

## “Continued Value Creation Despite Headwinds”

### 4Q21 HIGHLIGHTS

- Sales volume + **17.7%**  
**organic + 6.8%**
- Net sales revenue + **74.8%**  
**organic + 59.7%**
- FX-neutral NSR + **46.6%**
- EBITDA + **75.7%**
- EBITDA margin +**9 bps** to  
**16.3%**
- Net profit of **TL 231 million**

### 2021 HIGHLIGHTS

- Sales volume + **16.2%**
- Net sales revenue + **52.4%**
- FX-neutral NSR + **36.9%**
- EBITDA + **48.8%**
- EBITDA margin -**52 bps** to  
**21.3%**
- EPS growth of **84%** to **TL 8.9**
- Free cash flow of **TL 2.2**  
**billion**

### Burak Basarir, CEO of Coca-Cola Icecek, commented:

We are happy to report strong financial results across all key metrics despite elevated volatility, continued impacts from Covid-19, global supply chain constraints, and rising cost inflation.

Once again, we delivered in line with our quality growth algorithm in the last quarter of the year. The solid growth momentum was broad-based among all our markets.

The first half of 2021 was marked with pandemic-related restrictions. The second half can be described as gradual normalization with the accelerated pace of vaccinations, increased mobility, and partial recovery in tourism.

In Turkey, the recovery at the on-premise channel and the successful execution at the at-home channel contributed to 13% volume growth in FY21. CCI reached the highest ever sales volume in the summer season. Momentum in international operations continued to be strong, with volume growing by 18% yearly on a reported basis. Our Pakistan operation solidified its leadership in the sparkling category as a growth driver. Value generation focus in Pakistan continued in 2021.

Supply-side bottlenecks and inflationary pressures were visible throughout the year and started making a material impact since the 3rd quarter. Nevertheless, in the fourth quarter, we delivered 18% volume, 75% revenue growth, and 9 bps EBITDA margin expansion. This solid 4th quarter enabled us to achieve a robust ending to another successful year. Our full-year volume growth was 16%, and FX neutral revenue growth was 37%, both beating our guidance, while EBITDA margin slightly decreased. Our net income nearly doubled by growing 84% and reaching TL 9 per share. Strong profitability combined with tight balance sheet management led to over TL 2 billion of free cash flow. This performance demonstrates the strength of our diversified geographic and product portfolio, our committed and talented people, effective execution capabilities, supply chain excellence, and agile culture.

2021 has been a good year with new milestones for CCI from a strategic perspective. First, we acquired Coca-Cola Bottlers Uzbekistan's majority stake through privatization and later on the minority stake from The Coca-Cola Company, reaching 100% ownership. We started integration immediately and achieved significant progress to date. We continue to be awed by the opportunity the Uzbek market possesses. We believe this acquisition further strengthened our alignment with The Coca-Cola Company. Going forward, we will continue to rely on the strong system collaboration as a key bottler and partner in the Coke system.

We expect near-term volatility to remain. But we will continue to deliver solid top-line growth in 2022, leveraging on our excellent product portfolio and strong execution capabilities. In an environment where the challenges related to supply-side bottlenecks along with the raw material price increases persist, we keep our cautiously optimistic stance for the new year. As a result of our uncompromised financial discipline through frugal OPEX and prudent CAPEX spending, we forecast a flattish or limited dilution of up to 100 bps on our EBITDA margin and absolute growth in free cash flow generation.

### Follow 22<sup>nd</sup> February live event

4Q21 Results Webcast:

16:30 Istanbul

13:30 London

08:30 New York

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## Key P&L Numbers and Margins

Consolidated (million TL)	4Q21	4Q20	Change %	12M21	12M20	Change %
Volume (million uc)	267	227	17.7%	1,376	1,184	16.2%
Net Sales	5,564	3,184	74.8%	21,930	14,391	52.4%
Net Sales (Organic)	5,087	3,184	59.7%	21,452	14,391	49.1%
Gross Profit	1,933	1,136	70.1%	7,717	5,072	52.1%
EBIT	520	250	108.2%	3,434	2,143	60.2%
<b>EBIT (Exc. other)</b>	<b>587</b>	<b>262</b>	<b>123.8%</b>	<b>3,492</b>	<b>2,196</b>	<b>59.1%</b>
EBITDA	908	517	75.7%	4,666	3,137	48.8%
<b>EBITDA (Exc. other)</b>	<b>923</b>	<b>508</b>	<b>81.9%</b>	<b>4,638</b>	<b>3,149</b>	<b>47.3%</b>
Profit Before Tax	709	(77)	n.m.	3,572	1,766	102.3%
Net Income/(Loss)	231	(84)	375.4%	2,271	1,233	84.3%
Gross Profit Margin	34.7%	35.7%		35.2%	35.2%	
EBIT Margin	9.3%	7.8%		15.7%	14.9%	
EBIT Margin (Exc. other)	10.5%	8.2%		15.9%	15.3%	
EBITDA Margin	16.3%	16.2%		21.3%	21.8%	
EBITDA Margin (Exc. other)	16.6%	15.9%		21.1%	21.9%	
Net Income Margin	4.2%	(2.6%)		10.4%	8.6%	

  

