



## Macquarie Conference 5 May 2011

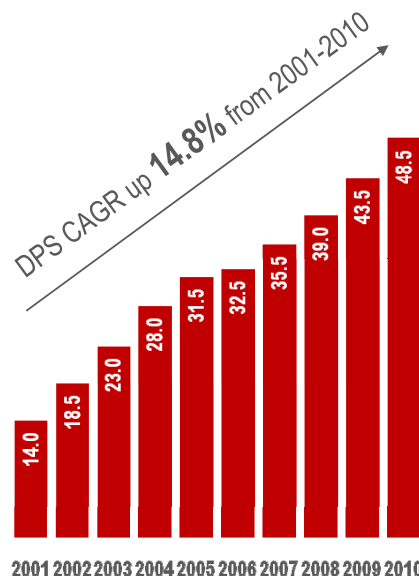
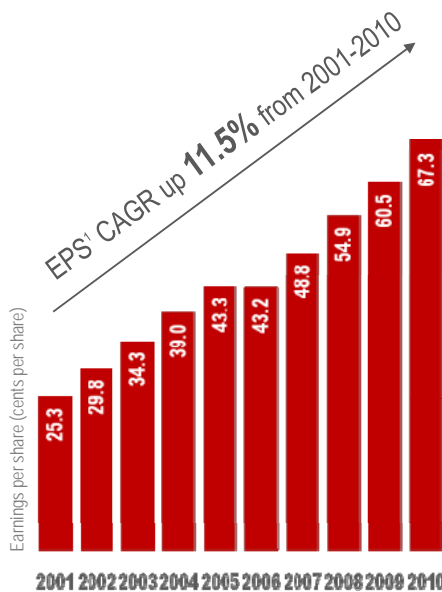
Terry Davis Group Managing Director



### Consistent delivery of EPS and DPS growth

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

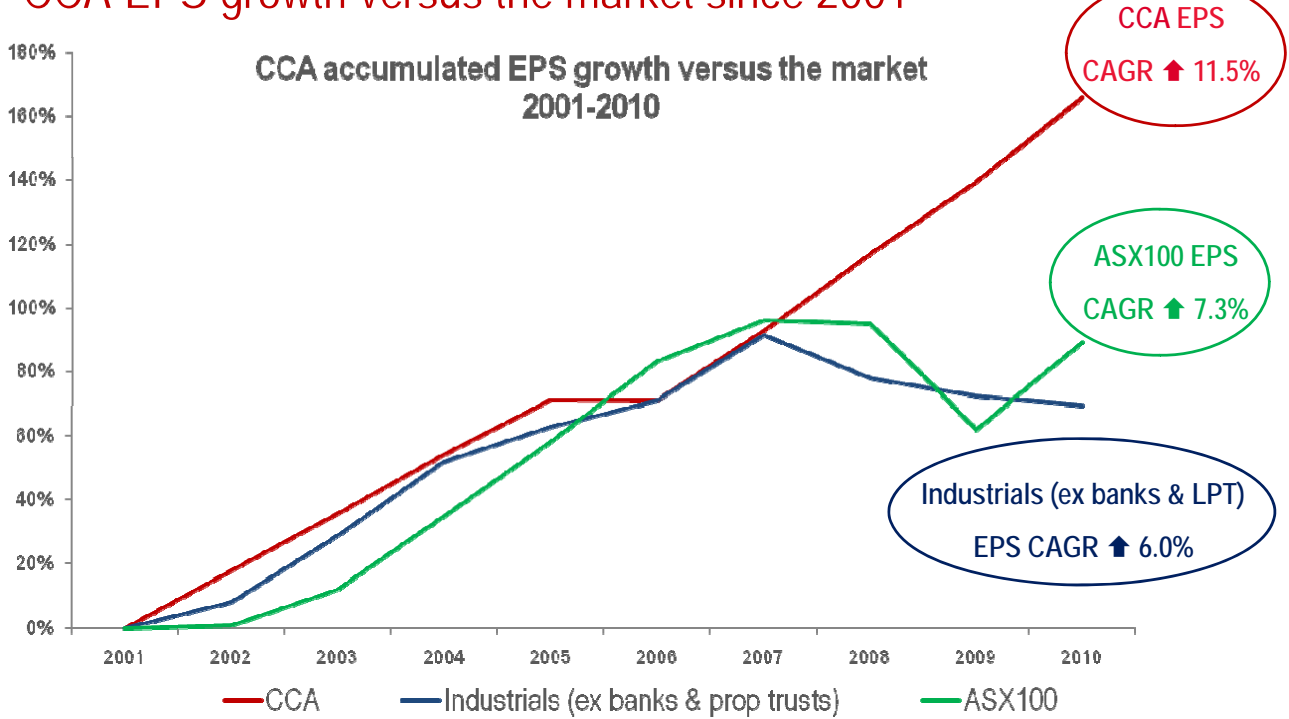
- 2010 EPS up 11.2% to 67.3 cps
- 2010 DPS up 11.5% to 48.5 cps



