

4 April 2011

Company Announcements Office ASX Limited Level 4, Exchange Centre 20 Bridge Street SYDNEY NSW 2000

Dear Sir/Madam

## ANNUAL REPORT AND NOTICE OF MEETING

In accordance with Listing Rule 3.17, attached are copies of the following documents being sent to shareholders today:

- 2010 Annual Report
- Notice of Meeting 2011 and Shareholder Voting Form
- Areas of Interest to Shareholders Q & A

Yours sincerely,

George Forster

General Counsel and Company Secretary



# ANNUAL REPORT 2010



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### ANNUAL GENERAL MEETING

The Annual General Meeting will be held on Wednesday, 4 May 2011 at 10.00 am in the James Cook Ballroom, InterContinental Sydney, Cnr Bridge and Philip Streets, Sydney, NSW.

COCA-COLA AMATIL LIMITED ABN 26 004 139 397

## CHAIRMAN'S REVIEW



Coca-Cola Amatil (CCA) delivered a record net profit after tax for the 2010 full year of \$506.6 million, before significant items, representing an increase of \$57.6 million or 12.8% on 2009. Earnings per share (EPS) increased by 11.2% to 67.3 cents per share before significant items and 9.1% to 66.0 cents per share after significant items. CCA has now delivered double-digit EPS growth, before significant items, for nine out of the last ten years.

CCA's record 2010 profit result came from strong performances by the Australian Beverage and Indonesia & PNG businesses, and local currency earnings growth from the New Zealand beverage business.

Improved pricing and product mix, successful new product launches and the continued realisation of cost savings from CCA's major infrastructure capital investment program, Project Zero, all contributed to the strong performance.

#### **DIVIDENDS UP 11.5% IN 2010**

The strong operating performance has enabled the Board to increase the final dividend from 25 cents to 28 cents per share fully franked. representing an increase of 12.0%. For the full year, the total fully franked dividend was 48.5 cents a share, an 11.5% increase on 2009 and representing a payout ratio of 72.3% of net profit after tax, before significant items.

#### **EMPLOYEES**

The 2010 results arose in major part from the quality of our people and their passion for servicing our customers. On behalf of the Board, I would like to congratulate and thank all employees for their special efforts and contributions in 2010.

## **NATURAL DISASTERS**

There have been an unprecedented number of natural disasters across our major markets over the last six months. The floods in Queensland. Victoria and NSW, Cyclone Yasi and the Christchurch Earthquakes have devastated communities with over 4.000 of our customers affected by these events

CCA has deployed teams to provide assistance to those affected and provided customers with extended terms and special offers for restocking CCA product. In addition, CCA has donated beverage and food products to communities and emergency services in need and we are matching all employee donations to the flood relief program.

Our sympathies go out to all of those affected by these disasters and we will continue to provide assistance into the future.

### **EXECUTIVE REMUNERATION**

Our remuneration policies are essential to the retention and motivation of our people and these policies together with details of CCA's senior executive remuneration structure are contained in the remuneration report within the Directors' Report (page 12).

CCA considers senior executive remuneration very carefully and any changes are reviewed by the Board's Compensation Committee.

#### **CORPORATE GOVERNANCE**

CCA has an ongoing commitment to transparency and best practice corporate governance and continues to refine its practices in this area. In this year's Annual Report, we are including additional detail on our diversity practices for the first time. CCA places high value on all its people and, in doing so, embraces their many inherent differences. We believe that a diverse culture will enhance our ability to be flexible, adaptive, innovative and ready for change. The details of CCA's approach to gender diversity can be found on page 9.

## **CCA'S RELATIONSHIP WITH THE COCA-COLA COMPANY**

The CCA Board continues to have a strong and constructive relationship with The Coca-Cola Company (TCCC), both as a shareholder and as the major supplier of ingredients for the majority of our non-alcoholic beverage products. As at 31 December 2010, TCCC held 29.5% of the shares in CCA and nominates two Non-Executive Directors to the current nine-member Board.

In 2010, CCA's Related Party Committee, comprising the Independent Non-Executive Directors, met on seven occasions and reviewed all material transactions between CCA and TCCC ensuring that they are all at arms length. The Related Party Committee remains an important forum for dealing with all related party governance issues.

## **CORPORATE SOCIAL RESPONSIBILITY**

CCA believes in and 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 the Company operates, improving business efficiency and developing strong relationships with stakeholders, ultimately leading to increased shareholder returns.

CCA's sustainability report, "Sustainability@CCA", measures the Company's achievements under four pillars – Environment, Marketplace, Workplace and Community. I encourage you to read this report which is available on our website, www.ccamatil.com.

## CONCLUSION

2010 was another year of strong performances for CCA. The board thanks all of the Group's stakeholders in assisting CCA in this success.