Turkey (million TL)	4Q21	4Q20	Change %	12M21	12M20	Change %
Volume (million uc)	114	106	7.9%	581	512	13.5%
Net Sales	2,062	1,350	52.7%	8,728	6,188	41.0%
Gross Profit	725	494	46.5%	3,172	2,430	30.5%
EBIT	2,166	80	n.m.	4,444	1,413	214.5%
<b>EBIT (Exc. other)</b>	<b>147</b>	<b>(11)</b>	<b>n.m.</b>	<b>989</b>	<b>777</b>	<b>27.4%</b>
EBITDA	2,290	144	n.m.	4,834	1,698	184.7%
<b>EBITDA (Exc. other)</b>	<b>226</b>	<b>62</b>	<b>264.1%</b>	<b>1,305</b>	<b>1,064</b>	<b>22.7%</b>
Net Income/(Loss)	318	14	n.m.	2,113	686	207.8%
Gross Profit Margin	35.1%	36.6%		36.3%	39.3%	
EBIT Margin	105.1%	5.9%		50.9%	22.8%	
EBIT Margin (Exc. other)	7.1%	(0.8%)		11.3%	12.5%	
EBITDA Margin	111.1%	10.7%		55.4%	27.4%	
EBITDA Margin (Exc. other)	11.0%	4.6%		15.0%	17.2%	
Net Income Margin	15.4%	1.0%		24.2%	11.1%	

  

International (million TL)	4Q21	4Q20	Change %	12M21	12M20	Change %
Volume (million uc)	153	121	26.3%	795	672	18.3%
Net Sales	3,532	1,835	92.5%	13,251	8,204	61.5%
Net Sales (Organic)	3,054	1,835	66.4%	12,773	8,204	55.7%
Gross Profit	1,211	642	88.6%	4,547	2,642	72.1%
EBIT	380	240	58.7%	2,360	1,278	84.7%
<b>EBIT (Exc. other)</b>	<b>385</b>	<b>252</b>	<b>52.6%</b>	<b>2,339</b>	<b>1,323</b>	<b>76.7%</b>
EBITDA	645	435	48.3%	3,202	1,988	61.1%
<b>EBITDA (Exc. other)</b>	<b>643</b>	<b>425</b>	<b>51.4%</b>	<b>3,169</b>	<b>1,990</b>	<b>59.2%</b>
Net Income/(Loss)	255	74	245.0%	1,510	746	102.4%
Gross Profit Margin	34.3%	35.0%		34.3%	32.2%	
EBIT Margin	10.8%	13.1%		17.8%	15.6%	
EBIT Margin (Exc. other)	10.9%	13.8%		17.6%	16.1%	
EBITDA Margin	18.3%	23.7%		24.2%	24.2%	
EBITDA Margin (Exc. other)	18.2%	23.2%		23.9%	24.3%	
Net Income Margin	7.2%	4.0%		11.4%	9.1%	

## Operational Overview

CCI acquired 57.118% of Coca-Cola Beverages Uzbekistan ("CCBU") on Sep 29<sup>th</sup> 2021, and the remaining 42.88% on December 27<sup>th</sup> 2021. Accordingly, CCBU's 4Q21 volumes and P&L items were fully consolidated in our 4Q21 consolidated P&L statements, while the consolidated balance sheet includes CCBU figures as of 31.12.2021. Throughout the operational and financial overview, "organic" refers to figures excluding the impact of Uzbekistan in 4Q21 and FY21.

### Sales Volume

#### Consolidated

Despite the challenging operational environment led by the ongoing Covid-19 pandemic, CCI had a successful start to the year fueled by its agile, adaptive business model and diverse brand pack portfolio. Pandemic conditions continued in the first half of 2021 with lockdowns and restricted mobility. However, starting from the second half of the year, our business benefited from the increased mobility at on-premise channels with a higher rate of vaccinations, favorable weather conditions, and partial recovery of the tourism sector. By rapidly adapting to evolving consumer trends, leveraging our diverse brand pack portfolio, and our strong execution capabilities, we registered healthy volume performance across all our operations in FY21.

**4Q21** showed sound volume growth of 17.7% y/y on a consolidated basis. Turkey's sales volume grew by 7.9%, while international operations grew by 26.3% y/y on a reported basis. Excluding the inorganic impact of Uzbekistan, International operations' organic growth was 6.0%, cycling strong 15.8% growth a year ago. Our core sparkling business continued its solid growth performance with 15.7% growth, on the back of double-digit growth performances of Coca-Cola™ and Fanta. Moreover, the stills category delivered 30.2% growth with the support of solid iced tea, energy drinks, sports drinks, and juice performances. The water category registered 23.8% growth maintaining focus on the IC packages. The growth in the water category is supported by the softer base of the last year. The on-premise channel further recovered, and its share in the total increased to 22.9% in 4Q21 from 17.8% a year ago. On-premise channel improvement and the strong demand at the at-home channel carried the share of immediate consumption packs (IC) up to 31.4% from 26.1% in 4Q21.

**In FY21**, sales volume increased by 16.2% to 1,376 million unit cases ("UC"). On an organic basis, growth was 14.2%. This growth was broad-based among all operations without exception. Turkey continued its successful growth momentum despite the pandemic-related restrictions affecting the on-premise channel, especially in the first half of the year. Sales volume grew by 13.5% in Turkey in 2021. International operations also delivered robust results with 18.3% sales volume growth. On an organic basis, year-on-year (y/y) growth was 14.7% in International operations.

The sales volume of brand Coca-Cola™ increased by 17.3% y/y in FY21, while re-launched Coca-Cola Zero Sugar showed a remarkable 26.0% growth. Accordingly, the sparkling category recorded a 15.9% growth in FY21. On the other hand, the stills

category registered a strong recovery in the year and grew by 28.1% y/y, while cycling a 10.8% contraction in the previous year. The water category has also recovered compared to the last year and grew by 11.4% in 2021.

The newest addition to our operations, Uzbekistan, was consolidated in our total figures starting from the 4th quarter contributing 25 million UC volume growth to CCI reported numbers.