1. Before significant items



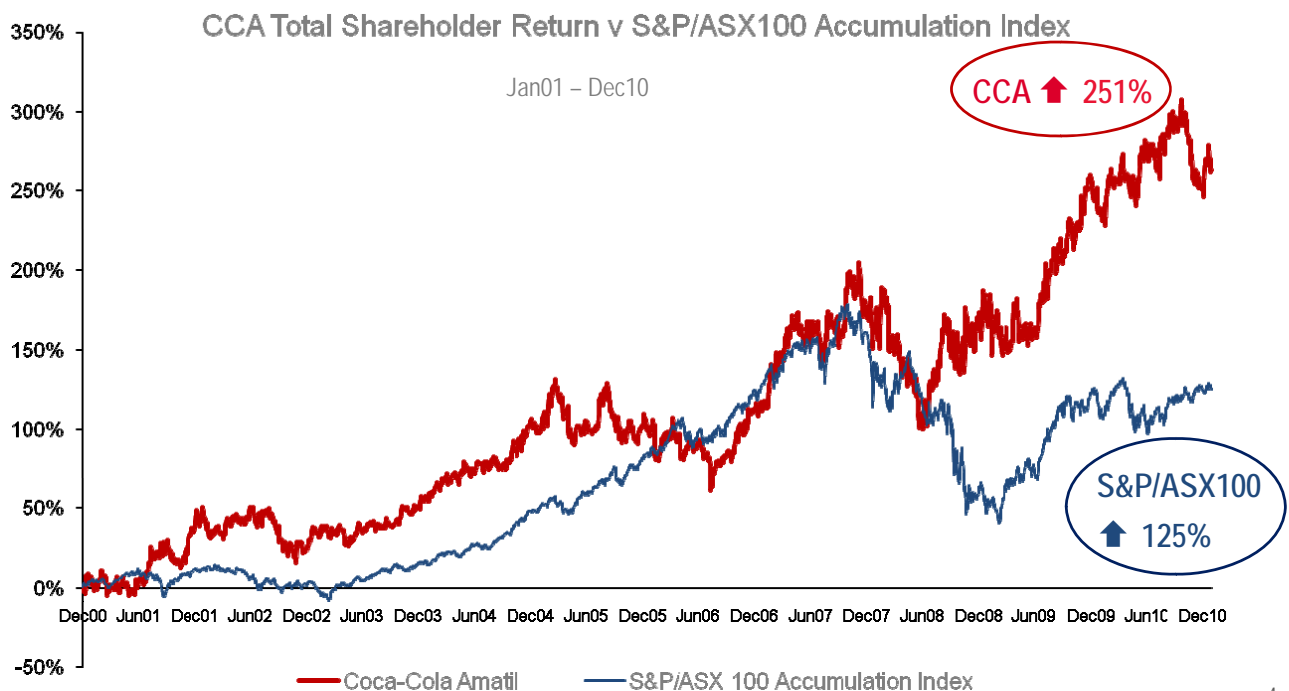
## CCA EPS growth versus the market since 2001



CAGR = Compound annual growth rate



## CCA shareholder value creation since 2001





## 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 points through returnable-glass-bottles

### Continue to grow our share of the alcoholic beverages market in Australia and New Zealand

- Brewery now fully commissioned with material increase in draught beer local manufacturing capacity

## Product & package innovation Brand premiumisation driving increased returns



600ml & 450ml  
Grip Bottles



385ml  
Glass



Nestea 300ML Slimline  
Can



Portion Control  
300ml PET & 200ml Can



Mother  
On tap



Energy  
shot



New flavours



Slim line  
can



Mt Franklin Lightly Sparkling  
450ML & 1.25L



Take home can packs – Nestea,  
Powerade and Appletiser



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

- CCA's cold drink coolers are more pervasive, energy efficient and visually prominent than ever before
- Utilise innovative technology that can detect technical issues, ensuring more equipment up time for customers
- Increased cold drink market share
- Coolers continue to represent ~30% of capex and are generating strong returns



