



November 8, 2021

To: Authorized Coca-Cola Postmix Distributors & Bottlers
Subject: 2022 Postmix Pricing Information

Effective January 1, 2022, Coca-Cola North America (CCNA) will be updating the list price of its postmix syrups as outlined below.

- Coca-Cola post-mix syrups will increase by +6.75%.
 - We will then apply a 2% reduction to the 2022 list price to offset the elimination of the 2% early payment discount, as previously communicated. All published pricing reflects the 2% reduction.
- Coca-Cola Freestyle® specific pricing elements will be adjusted as follows:
 - Cartridges and Non-Nutritive Sweetener will increase by +4.08%
 - HFCS will decrease by -1.86%
 - We will then apply a 2% reduction to the 2022 list price to offset the elimination of the 2% early payment discount, as previously communicated. All published pricing reflects the 2% reduction.
- No Change Gold Peak Brewed Tea, Honest Brewed Tea, Costa Brewed Coffee, or Barista Bros Brewed Coffee

Following are key elements of our pricing structure that will remain in place effective January 1, 2022:

- All Frozen Carbonated Beverage (FCB) and Frozen Uncarbonated Beverage (FUB) syrups will continue to be priced in a separate category from fountain syrups.
- For both fountain and FCB syrups, pricing will continue to vary by package type.

Please reference the attached price spreadsheet for details of our 2022 pricing structure by brand, syrup form and package.

The new prices are effective for all syrup products shipped on or after Saturday, January 1, 2022.

(Note: All syrup plants will be closed on Saturday, January 1st, 2022. Monday, January 3rd will be the first planned shipping day of 2022.)

Agency Bill Chain Customer Pricing and Fee Changes

The following information only applies to those distributors authorized as Agency Bill Distributors for Coca-Cola North America Chain Customers.

- The price change to our chain customers for which you are the authorized Agency Bill Distributor, should not be made until January 1, 2022. Coca-Cola North America will be contacting customers directly to communicate the price changes for 2022. No action with customers is necessary on your part until January 1st.

Distributor Fee Compensation

As a reminder, we made a commitment to provide our annual compensation rates earlier in the year to provide more advanced notification and for your planning purposes. The Distributor Fee Compensation schedule was communicated on September 14, 2021. Please refer to the communication shared on September 14, 2021 for details relating to postmix.

Should you have questions regarding these changes, please contact your Account Manager, Distributor National Sales Executive or our National Distribution office at NFD@coca-cola.com. We appreciate your business and look forward to continued growth with you in 2022.

Sincerely,

A handwritten signature in black ink that reads "S Gokhale". The signature is written in a cursive style with a horizontal line underneath the name.

Sanjeev Gokhale
VP National Foodservice Distribution
Coca-Cola North America

Attachment