

2011 AGM – Chairman's Address

David Gonski Chairman

4 May 2011

Ladies and gentlemen....

It is a great pleasure to be able to report to our shareholders that for 2010, Coca-Cola Amatil has again delivered a record result. I believe that to have achieved 9.1% earnings per share growth against the backdrop of the difficult trading conditions that CCA faced throughout 2010, 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 nine of the past ten 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 14.8% 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 six 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 good growth opportunities with our Indonesian and our alcoholic beverage businesses.

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 2011 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 2010.



Between 2001 and 2010 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, by contrast, was only 125%.

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.

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.

Once again, we have been recognised for this commitment – CCA has been ranked 2nd in the Wall Street Journal Asia 200 Survey, moving up from 3rd position last year. This award recognises companies which excel in innovation, long-term vision, quality, corporate reputation and financial reputation.

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.



DVD – Environment & Community

I would like to note that during the last few months a number of members of our staff have had to work in and suffer from difficult circumstances both personally and also within their communities. We have been saddened by what many of them have had to endure, but the way they have handled themselves in such adversity has been a source of pride to all of us and we thank and congratulate them. We also send to those of them involved in rebuilding their communities all good wishes for a happier and healthy future.

Ladies and gentlemen, the Board is very pleased with the operating performance of the Company for 2010 and its operating results so far in 2011.

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 2011.