6\% | 1,189 | 5.3\% | -37.3\% |
| 2,366 | 14.6\% | 3,562 | 15.9\% | -33.6\% |

(2) Sales volume and average price per unit case exclude beer results.
${ }^{(3)}$ Includes total revenues of PS. 8,811 million from our Brazilian operation
${ }^{\text {(1) }}$ Except volume and average price per unit case figures.
${ }^{(3)}$ Includes total revenues of Ps. 8,811 million from our Brazilian operation.
${ }^{\text {(4) }}$ Includes equity method in Leao Alimentos, among others.
(4) Includes equity method in Leao Alimentos, among others.
(5) The operating income and operative cash flow lines are pr
${ }^{\text {(5) }}$ The operating income and operative cash flow lines are presented as non-gaap measures for the convenience of the reader.
${ }^{(6)}$ Operative cash flow = operating income + depreciation, amortization $\&$ other operative non-cash charges.
(7) $)$ Comparable: with respect to a year over year comparison, the change in a given measure excluding the effect
and (3) the results of hyper inflationary economies in both periods.

| For the three months ended June 30, 2015 and 2014 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| VOLUME |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  | 2Q 15 |  |  |  |  | 2Q 14 |  |  |  |  |
|  | Sparkling | Water ${ }^{(1)}$ | Bulk Water ${ }^{(2)}$ | Still | Total | Sparkling | Water ${ }^{(1)}$ | Bulk Water ${ }^{(2)}$ | Still | Total |
| Mexico | 337.6 | 26.6 | 74.3 | 24.2 | 462.7 | 333.3 | 27.7 | 80.3 | 23.1 | 464.4 |
| Central America | 35.1 | 2.3 | 0.1 | 4.5 | 42.0 | 35.6 | 2.4 | 0.1 | 4.3 | 42.4 |
| Mexico \& Central America | 372.7 | 28.9 | 74.4 | 28.8 | 504.8 | 368.9 | 30.1 | 80.4 | 27.4 | 506.8 |
| Colombia | 54.7 | 6.5 | 6.8 | 8.3 | 76.2 | 53.5 | 5.9 | 6.8 | 7.4 | 73.5 |
| Venezuela | 49.6 | 3.6 | 0.3 | 3.7 | 57.1 | 49.9 | 2.7 | 0.2 | 4.4 | 57.2 |
| Brazil | 137.6 | 8.5 | 1.0 | 8.0 | 155.2 | 143.4 | 7.9 | 1.0 | 8.4 | 160.7 |
| Argentina | 44.8 | 4.8 | 0.4 | 3.2 | 53.3 | 41.7 | 3.5 | 0.1 | 2.1 | 47.4 |
| South America | 286.8 | 23.3 | 8.5 | 23.2 | 341.7 | 288.5 | 19.9 | 8.2 | 22.2 | 338.9 |
| Total | 659.4 | 52.3 | 82.9 | 52.0 | 846.5 | 657.4 | 50.0 | 88.6 | 49.6 | 845.6 |
| ${ }^{(1)}$ Excludes water presentations larger than 5.0 Lt ; includes flavored water <br> ${ }^{(2)}$ Bulk Water $=$ Still bottled water in 5.0, 19.0 and $20.0-$ liter packaging presentations; incl udes flavored water |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| TRANSACTIONS <br> Expressed in million transactions |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  | 2Q 15 |  |  |  |  | 2Q 14 |  |  |  |  |
|  | Sparkling | Water |  | Still | Total | Sparkling | Water |  | Still | Total |
| Mexico | 1,978.3 | 151.2 |  | 232.9 | 2,362.4 | 1,942.0 |  |  | 220.9 | 2,346.1 |
| Central America | 290.0 | 61.2 |  | 14.6 | 365.8 | 290.1 |  |  | 14.0 | 364.4 |
| Mexico \& Central America | 2,268.3 | 212.5 |  | 247.5 | 2,728.3 | 2,232.1 |  |  | 234.9 | 2,710.5 |
| Colombia | 416.0 | $78.2$ |  | 66.8 | 561.0 | 423.2 |  |  | 54.3 | 543.8 |
| Venezuela | 259.6 | $32.2$ |  | 35.2 | 327.0 | 256.8 |  |  | 39.6 | 321.5 |
| Brazil | 876.8 | $73.2$ |  | 94.6 | 1,044.6 | 910.7 |  |  | 102.5 | 1,083.9 |
| Argentina | 204.7 |  |  | 23.9 | 254.8 | 185.4 |  |  | 17.5 | 222.4 |
| South America | 1,757.1 | $209.8$ |  | 220.4 | 2,187.3 | 1,776.2 |  |  | 213.8 | 2,171.6 |
| Total | 4,025.3 | 422.3 |  | 467.9 | 4,915.5 | 4,008.2 |  |  | 448.8 | 4,882.0 |