#### As Reported:

Volume (mn UC)	2021	2020	2021/2020 Δ	4Q21	4Q20	4Q21/4Q20 Δ
Consolidated	1,376	1,184	16.2%	267	227	17.7%
Turkey	581	512	13.5%	114	106	7.9%
International	795	672	18.3%	153	121	26.3%
<i>Uzbekistan</i>	25	-	-	25	-	-

#### Organic:

Volume (mn UC)	2021	2020	2021/2020 Δ	4Q21	4Q20	4Q21/4Q20 Δ
Consolidated	1,352	1,184	14.2%	242	227	6.8%
Turkey	581	512	13.5%	114	106	7.9%
International	770	672	14.7%	128	121	6.0%

#### Turkey:

Turkey registered 7.9% volume growth in 4Q21 y/y. Continued focus on at-home occasions with segmented and targeted marketing campaigns and the recovery in the on-premise channel helped record successful results.

In FY21, Turkey's total sales volume increased by 13.5% y/y to 581 million UC supported by a partial recovery in the on-premise channel, improved tourism activity, favorable weather conditions during summer months, continued focus on at-home occasions, and higher product availability in the e-commerce channel.

The sparkling category registered a growth of 1.0% in 4Q21, cycling 18.1% growth a year ago. Within the sparkling category, Coca-Cola™ grew by 3.2% in 4Q21, cycling 24.3% growth. On a full-year basis, Coca-Cola™ grew by 15.1%. The re-launch of Coca-Cola Zero Sugar with a new design and revised formulation, together with the excellent growth performance of Sprite, also contributed positively to 11.6% sparkling category growth in 2021. Share of sugar-free <sup>(1)</sup> in sparkling was at 6.1%.

(1) Includes low and no-calorie

The stills category continued its momentum in 4Q21 and delivered 19.2% growth y/y. The main drivers were juice and iced tea with 18.6% and 9.0% growth. The energy drinks also continued its strong performance and doubled its sales volume in 4Q21. The stills category grew by 22.3% y/y in FY21. The water category was up by 32.2%

y/y in 4Q21, bringing the yearly growth to 16.3%. The recovery also assisted the growth in the water category in the on-premise channel.

IC share continued its significant improvement in 4Q21. It reached 32.6%, increasing from 24.0% a year ago, mainly on the back of increased momentum at the on-premise channel and continued demand for multiple IC packs in the at-home channel. The share of the on-premise channel increased to 29.5% from 21.0% a year ago.

### **International:**

International operations delivered 26.3% growth in the last quarter of the year. Consolidation of Uzbekistan in our sales volume started from the 4th quarter, contributing 25 million UC volume to international operations. The organic growth of international operations was 6.0% in Q4 2021.

IC share further recovered in 4Q21 and reached 30.3%, increasing from 28.0% a year ago. The share of the on-premise channel in total increased to 16.8% from 14.8% compared to 4Q20.

In FY21, the consolidated sales volume of international operations grew by 18.3% y/y to 795 million UC, led by a remarkable 18.6% y/y growth of the sparkling category. The organic growth of international operations was 14.7%.

Despite price increases, Pakistan operations continued to deliver successful performance during 4Q21 by leveraging its carbonated soft drinks market leadership. Sales volume was up by 4.0% y/y in 4Q21, cycling 32.1% growth a year ago. In FY21, Pakistan's sales volume growth was 17.2%. This growth was led by the higher outlet penetration, supported by additional cooler placement, higher product availability in the existing outlets, improved route to market capabilities, and better promotion management. In Pakistan, the sparkling category grew by 17.1% y/y, supported by 19.8% y/y growth in Coca-Cola™ in FY21. The stills and water categories grew 59.6% and 17.0% in the same period.

Iraq operations showed a robust 10.8% total sales volume growth in 4Q21, led by Coca-Cola™ with an increase of 16.1% y/y in the same period. In FY21, sales volume in Iraq grew 2.8%.

In Kazakhstan, sales volume grew by 8.3% in 4Q21 compared to the same period of the last year. FY21 sales volume increased by 14.6% y/y on the back of 10.1% sparkling category growth. Sparkling category performance was mainly supported by a 7.1% growth in Coca-Cola™ and a 32.8% in Fanta in FY21. The stills category rebounded with 38.1% growth y/y in FY21, cycling a 7.9% contraction in FY20. The water category partially recovered by growing 13.0% y/y in FY21.

Being the newly added country to our operations, Uzbekistan registered 25 million UC sales volume in 4Q21, and 97% of total sales was sparkling beverages, primarily Coca-Cola™ and Fanta.

On a proforma basis, assuming that Uzbekistan was included in CCI's financials both in 2020 and 2021, the consolidated sales volume growth was 15.3%.

### Financial Overview

- **Net sales revenue ("NSR")** increased by 74.8% in 4Q21. Currency conversion had a positive impact on NSR growth. However, NSR on FX neutral basis has also strongly increased by 46.6%. NSR per unit case grew by 48.5% on a consolidated basis, driven by improving product and channel mix, timely price increases, and other Revenue Growth Management ("RGM") initiatives. In FY21, NSR grew by 52.4% and reached TRY 21,929.5 million.
- On an organic basis, excluding Uzbekistan figures, NSR increased by 59.7% and 49.1% in 4Q21 and FY21, respectively.
- In Turkey, NSR grew by 52.7% in 4Q21, while NSR per unit case was significantly up by 41.6%. Higher IC share, timely price adjustments, growth in the on-premise channel on the back of increased mobility, good weather conditions, and positive momentum in tourism helped to deliver healthy per unit case growth in 2021. Accordingly, NSR grew by 41.0% in FY21 and reached TRY 8,727.6 million with per unit case NSR growth of 24.3%.
- Our international NSR increased by 92.5% in 4Q21, led by 52.4% NSR/UC growth. This significant NSR growth was partially due to currency conversion impact. Excluding the conversion impact, FX neutral international NSR growth was 43.6%. This was mainly supported by strategic RGM initiatives, including price adjustments, tighter discount management, and better channel and IC mix. In FY21, international NSR was up by 61.5%, with 36.5% NSR/UC growth.
- Organic NSR growth in international operations was 66.4% in 4Q21 and 55.7% in FY21.

