



CULTIBA^o
2021

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This presentation includes forward-looking statements. All statements other than statements of historical fact included in this presentation, including, without limitation, those regarding our prospective resources, contingent resources, financial position, business strategy, management plans and objectives, future operations and synergies are forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause our actual resources, reserves, results, performance or achievements to be materially different from those expressed or implied by these forward-looking statements. These forward-looking statements are based on numerous assumptions regarding our present and future business operations and strategies and the environment in which we expect to operate in the future. Forward-looking statements speak only as of the date of this presentation and we expressly disclaim any obligation or undertaking to release any update of or revisions to any forward-looking statements in this presentation, any change in our expectations or any change in events, conditions or circumstances on which these forward-looking statements are based.



Our company

Corporate structure

Cultiba is a **holding company** established in 1978; its trajectory has focused on core business sustainability, partnerships and value creation. It is **listed on the Mexican Stock Exchange**, it trades under the symbol CULTIBA.



Beverage business

Cultiba has a 40% interest in **GEPP** —the **exclusive bottler of PepsiCo beverage products** in Mexico.

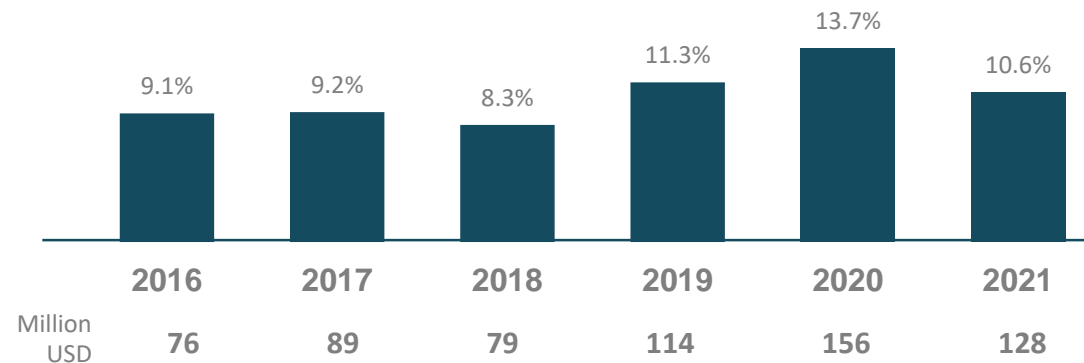


Sugar and energy business

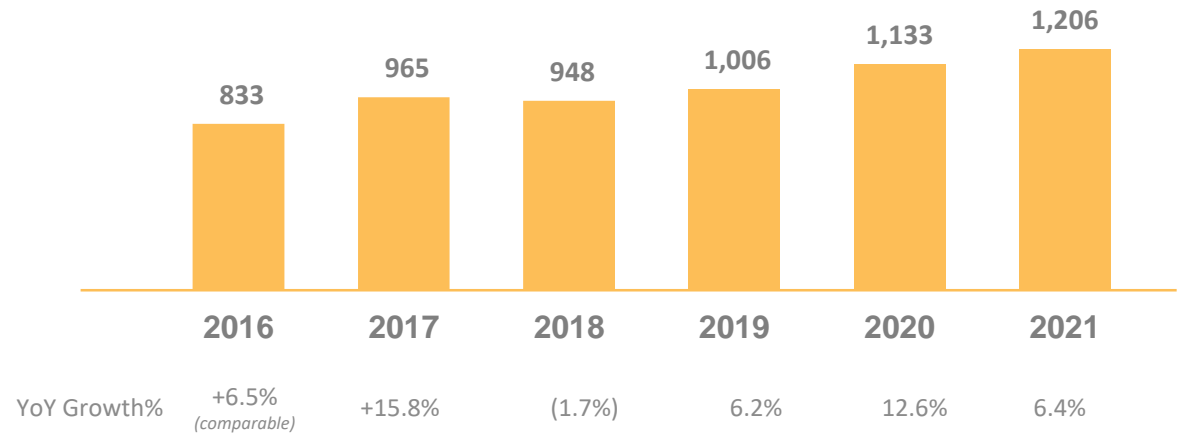
Cultiba also **owns and operates, through GAM, 3 sugar mills** and has a 49% interest in a fourth one.