For the six months ended June 30, 2015 and 2014
VOLUME

|  | YTD 15 |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Sparkling | Water $^{(1)}$ | Bulk Water $^{(2)}$ | Still | Total |
| Mexico | 625.6 | 54.3 | 137.3 | 44.7 | 861.9 |
| Central America | 69.0 | 4.6 | 0.2 | 8.8 | 82.6 |
| Mexico \& Central America | 694.6 | 59.0 | 137.4 | 53.5 | 944.5 |
| Colombia | 107.3 | 12.9 | 13.8 | 16.4 | 150.4 |
| Venezuela | 102.6 | 7.3 | 0.8 | 8.0 | 118.7 |
| Brazil | 290.4 | 21.1 | 2.3 | 16.9 | 330.8 |
| Argentina | 94.8 | 10.5 | 0.9 | 6.6 | 112.9 |
| South America | 595.2 | 51.8 | 17.8 | 48.0 | 712.8 |
| Total | $1,289.8$ | 110.8 | 155.3 | 101.6 | $1,657.4$ |

${ }^{(2)}$ Bulk Water =Still bottled water in 5.0, 19.0 and 20.0 - liter packaging presentations; incl udes flavored water
TRANSACTIONS
Expressed in million transactions

|  | YTD 15 |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Sparkling | Water | Still | Total |
| Mexico | $3,709.6$ | 308.1 | 429.0 | $4,446.7$ |
| Central America | 566.5 | 120.3 | 29.7 | 716.5 |
| Mexico \& Central America | $4,276.1$ | 428.4 | 458.7 | $5,163.2$ |
| Colombia | 822.1 | 159.2 | 135.4 | $1,116.7$ |
| Venezuela | 535.1 | 64.7 | 75.2 | 674.9 |
| Brazil | $1,847.5$ | 179.6 | 198.6 | $2,225.7$ |
| Argentina | 422.2 | 56.8 | 47.8 | 526.8 |
| South America | $3,627.0$ | 460.2 | 456.9 | $4,544.1$ |
| Total | $7,903.1$ | 888.6 | 915.6 | $9,707.4$ |

June 2015
Macroeconomic Information

|  | Inflation ${ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | LTM | 2Q 2015 | YTD |
| Mexico | 2.87\% | -0.59\% | -0.09\% |
| Colombia | 4.42\% | 0.91\% | 3.33\% |
| Venezuela ${ }^{(2)}$ | 78.20\% | 15.35\% | 35.79\% |
| Brazil | 8.89\% | 2.26\% | 6.17\% |
| Argentina | 14.96\% | 3.17\% | 6.70\% |

${ }^{(1)}$ Source: inflation is published by the Central Bank of each country.
${ }^{(2)}$ Inflation based on unofficial publications.

Average Exchange Rates for each Period

|  | Quarterly Exchange Rate (local currency per USD) |  |  | YTD Exchange Rate (local currency per USD) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2015 | 2Q 2014 | $\Delta \%$ | YTD 2015 | YTD 2014 | $\Delta \%$ |
| Mexico | 15.3106 | 13.0030 | 17.7\% | 15.1200 | 13.1193 | 15.3\% |
| Guatemala | 7.6760 | 7.7635 | -1.1\% | 7.6560 | 7.7722 | -1.5\% |
| Nicaragua | 27.0865 | 25.7967 | 5.0\% | 26.9236 | 25.6416 | 5.0\% |
| Costa Rica | 539.5900 | 557.3435 | -3.2\% | 540.7843 | 545.3068 | -0.8\% |
| Panama | 1.0000 | 1.0000 | 0.0\% | 1.0000 | 1.0000 | 0.0\% |
| Colombia | 2,495.3319 | 1,914.3174 | 30.4\% | 2,483.2572 | 1,961.1878 | 26.6\% |
| Venezuela | 197.8630 | 10.0778 | 1863.4\% | 147.2344 | 8.9770 | 1540.1\% |
| Brazil | 3.0722 | 2.2297 | 37.8\% | 2.9678 | 2.2969 | 29.2\% |
| Argentina | 8.9521 | 8.0565 | 11.1\% | 8.8207 | 7.8415 | 12.5\% |

