

2008

Fact Book



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Welcome to the 2008 CCA Fact Book

CCA is one of the largest bottlers of non-alcoholic ready-to-drink beverages in the Asia-Pacific region and one of the six major Coca-Cola bottlers in the world.

CCA's diversified product portfolio includes carbonated soft drinks, water, sports and energy drinks, fruit juice, coffee and packaged ready-to-eat fruit and vegetable products.

Pacific Beverages, CCA's 50/50 joint venture with SABMiller, manufactures and markets a range of premium beers in Australia and New Zealand, and sells and distributes the premium spirits portfolio of Beam Global Wines and Spirits.

CCA employs more than 15,000 people and has access to 265 million consumers through over 700,000 active customers.

265
million
consumers



CCA at a Glance as at 31 December 2008

Australia

2008 Financial summary	A\$m	% of CCA
Trading revenue	2,491.8	61%
EBIT ¹	488.4	68%
Net segment assets ²	1,174.2	34%

CCA Market Share

Carbonated beverages

Key brands:
Coke, Diet Coke,
Coke Zero
Category growth
(3 yrs): 0.3%



Bottled water

Key brands:
Mt Franklin, Pump,
Glacéau
Category growth
(3 yrs): 8.5%



Sports

Key brands:
Powerade
Category growth
(3 yrs): 4.7%



Juice

Key brands:
Goulburn Valley
Category growth
(3 yrs): -3.3%



Energy

Key brands:
Mother
Category growth
(3 yrs): 44.7%



Volume market share data relates to the grocery and convenience channel, non-alcoholic, ready-to-drink.

New Zealand & Fiji

2008 Financial summary	A\$m	% of CCA
Trading revenue	445.6	11%
EBIT ¹	83.4	12%
Net segment assets ²	438.9	13%

CCA Market Share (NZ)

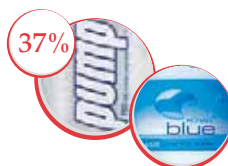
Carbonated beverages

Key brands:
Coke, Sprite, Fanta
Category growth
(3 yrs): 2.5%



Bottled water

Key brands:
Pump, Kiwi Blue
Category growth
(3 yrs): -0.4%



Sports

Key brands:
Powerade, E2
Category growth
(3 yrs): 15.0%



Juice

Key brands:
Keri
Category growth
(3 yrs): 1%



Energy

Key brands:
Lift Plus, Relentless
Category growth
(3 yrs): 5.5%



Volume market share data relates to the grocery and petroleum channels, non-alcoholic, ready-to-drink.

Indonesia & PNG

2008 Financial summary	A\$m	% of CCA
Trading revenue	577.8	14%
EBIT ¹	50.6	7%
Net segment assets ²	326.6	9%

CCA Market Share (Indonesia)

Carbonated beverages

Key brands:
Sprite, Fanta, Coke
Category growth
(3 yrs): 7.0%



Bottled water

Key brands:
AdeS
Category growth
(3 yrs): 10.0%



Sports

Key brands:
Powerade
Category growth
(3 yrs): 13.0%



Juice

Key brands:
Minute Maid
Category growth
(3 yrs): 13.0%



Energy

Key brands:
EXTRAJOSS Strike
Category growth
(3 yrs): 8.0%



RTD Tea

Key brands:
Frestea
Category growth
(3 yrs): 5.0%



Volume market share data relates to all channels.

Food & Services

2008 Financial summary	A\$m	% of CCA
Trading revenue	576.2	14%
EBIT ¹	90.8	13%
Net segment assets ²	1,509.9	44%

CCA Market Share (SPC Ardmona)

Packaged fruit

Key brands:
Goulburn Valley, SPC
Category growth
(3 yrs): 0.4%



Fruit snacks

Key brands:
Goulburn Valley, SPC
Category growth
(3 yrs): 5.9%



Tinned tomatoes

Key brands:
Ardmona, SPC
Category growth
(3 yrs): 6.8%



Baked beans & spaghetti

Key brands:
SPC
Category growth
(3 yrs): 4.8%



Spreads

Key brands:
IXL
Category growth
(3 yrs): 2.0%



Volume market share data relates to the grocery channel.

- CCA Group EBIT of \$713.8 million as at 31 December 2008 is before significant items and includes \$0.6 million of EBIT from the Pacific Beverages JV not included in the above summary.
- CCA Group net segment assets of \$3,485.3 million as at 31 December 2008 includes \$35.7 million representing CCA's investment in the Pacific Beverages JV not included in the above summary.