	Net Sales Revenue (TL m)		NSR per UC (TL)	
	4Q21	YoY Change	4Q21	YoY Change
Turkey	2,062	52.7%	18.0	41.6%
International	3,532	92.5%	23.1	52.4%
International (Organic)	3,054	66.4%	23.8	57.1%
International (FX Neutral) <sup>(1)</sup>	2,635	43.6%	17.3	13.7%
Consolidated	5,564	74.8%	20.9	48.5%
Consolidated (Organic)	5,087	59.7%	21.0	49.5%
Consolidated (FX Neutral) <sup>(1)</sup>	4,668	46.6%	17.5	24.6%

(1) FX-Neutral: Using constant FX rates when converting country P&Ls to TL

- **Gross margin** decreased by 94 bps to 34.7% in 4Q21 from 35.7% a year ago on a consolidated basis. There was a one-off positive impact from the Uzbekistan consolidation as well. Due to the timing of certain expenses, CCBU's 4<sup>th</sup> quarter margins realized higher than average, which positively impacted the consolidated results in this small quarter. On an organic basis, gross margin declined by 237 bps



year on year. This contraction was mainly attributable to the higher cost base of raw materials, especially due to the spike in PET-Resin and sugar prices in Turkey and international markets. In 2021 full-year gross margin was realized at 35.2%. Despite ongoing commodity price pressures, we were able to generate a flattish gross margin thanks to timely price increases, hedges, and improvement in package mix.

- In Turkey, the gross margin decreased by 149 bps to 35.1%, mainly due to the currency depreciation against hard currencies and commodity price pressures in 4Q21. Despite ongoing supply-side bottlenecks and persistent inflationary pressures, contraction in gross profit margin remained limited thanks to sound volume performance and increased unit case sales prices in 4Q21. In FY21 gross profit margin in Turkey was realized at 36.3%.
- In International operations, gross margin decreased by 72 bps to 34.3% in 4Q21. As discussed above, the decline in gross margin on an organic basis was 317 bps, and the contraction was mainly attributable to higher commodity prices, especially packaging materials. In FY21, the gross profit margin of international operations increased by 211 bps to 34.3% (organic increase 152 bps) on the back of strong sales performance with increased vaccination and better channel mix, and efficient discount management.
- **Operating expenses** as a percentage of NSR decreased by 245 bps to 25.4% in 4Q21. International operations had a reclassification of certain depreciation items from COGS to Opex. Therefore, OpEx of international operations was higher year on year. However, there was a significant decrease in OpEx in Turkey due to methodology changes in the accounting of direct marketing expenses. In previous years, direct marketing expenses were accounted for as they occurred; starting in 2021, they are accounted for on a pro-rata basis on sales volume. OpEx continued to be frugal on a like-for-like basis, and we achieved some positive scale in selling and marketing expenses. Consequently, the EBIT margin increased by 150 bps to 9.3% in 4Q21. In FY21, the EBIT margin was 15.7%, with a 77bps improvement.
- **The EBITDA margin** improved by 9 bps to 16.3% in 4Q21, bringing the full-year EBITDA margin to 21.3% (21.2% organically), implying only 52 bps (organic 63 bps) contraction compared to 2020. This is achieved by solid business momentum and smart price/package architecture, despite our region's more challenging than the expected inflationary environment. Turkey operation's EBITDA margin-excluding the impact of other income/expense, increased by 636 bps to 11.0% in 4Q21 mainly on better operational efficiency and, as discussed above, accounting of direct marketing expenses. The EBITDA margin- excluding the effect of other income/(expense) of international operations decreased by 495 bps to 18.2%. The EBITDA margin-excluding the effect of other income/(expense) was realized at 15.0% in Turkey and 23.9% in the international operations in FY21.

- **Net financial income**, including lease payables related to TFRS 16, was TL 243 million in 4Q21 compared to TL (179) million in 4Q20, mainly due to higher net FX gain. Hard currency borrowings were mainly covered under net investment hedge, while cash balances incurred significant FX gain due to almost 50% depreciation of TRY vs. USD in 4Q21. In FY21, the net financial income was TRY 225 million compared to TL (289) million in FY20. The higher net financial income in FY21 was achieved despite higher interest rates on local currency borrowings.

<b>Financial Income / (Expense) (TL million)</b>	<b>4Q21</b>	<b>4Q20</b>	<b>2021</b>	<b>2020</b>
Interest income	51	66	157	149
Interest expense (-)	(160)	(91)	(549)	(371)
Other financial FX gain / (loss)	645	(177)	(1.144)	424
Gain / (loss) on Derivative Transactions	(96)	4	(79)	(26)
Realized FX gain / (loss) – Borrowings	0	0	(56)	(92)
Unrealized FX gain / (loss) – Borrowings	(197)	20	(391)	(373)
<b>Financial Income / (Expense) Net</b>	<b>243</b>	<b>(179)</b>	<b>225</b>	<b>(289)</b>