Sustained EBITDA growth and margin expansion

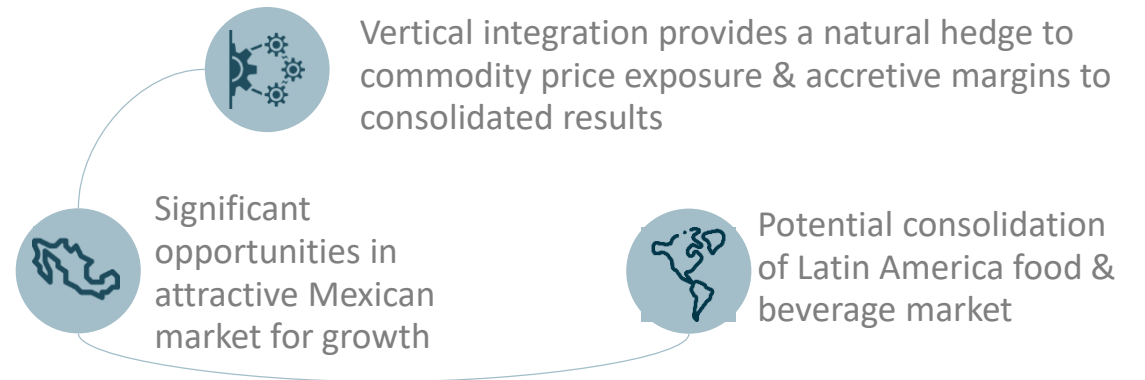
CULTIBA's proforma financials include 40% of GEPP, 49% of IPBJ and 100% of GAM



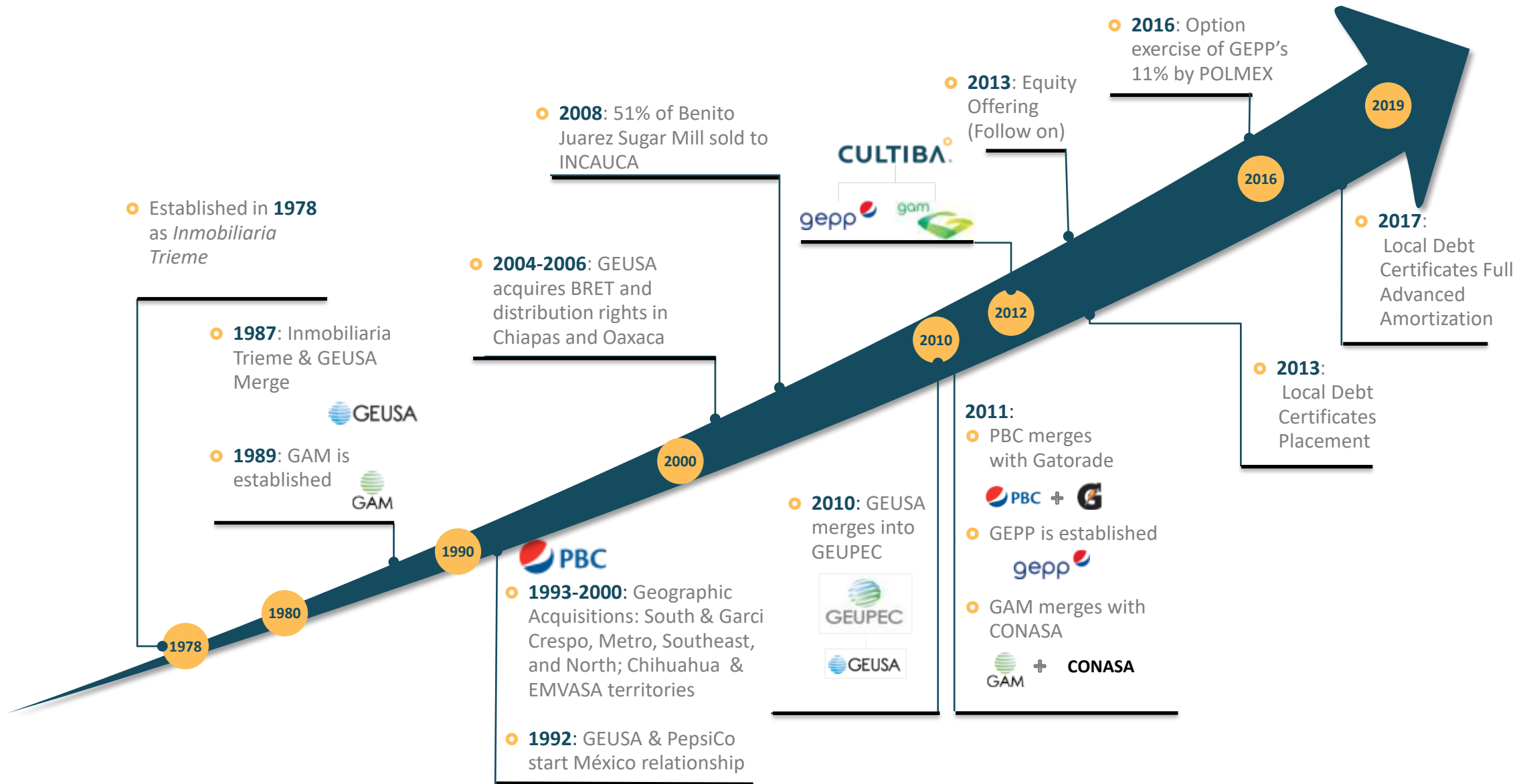
Consolidated revenues reached USD\$1 Bn in 2021