3 Door Coolers



Fountain



Glass Front



Frozen Coke



## PET self-manufacture update

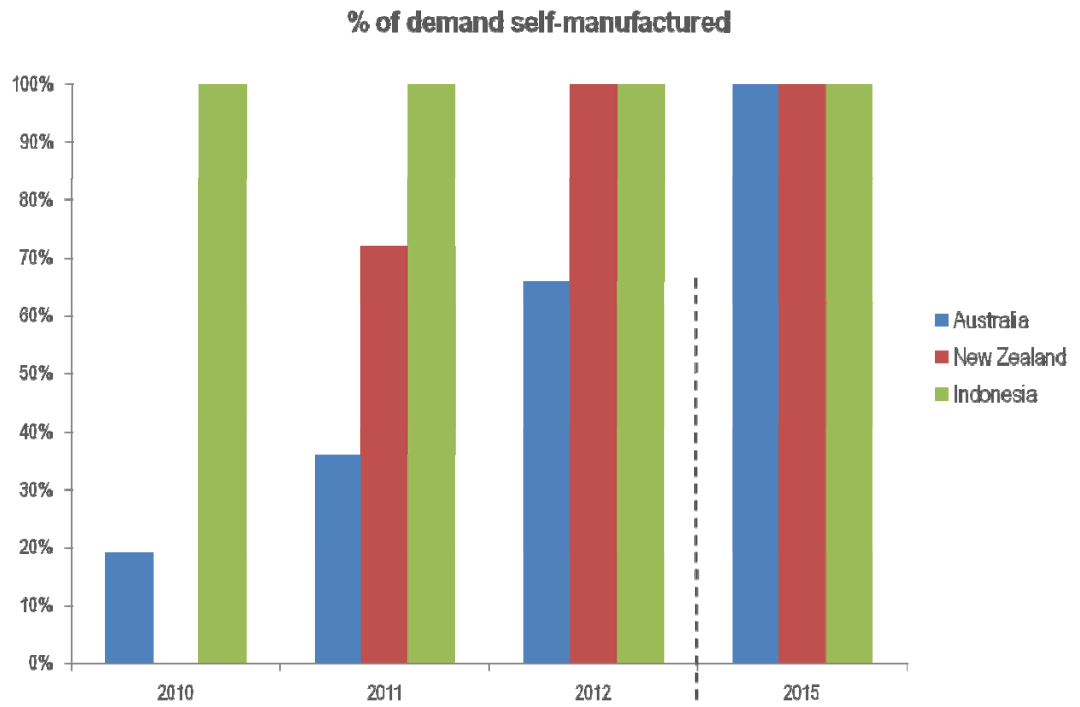
### A further step up in CCA's packaging capability

- ~\$450m investment from 2009 to 2015 with returns in excess of WACC
- Improved customer service through increased capacity and more flexible production capacity
- Provides a platform for innovation by bringing the preform and 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 carbon footprint