- **Non-controlling interest (minority interest)** was TL 51 million in 4Q21 compared to TL 4 million in 4Q20.
- **Net profit** was TL 231 million in 4Q21 vs. TL (84) million in 4Q20 on the back of continued business momentum, higher operating profit, and tight financial management. In addition, there was also a non-cash provision for spare parts amortization amounting to TL 54 million (excluding tax effect) in 4Q21. In FY21, CCI registered TL 2,271 million net profit with a growth of 84.3% compared to FY20.
- **Free cash flow** increased by 9.5% and reached TL 2,154 million in 2021 vs. TL 1,967 million in 2020. Besides solid profitability and prudent CapEx management, tight working capital management supported solid free cash flow generation. As a percentage of net sales revenue, net working capital was at 1.7% in FY21.
- **CapEx** was TL 1,306 million in 2021. 32% of the total capital expenditure was related to Turkey operation, while 68% was related to international operations. Capex over sales ratio was 6.0% in 2021 compared to 4.6% a year ago.
- **Consolidated debt** was USD 703 million by the end of 2021, compared to USD 839 million by 2020. Consolidated cash was USD 316 million by the end of 2021 vs. USD 638 million as of year-end 2020. The all-cash acquisition of CCBU for a total of USD 342 million resulted in a decrease in cash balance despite solid free cash flow generation. Our consolidated net debt was USD 387 million with a Net debt to EBITDA ratio of 1.1x.



## Financial Leverage Ratios

2021<sup>(1)</sup>

2020<sup>(1)</sup>

Net Debt / EBITDA <sup>(2)</sup>	1.11	0.47
Debt Ratio (Total Fin. Debt / Total Assets)	29%	32%
Fin. Debt-to-Equity Ratio	63%	71%

(1) Including lease payables related to TFRS 16

(2) Excluding loan debt payables to related parties

- As of December 31, 2021, 79% of our consolidated financial debt was in USD, 8% in EUR, 5% in TL, and the remaining 8% in other currencies.
- The average duration of the consolidated debt portfolio was 2.3 years, and the maturity profile was as follows:

Maturity Date	2022	2023	2024
% of total debt	14	23	63

## CCI 2022 Guidance

CCI closed out a solid 2021, delivering top-line results ahead of our guidance and meeting profitability target. Every country in the CCI portfolio positively contributed to growth in 2021. The underlying fundamentals of our business are strong, and however, short-term headwinds continue to weigh. We remain cautiously optimistic for the year ahead.

New variants of Covid-19 create uncertainties regarding the operating environment, while macro-economic volatility and supply chain challenges pressure margins.

As we strive to create value for our shareholders, we will continue driving growth with excellent execution, effective revenue growth management, a frugal expense mindset, and a tight fiscal policy.

Our Company's expectations for 2022 are as follows **(on a reported basis unless specified otherwise)**:

### **Sales Volume:**

High single-digit to low-teens volume growth; mid-single-digit growth on a proforma basis (100% consolidation of CCBU for FY2021 and FY2022)

- Flattish in Turkey
- High teens growth in the international segment; high single-digit growth on a proforma basis

### **Net Sales Revenue:**

Low to mid 40s percentage FX-neutral NSR growth

### **EBITDA Margin:**

Flat to 100 bps contraction compared to 2021, including Uzbekistan's dilution impact and commodity price pressures

### **Capex/Sales:**

8-10% of consolidated net sales revenue

### **Net Working Capital and Free Cash Flow:**

Low single-digit Net Working Capital/Net Sales Revenues

Absolute growth in Free Cash Flow vs. 2021 despite higher capex spending.

## Accounting Principles

The consolidated financial statements and disclosures have been prepared in accordance with the communiqué numbered II-14,1 "Communiqué on the Principles of Financial Reporting in Capital Markets. In accordance with article 5 of the CMB Accounting Standards, companies should apply Turkish Accounting Standards / Turkish Financial Reporting Standards ("TAS" / "TFRS") and interpretations regarding these standards as adopted by the Public Oversight Accounting and Auditing Standards Authority ("POA").

As of December 31, 2021, the list of CCI's subsidiaries and joint ventures are as follows:

Subsidiaries and Joint Ventures	Country	Consolidation Method
Coca-Cola Satış ve Dağıtım A.Ş.	Turkey	Full Consolidation
JV Coca-Cola Almaty Bottlers LLP	Kazakhstan	Full Consolidation
Azerbaijan Coca-Cola Bottlers LLC	Azerbaijan	Full Consolidation
Coca-Cola Bishkek Bottlers Closed J. S. Co.	Kyrgyzstan	Full Consolidation
CCI International Holland BV.	Holland	Full Consolidation
The Coca-Cola Bottling Company of Jordan Ltd.	Jordan	Full Consolidation
Turkmenistan Coca-Cola Bottlers	Turkmenistan	Full Consolidation
Sardkar for Beverage Industry Ltd	Iraq	Full Consolidation
Waha Beverages BV.	Holland	Full Consolidation
Coca-Cola Beverages Tajikistan LLC	Tajikistan	Full Consolidation
Al Waha LLC	Iraq	Full Consolidation
Coca-Cola Beverages Pakistan Ltd.	Pakistan	Full Consolidation
Coca-Cola Bottlers Uzbekistan Ltd	Uzbekistan	Full Consolidation
Syrian Soft Drink Sales and Distribution LLC	Syria	Equity Method

## EBITDA Reconciliation

The Company's "Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)" definition and calculation is defined as; "Profit/(loss) from operations" plus relevant non-cash expenses including depreciation and amortization, provision for employee benefits like retirement and vacation pay (provision for management bonus not included) and other non-cash expenses like negative goodwill and value increase due to change in scope of consolidation. As of December 31, 2021, and 2020, the reconciliation of EBITDA to profit / (loss) from operations is explained in the following table:

<b>EBITDA (TL million)</b>	<b>4Q21</b>	<b>4Q20</b>	<b>2021</b>	<b>2020</b>
<b>Profit / (loss) from operations</b>	<b>520</b>	<b>250</b>	<b>3,434</b>	<b>2,143</b>
Depreciation and amortization	304	222	1,030	852
Provision for employee benefits	12	5	45	35
Foreign exchange gain / (loss) under other operating income / (expense)	51	22	87	41
Right of use asset amortization	21	18	71	67
<b>EBITDA</b>	<b>908</b>	<b>517</b>	<b>4,666</b>	<b>3,137</b>

