

2018

ANNUAL GENERAL MEETING

Presentation to Shareholders

16 May 2018


COCA-COLA AMATIL

Ilana Atlas, Chairman
Alison Watkins, Group Managing Director

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2018 ANNUAL GENERAL MEETING

Ilana Atlas, Chairman

CHAIRMAN'S ADDRESS

Ilana Atlas, Chairman



GROUP MANAGING DIRECTOR'S PRESENTATION

Alison Watkins, Group Managing Director



COCA-COLA AMATIL GROUP LEADERSHIP TEAM



Alison Watkins
Group Managing Director



Martyn Roberts
Group Chief Financial Officer



Betty Ivanoff
Group General Counsel



Kate Mason
Group Director,
People & Culture



Peter West
Managing Director,
Australian Beverages



Kadir Gunduz
Managing Director,
Indonesia & Papua New Guinea



Debbie Nova
Group Chief Information Officer



Chris Sullivan
Group Director,
Partners & Growth



Liz McNamara
Group Director,
Public Affairs, Communications
& Sustainability



Shane Richardson
Managing Director,
Alcohol & Coffee



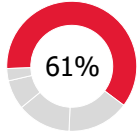
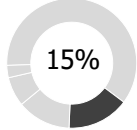
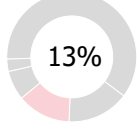
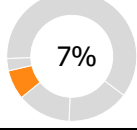
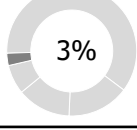
Chris Litchfield
Managing Director,
New Zealand & Fiji

COCA-COLA AMATIL – OUR PEOPLE

We know that our success as an organisation depends on our people. We are proud of our culture and values, and the distinctive and positive contribution our people make.



SEGMENT EBIT CONTRIBUTIONS

Underlying EBIT \$ million	FY17 ¹	FY16	Change %	% of Group EBIT
Australian Beverages¹	412.6	440.9	(6.4)	 61%
New Zealand & Fiji¹	104.8	99.7	5.1	 15%
Indonesia & Papua New Guinea	90.9	69.6	30.6	 13%
Alcohol & Coffee	49.7	44.7	11.2	 7%
Corporate, Food & Services¹	20.7	28.5	(27.4)	 3%
Total	678.7	683.4	(0.7)	

1. Segment adjusted for Property Division.

PERFORM: OUR PLANS REFLECT THREE STRATEGIC THEMES

LEAD

Strengthening category leadership position

- Leading beverage brands
- Innovative marketing to drive equity and sales
- Evolving portfolio that adapts to changing consumer preferences

EXECUTE

Step change in productivity and in-market execution

- World-class customer servicing capability
- Route to market that provides customer diversification and real competitive advantage
- Effective leverage of our large-scale, low-cost manufacturing, sales and distribution capability

PARTNER

Better alignment with The Coca-Cola Company and our other partners

- Shared vision of success and aligned objectives
- Joint plans for growing system profitability
- Balanced share of risk and rewards



GROW: WE HAVE MULTIPLE GROWTH PATHWAYS

GROWTH WITHIN

Additional growth within our businesses

- Leveraging and extending brands and capabilities (eg our route-to-market)
- Building and adding new brands and channels

GROWTH BETWEEN

Additional growth between our businesses

- International coffee (eg Indonesia)
- International beer and rum (eg Fiji to Australia and New Zealand)

GROWTH BEYOND

Growth beyond our current businesses

- Additional Coca-Cola territories
- Extending Amatil brands and capabilities to new geographies
- Potential acquisitions



STRONG ORGANISATION: UNDERPINS ALL OUR PLANS

FIT FOR PURPOSE

Develop a fit for purpose organisational and governance structure

- Creation of a "Partner and Growth" function to drive growth
- Creation of a "Group Digital Technology" function to leverage digitisation and technology strategies across the group
- Creation of a Property Division to take a group wide approach to all our owned and leased property arrangements