David Gonski, AC

Chairman

## MANAGING DIRECTOR'S REVIEW



2010 was another very successful year for CCA in which we achieved a record profit result in challenging trading conditions. Earnings before interest and tax (EBIT) increased by \$57.6 million, or 7.3%, to \$844.9 million, while CCA's return on average invested capital (ROIC) continued to improve, increasing from 16.5% in 2009 to 17.8% for 2010.

Cycling the very strong result in 2009 was always going to be challenging. To deliver full year EBIT growth of 7.3% was a very good outcome given the cooler and wetter weather conditions experienced across the Eastern seaboard of Australia and the weaker consumer demand in the second half. The strength of our business model in effectively balancing pricing, volume growth and market share has again provided the platform to improve our profitability and market position.

The successful execution of our infrastructure programs in expanding capacity, operational efficiency and cold drink coolers, as well as successful new product and package innovation, continues to distinguish the performance of CCA from its food and beverage peer group.

Looking forward, CCA will continue to focus on executing its organic growth strategy. We have a pipeline of high returning capital projects that will deliver efficiency, service and revenue gains right across the business. 2011 is expected to be a peak year for capital projects, with an overall spend of around \$400 million on capacity and capability improvements, including investing around \$100 million in Indonesia on capacity expansion and the accelerated rollout of cold drink coolers. The pipeline of Project Zero activities is expected to extend through to 2014-15 with material savings and efficiency benefits coming through from 2012 onwards.

## **2009 OPERATIONS REVIEW**

## Australia

The Australian beverage business delivered a strong result with EBIT increasing by 7.3% to \$592.7 million. This strong result was delivered despite the material impact to second half volumes from unseasonal weather and lower consumer demand which affected CCA's major trading zones of Queensland. New South Wales and Victoria.

CCA's beverage market leadership position continued to strengthen in 2010 with increases in both volume and value share across all channels despite more aggressive competitor pricing in the second half. The business also fully recovered cost of goods sold increases through a combination of pricing and mix management.

Other highlights included the continued growth of Coke Zero which grew volumes by 7%. Coke Zero now holds over 40% share of the diet cola category in the immediate consumption channel, a 3% share gain over the past 12 months. Mother energy drink grew volume by 6% as a result of new flavour and pack variants and now has 24% of the total energy drink market.

### New Zealand & Fiji

The New Zealand & Fiji business delivered 4% local currency EBIT growth. Trading conditions in New Zealand remained challenging with generally soft consumer demand throughout 2010. The business also had to contend with the impact of the Christchurch earthquake in September and tax reforms which resulted in a 2.5% increase in the GST rate in October.

The New Zealand business grew overall market share with new product and package innovations including the introduction of the new 420ml Coca-Cola grip bottle. Coke Zero grew by over 10% as a result of continued sampling and marketing programmes, and solid progress was made in the important energy category with the Mother and Lift Plus brands growing share in the petroleum channel to over 20%, up from 15% last year. The continued development of the Keri juice brand resulted in double-digit growth, with Keri becoming the number one juice brand in New Zealand.

## Indonesia & PNG

Indonesia & PNG delivered a strong earnings result, with EBIT increasing by 21.4% to \$75.0 million, a solid result given the material impact to volume growth of unseasonal heavy rain that affected Indonesia for most of the year, particularly over the peak demand period of Ramadan.

A highlight for the year was the volume growth of non-carbonated beverages, led by Minute Maid Pulpy Juice and Frestea, which grew by close to 40%. Volumes however for the lower value returnable glass bottle packs in the traditional channel declined, being heavily impacted by the poor weather and the continued shift in consumer preference to one-way-pack products (PET bottles and aluminium cans).

## Food & Services

SPCA reported lower revenues as the business exited a number of unprofitable activities, in particular, much of its international private label can business. In addition, the stronger Australian dollar has materially impacted SPCA's competitiveness against cheap imported brands and private label categories in the domestic market.

The Services business achieved solid earnings growth as a result of higher demand for 'design and install' refrigeration service contracts and a solid contribution from the materials processing business. The Services business also benefitted from lower operating costs due to more streamlined servicing, leveraging the OAisys technology platform to improve equipment service prioritisation and scheduling.

## Pacific Beverages Joint Venture

Pacific Beverages continued to invest in building consumer preference for its brands throughout 2010. Despite challenging trading conditions in the Australian beer market which saw a decline in market pricing and generally softer category volumes, as well the impact of unseasonably wet weather in the eastern states, Pacific Beverages now has five brands in the Top 20 premium beer brands in Australia, with Peroni Nastro Azzurro and Grolsch firmly positioned in the Top 10.

A highlight for the year was the successful commissioning of the new \$120 million Bluetongue Brewery in June and the transition to local production of Pacific Beverages' premium beer portfolio in both packaged and draught beer.

#### **PROJECT ZERO**

CCA's major infrastructure capital investment program, Project Zero, continued to deliver on its cost savings and customer service improvement targets in 2010. Major projects completed included the commissioning of two PET bottle self-manufacture lines in Northmead in April, as well as various manufacturing efficiency projects in Australia and New Zealand.