Totals may not foot due to rounding differences

## Foreign Currency Translations

Transactions in foreign currencies are translated into the functional currency at the rate prevailing at the dates of the transactions. All transition differences are recorded in the consolidated income statement of the relevant period as foreign currency loss or gain. Foreign currency translation rates announced by the Central Bank of the Republic of Turkey are used by the Group's subsidiaries in Turkey. USD amounts presented in the balance sheet are translated into TL with the official TL exchange rate for purchases of USD on December 31, 2021, USD 1,00 (full) = TL 13,3290 (December 31, 2020; USD 1,00 (full) = TL 7,3405), whereas USD amounts in the liability accounts are translated into TL with the official TL exchange rate of USD selling on December 31, 2021, USD 1,00 (full) = TL 13,3530. Furthermore, USD amounts in the income statement have been translated into TL, at the average TL exchange rate for purchases of USD for the period is USD 1,00 (full) = TL 8,8719 (January 1 - December 31, 2020; USD 1,00 (full) = TL 7,0034).

<b>Exchange Rates</b>	<b>2021</b>	<b>2020</b>
Average USD/TL	8.8719	7.0034
End of Period USD/TL (purchases)	13.3290	7.3405
End of Period USD/TL (sales)	13.3530	7.3537

The assets and liabilities of subsidiaries and joint ventures operating in foreign countries are translated at the rate of exchange ruling at the balance sheet date, and the income statements of foreign subsidiaries and joint ventures are translated at average exchange rates. Differences that occur by the usage of closing and average exchange rates are followed under currency translation differences classified under equity.

## Consolidated Income Statement CCI

Audited

	1 January - 31 December			1 October - 31 December		
(TL million)	2021	2020	Change (%)	2021	2020	Change (%)
<b>Sales Volume (UC millions)</b>	<b>1,376</b>	<b>1,184</b>	<b>16.2%</b>	<b>267</b>	<b>227</b>	<b>17.7%</b>
Revenue	21,930	14,391	52.4%	5,564	3,184	74.8%
Cost of Sales	(14,213)	(9,319)	52.5%	(3,631)	(2,048)	77.3%
<b>Gross Profit from Operations</b>	<b>7,717</b>	<b>5,072</b>	<b>52.1%</b>	<b>1,933</b>	<b>1,136</b>	<b>70.1%</b>
Distribution, Selling and Marketing Expenses	(3,292)	(2,213)	48.7%	(1,001)	(683)	46.5%
General and Administrative Expenses	(933)	(663)	40.6%	(345)	(191)	81.1%
Other Operating Income	522	251	108.0%	342	35	864.9%
Other Operating Expense	(580)	(303)	91.3%	(409)	(48)	754.8%
<b>Profit/(Loss) from Operations</b>	<b>3,434</b>	<b>2,143</b>	<b>60.2%</b>	<b>520</b>	<b>250</b>	<b>108.2%</b>
Gain/(Loss) From Investing Activities	(83)	(85)	(2.0%)	(54)	(148)	(63.4%)
Gain/(Loss) from Associates	(4)	(3)	(9.4%)	(0)	(0)	n.m.
<b>Profit/(Loss) Before Financial Income/(Expense)</b>	<b>3,347</b>	<b>2,055</b>	<b>62.9%</b>	<b>466</b>	<b>102</b>	<b>358.3%</b>
Financial Income	2,118	1,056	100.6%	1,149	223	414.1%
Financial Expenses	(1,893)	(1,345)	40.8%	(906)	(402)	125.3%
<b>Profit/(Loss) Before Tax</b>	<b>3,572</b>	<b>1,766</b>	<b>102.3%</b>	<b>709</b>	<b>(77)</b>	<b>n.m.</b>
Deferred Tax Income/(Expense)	(384)	(50)	672.0%	(421)	20	n.m.
Current Period Tax Expense	(768)	(398)	92.7%	(107)	(32)	239.5%
<b>Net Income/(Loss) Before Minority</b>	<b>2,421</b>	<b>1,318</b>	<b>83.7%</b>	<b>180</b>	<b>(89)</b>	<b>(303.6%)</b>
Minority Interest	(149)	(82)	83.3%	51	4	n.m.
<b>Profit (Loss) from Continuing Operations</b>	<b>2,271</b>	<b>1,237</b>	<b>(83.7%)</b>	<b>231</b>	<b>(84)</b>	<b>373.9%</b>
<b>Profit (Loss) from Discontinued Operations</b>	<b>0</b>	<b>(4)</b>	<b>n.m.</b>	<b>0</b>	<b>0</b>	<b>n.m.</b>
<b>Net Income</b>	<b>2,271</b>	<b>1,233</b>	<b>84.3%</b>	<b>231</b>	<b>(84)</b>	<b>(375.4%)</b>
<b>EBITDA</b>	<b>4,666</b>	<b>3,137</b>	<b>48.8%</b>	<b>908</b>	<b>517</b>	<b>75.7%</b>

