



## Morgan Stanley Australia Corporate Day, Hong Kong 14 November 2011

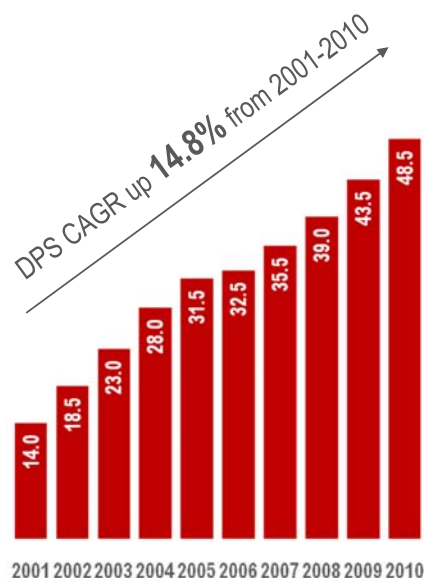
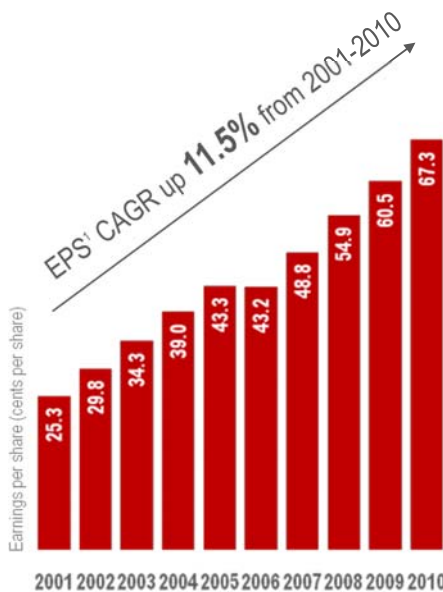
Terry Davis Group Managing Director  
Kristina Devon Head of Investor Relations



### Consistent delivery of EPS and DPS growth

9 out of the last 10 years of double-digit EPS growth

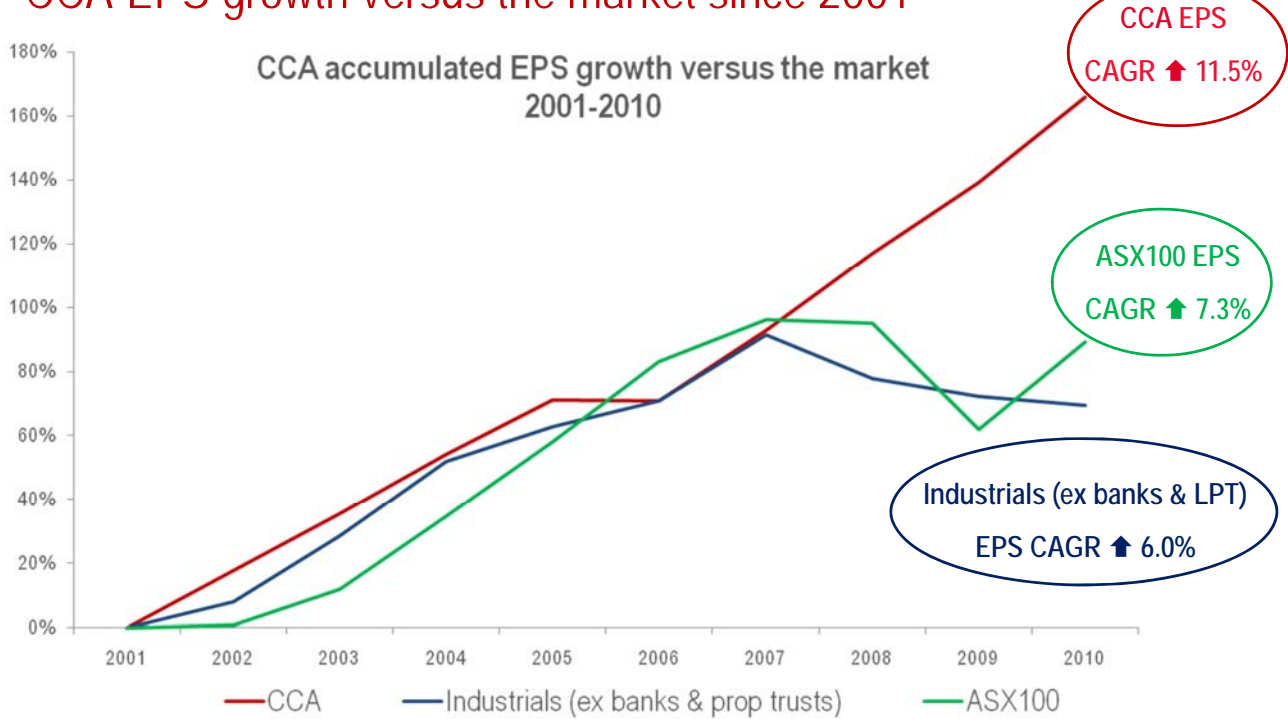
- 2010 EPS up 11.2% to 67.3 cps
- 2010 DPS up 11.5% to 48.5 cps