Cultiba can be used as a vehicle to integrate Food & Beverage companies throughout Latin America leveraging distribution assets, know how and access to capital markets...



Cultiba trajectory focused on core businesses, partnerships and value creation



Our culture and corporate values

1

An excellent history of world-class partners with a strong leadership position

2

An institutional, solid and effective corporate governance

3

Purpose-driven company led by a best-in-class management team and workforce

4

Strong balance sheet and projected growth with profitability and with sustainability

5

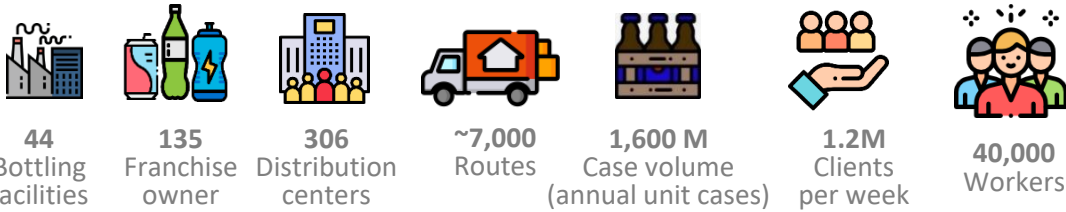
Proven resilience through complex environments



GEPP is the only nationwide beverage multi-channel company distributing Pepsi, third-party and proprietary brands

Overview





GEPP is a **joint venture** with Polmex Holding S.L. (40%) and Pepsico (20%) —three partners with complementary strengths and proven capabilities