In Indonesia, major capital projects included new one-way pack beverage production capability and efficiency upgrades to existing beverage production lines.

The third phase of Project OAisys, CCA's major technology infrastructure investment, was successfully delivered with the New Zealand business, Pacific Beverages, Bluetongue Brewery and the distribution and delivery function in Australia all transitioned to the OAisys platform during 2010. The new platform is already providing significantly enhanced internal and external customer service capability.

CCA's major capital investment program continued to reduce operating costs and materially improve customer service levels in 2010, leading to higher returns for CCA's shareholders.

## STRONG FINANCIAL POSITION

The balance sheet remains in a very strong position with EBIT interest cover improving from 5.9x to 6.3x and net debt increasing by \$41.4 million to \$1.689 billion. CCA has total committed debt facilities of approximately \$2.2 billion with an average maturity of 4.9 years as at 31 December 2010. CCA has fully funded all debt due to mature in 2011.

## **KEY BUSINESS PRIORITIES**

CCA has been successfully executing an organic growth strategy for a number of years and will continue to do so in 2011. The key strategic focus for the business will be to:

- Continue to grow the core Australasian business through further new product and package innovation, acceleration of our cooler placement programme and delivery of efficiency gains from Project Zero:
- Accelerate the growth of our Indonesian business with increased investment in one-way-pack production capacity and rollout of cold drink coolers into the market place; and
- Continue to grow our share of the alcoholic beverages market in Australia and New Zealand

#### **2011 TRADING OUTLOOK**

Notwithstanding the continued softness in consumer spending, the Australian business has made a solid start to 2011 with volume and revenue growth ahead of last year in all states except Queensland. Queensland has had a softer start to the year as a result of the impact of devastating floods and Cyclone Yasi. The New Zealand business also had a solid start to the year, however the emerging devastation from a second earthquake in Christchurch will have an impact on demand in that market for quite some time. While the infrastructure rebuilding program and the restocking by retailers in affected areas is likely to have a positive impact on demand, it is too early to quantify the impact this will have on the outlook for the year. A further trading update and first half earnings guidance will be provided at the Company's annual general meeting on 4 May 2011.

**Terry Davis**Group Managing Director

COCA-COLA AMATIL LIMITED ANNUAL REPORT 2010

## FINANCIAL COMMENTARY

The following commentary summarises the Company's performance regarding capital employed, cash flow, net debt and interest cover position, capital expenditure and beverage cost of goods sold.

#### CAPITAL EMPLOYED

Group return on average invested capital (before significant items) increased to a record 17.8%, an increase of 1.3 points. The increase was driven by the strong growth in earnings and the efficient utilisation of CCA's asset base, including the realisation of efficiency gains from Project Zero, CCA's major infrastructure capital investment program.

Capital employed increased by \$274.7 million to \$3.5 billion due primarily to the increase in property, plant & equipment of \$138.1 million, a result of CCA's up-weighted capital expenditure program. Working capital increased by \$28.2 million driven by the restocking of 2009 year end depleted inventory levels in the Australian beverages business.

\$A million	2010	2009	Change
Working capital	938.4	910.2	28.2
Property, plant & equipment	1,595.3	1,457.2	138.1
IBAs & intangible assets	1,488.7	1,480.8	7.9
Deferred tax liabilities	(190.8)	(157.4)	(33.4)
Derivatives – non-debt	31.1	(32.5)	63.6
Other net assets/(liabilities)	(339.9)	(410.2)	70.3
Capital employed	3,522.8	3,248.1	274.7
Return on average invested capital % <sup>1</sup>	17.8%	16.5%	1.3 pts

<sup>1</sup> before significant items

#### **CASH FLOW**

Operating cash flow was \$585.4 million for the year, a reduction of \$165.9 million on 2009 as the business cycled \$50m in one-off and timing benefits in 2009. Higher earnings funded increased working capital, company tax and other payments.

Tax payments increased by \$39.5 million as the business cycled the benefit of lower tax payments in 2009. Other payments included the impact of higher than normal customer rebate payments in the first half of 2010 following strong Australian beverage volume growth in November and December 2009.

Operating cash flow funded a \$65.8 million increase in capital expenditure as CCA continued to invest in high returning projects including PET bottle self-manufacture.

\$A million	2010	2009	Change
EBIT	844.9	787.3	57.6
Depreciation & amortisation	191.9	175.4	16.5
Change in working capital	(28.2)	24.2	(52.4)
Net Interest paid	(136.8)	(136.4)	(0.4)
Taxation paid	(177.1)	(137.6)	(39.5)
Other	(109.3)	38.4	(147.7)
Operating cash flow	585.4	751.3	(165.9)
Capital expenditure	(372.8)	(307.0)	(65.8)
Proceeds from sale of PPE & other	7.3	5.9	1.4
Free cash flow	219.9	450.2	(230.3)

## NET DEBT & INTEREST COVER

The balance sheet remains in a very strong position with EBIT interest cover improving from 5.9x to 6.3x and net debt increasing by \$41.4 million to \$1.689 billion. Ongoing cash management initiatives ensured a limited increase in net debt despite a \$65.8 million increase in capital expenditure, the funding of a \$30 million rebuild in

finished goods inventory in Australian beverages and the funding of over \$40 million in higher cash dividend payments as a result of the removal of the Dividend Reinvestment Plan discount.

