

## FIVE YEAR FINANCIAL SUMMARY

2012 2011 2010 2009 2008

INCOME STATEMENT						
Trading Revenue	\$m	5,097.4	4,801.2	4,490.3	4,436.0	4,091.4
EBIT – Before Significant Items	\$m	895.5	868.9	844.9	787.3	713.8
Net Profit – Before Significant Items	\$m	558.4	532.0	506.6	449.0	404.3
Significant Items (Net of Tax)	\$m	(98.5)	59.8	(9.3)	-	(18.7)
Net Profit	\$m	459.9	591.8	497.3	449.0	385.6
BALANCE SHEET						
Net Debt	\$m	1,632.5	1,742.9	1,689.4	1,648.0	1,939.4
Equity	\$m	2,078.6	2,034.3	1,833.4	1,600.1	1,372.0
Capital Employed	\$m	3,711.1	3,777.2	3,522.8	3,248.1	3,311.4
KEY RATIOS						
Capital Expenditure to Revenue	%	9.1	7.5	8.3	6.9	6.8
Return on Average Invested Capital <sup>1</sup>	%	17.1	17.1	17.8	16.5	16.1
EBIT Interest Cover <sup>1</sup>	times	8.0	6.8	6.3	5.9	4.7
PER SHARE INFORMATION						
Earnings per Share – Before Significant Items	cents	73.4	70.2	67.3	60.5	54.9
Earnings per Share	cents	60.4	78.1	66.0	60.5	52.4
Ordinary Dividends per Share	cents	56.0	52.5	48.5	43.5	39.0
Special Dividend	cents	3.5	-	-	-	-
Total Dividends per Share	cents	59.5	52.5	48.5	43.5	39.0
Level of Franking – Final ordinary dividend	%	75	100	100	100	100
– Interim ordinary dividend	%	100	100	100	100	100
– Final special dividend	%	0	-	-	-	-

<sup>1</sup>Before significant items

## 2012 FULL YEAR FINANCIAL HIGHLIGHTS

EARNINGS BEFORE INTEREST AND TAX <sup>1</sup> (\$M)	
2008	713.8
2009	787.3
2010	844.9
2011	868.9
2012	895.5

3.1%  
INCREASE  
IN EBIT

NET PROFIT <sup>1</sup> (\$M)	
2008	404.3
2009	449.0
2010	506.6
2011	532.0
2012	558.4

5.0%  
INCREASE  
IN NET  
PROFIT

RETURN ON INVESTED CAPITAL <sup>1</sup> (%)	
2008	16.1
2009	16.5
2010	17.8
2011	17.1
2012	17.1

17.1%  
ROIC

TOTAL DIVIDENDS PER SHARE (CENTS)	
2008	39.0
2009	43.5
2010	48.5
2011	52.5
2012	59.5

13.3%  
INCREASE  
IN DPS

<sup>1</sup>Before significant items

## SUSTAINABILITY @ CCA

CCA's sustainability report measures the Company's achievements under four pillars – Environment, Marketplace, Workplace and Community.

CCA strongly supports social and environmental activities through its community and environmental programs. These programs help to sustain business performance by strengthening the communities in which CCA operates, improving business efficiency and developing strong relationships with stakeholders, ultimately leading to increased shareholder returns.



The Sustainability @ CCA report is available on our website, [www.ccamatil.com](http://www.ccamatil.com)

## CONTACT DETAILS

### HOW TO CONTACT US

For enquiries about CCA, contact Investor Relations:

**Coca-Cola Amatil**  
Investor Relations  
40 Mount Street, North Sydney, NSW 2060  
Ph 61 2 9259 6159  
Email [investors@ccamatil.com](mailto:investors@ccamatil.com)

### SHAREHOLDER ENQUIRIES

Investors seeking information about their shareholding, including dividend statements and change of address, should contact CCA's Share Registry. Shareholders should have their Security holder Reference Number (SRN) or Holder Identification Number (HIN) available when contacting the Share Registry.

**Link Market Services Limited**  
Locked Bag A14  
Sydney South, NSW 1235  
Ph 61 2 8280 7121  
Fax 61 2 9287 0303  
Website [www.linkmarketservices.com](http://www.linkmarketservices.com)  
Email [registrars@linkmarketservices.com.au](mailto:registrars@linkmarketservices.com.au)

For more information please visit [www.ccamatil.com](http://www.ccamatil.com)

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# SHAREHOLDER NEWS

APRIL 2013



**CCA**  
COCA-COLA AMATIL

## OVERVIEW

CCA has delivered another excellent result with 5.0% growth in net profit to \$558.4 million (before significant items).

The standout performer was once again Indonesia & PNG with double-digit volume and earnings growth while Australia delivered solid volume and earnings growth and increased market share despite a difficult trading environment. Earnings growth was moderated by disappointing performances from New Zealand and SPC Ardmona.

Material progress has been made in developing the alcoholic beverages platform for growth in anticipation of a re-entry to the Australian beer market in December 2013, and with the multi-year investment in developing the manufacturing and technology platform nearing completion, the business has commenced a major operational efficiency programme to target \$30-40 million of additional annual efficiency gains and cost out initiatives to be delivered progressively over the next three years.

**5.0%**  
INCREASE  
IN NET  
PROFIT<sup>1</sup>

The increase in earnings and strong cash flow generation has once again supported an increase in the dividend ahead of earnings growth. 2012 full year dividends increased by 13.3% and include a special dividend to compensate shareholders for the reduction in franking of the final ordinary dividend to 75%.