1. Before significant items



## CCA EPS growth versus the market since 2001



3



## CCA shareholder value creation since 2001



4



## Key Business Drivers

### Continue to grow the core Australasian business

- Further new product and package innovation and mix improvements
- Drive cold drink sales through acceleration of our cooler placement programme to increase share of cold shelf space
- Deliver efficiency targets from Project Zero – PET bottle self-manufacture to deliver material savings over the next 5 years

### Accelerate the growth of our Indonesian business

- Further increase in one-way-pack production capacity and coolers
- Developing lower priced entry packs through returnable-glass-bottles and market segmentation

### Continue to be a leading player in alcoholic beverages in Australia and NZ

- Proven track record in adding significant value to alcoholic beverage brands through PacBev JV with SABM
- Opportunity for CCA to leverage its sales, distribution and logistics infrastructure with international alcohol brands



## Australia - Product & pack innovation underpins strong market share position



Powerade 600ML  
"Silver Charge"



Successful introduction of the Mt Franklin Super Light-weight "eco bottle"



Powerade Fuel+



Glaceau 500mlx9 mixed multipack



Mother fuel cap



GV Milk "Strong Coffee"



Frozen Coke Rotational Flavour Program



## Investment & innovation in cold drink coolers continues to differentiate CCA from its competitors

- CCA's cold drink coolers are increasingly more pervasive, energy efficient and visually prominent
- Innovative technology that can detect technical issues, delivering more equipment up time for customers
- CCA currently rolling out the greenest cooler in the Coke system which uses >50% less energy than the previous standard 2 door cooler, saving customers up to \$500pa on their energy bills