CCA has total committed debt facilities of approximately \$2.2 billion with an average maturity of 4.9 years as at 31 December 2010. CCA has fully funded all debt to mature in 2011 debt.

\$A million	2010	2009	Change
Net debt			
Interest bearing liabilities <sup>2</sup>	1,964.7	2,453.8	(489.1)
Debt related derivatives – liabilities	125.3	56.9	68.4
Trade & other receivables - non-current	(19.0)	-	(19.0)
Less: Cash & cash equivalents	(381.6)	(862.7)	481.1
Net Debt	1,689.4	1,648.0	41.4
Net debt / equity	92.1%	103.0%	(10.9) pts
Interest cover (EBIT / net interest)	6.3x	5.9x	0.4x

<sup>2</sup> excluding bank overdrafts

#### **CAPITAL EXPENDITURE**

Capital expenditure increased by \$65.8 million to \$372.8 million, or 8.3% of trading revenue. The major areas of capital expenditure included Project Zero initiatives in Australia and New Zealand, cold drink coolers and Phase 3 of the OAisys technology platform.

Project Zero continues to deliver on its cost savings targets. Expenditure on Project Zero initiatives for 2010 exceeded \$170 million and included investments in PET bottle self-manufacture in Australia and Indonesia and the commissioning of a new can line in Victoria as well as various manufacturing efficiency and automation projects.

CCA invested over \$150 million on cold drink coolers across the Group. CCA's cold drink cooler investment continues to be an important driver of market share gains in Australia and New Zealand with investment in Indonesia to significantly increase the fleet size.

CCA completed Phase 3 of Project OAisys, CCA's technology platform upgrade. The New Zealand business, Pacific Beverages, Bluetongue Brewery and the distribution and delivery function in Australia were successfully transitioned to the OAisys platform during 2010.

#### Capital expenditure/ trading revenue 2010 2009 Change Australia\* 7.1% 5.4% 1.7 pts New Zealand & Fiji 6.6% 6.9% (0.3) pts Indonesia & PNG 14.3% 14.3% 0.0 pts ots

CCA Group	8.3%	6.9%	1.4 pts
Total capital expenditure (\$A million)	\$372.8m	\$307.0m	\$65.8 m

<sup>\*</sup> Australia Beverages and Food & Services.

## **BEVERAGE COST OF GOODS SOLD**

On a constant currency basis and excluding Indonesia, CCA's beverage cost of goods sold (COGS) per unit case increased by 3.3% for 2010. In Indonesia, local currency COGS per unit case increased by around 15%.

The increase in COGS was due to higher commodity input costs. The rate of increase in commodity costs was partially offset by supply chain efficiencies and better than expected returns on Project Zero investments, and was fully recovered across all regions through improved pricing and mix.

## **BOARD OF DIRECTORS**

#### **DAVID GONSKI, AC**

### Chairman, Non-Executive Director (Independent) – Age 57

Joined the Board in October 1997 — Chairman of the Related Party Committee and Nominations Committee and member of the Audit & Risk Committee, Compensation Committee and Compliance & Social Responsibility Committee.

Background: Solicitor for 10 years with the law firm of Freehills and thereafter a corporate adviser in the firm of Wentworth Associates cofounded by him, now part of the Investec group. He is presently Chairman of Investec Bank Australia Ltd.

Degrees: B Com; LLB (UNSW) FAICD, FCPA

Other Listed Company Boards: Westfield Group; Singapore Airlines Limited; and ASX Limited (Chairman).

Other Listed Company Directorships held in the last three years:
Australia and New Zealand Banking Group Ltd (resigned 2007).
Government & Community Involvement: Chancellor of the University of New South Wales; Chairman, UNSW Foundation Limited; Chairman, National E-Health Transition Authority, Chairman of Sydney Theatre Company; Chair of the Federal Government Review of the Funding of Schools in Australia.

#### TERRY DAVIS

## Group Managing Director, Executive Director – Age 53

#### Appointed in November 2001

Background: Joined CCA in November 2001 as Group Managing Director after 14 years in the global wine industry with most recent appointment as the Managing Director of Beringer Blass (the wine division of Foster's Group Ltd).

Other Listed Company Boards: Seven Group Holdings Limited.
Other Listed Company Directorships held in the last three years:
St George Bank Limited (retired December 2008).

Government & Community Involvement: Council Member, University of New South Wales Council.

## **ILANA ATLAS**

## Non-Executive Director (Independent) – Age 56

Joined the Board on 23 February 2011 – Member of the Related Party Committee and Nominations Committee.