Australia (as at 31 December 2008)

Key Facts

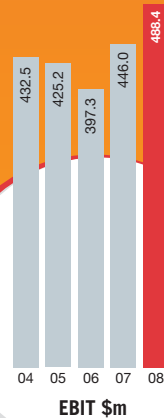
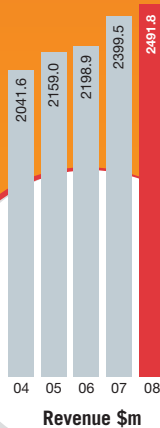
	Australia
Production facilities	9
Production lines	38
Warehouses	20
Employees (FTE)	3,650
Stock keeping units	529
Number of coolers (approx)	111,000
Number of customers (approx)	83,000

Financials

	2004	2005	2006 ²	2007	2008
Revenue (\$ million)	2041.6	2159.0	2198.9	2399.5	2491.8
Volume (million unit cases)	322.9	322.0	310.4	318.6	315.1
Revenue per unit case	\$6.32	\$6.70	\$7.08	\$7.53	\$7.91
EBIT (\$ million) ¹	432.5	425.2	397.3	446.0	488.4
EBIT margin ¹	21.2%	19.7%	18.1%	18.6%	19.6%
Capex to revenue	6.3%	7.9%	2.8%	5.4%	5.1%

1 Pre-significant items

2 Results exclude Neverfail, Quirks and Grinders businesses from 2006 following the formation of Food and Services segment.



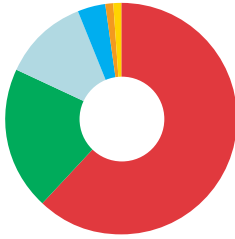
Carbonated
Beverages

Bottled
Water

Sports
Drinks

Category Mix

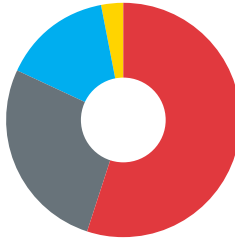
unit cases



- Sugar CSDs (62%)
- Non-sugar CSDs (20%)
- Bottled water (12%)
- Sports (3%)
- Juice (1%)
- Energy (1%)
- Other (1%)

Package Mix

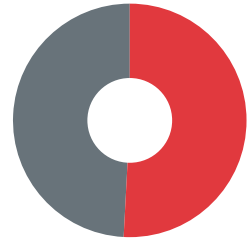
unit cases



- PET (55%)
- Cans (27%)
- Fountain (15%)
- Other (3%)

Channel Mix

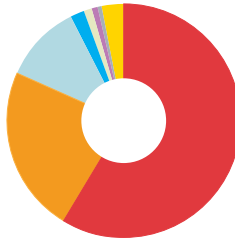
unit cases



- Supermarkets (51%)
- Convenience & Leisure (49%)

Australian Beverage Market*

unit cases



- CSDs (59%)
- Juice (23%)
- Bottled water (11%)
- Sports (2%)
- RTD Tea (1%)
- Energy (1%)
- Flavoured milk (0.4%)
- Other (2.6%)

* Non-alcoholic, ready-to-drink



Juice



Energy
Drinks



Flavoured
Milk

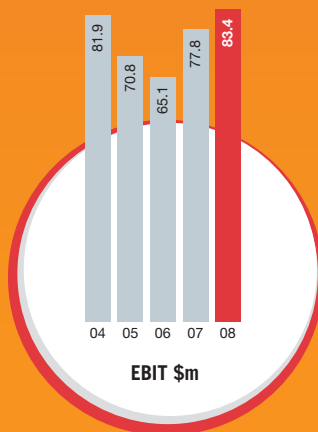
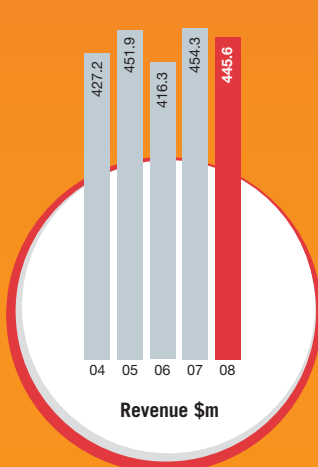
New Zealand & Fiji (as at 31 December 2008)

Key Facts

	NZ	Fiji
Production facilities	5	1
Production lines	13	4
Warehouses	4	3
Employees (FTE)	1,286	255
Stock keeping units	411	133
Number of coolers (approx)	26,000	4,200
Number of customers (approx)	17,000	3,300