3 Door Coolers



Fountain



Glass Front



Frozen Coke



## PET self-manufacture update

### A further step up in CCA's manufacturing and packaging capability

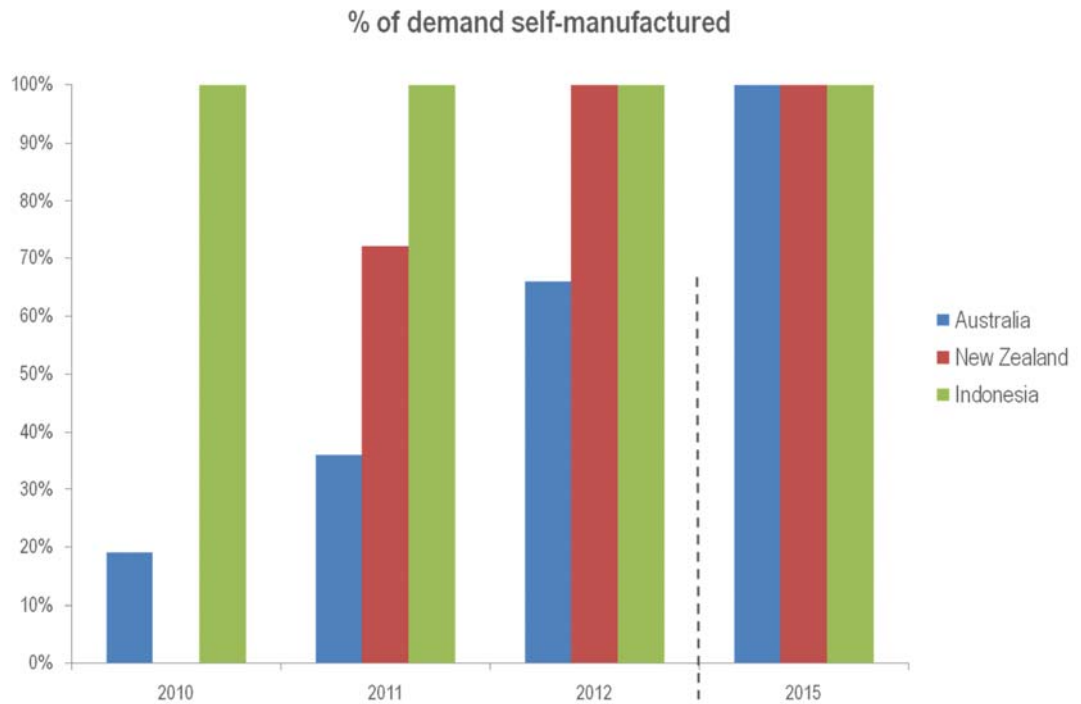
- ~\$450m investment from 2009 to 2015 with returns in excess of WACC
- Improved customer service through increased capacity and more flexible beverage production capacity
- Provides a platform for innovation by bringing the preform and PET bottle design process in-house
- Delivering savings through ~15% reduction in PET resin used to manufacture the bottles, elimination of empty bottle storage, reduced handling and transport costs
- Delivering on CCA's sustainability objective to materially reduce its carbon footprint

### 2011 Program: Investment of \$120m on 7 new blowfill lines and PET bottle preform and closure injection moulding plant

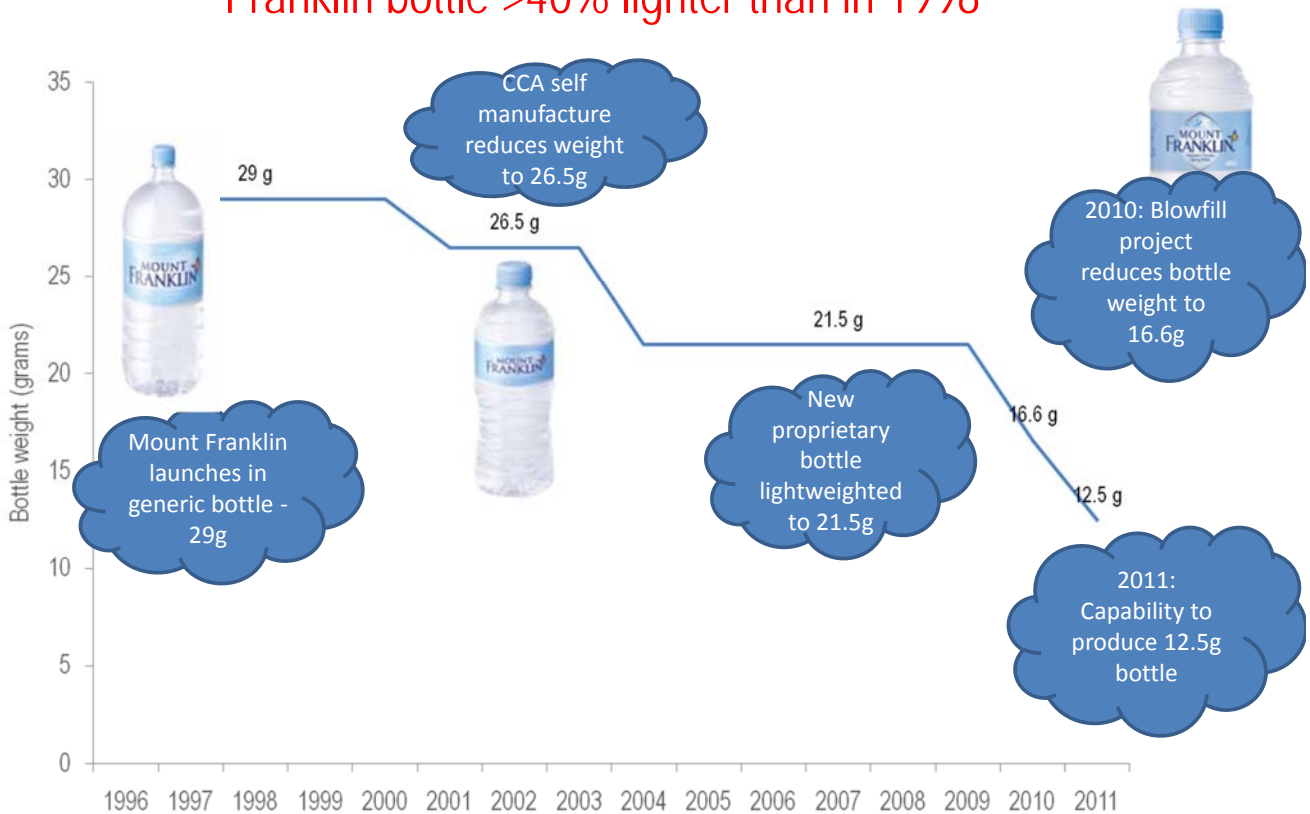
- 3 blowfill lines in Australia will increase self-manufactured PET bottles to ~40%
- 2 blowfill lines in NZ will increase self-manufactured PET bottles to ~60%
- 2 blowfill lines in Indonesia & PNG will increase total PET bottle capacity by >20%
- Eastern Creek preform manufacturing facility to be commissioned in late 2011/early 2012
- Self-manufacture of bottle closures in Australia to begin in early 2012