Background: Ms Atlas has extensive experience in business and has held executive and non-executive roles across many industry sectors. Over the last 10 years Ms Atlas has held senior executive roles within Westpac Banking Corporation. She has been a practising lawyer for 22 years and is a former partner of Mallesons Stephen Jagues.

Degrees: Master of Laws (University of Sydney), Bachelor of Laws (Hons) and Bachelor Jurisprudence (Hons) (University of Western Australia)
Other Listed Company Boards: Suncorp Group Limited
Government & Community Involvement: Chairman of the Bell
Shakespeare Company and Councillor at the Australian National University.

## **CATHERINE BRENNER**

## Non-Executive Director (Independent) – Age 40

Joined the Board in April 2008 – Chair of the Compensation Committee and member of the Related Party Committee and Nominations Committee. Background: Ms Brenner is a former Managing Director of ABN AMRO where she held various senior roles in the Investment Banking division. She is experienced in both corporate advisory and equity capital markets, including takeovers, capital raisings and trade sales. Prior to this Ms Brenner was a corporate lawyer.

**Degrees:** BEc, LLB (Macquarie University), MBA (Australian Graduate School of Management, UNSW).

Other Listed Company Boards: Boral Limited and AMP Limited.
Other Listed Company Directorships held in the last three years:
Trafalgar Corporate Group Limited (resigned 2008), Cryosite Limited
(resigned 2008) and Centennial Coal Company Limited (resigned 2010).
Government & Community Involvement: Director, Australian
Brandenburg Orchestra, Member of Takeovers Panel, Trustee of Sydney
Opera House Trust.

### **ANTHONY (TONY) FROGGATT**

## Non-Executive Director (Independent) – Age 62

Joined the Board on 1 December 2010 – Member of the Related Party Committee and Nominations Committee.

Background: Mr Froggatt is a former Chief Executive Officer of Scottish & Newcastle plc, a global brewing company based in Edinburgh, UK. Prior to that he held various senior management positions in Seagram Spirits & Wine Group, Diageo plc, H J Heinz and The Gillette Company. He is experienced in global business and brand development in both mature and

developing markets, as well as having extensive marketing and distribution knowledge particularly in the international food and beverages sector.

Degrees: Bachelor of Law degree from Queen Mary College, London and an MBA from Columbia Business School, New York.

Other Listed Company Boards: Non-Executive Director of Brambles Limited, Billabong International Limited and AXA Asia Pacific Holdings Limited.

### **MARTIN JANSEN**

## Non-Executive Director (Nominee of TCCC) – Age 52

Joined the Board in December 2009 – Member of the Audit & Risk Committee.

Background: Martin Jansen is Region Director Bottling Investments Group for China, Singapore and Malaysia and Chief Executive Officer for Coca-Cola China Industries Ltd (CCCIL) and as such is responsible for The Coca-Cola Company's Bottling Investment interests in China, Singapore and Malaysia. Mr Jansen joined the Coca-Cola system in 1998 when he was appointed Chief Operating Officer for Coca-Cola Sabco (CCS). In 2001, he was appointed Chief Executive Officer leading an anchor bottler with operations in 12 countries in Africa and Asia.

Degree: Bachelor of Commercial Economics (HEAO Groningen, Netherlands) and Graduate of the Executive Development Program at Northwestern University Kellogg School of Management.

Other Listed Company Boards: Director, Haad Thip Public Company Limited (Thailand bottling partner).

Government & Community Involvement: Director, The Coca-Cola Company African Foundation.

#### **GEOFFREY KELLY**

## Non-Executive Director (Nominee of TCCC) – Age 66

Joined the Board in April 2004 – (previously having been a Director between 1996 and 2001). Member of the Compensation Committee. Background: Joined The Coca-Cola Company in 1970 and has held legal positions with TCCC in the US, Asia and Europe. Currently Senior Vice President and General Counsel, Chief Legal Officer of The Coca-Cola Company.

Degree: LLB (University of Sydney).

## WAL KING, AO

## Non-Executive Director (Independent) – Age 66

Joined the Board in February 2002 – Member of the Related Party Committee, Nominations Committee and Compliance & Social Responsibility Committee.

Background: Mr King has worked in the construction industry for over 40 years and was Chief Executive Officer of Leighton Holdings Limited, a company with substantial operations in Australia, Asia and the Middle East, from 1987 until his retirement on 31 December 2010. He remains as a Consultant.

Degrees: B Eng; M EngSc and Honorary Doctor of Science (UNSW).

Other Listed Company Directorships held in the last three years:
Leighton Holdings Limited (retired December 2010).

Government & Community Involvement: Director, University of New South Wales Foundation Limited, Kimberley Foundation Australia Limited and Garvan Research Foundation and Council Member, University of New South Wales.