Financials

	2004	2005	2006	2007	2008
Revenue (\$ million)	427.2	451.9	416.3	454.3	445.6
Volume (million unit cases)	67.7	67.1	65.7	66.7	67.4
Revenue per unit case	\$6.31	\$6.73	\$6.34	\$6.81	\$6.61
EBIT (\$ million)	81.9	70.8	65.1	77.8	83.4
EBIT margin	19.2%	15.7%	15.6%	17.1%	18.7%
Capex to revenue	5.4%	5.8%	14.0%	10.6%	8.0%



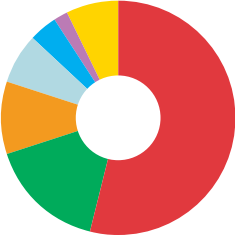
Carbonated Beverages



Juice

Category Mix

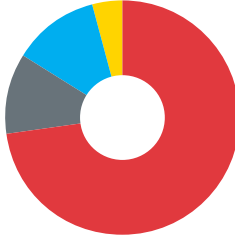
New Zealand
unit cases



- Sugar CSDs (54%)
- Non-sugar CSDs (16%)
- Juice (10%)
- Bottled water (7%)
- Sports (4%)
- Energy (2%)
- Other (7%)

Package Mix

New Zealand
unit cases



- PET (73%)
- Cans (11%)
- Fountain (12%)
- Other (4%)

Channel Mix

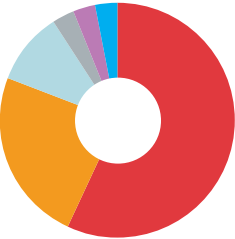
New Zealand
unit cases



- Supermarkets (56%)
- Convenience & Leisure (44%)

New Zealand Beverage Market*

unit cases



- CSDs (57%)
- Juice (24%)
- Bottled water (10%)
- Flavoured milk (3%)
- Energy (3%)
- Sports (3%)

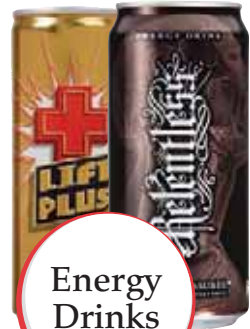
* Non-alcoholic, ready-to-drink



Bottled
Water



Sports
Drinks



Energy
Drinks

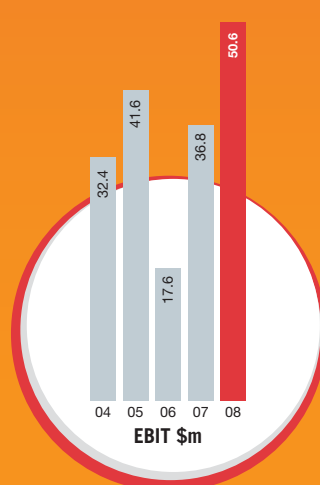
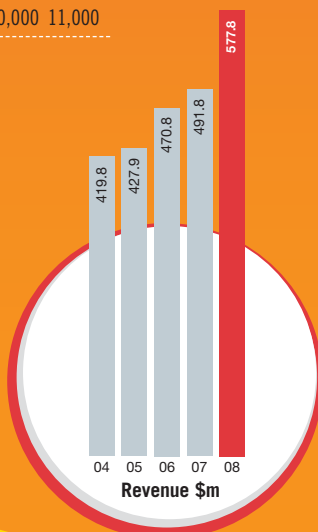
Indonesia & PNG (as at 31 December 2008)

Key Facts

	Indonesia	PNG
Production facilities	10	1
Production lines	33	6
Warehouses	115	8
Employees (FTE)	7,663	568
Stock keeping units	118	92
Number of coolers (approx)	126,000	10,600
Number of customers (approx)	630,000	11,000

Financials

	2004	2005	2006	2007	2008
Revenue (\$ million)	419.8	427.9	470.8	491.8	577.8
Volume (million unit cases)	113.1	124.0	110.7	118.7	128.2
Revenue per unit case	\$3.71	\$3.45	\$4.25	\$4.14	\$4.51
EBIT (\$ million)	32.4	41.6	17.6	36.8	50.6
EBIT margin	7.7%	9.7%	3.7%	7.5%	8.8%
Capex to revenue	6.1%	9.0%	8.2%	7.1%	10.1%