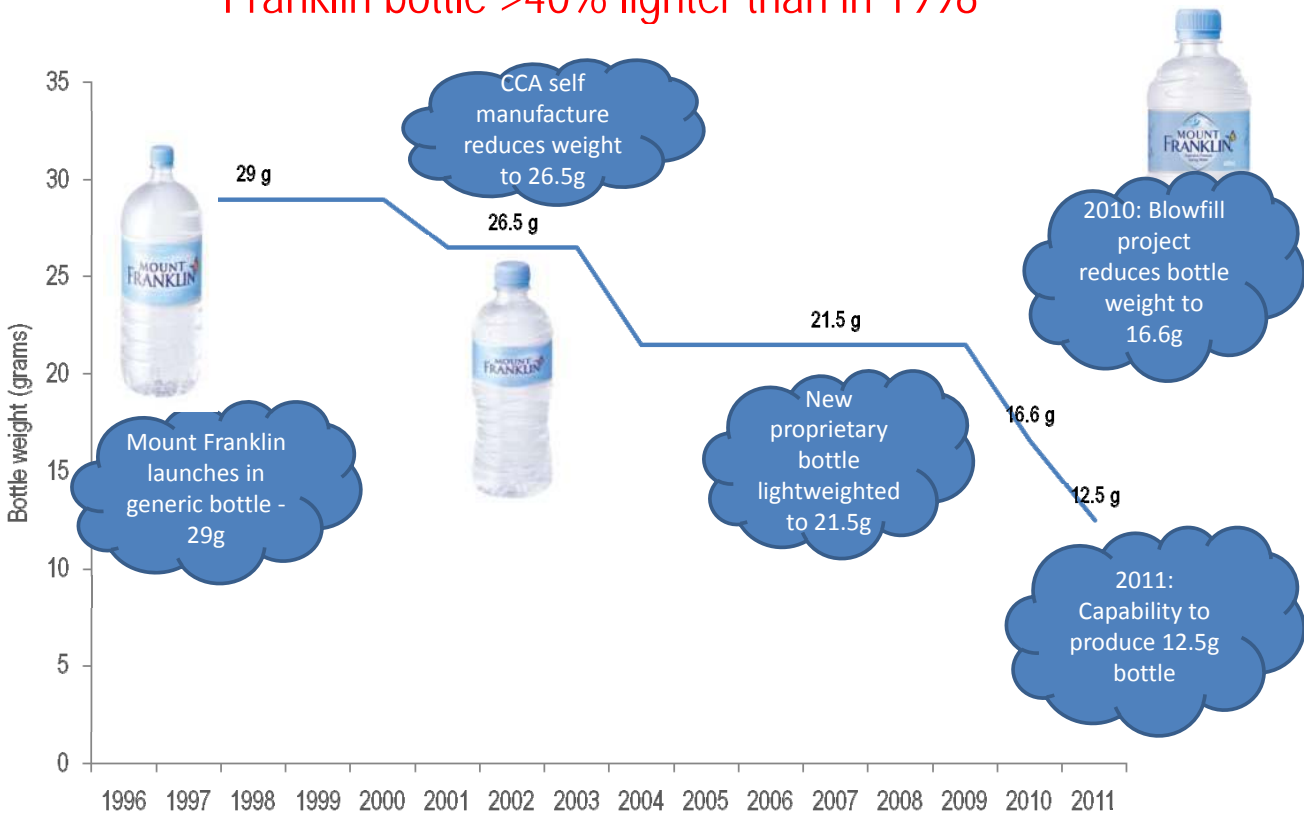
### 2011 Program: Investment of \$110m on 8 new blowfill lines, as well as preform and bottle closure manufacture

- 3 blowfill lines in Australia will increase self-manufactured PET bottles to 36% (19% now)
- 3 blowfill lines in NZ will increase self-manufactured PET bottles to 72% (0% now)
- 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 closures to begin in early 2012

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



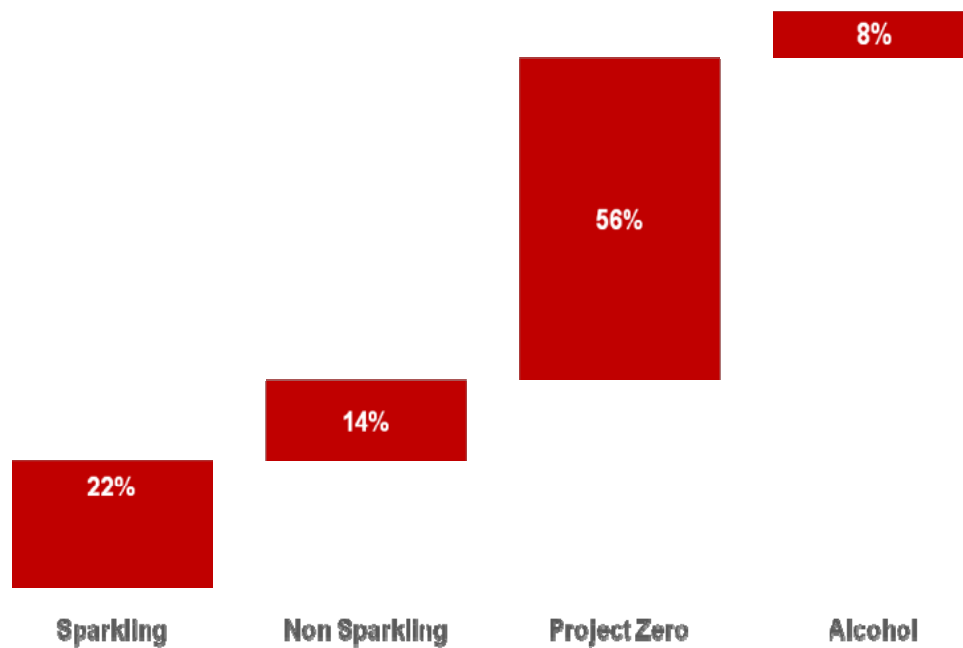
PET bottle self-manufacture – 600mL Mount Franklin bottle >40% lighter than in 1998