LEADERSHIP

Drive leader led growth

- Leadership capability development
- Invest in our people and create opportunities for growth (eg Indonesian Step and Step Up programs)
- Build capability to share across all our geographies

TRUST AND REPUTATION

Build trust and our reputation with stakeholders

- Enhanced sustainability reporting framework consistent with the GRI G4 framework
- Improvement in employee engagement over two years



CONTAINER DEPOSIT SCHEMES

OUR VIEWS ON THE CDS

- Coca-Cola Amatil supports cost-effective, well-run container deposit schemes that:
 - Deliver positive waste collection and recycling outcomes; and
 - Minimise their impact on the beverage manufacturing industry and consumers.
- Full impact of the NSW scheme remains uncertain, but will have a negative impact on volumes.

OUR RECORD ON RECYCLING

- Operate the South Australia and Northern Territory container deposit schemes, and last year celebrated our tenth year of delivering the Bali Beach Clean-Up program.
- A strong track of use of recycled materials in our packaging including:
 - 58 per cent of the aluminium in our cans;
 - 31 per cent of the glass in our bottles.
- In Australia, our plastic bottles are 100 per cent recyclable, with an average of 24 per cent recycled content.
- Proud to have achieved 100 per cent recycled content in our 600ml Mount Franklin containers – a great indication of what's possible in this area.



OUTLOOK

OUTLOOK

- In February we outlined that:
 - Indonesia, Papua New Guinea, New Zealand, Fiji, Alcohol & Coffee and SPC are all expected to continue to deliver growth.
 - Australian Beverages and consequently Group near-term earnings will be negatively impacted by:
 - The Accelerated reinvestment of ~\$40 million of cost savings in 2018 as part of the Accelerated Australian Growth Plan; and
 - The uncertain impact of container deposit schemes.
- Thus far in 2018:
 - We are making progress against the Accelerated Growth Plan, and as expected, we're experiencing a negative impact from CDS.
 - Indonesia & PNG are off to a subdued start with soft market conditions continuing in Indonesia. PNG is cycling the pre-election stimulus of the first half of last year and experiencing some operational issues, which are being rectified.
 - The New Zealand & Fiji segment is performing ahead of expectations.
 - The Alcohol & Coffee business continues to grow revenue in line with expectations and is investing in longer term growth initiatives.
- The diversity of our markets, products and categories will continue as a major strength for the Company. We are confident in our plans and are committed to delivering against them.



2018 ANNUAL GENERAL MEETING

Ilana Atlas, Chairman

ITEM 1

Annual Reports

To consider the Annual Report, the Financial Report and the Reports of the Directors and of the External Auditor for the year ended 31 December 2017.

There is no vote for this item.



ITEM 2

Adoption of FY2017 Remuneration Report

Proxy & Direct Votes	For	Undirected	Against	Total
Resolution 1	425,114,671	7,872,517	92,525,437	525,512,625
% of vote	80.90%	1.50%	17.61%	72.58% of issued capital



ITEM 3

Election and Re-Election of Board Endorsed Directors



Ms Ilana Atlas



Ms Julie Coates



Mr Jorge Garduño

ITEM 3

Item 3(a) – Re-election of Ms Ilana Atlas

- Independent
- Joined Board: February 2011
- Board Committees: Chairman of the Board, Member, Audit & Finance Committee, Nominations Committee (Chair), People Committee, Related Party Committee (Chair) and Risk & Sustainability Committee

Background

Ms Atlas has extensive financial and legal experience and has held executive and non-executive roles across many industry sectors. From 2003 to 2010, she held senior executive roles within Westpac Banking Corporation, including Group Secretary and General Counsel; and Group Executive, People where she was responsible for human resources, corporate affairs and sustainability. Prior to working at Westpac Banking Corporation, Ms Atlas practised as a lawyer for 22 years and was the Managing Partner of Mallesons Stephen Jaques.