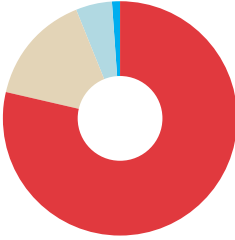
One Way
Packs
(OWP)

Returnable
Glass Bottles
(RGB)

RTD
Tea

Category Mix

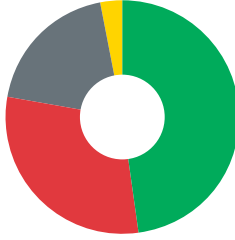
Indonesia
unit cases



- CSDs (78%)
- RTD Tea (16%)
- Bottled water (5%)
- Sports (1%)

Package Mix

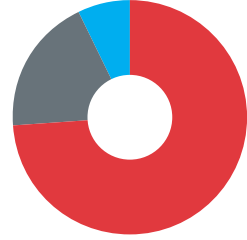
Indonesia
unit cases



- RGB (48%)
- PET (30%)
- Cans (19%)
- Fountain & Other (3%)

Channel Mix

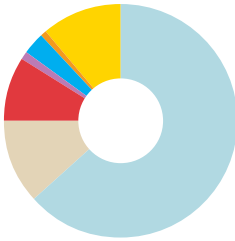
Indonesia
unit cases



- Traditional (74%)
- Modern Foodstores (19%)
- HORECA (7%)

Indonesian Beverage Market*

unit cases



- Bottled water (61%)
- RTD Tea (13%)
- CSDs (9%)
- Energy (2%)
- Sports (4%)
- Juice (4%)
- Other (7%)

* Non-alcoholic, ready-to-drink



Sports
Drinks



Energy
Drinks



Water
& Juice

Food & Services (as at 31 December 2008)

The Food & Services business includes SPC Ardmona, Neverfail, Quirks Refrigeration and Grinders Coffee. SPC Ardmona 2008 sales revenue is approximately 80% of total Food & Services sales revenue.

Key Facts

	SPC Ardmona	Neverfail	Quirks	Grinders
Production facilities	5	5	–	1
Production lines	51	5	–	4
Warehouses	4	6	–	4
Employees (FTE)	1,048	264	160	74
Stock keeping units				
– Domestic	1,389	5	–	1,115
– International	769	–	–	–

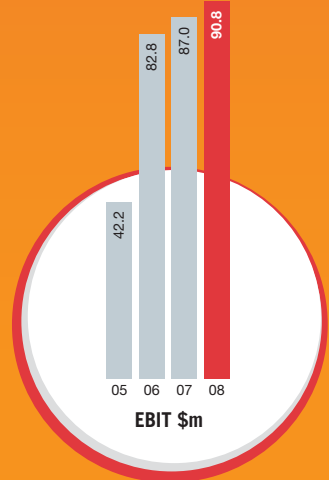
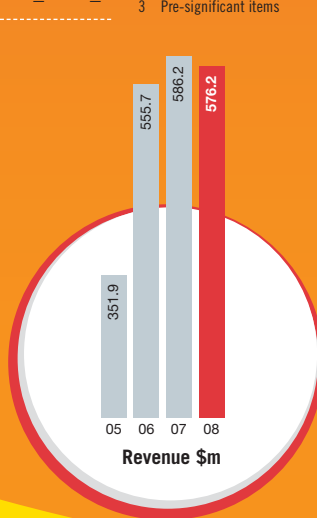
Financials

	2005 ¹ 10 Months	2006 ²	2007	2008
Revenue (\$ million)	351.9	555.7	586.2	576.2
EBIT (\$ million) ³	42.2	82.8	87.0	90.8
EBIT margin ³	12.0%	14.9%	14.8%	15.8%
Capex to revenue	6.2%	18.8%	12.0%	9.7%

1 Represents SPC Ardmona only

2 Food & Services segment established from 2006

3 Pre-significant items



Packaged Fruit



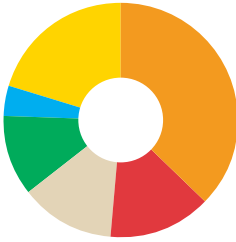
Tinned Tomatoes



Baked Beans & Spaghetti

Category Mix

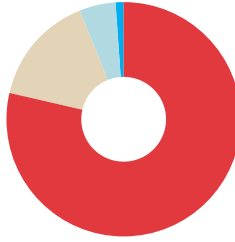
SPC Ardmona
Box Quantities'



- Packaged Fruit (37%)
- Tinned Tomatoes (14%)
- Baked Beans & Spaghetti (13%)
- Fruit Snacks (12%)
- Spreads (4%)
- Other (20%)