## Australia's four key sources of earnings growth



**% Contribution to FY10 Australian EBIT Growth**



## Key Business Drivers



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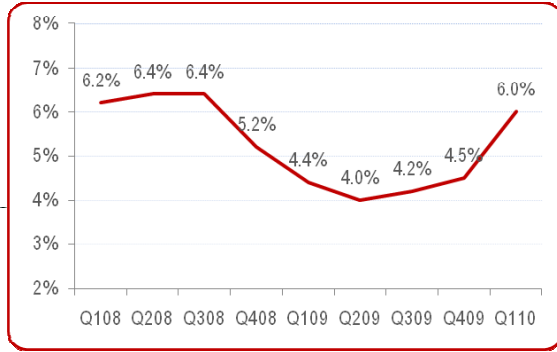
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## Solid economic fundamentals in Indonesia underpinning growth

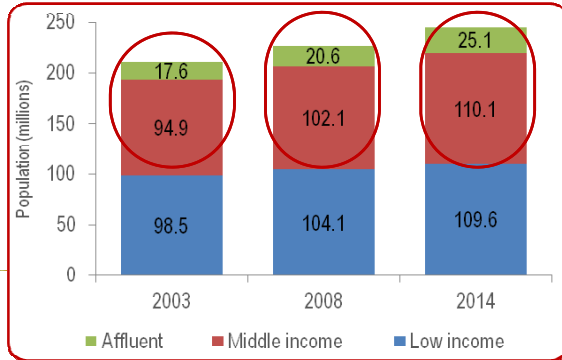
Strong GDP growth



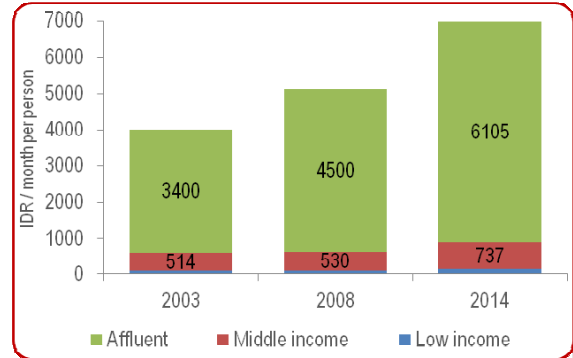
...and rising consumer confidence



Rapidly growing affluent and middle classes



...with rapidly growing disposable incomes



Source: Danareksa Institute 2010, Euromonitor & AC Nielsen

## CCA well positioned to deliver growth in Indonesia

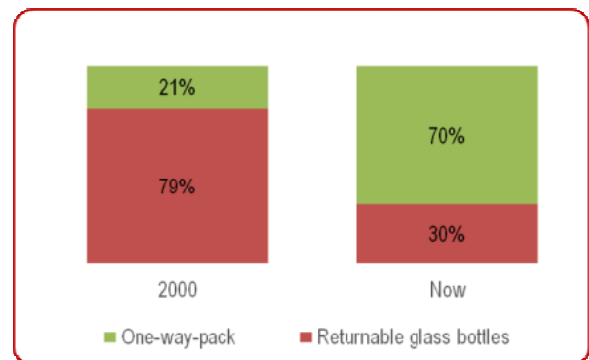
Established manufacturing & distribution footprint