## **DAVID MEIKLEJOHN, AM**

## Non-Executive Director (Independent) – Age 69

Joined the Board in February 2005 – Chairman of the Audit & Risk Committee, and member of the Nominations Committee, Related Party Committee and Compliance & Social Responsibility Committee.

**Background:** Strong experience in finance and financial management and as a Company Director. Chief Financial Officer of Amcor Limited for 19 years until retirement in June 2000.

Degree: B Com; Dip Ed (University of Queensland); FAIM, FAICD, FCPA Other Listed Company Boards: PaperlinX Ltd (Chairman); Australia and New Zealand Banking Group Ltd; Mirrabooka Investments Limited.

## **GENERAL COUNSEL AND COMPANY SECRETARY**

## George Forster – Age 56

Mr Forster joined CCA in April 2005 as General Counsel. He was appointed Company Secretary in February 2007. Mr Forster holds bachelor of laws and bachelor of commerce degrees from the University of New South Wales and has extensive experience of over thirty years as a corporate and commercial lawyer, including having been a partner of Freehills in Sydney.

## SENIOR MANAGEMENT

#### **WARWICK WHITE**

## Managing Director – Australasia – Age 49

#### Appointed in November 2002

**Background:** Warwick has 29 years in the Coca-Cola System and rejoined Coca-Cola Amatil in November 2002 as the Managing Director for the CCA Australian beverages business.

Prior to that, Warwick held marketing and general management roles within the Coca-Cola System. Immediately prior to joining CCA, Warwick was the Regional Director for Coca-Cola Hellenic Bottling Company with responsibility for Ireland, Poland, Hungary, Czech Republic and Slovakia. This was preceded by 13 years in Great Britain, Europe and Ireland in progressively more senior roles within the Coca-Cola System.

#### PETER KELLY

## ${\bf Managing\ Director-Indonesia\ \&\ PNG-Age\ 45}$

### Appointed in February 2010

Background: Peter has spent 20 years in the Coca-Cola system, first joining The Coca-Cola Company in 1988 and then CCA in 1993. Peter has held a number of key sales and operations roles in our Australian Beverages business unit including General Manager Foodstores and Director of Operations and Logistics before taking on a corporate role as Director of Business Development for the CCA Group.

Peter was most recently the Regional Director for Asia with accountability for the Indonesian and PNG business units. In addition to this operational accountability, Peter also managed Business Development, Procurement and the Internal Audit and Risk Functions for the CCA Group. Peter was appointed to the position of Managing Director — Indonesia & PNG from February 2010.

## **GEORGE ADAMS**

## Managing Director – New Zealand & Fiji – Age 44

## Appointed in December 2003

Background: A Fellow of the Institute of Chartered Accountants in Ireland, George joined CCA on 1 December 2003. George has 15 years experience in the Coca-Cola bottling system having previously spent 10 years with Coca-Cola Hellenic Bottling Company in a number of senior Finance, Commercial and IT roles in Europe. He has also worked as Finance Director for British Telecom Regions based in Northern Ireland. George is also Chairman of the New Zealand Food and Grocery Council.

#### **VINCE PINNERI**

## Managing Director – SPCA – Age 52

#### Appointed in July 2010

Background: Vince has worked within the Coca-Cola system for over 27 years and has gained great experience across many countries during this time having worked in Brazil, Germany, Asia and America. He first started out as a Sales Graduate Trainee in Adelaide then moving on to National Key Account Manager and NSW General Sales Manager in Sydney. During his time overseas he had a broad array of roles from general management, global account management, marketing and innovation. Upon his return to Amatil in 2008 Vince became General Manager Strategy for Non-Alcoholic Beverages and then General Manager of Immediate Consumption and Convenience & Petroleum before becoming Managing Director of SPCA in July 2010.

#### **NESSA O'SULLIVAN**

## $\ \, \textbf{Group Chief Financial Officer-Age 46} \\$

### Appointed in September 2010

Background: A Fellow of the Institute of Chartered Accountants in Ireland and a graduate of University College Dublin. Nessa joined CCA in May 2005 as CFO for the Australian Beverage business. Prior to joining CCA Nessa held the role of CFO and VP for the Australia/ New Zealand region of Yum! Restaurants International. She spent 12 years with Yum! in senior roles in Finance, Strategic Planning and IT. Nessa holds dual Irish and Australian citizenship and has worked in Europe, the United States and Australia. Nessa has been CCA's Chief Financial Officer — Operations since April 2008 and assumed the role of CCA's Group Chief Financial Officer from 1 September 2010.

## **CORPORATE GOVERNANCE**

At Coca-Cola Amatil (CCA), the Board of Directors is committed to achieving the highest standards in the areas of corporate governance and business conduct. This Corporate Governance Statement reports on the corporate governance principles and practices followed by CCA for the period 1 January 2010 to 31 December 2010 as required by the ASX Listing Rules.

The Company has followed all of the recommendations established in the ASX Corporate Governance Council's Principles and Recommendations, 2nd Edition. The Company has also had regard to the amendments to the Principles and Recommendations which take effect for the year commencing on or after 1 January 2011 and therefore do not strictly apply to this Report.