Totals may not add up due to rounding differences

## Turkey Income Statement

Audited

	1 January - 31 December			1 October - 31 December		
(TL million)	2021	2020	Change (%)	2021	2020	Change (%)
<b>Sales Volume (UC millions)</b>	<b>581</b>	<b>512</b>	<b>13.5%</b>	<b>114</b>	<b>106</b>	<b>7.9%</b>
Revenue	8,728	6,188	41.0%	2,062	1,350	52.7%
Cost of Sales	(5,556)	(3,759)	47.8%	(1,337)	(855)	56.3%
<b>Gross Profit from Operations</b>	<b>3,172</b>	<b>2,430</b>	<b>30.5%</b>	<b>725</b>	<b>494</b>	<b>46.5%</b>
Distribution, Selling and Marketing Expenses	(1,632)	(1,248)	30.8%	(411)	(393)	4.4%
General and Administrative Expenses	(551)	(405)	36.0%	(167)	(112)	48.8%
Other Operating Income	3,915	749	423.0%	2,373	88	n.m.
Other Operating Expense	(460)	(112)	310.0%	(354)	3	n.m.
<b>Profit/(Loss) from Operations</b>	<b>4,444</b>	<b>1,413</b>	<b>214.5%</b>	<b>2,166</b>	<b>80</b>	<b>n.m.</b>
Gain/(Loss) From Investing Activities	104	(62)	(266.3%)	(14)	(135)	(89.9%)
Gain/(Loss) from Associates	0	0	n.a.	0	0	0.0%
<b>Profit/(Loss) Before Financial Income/(Expense)</b>	<b>4,548</b>	<b>1,351</b>	<b>236.7%</b>	<b>2,152</b>	<b>(55)</b>	<b>n.m.</b>
Financial Income	1,821	827	120.3%	950	111	754.2%
Financial Expenses	(4,157)	(1,385)	200.1%	(2,800)	(47)	n.m.
<b>Profit/(Loss) Before Tax</b>	<b>2,212</b>	<b>792</b>	<b>179.2%</b>	<b>303</b>	<b>10</b>	<b>n.m.</b>
Deferred Tax Income/(Expense)	100	15	559.4%	(13)	(38)	(66.0%)
Current Period Tax Expense	(199)	(116)	71.3%	27	42	(34.2%)
<b>Net Income/(Loss) Before Minority</b>	<b>2,113</b>	<b>691</b>	<b>205.6%</b>	<b>318</b>	<b>14</b>	<b>n.m.</b>
Minority Interest	0	0	n.m.	0	0	n.m.
<b>Profit (Loss) from Continuing Operations</b>	<b>2,113</b>	<b>691</b>	<b>205.6%</b>	<b>318</b>	<b>14</b>	<b>n.m.</b>
<b>Profit (Loss) from Discontinued Operations</b>	<b>0</b>	<b>(5)</b>	<b>n.m.</b>	<b>0</b>	<b>0</b>	<b>n.m.</b>
<b>Net Income</b>	<b>2,113</b>	<b>686</b>	<b>207.8%</b>	<b>318</b>	<b>14</b>	<b>n.m.</b>
<b>EBITDA</b>	<b>4,834</b>	<b>1,698</b>	<b>184.7%</b>	<b>2,290</b>	<b>144</b>	<b>n.m.</b>

Totals may not add up due to rounding differences



## International Income Statement

Audited

	1 January - 31 December			1 October - 31 December		
(TL million)	2021	2020	Change (%)	2021	2020	Change (%)
<b>Sales Volume (UC millions)</b>	<b>795</b>	<b>672</b>	<b>18.3%</b>	<b>153</b>	<b>121</b>	<b>26.3%</b>
Revenue	13,251	8,204	61.5%	3,532	1,835	92.5%
Cost of Sales	(8,703)	(5,562)	56.5%	(2,321)	(1,193)	94.6%
<b>Gross Profit from Operations</b>	<b>4,548</b>	<b>2,642</b>	<b>72.1%</b>	<b>1,211</b>	<b>642</b>	<b>88.6%</b>
Distribution, Selling and Marketing Expenses	(1,661)	(966)	72.0%	(591)	(291)	103.5%
General and Administrative Expenses	(548)	(353)	55.1%	(234)	(99)	136.4%
Other Operating Income	141	146	(3.1%)	50	38	31.5%
Other Operating Expense	(120)	(192)	(37.3%)	(55)	(51)	8.1%
<b>Profit/(Loss) from Operations</b>	<b>2,360</b>	<b>1,278</b>	<b>84.7%</b>	<b>380</b>	<b>240</b>	<b>58.7%</b>
Gain/(Loss) From Investing Activities	(187)	(22)	743.2%	(41)	(14)	199.2%
Gain/(Loss) from Associates	(4)	(3)	(9.4%)	(0)	(0)	(60.5%)
<b>Profit/(Loss) Before Financial Income/(Expense)</b>	<b>2,169</b>	<b>1,252</b>	<b>73.3%</b>	<b>340</b>	<b>226</b>	<b>50.3%</b>
Financial Income	321	252	27.6%	205	118	73.1%
Financial Expenses	(355)	(429)	(17.3%)	(208)	(212)	(2.1%)
<b>Profit/(Loss) Before Tax</b>	<b>2,136</b>	<b>1,074</b>	<b>98.8%</b>	<b>336</b>	<b>132</b>	<b>155.0%</b>
Deferred Tax Income/(Expense)	30	(1)	n.m.	5	2	183.8%
Current Period Tax Expense	(506)	(247)	105.2%	(137)	(64)	114.5%
<b>Net Income/(Loss) Before Minority</b>	<b>1,659</b>	<b>826</b>	<b>100.8%</b>	<b>204</b>	<b>70</b>	<b>192.7%</b>
Minority Interest	(149)	(82)	83.3%	51	4	1121.7%
<b>Profit (Loss) from Continuing Operations</b>	<b>1,510</b>	<b>745</b>	<b>102.4%</b>	<b>255</b>	<b>74</b>	<b>245.2%</b>
<b>Profit (Loss) from Discontinued Operations</b>	<b>0</b>	<b>1</b>	<b>n.m.</b>	<b>0</b>	<b>0</b>	<b>n.m.</b>
<b>Net Income</b>	<b>1,510</b>	<b>746</b>	<b>102.4%</b>	<b>255</b>	<b>74</b>	<b>245.0%</b>
<b>EBITDA</b>	<b>3,202</b>	<b>1,988</b>	<b>61.1%</b>	<b>645</b>	<b>435</b>	<b>48.3%</b>