### Key facts - Indonesia

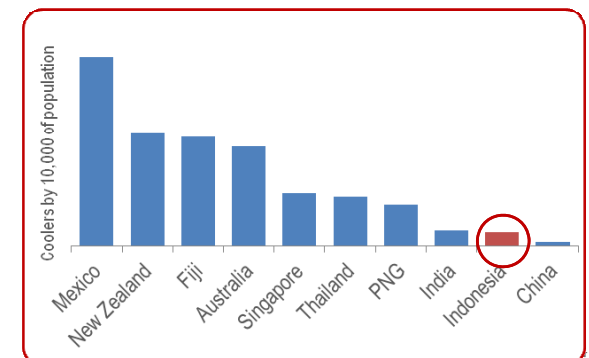
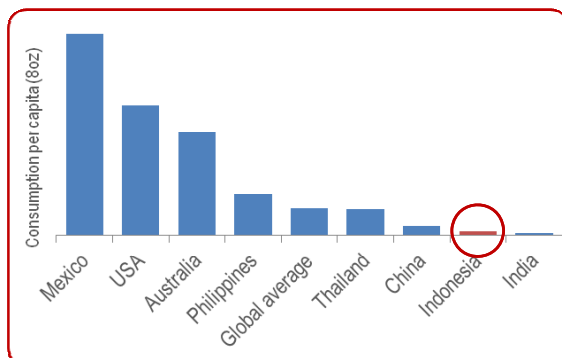
Production facilities	9
Production lines	35
Warehouses	96
Employees	7,600
Coolers	199,000
Customers	485,000

\* As at Dec10

Repositioned package mix to target higher income consumers

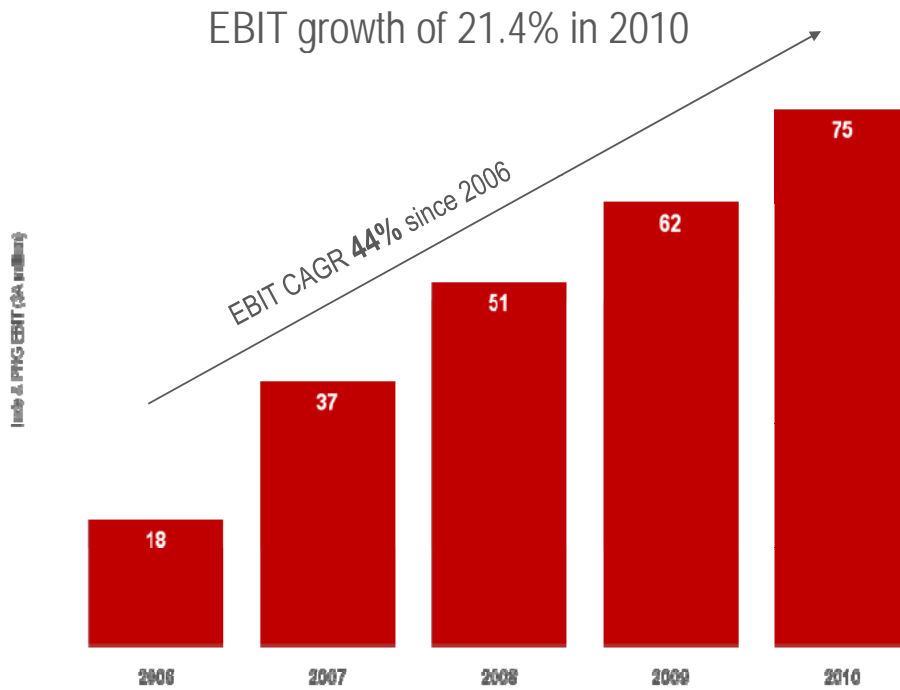


Opportunity to benefit from growing per capita consumption through product innovation and increased cooler penetration





Indonesia & PNG progress has been encouraging though high cost and price inflation remains a feature of the market



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Top 20 Australian Premium Beers



Peroni, Grolsch, Bruers Bright now on tap in Australia and New Zealand

Outlook for first half of 2011

Guidance

- Natural disasters, higher resin prices and the impact from the strengthening Australian dollar have all taken the gloss off what was a promising start to the year
- As a result, CCA is targeting to achieve around 5% growth in net profit for the first half of 2011, before significant items, or an increase of around 6-7% before the impact of currency translation on offshore earnings
- Key profit impacts:
  - Volume growth impacts and increased operating costs due to Australian floods, Cyclone Yasi and NZ earthquake – 1-2% impact
  - PET resin prices up > 40% in the last six months – 2% impact
  - Stronger Australian dollar benefits the beverage business in the medium term by lowering the cost of US dollar denominated inputs, however translation of offshore earnings into Australian dollars – 1-2% impact





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