End of Period Exchange Rates

|  | Exchange Rate (local currency per USD) |  |  | Exchange Rate (local currency per USD) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 2015 | Jun 2014 | $\Delta \%$ | Mar 2015 | Mar 2014 | $\Delta \%$ |
| Mexico | 15.5676 | 13.0323 | 19.5\% | 15.1542 | 13.0837 | 15.8\% |
| Guatemala | 7.6245 | 7.7786 | -2.0\% | 7.6449 | 7.7278 | -1.1\% |
| Nicaragua | 27.2497 | 25.9521 | 5.0\% | 26.9203 | 25.6384 | 5.0\% |
| Costa Rica | 540.9700 | 548.6600 | -1.4\% | 539.0800 | 553.6300 | -2.6\% |
| Panama | 1.0000 | 1.0000 | 0.0\% | 1.0000 | 1.0000 | 0.0\% |
| Colombia | 2,585.1100 | 1,881.1900 | 37.4\% | 2,576.0500 | 1,965.3200 | 31.1\% |
| Venezuela ${ }^{(1)}$ | 197.2980 | 10.6000 | 1761.3\% | 192.9537 | 10.7000 | 1703.3\% |
| Brazil | 3.1026 | 2.2025 | 40.9\% | 3.2080 | 2.2630 | 41.8\% |
| Argentina | 9.0880 | 8.1330 | 11.7\% | 8.8220 | 8.0020 | 10.2\% |

${ }^{(1)}$ Venezuela's exchange rate based on SIMADI for 2015 and SICAD for 2014

Stock listing information
Mexican Stock Exchange, Ticker: KOFL | NYSE (ADR), Ticker: KOF \| Ratio of KOF L to KOF = 10:1

Coca-Cola FEMSA, S.A.B. de C.V. produces and distributes Coca-Cola, Fanta, Sprite, Del Valle, and other trademark beverages of The Coca-Cola Company in Mexico (a substantial part of central Mexico, including Mexico City, as well as southeast and northeast Mexico), Guatemala (Guatemala City and surrounding areas), Nicaragua (nationwide), Costa Rica (nationwide), Panama (nationwide), Colombia (most of the country), Venezuela (nationwide), Brazil (greater São Paulo, Campiñas, Santos, the state of Mato Grosso do Sul, the state of Paraná, part of the state of Goias, part of the state of Rio de Janeiro and part of the state of Minas Gerais), Argentina (federal capital of Buenos Aires and surrounding areas) and Philippines (nationwide), along with bottled water, juices, teas, isotonics, beer, and other beverages in some of these territories. The Company has 64 bottling facilities and serves more than 351 million consumers through more of $2,800,000$ retailers with more than 120,000 employees worldwide.

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[^0]:    ${ }^{1}$ Excludes non-comparable results from gasoline operations and acquisitions at FEMSA Comercio in the last twelve months.

[^1]:    ${ }^{1}$ Excludes non-comparable results from gasoline operations and acquisitions at FEMSA Comercio in the last twelve months.
    ${ }^{2}$ FEMSA Units consist of FEMSA BD Units and FEMSA B Units. Each FEMSA BD Unit is comprised of one Series B Share, two Series D-B Shares and two Series DL Shares. Each FEMSA B Unit is comprised of five Series B Shares. The number of FEMSA Units outstanding as of June 30, 2015 was $3,578,226,270$, equivalent to the total number of FEMSA Shares outstanding as of the same date, divided by 5 .

[^2]:    ${ }^{(1)}$ Includes mainly the intangible assets generated by acquisitions.
    ${ }^{(2)}$ Includes the effect of derivative financial instruments on long-term debt.

[^3]:    (1) See page 16 for average and end of period exchange rates for the second quarter of 2015 and the first six months of 2015.
    (2) Computed on the basis $2,072.9$ million shares (each ADS represents 10 local shares)

[^4]:    (1) See page 16 for average and end of period exchange rates for the second quarter and the first six months of 2015.
    (2) For reporting purposes, all corporate expenses, including the equity method recorded from our stake of the results of Coca-Cola FEMSA Philippines, Inc., are included in the results of the Mexico and Central America division.

[^5]:    (1) See page 16 for average and end of period exchange rates for in the second quarter and the first six months of 2015.
    (2) Computed on the basis $2,072.9$ million shares (each ADS represents 10 local shares).

[^6]:    ${ }^{(1)}$ Except volume and average price per unit case figures.
    ${ }^{(2)}$ Sales volume and average price per unit case exclude beer results.
    ${ }^{(3)}$ Includes total revenues of Ps. 17,659 million from our Mexican operation and Ps. 8,811 million from our Brazilian operation.
    ${ }^{(4)}$ Includes equity method in Jugos del Valle, Coca-Cola Bottlers Philippines, Inc., Leao Alimentos and Estrella Azul, among others.
    ${ }^{(5)}$ As of February 2013, we are incorporating our stake of the results of Coca-Cola Bottlers Philippines, Inc. through the equity method on an estimated basis in this line. ${ }^{(6)}$ The operating income and operative cash flow lines are presented as non-gaap measures for the convenience of the reader.
    (7) Includes equity method in PIASA, IEQSA, Beta San Miguel, IMER and KSP Participacoes
    ${ }^{(8)}$ Operative cash flow = operating income + depreciation, amortization \& other operative non-cash charges.