Terry Davis  
Group Managing Director

## REVIEW OF OPERATIONS

### AUSTRALIA

Volume and EBIT (earnings before interest and tax) growth of 3.3% was delivered against the backdrop of a weak consumer spending environment and very poor weather in the first quarter. Despite sustained aggressive competitor discounting in the second half, market share increased in sparkling beverages and EBIT margins were maintained above 20%. Coke Zero was the standout performer with volumes growing by 12%. Mount Franklin grew strongly driven by successful promotional programs supporting the McGrath foundation while the launch of the colourful Jennifer Hawkins' "Cozi" range grew lightly sparkling volumes by over 50%.

### NEW ZEALAND & FIJI

The New Zealand business delivered a disappointing result with a decline in volume and earnings. The business experienced a poor start to 2012 as New Zealand recorded one of the coolest and wettest summers on record and the economy and consumer confidence remained very soft throughout the year. The energy category has continued to grow in New Zealand with Mother growing volumes by over 5% driven by the successful "Mother made me do it" campaign.

### INDONESIA & PNG

The volume increase of 10.3% and EBIT growth of 16.8% was driven by increased demand for commercial ready-to-drink beverages, brand and package innovation and the continued strong growth of Minute Maid Pulpy juice and sparkling beverages. In Indonesia, all of the major brands performed well with highlights including the strong growth in trademark Coca-Cola brands (Coke, Sprite and Fanta) and Frestea. There were a number of new product launches including Minute Maid Pulpy Lemon and Burn Energy Drink, as well as new packaging launches in the fast-growing tea and juice categories. In 2012, the business made significant investments in production capacity to support the ongoing growth of the business and in anticipation of a substantial new product and package pipeline for 2013.

**16.8%**  
INCREASE  
IN EBIT  
INDONESIA  
& PNG

### ALCOHOL, FOOD & SERVICES

Alcohol, Food & Services earnings increased by 2.0% due to a solid result from spirits and alcoholic ready-to-drink beverages, partly offset by a decline in SPC Ardmona (SPCA) earnings. Beam earnings were driven by the success of Canadian Club, the introduction of new flavour extensions in the Beam range (Jim Beam Honey, Black Cherry and Devil's Cut) with Beam's value share of the Spirits category increasing by close to one percentage point. The ongoing impact of the high Australian dollar on the competitiveness of the SPCA business, the significant deflation of fresh fruit prices and the growth of imported grocery private label packaged fruit and vegetables has necessitated a significant write-down in SPCA assets and goodwill.

### MATERIAL PROGRESS MADE IN POSITIONING THE ALCOHOLIC BEVERAGES PLATFORM FOR GROWTH

CCA is the leading non-alcoholic beverages and spirits partner for the licensed trade in Australia. In 2012, significant progress was made in strengthening the brand portfolio including an agreement to form a beer manufacturing joint venture with Casella commencing in December 2013 and a long-term exclusive agreement to distribute Rekorderlig cider in Australia from January 2014. Internationally, CCA acquired the Foster's Fiji brewery and distillery, and commenced distribution of premium beer for Grupo Modelo, Carlsberg and Molson Coors in Fiji, Papua New Guinea and the Pacific Islands.

### COMMENCEMENT OF MAJOR OPERATIONAL EFFICIENCY PROGRAMME

As the investment in the technology platform and the self-manufacture of PET bottles nears completion, the next phase of Project Zero initiatives will extend into driving productivity gains across the business. We will seek to fully leverage the functionality of the new manufacturing and technology platforms which have been installed across the business over the past three years. At this stage we are targeting \$30-40 million of annual efficiency gains and cost out initiatives to be delivered progressively over the next three years.

### 13.3% INCREASE IN FULL YEAR DIVIDENDS

Solid earnings growth, strengthening of the balance sheet and strong cash flow generation has supported the 6.7% increase in full year ordinary dividends. In addition, a special unfranked dividend of 3.5 cents per share has been declared, taking full year dividends to shareholders to 59.5 cents per share, an increase of 13.3%.

**13.3%**  
INCREASE  
IN TOTAL  
DIVIDENDS  
PER  
SHARE

## PRIORITIES & OUTLOOK FOR 2013

### TRADING OUTLOOK

The Australian business expects to again deliver revenue and earnings growth in 2013. In addition, we believe productivity and efficiency gains from the Project Zero investment programme will make a good contribution to earnings growth. We do however remain concerned by the generally weak consumer spending environment which has persisted for the last two years.

The strong momentum in Indonesia and PNG is expected to continue. The outlook for growth continues to be positive with revenue expected to exceed \$1 billion for the first time in 2013. The successful completion of a number of large investments in manufacturing and distribution has materially increased our production capacity and will support the ongoing growth of the business and the strong pipeline of new products and packs that will be launched in 2013.

### MEDIUM TERM CAPITAL SPEND TO REDUCE TO \$350-420 MILLION PA

Based on current forecasts, capital expenditure is expected to reduce from the 2012 peak levels to an average of \$350-420 million per annum over the next three years, with 2013 capex expected to be around \$420 million. The delivery of consistently strong results from Indonesia and PNG will drive a shift in the weighting of capex to this region. The up-weighting of our investment in Indonesia and PNG will be a high priority as the growth outlook for both businesses continues to be favourable. For 2013 we expect capital expenditure in this region to increase to around \$200 million, which we expect will deliver a 45% increase in our one-way-pack production capacity in Indonesia and the placement of around 55,000 new cold drink cooler doors, representing a 20% increase in cooler doors in Indonesia by the end of the year.

### DIVIDENDS

Given the continued strength of the balance sheet and financial ratios, we would expect to target the dividend payout ratio to the middle of our 70-80% target payout level for 2013.



<sup>1</sup>Before significant items