The Policies and Board Committee Charters referred to in this Report may be accessed on the Company's website at www.ccamatil.com.

## PRINCIPLE 1 – LAY SOLID FOUNDATIONS FOR MANAGEMENT AND OVERSIGHT

### The Role of the Board and Management

The Board represents shareholders and has the ultimate responsibility for managing CCA's business and affairs to the highest standards of corporate governance and business conduct. The Board operates on the principle that all significant matters are dealt with by the full Board and has specifically reserved the following matters for its decisions:

- · the strategic direction of the Company;
- approving budgets and other performance indicators, reviewing performance against them and initiating corrective action when required;
- ensuring that there are adequate structures to provide for compliance with applicable laws;
- ensuring that there are adequate systems and procedures to identify, assess and manage risks;
- ensuring that there are appropriate policies and systems in place to ensure compliance;
- · monitoring the Board structure and composition;
- appointing the Group Managing Director and evaluating his or her ongoing performance against predetermined criteria;
- approving the remuneration of the Group Managing Director and remuneration policy and succession plans for the Group Managing Director and senior management;
- ensuring that there is an appropriate focus on the interests of all stakeholders; and
- representing the interests of and being accountable to the Company's shareholders.

To assist in its deliberations, the Board has established five main committees which, apart from routine matters, act primarily in a review or advisory capacity. These are the Related Party Committee, Nominations Committee, Compliance & Social Responsibility Committee, Audit & Risk Committee and Compensation Committee. Details of each Committee are set out in this report. The delegation of responsibilities to those committees will only occur provided that sufficient systems are in place to ensure that the Board is meeting its responsibilities.

The responsibility for implementing the approved business plans and for the day-to-day operations of CCA is delegated to the Group Managing Director who, with the management team, is accountable to the Board. The Board approves the Executive Chart of Authority which sets out the authority limits for the Group Managing Director and senior management.

## Senior Executives' Performance Evaluation

Across all of CCA's Business Units, there is a strong performance management discipline together with competitive reward and incentive programs. The Company's approach in recent years is to move to have a greater component of at-risk remuneration for senior executives.

Detailed business plans are prepared and approved by the CCA Board prior to the start of the calendar year. The senior executives are then measured against the achievement of these plans during and at the completion of the calendar year, and their annual at-risk remuneration reflects their business plan achievements. An evaluation of performance has been undertaken for all senior managers for 2010, and this has been in accordance with the above process.

#### PRINCIPLE 2 - STRUCTURE THE BOARD TO ADD VALUE

### **Composition of the Board**

The composition of the Board is based on the following factors:

- the Chairman is a Non-Executive Director and is independent from The Coca-Cola Company:
- the Group Managing Director is the Executive Director;
- The Coca-Cola Company has nominated two Non-Executive Directors (currently Geoffrey Kelly and Martin Jansen);
- the majority of the Non-Executive Directors are independent;
- one-third of the Board (other than the Group Managing Director) is required to retire at each Annual General Meeting and may stand for re-election. The Directors to retire shall be those who have been longest in office since their last election; and
- a Director who has been appointed by the Board to fill a casual vacancy is required to be considered for re-election by the shareholders at the next Annual General Meeting.

The Board is comprised of the following nine members:

Name	Position	Independent	Appointed
David Gonski, AC	Chairman, Non-Executive Direct	or Yes	1997
Ilana Atlas*	Non-Executive Direct	or Yes	2011
Catherine Brenner	Non-Executive Direct	or Yes	2008
Anthony (Tony) Froggatt**	Non-Executive Direct	or Yes	2010
Wal King, A0	Non-Executive Direct	or Yes	2002
David Meiklejohn, AM	Non-Executive Direct	or Yes	2005
Martin Jansen***	Non-Executive Direct	or No	2009
Geoffrey Kelly***	Non-Executive Direct	or No	2004
Terry Davis	Executive Director an Group Managing Dire		2001

- \* Appointed 23 February 2011 to replace Jillian Broadbent, AO who retired on 31 December 2010.
- \*\* Appointed 1 December 2010
- \*\*\* Nominated by The Coca-Cola Company

Details of the skills, experience and expertise of each Director are set out on page 5 of this Report.

## Directors - independence

The majority of the Board are independent Directors. A Director is considered independent provided he or she is free of any business or other relationship with CCA or a related party which could reasonably be perceived to materially interfere with the exercise of their unfettered and independent judgement. A related party for this purpose would include The Coca-Cola Company.

When a potential conflict of interest arises, the Director concerned withdraws from the Board meeting while such matters are considered. Accordingly, the Director concerned neither takes part in discussions nor exercises any influence over the Board if a potential conflict of interest exists. Transactions with The Coca-Cola Company are reviewed by the Related Party Committee. Related party transactions are disclosed in Note 32 to the financial statements.