Package Mix

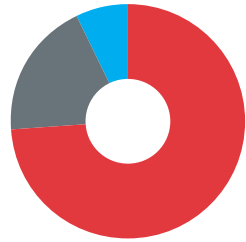
SPC Ardmona
Box Quantities



- Cans (61%)
- Plastic (25%)
- Glass (8%)
- Other (6%)

Channel Mix

SPC Ardmona
Box Quantities



- Grocery Branded (36%)
- International (22%)
- Food Service (16%)
- Private Label (15%)
- Industrial (5%)
- Other (6%)

Market Position

SPC Ardmona

Packaged Fruit	1
Fruit Snacks	1
Tinned Tomatoes	1
Baked Beans & Spaghetti	2
Spreads	2

1. Canning industry standard, 825g can in a 24 can carton.



Fruit
Snacks

Spreads

Coffee &
Water

Pacific Beverages (as at 31 December 2008)

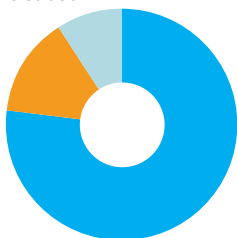
Key Facts

Employees	363
Beer SKUs	18
Spirit & RTD SKUs	181
Number of customers	24,000

Pacific Beverages is the 50:50 joint venture between Coca-Cola Amatil and SABMiller plc, one of the world's leading brewers, to manufacture and market premium beer in Australia and New Zealand. The major premium beer brands in the Pacific Beverages portfolio include Peroni Nastro Azzurro, Grolsch, Miller Genuine Draft, Miller Chill, Pilsner Urquell, Bluetongue and Bondi Blonde.

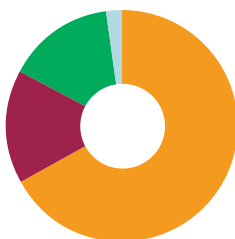
Pacific Beverages also sells and distributes the premium spirits portfolio of Beam Global Wines and Spirits in Australia and manufactures Jim Beam and Cola in Australia and New Zealand. Major brands include Jim Beam, Canadian Club, Makers Mark, The Macallan, Highland Park and The Famous Grouse.

Category Mix unit cases



- Alcoholic RTDs (70%)
- Beer (19%)
- Spirits (11%)

Australian Alcoholic Beverage Market unit cases



- Beer (69%)
- Wine (15%)
- RTDs/Cider (14%)
- Spirits (2%)



Beer



Alcoholic RTDs



Spirits

Senior Management

Terry Davis - Age 51
Group Managing Director

Joined CCA in November 2001 after 14 years in the global wine industry

Warwick White – Age 47
Managing Director – Australasia

24 years experience in the Coca-Cola System, rejoined CCA in November 2002

Peter Kelly – Age 43
Managing Director – Asia

20 years experience in the Coca-Cola System, joined CCA in 1993

George Adams – Age 42
Managing Director – New Zealand & Fiji

13 years experience in the Coca-Cola System, joined CCA in December 2003

John Seward – Age 52
Managing Director – Indonesia & PNG

10 years experience in the Coca-Cola System, joined CCA in August 2004

Steve Perkins – Age 53
Managing Director (Acting) – Food & Services

28 years in the Coca-Cola System, previously CFO – Food & Services

Nessa O’Sullivan – Age 44
Chief Financial Officer – Operations

Joined CCA in May 2005

Ken McKenzie – Age 58
Chief Financial Officer – Statutory & Compliance

Joined CCA in 1985



Share Registry & Other Enquiries

For enquiries about CCA shares:

Link Market Services Limited

Locked Bag A14

Sydney South NSW 1235

Ph: 61 2 8280 7121

Fx: 61 2 9287 0303

Email: registrars@linkmarketservices.com.au

For enquiries about the operations of the Company:

Investor Relations

71 Macquarie Street

Sydney NSW 2000

Ph: 61 2 9259 6159

Fx: 61 2 9259 6614

Email: aus_investor_relations@anz.ccamatil.com

For enquiries about American Depositary Receipts (ADR):

The Bank of New York Mellon

Shareowner Services

P.O. Box 358016

Pittsburgh, PA 15252-8016

Toll Free (domestic): 1 888 BNYADRS

International: 1 201 680 6825

Email: shrrelations@bnymellon.com

Coca-Cola Amatil Limited

ABN: 26 004 139 397

www.ccamatil.com



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