100% self-sufficiency in PET bottle, closure and preform manufacture by 2015



PET bottle self-manufacture – 600mL Mount Franklin bottle >40% lighter than in 1998





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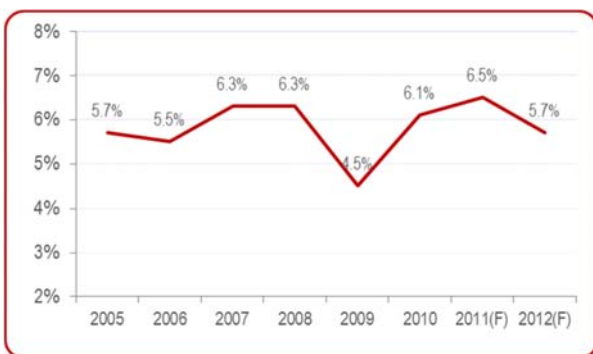
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### Continue to be a leading player in alcoholic beverages in Australia and NZ

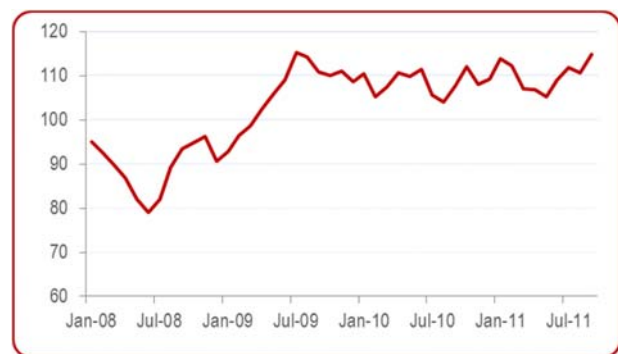
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## Solid economic fundamentals in Indonesia underpinning growth

