

2010 AGM – Chairman's Address

David Gonski Chairman

14 May 2010

Ladies and gentlemen....

It is a great pleasure to be able to report to our shareholders that for 2009, Coca-Cola Amatil has again delivered a record result. I believe that to have achieved 10.2% earnings per share growth against the backdrop of the global financial crisis, and the difficult trading conditions that CCA faced throughout 2009, was a significant achievement.

For those of you who have been long term shareholders, you would know that the Company has been delivering strong returns for its shareholders over many years, with double digit earnings per share growth in eight of the past nine years, making CCA one of the best-performing companies in the S&P/ASX 100 index.

Since 2001, CCA has delivered average growth in earnings per share of 11.5% per annum before significant items and the average growth in dividends over this period has been over 15% per annum.

The Company is certainly benefitting from the strategic decision made in 2005 to focus on organic growth opportunities. CCA has spent the past five years investing significant amounts of capital in new product development, technology systems and infrastructure to bolster its competitive position in the market place.

The result, I believe, has been to build an excellent and balanced business. CCA today has a strong core Australian and New Zealand business but we also have some high growth opportunities, with our rapidly growing Indonesian business as well as an emerging alcoholic beverage business.

Importantly, we have been able to create these opportunities without needing to make significant acquisitions, while at the same time generating strong returns on the capital we have invested.

The Company has started the 2010 year in great financial shape. Our balance sheet is strong and this gives us the confidence to continue to reinvest in our business over the next few years so that we may further build upon the position we have established across each of our markets.

I am also pleased to report that CCA's share price performance was again strong in 2009.



Between 2001 and 2009 CCA's total shareholder return, which includes the dividends paid to shareholders, was over 250% while the total shareholder return from an investment in the S&P/ASX 100 was less than half of this return.

To put this in dollar terms – if you invested \$1,000 on the ASX at the beginning of 2001 you would have \$2,230 – if you invested in CCA shares, you would now have over \$3500.

This highlights the ability of the Company to consistently grow its activities through the highs and lows of the economic cycle.

I would like to cover a few aspects which might be useful to investors in respect of our Company. Firstly, it is important to speak to you about our ongoing relationship with The Coca-Cola Company.

There are two components to our relationship with The Coca-Cola Company. The first is as a major shareholder – which is reflected in their 30% shareholding in our Company – and the second is through the working relationships with them as a supplier of concentrate and partner in new product development.

In both cases, this relationship is strong and healthy. We feel we have great support from The Coca-Cola Company both through its appointees on our Board – Geoff Kelly and Martin Jensen – and also more generally through their senior management throughout the world.

I would also like to pay respect here to Irial Finan who was a Coca-Cola Company nominee on our Board until recently. The service he provided us was outstanding. We got enormous value both from his insights and experience. We sincerely thank him and wish him well in his future endeavours.

Although Martin Jensen has large shoes to fill, I feel certain from the contribution he has already made that he will be a great addition to our Board.

Overall, our discussions with The Coca-Cola Company are positive and continue to reflect the increased flexibility, dialogue and understanding that have been established between our two companies over the past few years.

The second area I would like to cover is that of corporate social responsibility.....

CCA has always believed that being a good corporate citizen is an essential part of our business and in fact we believe our financial success is due in part to the way in which we've integrated social and environmental considerations into our core business. Sustainability at CCA takes many forms – engaging with our communities, being a generous corporate citizen and making sure we do not deplete the environment of resources we use in making our products – especially water.

When it comes to reputation, we understand that trust in our company is not based solely on our ability to deliver strong financial results. Our stakeholders across the CCA Group include not only our shareholders, customers, consumers, suppliers and our staff, but the entire community. We strive to build trust not only because of our sound financial management and good corporate governance, but



also because we are a company that aims to do the right thing across a broad spectrum of community life.

Throughout the global financial crisis your Board continued to invest not only in the business – but we also continued to invest in major projects that are delivering step-changes in sustainable environmental practices.

These environmental commitments as well as our corporate philanthropic goals and stringent adherence to good governance – have been recognised.

The 2009 East Coles ASX Top 100 survey of fund managers and stockbrokers placed CCA in the Top 10 in Australia for three categories - Best Company Overall; Clarity of Strategy and Green, Social and Corporate Governance.

These days our range of Environmental, Social and Governance commitments are too broad for me to list here in detail. However we've put together this short video to show you just some of the major projects we've undertaken in the past 12 months.

And if you want more information about CCA, please visit our new website. You will be able to access a lot of information about CCA, including our annual reports and the newly released corporate social responsibility report.

Ladies and gentlemen, the Board is very pleased with the operating performance of the Company for 2009 and its operating results so far in 2010.

The strong result, achieved in a tough trading environment, was due to the enormous hard work by each of our 15,000 employees. As a Board and on behalf of you, our shareholders, we wish to publicly acknowledge the work of Terry Davis, his senior team as well as all of our employees. We are very fortunate to have such a dedicated, passionate and committed team of people.

I will now invite Terry Davis to provide more detail on the business priorities for the next few years as well as a trading update for the first half of 2010.