ITEM 3

Item 3(a) – Re-election of Ms Ilana Atlas

Proxy & Direct Votes	For	Undirected	Against	Total
Resolution 1	516,422,359	8,250,810	4,388,465	529,061,634
% of vote	97.61%	1.56%	0.83%	73.07% of issued capital



ITEM 3

Item 3(b) – Election of Ms Julie Coates

- Independent
- Joined Board: March 2018
- Board Committees: Nominations Committee, People Committee and Related Party Committee

Background

Ms Coates is currently the Managing Director of Goodman Fielder Australia. Previous to this role, she held several senior roles at Woolworths Limited, including Managing Director of Big W, Chief Logistics Officer and Human Resources Director. She worked closely on business strategy and major transformational change programs, delivering strong results at both a divisional and group level. As a member of Woolworths Limited's Management Board, she had extensive experience with financial and management accountability.



ITEM 3

Item 3(b) – Election of Ms Julie Coates

Proxy & Direct Votes	For	Undirected	Against	Total
Resolution 1	517,889,389	8,251,707	2,992,874	529,133,970
% of vote	97.87%	1.56%	0.57%	73.08% of issued capital



ITEM 3

Item 3(c) – Election of Mr Jorge Garduño

- Nominated for appointment as a Director by The Coca-Cola Company, as a replacement for Mr Martin Jansen who will retire at the conclusion of the 2018 Annual General Meeting and is not seeking re-election.

Background

Mr Jorge Garduño is currently the President and Representative Director of Coca-Cola Japan Limited, a subsidiary of The Coca-Cola Company, and has held that role since 1 July 2017.

Since 1992, Mr Garduño has held a range of international leadership roles for The Coca-Cola Company across Latin America, Europe and Asia. These roles included responsibility for Franchise Leadership, Marketing, Key Accounts, Commercial Leadership, Planning and Revenue Growth Management for Coca-Cola de Mexico, and subsequently as General Manager of Coca-Cola Colombia, then General Manager of Coca-Cola Thailand and Laos, then General Manager Coca-Cola Chile, then President of Coca-Cola Iberia (with responsibility for operations in Spain, Portugal and Andorra), and now as President of Coca-Cola Japan.



ITEM 3

Item 3(c) – Election of Mr Jorge Garduño

Proxy & Direct Votes	For	Undirected	Against	Total
Resolution 1	517,985,801	8,260,049	2,837,652	529,083,502
% of vote	97.90%	1.56%	0.54%	73.08% of issued capital



ITEM 4

Participation by Executive Director in the 2018-2020 Long Term Incentive Plan (LTIP)

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“That approval is given for the purposes of ASX Listing Rule 10.14 and for all other purposes, for the grant of performance share rights to Ms Alison Watkins, the Group Managing Director of the Company, under the Coca-Cola Amatil Limited 2018-2020 Long-Term Incentive Plan, as described in the Explanatory Notes that form part of this Notice of Meeting.”

An explanatory note to this item appears on pages 5-7 of the Notice of Meeting.

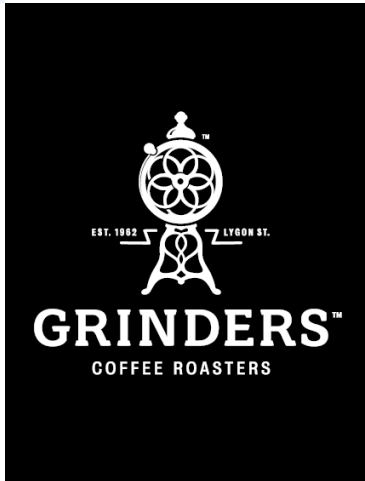
ITEM 4

Participation by Executive Director in the 2018-2020 Long Term Incentive Plan (LTIP)

Proxy & Direct Votes	For	Undirected	Against	Total
Resolution 3	479,518,295	7,986,070	41,150,826	528,655,191
% of vote	90.71%	1.51%	7.78%	73.02% of issued capital

2018 ANNUAL GENERAL MEETING

Ilana Atlas, Chairman



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