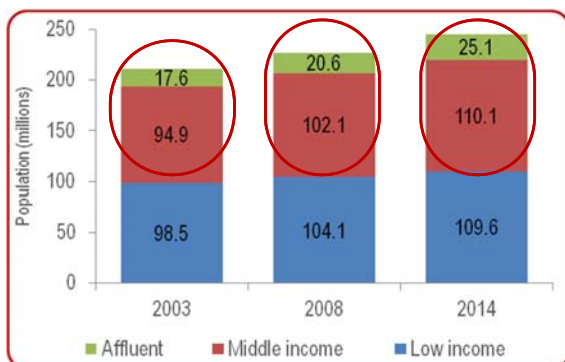
Strong GDP growth



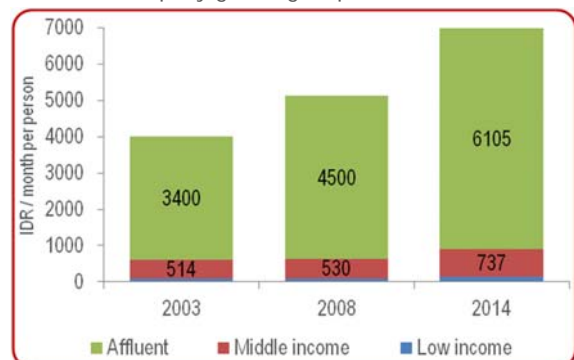
...and rising consumer confidence



Rapidly growing affluent and middle classes



...with rapidly growing disposable incomes



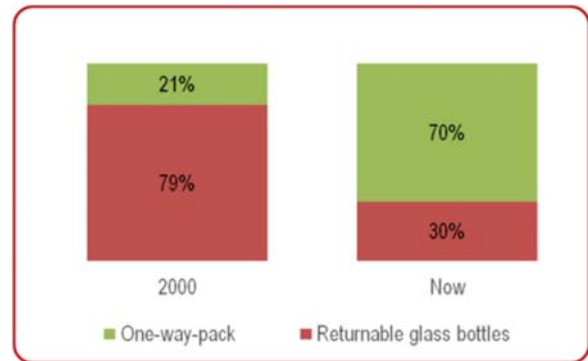
Established manufacturing & distribution footprint

### CCA Key facts - Indonesia

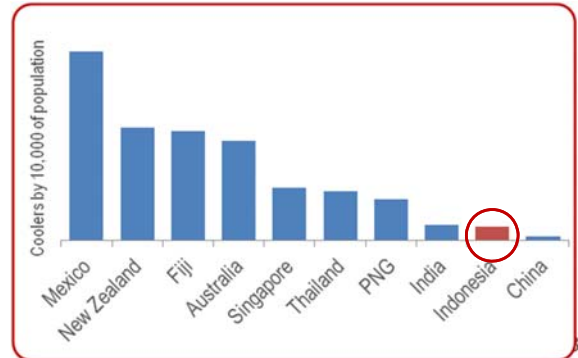
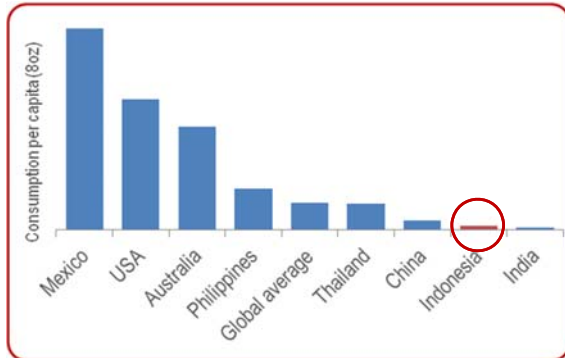
Production facilities	8
Production lines	35
Warehouses	96
Employees	7,609
Coolers	199,000
Customers	485,000

\* As at Dec10

Repositioned package mix to target higher income consumers



Opportunity to benefit from growing per capita consumption through product innovation and increased cooler penetration



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## Alcoholic Beverages



### Beam Spirits

- In Mar11, announced a new 10 year agreement for the manufacture, sales and distribution of the Beam premium spirits portfolio in Australia, Beam Global's second largest market in the world
- Opportunity to accelerate earnings growth under the new agreement



### Premium beer

- Pacific Beverages has continued to grow its market share of the Australian premium packaged beer category and now accounts for over 10% of the category by both volume and value
- Very strong growth in draught beer in 2011
- 5 beers now in the Top 15 premium brands – Peroni Nastro Azzurro, Bluetongue Premium Lager, Grolsch, Miller Genuine Draft and Miller Chill



## Alcoholic Beverages



### SABMiller bid for Fosters Group Limited

- Agreement reached in Jun11 to sell CCA's share of PacBev to SABM for \$300-380m if they successfully acquire FGL, realising over \$200m in gross profit and approx \$300m in cash for CCA
- If SABM are successful, CCA will have the opportunity to acquire all of the Fosters spirits, ARTD and non-alcoholic brands as well as the Fiji brewery and distillery at prices that deliver immediate EPS accretion to CCA







## Disclaimer

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Actual future events may vary from these forecasts and you are cautioned not to place undue reliance on any forward looking statement.