Totals may not add up due to rounding differences

## CCI Consolidated Balance Sheet

(TRY million)	Audited December 31 2021	Audited December 31 2020
<b>Current Assets</b>	<b>10,713</b>	<b>7,717</b>
Cash and Cash Equivalents	4,142	4,661
Investments in Securities	74	23
Trade Receivables	1,870	1,092
Other Receivables	23	34
Derivative Financial Instruments	41	36
Inventories	2,501	1,041
Prepaid Expenses	1,221	299
Tax Related Current Assets	337	249
Other Current Assets	506	282
<b>Non-Current Assets</b>	<b>22,073</b>	<b>11,430</b>
Other Receivables	94	47
Property, Plant and Equipment	12,003	7,344
Goodwill	5,073	983
Intangible Assets	4,256	2,464
Right of Use Asset	253	194
Prepaid Expenses	69	208
Deferred Tax Asset	326	183
Derivative Financial Instruments	0	7
<b>Total Assets</b>	<b>32,786</b>	<b>19,147</b>
<b>Current Liabilities</b>	<b>7,483</b>	<b>4,323</b>
Short-term Borrowings	830	985
Current Portion of Long-term Borrowings	538	315
Bank borrowings	481	259
Finance lease payables	56	56
Trade Payables	3,957	1,837
Due to related parties	936	480
Other trade payables to third parties	3,021	1,358
Payables Related to Employee Benefits	77	50
Other Payables	1,333	518
Other payables to third parties	928	518
Due to related parties	405	-
Derivative Financial Instruments	152	58
Provision for Corporate Tax	116	62
Provision for Employee Benefits	172	79
Other Current Liabilities	308	418
<b>Non-Current Liabilities</b>	<b>10,334</b>	<b>6,088</b>
Long-term Borrowings	7,760	4,682
Financial lease payables	263	179
Trade Payables	2	3
Other Payables Due to Related Parties	0	47
Provision for Employee Benefits	236	147
Deferred Tax Liability	1,364	814
Other Non-Current Liabilities	0	4
Derivative Financial Instruments	708	213
<b>Equity of the Parent</b>	<b>13,055</b>	<b>7,662</b>
Minority Interest	1,915	1,074
<b>Total Liabilities</b>	<b>32,786</b>	<b>19,147</b>

Totals may not foot due to rounding differences

## CCI Consolidated Cash Flow

(TL million)	Audited	
	Period End	
	31 December 2021	31 December 2020
<b>Cash Flow from Operating Activities</b>		
IBT Adjusted for Non-cash items	4,572	3,244
Change in Tax Assets and Liabilities	(760)	(338)
Employee Term. Benefits, Vacation Pay, Management Bonus Payment	(130)	(112)
<b>Operating Cash Flow</b>	<b>3,683</b>	<b>2,794</b>
Change in Operating Assets & Liabilities	274	112
<b>Net Cash Provided by Operating Activities</b>	<b>3,957</b>	<b>2,906</b>
Purchase of Property, Plant & Equipment	(1,306)	(666)
Other Net Cash Provided by/(Used in) Investing Activities	225	23
Cash Paid for Subsidiary acquired	(2,796)	-
Other	(50)	87
<b>Net Cash Used in Investing Activities</b>	<b>(3,927)</b>	<b>(556)</b>
Interest Paid	(524)	(343)
Interest Received	157	149
Change in ST & LT Loans	(572)	(398)
Dividends paid (including non-controlling interest)	(795)	(272)
Cash flow hedge reserve	5	21
Change in finance lease payables	(130)	(79)
Cash outflows from changes in ownership interests in subsidiaries that do not result in loss of control	(394)	-
<b>Net Cash Provided by / (Used in) Financing Activities</b>	<b>(2,253)</b>	<b>(922)</b>
Currency Translation Differences	1,704	410
<b>Net Change in Cash &amp; Cash Equivalents</b>	<b>(519)</b>	<b>1,838</b>
Cash & Cash Equivalents at the beginning of the period	4,661	2,823
<b>Cash &amp; Cash Equivalents at the end of the period</b>	<b>4,142</b>	<b>4,661</b>
<b>Free Cash Flow</b>	<b>2,154</b>	<b>1,967</b>

Totals may not foot due to rounding differences

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## Company Profile

CCI is a multinational beverage company which operates in Turkey, Pakistan, Kazakhstan, Iraq, Uzbekistan, Azerbaijan, Kyrgyzstan, Jordan, Tajikistan, Turkmenistan, and Syria. As one of the key bottlers of the Coca-Cola system, CCI produces, distributes and sells sparkling and still beverages of The Coca-Cola Company.

CCI employs close to 10,000 people and has a total of 29 plants in 11 countries, offering a wide range of beverages to a consumer base of 430 million people. In addition to sparkling beverages, the product portfolio includes juices, waters, sports and energy drinks and iced teas.

CCI's shares are traded on the Istanbul Stock Exchange (BIST) under the symbol "CCOLA.IS":

Reuters: CCOLA.IS

Bloomberg: CCOLA.TI

## Special Note Regarding Forward-Looking Statements

This document contains 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 and currencies in CCI's other markets; the level of inflation in Turkey and CCI's other markets; other changes in the political or economic environment in Turkey or CCI's other markets; adverse weather conditions during the summer months; changes in the level of tourism in Turkey; 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 the date of this press release and CCI has no obligation to update those statements to reflect changes that may occur after that date.