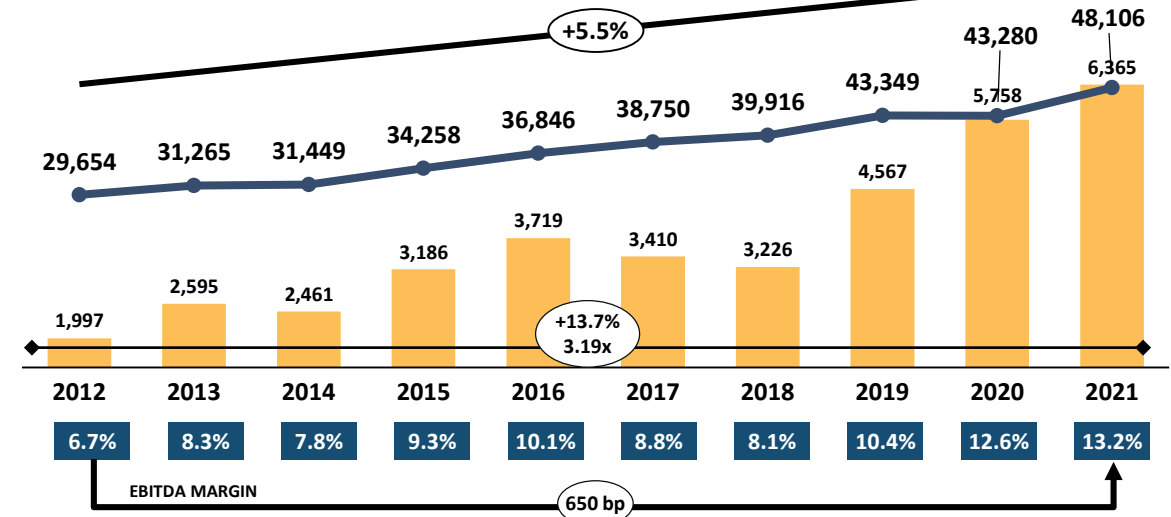
GEPP commercializes carbonated, non-carbonated soft drinks, and jug water under its own brands as well as third party brands.



GEPP has made an effort to launch new products to enrich its portfolio and maintain competitiveness

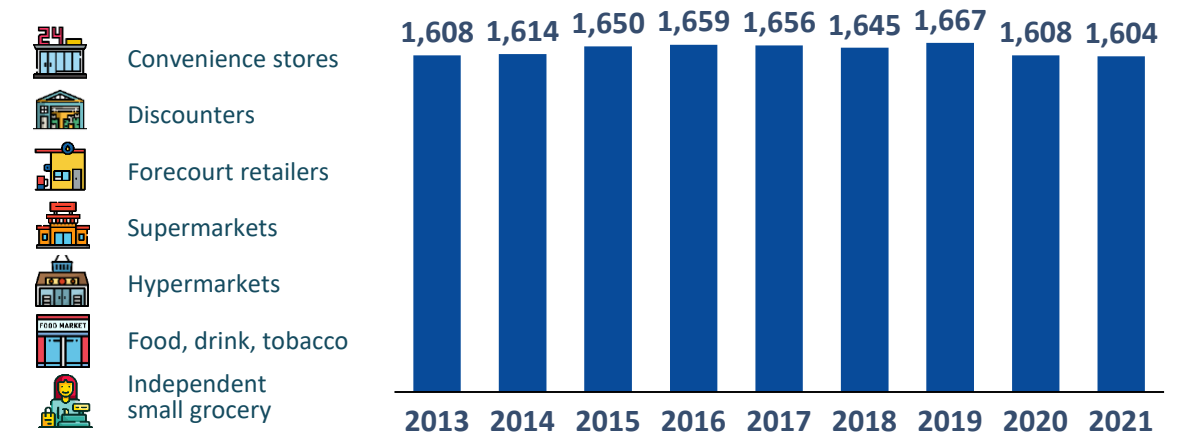
-  Extensive national network: competitive advantage that enables greater market penetration
-  Despite a challenging and highly competitive industry environment, GEPP has sustained its volume growth
-  GEPP's portfolio strategy focused on core brands and categories portfolio strategy incorporates continuous innovation in (1) packaging, (2) line extensions, (3) brand extensions, (4) new launches
-  GEPP's strategic imperative; continuous improvement intends to generate operating leverage through recurring efficiencies

Strong EBITDA growth over last 9 years – MXN million



Beverage Volume (millions of 8oz.cases)

GEPP's multi-channel distribution serves million people



Thank you

www.cultiba.mx