## RELATED PARTY COMMITTEE

The Related Party Committee is comprised of all the independent Non-Executive Directors (and does not include any Directors who are or have been associated with a related party). The Group Managing Director and the Group Chief Financial Officer attend meetings by invitation.

The Committee reviews transactions between CCA and parties who may not be at arm's length ("related parties") to ensure that the terms of such transactions are no more favourable than would reasonably be expected of transactions negotiated on an arm's length basis. It meets prior to each scheduled Board meeting to review all material transactions of CCA in which The Coca-Cola Company, or any other related party, is involved.

## Directors - selection

The Board's Nominations Committee regularly reviews the composition of the Board to ensure that there is an appropriate mix of abilities, experience and diversity to serve the interests of all shareholders. Any recommendations are presented to the full Board.

The process of appointing a Director is that when a vacancy exists, or is expected, the Nominations Committee identifies candidates with the appropriate expertise and experience having regard to the skills that the candidate would bring to the Board and the balance of skills that the existing Directors hold. The Board reviews the candidates and the most suitable person is either appointed by the Board and comes up for re-election at the next Annual General Meeting or is recommended to shareholders for election at a shareholders' meeting.

CCA also encourages its shareholders to nominate persons of suitable skills, expertise and experience for Board positions. The Company website (at www.ccamatil.com) contains a nomination form and any nomination, made in good faith, will be considered by the Nominations Committee.

#### NOMINATIONS COMMITTEE

The Nominations Committee is comprised of all the independent Non-Executive Directors (it does not include any Directors who are or have been associated with a related party). The Committee reviews the Board's composition to ensure that it comprises Directors with the right mix of skills, experience, expertise and diversity to enable it to fulfil its responsibilities to shareholders. The Committee also reviews Board succession policy and identifies suitable candidates for appointment to the Board and reviews general matters of corporate governance. The Committee has also been given responsibility for reviewing the Company's standards of corporate governance.

### Directors - Induction and Education

On appointment, each Non-Executive Director is required to acknowledge the terms of appointment as set out in their letter of appointment. The appointment letter covers, inter alia, the term of appointment, duties, remuneration including superannuation and expenses, rights of access to information, other directorships, dealing in CCA's shares, disclosure of Director's interests, insurance and indemnity and termination. The Director is provided with the Company's policies and Board Committee charters and briefed on the content by the Company Secretary.

An induction program is made available to newly appointed Directors covering such topics as the Board's role, Board composition and conduct, and the risks and responsibilities of company directors, to ensure that they are fully informed on current governance issues. The program also includes briefings on the culture and values of the Company, the roles and responsibilities of senior executives and the Company's financial, strategic, operational and risk management position.

## Independent professional advice

For the purposes of the proper performance of their duties. Directors are entitled to seek independent professional advice at CCA's expense. Before doing so, a Director must notify the Chairman (or the Group Managing Director in the Chairman's absence) and must make a copy of the advice available to all Directors.

## Directors – Performance Review

A review of Directors' performance is undertaken at least every two years and if a majority of Directors consider a Director's performance falls below the predetermined criteria required, then the Director has agreed to retire at the next Annual General Meeting and a resolution will be put to shareholders to vote on the re-election of that Director.

The last performance review was undertaken in 2009. An independent consultant conducted in-depth interviews with members of the Board. Senior executives who interface most with the Board were also interviewed. Prior to the interviews each Director was sent a Board Review questionnaire. The responses to the questionnaires formed part of the interview process and were taken into account in the final report. The 2009 review found that the Board was very effective and highly regarded. The next performance review will be undertaken in 2011.

#### **Company Secretary**

The Company Secretary is appointed by the Board and is accountable to the Board, through the Chairman, on all governance matters.

### PRINCIPLE 3: PROMOTE ETHICAL AND RESPONSIBLE DECISION-MAKING

#### **Code of Business Conduct**

The Board recognises the need to observe the highest standards of corporate practice and business conduct. The Code of Business Conduct is reviewed regularly to ensure that the standards set in the Code reflect CCA's values, acknowledge our responsibilities to our stakeholders and to each other, and ensure that management and employees know what is expected of them and apply high ethical standards in all of CCA's activities.

The Audit & Risk Committee is responsible for ensuring effective compliance policies exist to ensure compliance with the requirements established in the Code of Business Conduct.

The Code contains procedures for identifying and reporting any departures from the required standards. CCA has also established a system for distribution of the Code at appropriate intervals to employees and for them to acknowledge its receipt.

The Code sets standards of behaviour expected from everyone who performs work for CCA – Directors, employees and individual contractors. It is also expected that CCA's suppliers will enforce a similar set of standards with their employees. The code is available on our website at www.ccamatil.com

## **Interests of Stakeholders**

CCA acknowledges the importance of its relationships with its shareholders and other stakeholders including employees, contractors and the wider community. CCA believes that being a good corporate citizen is an essential part of business and pursues this goal in all the markets in which it operates. CCA publishes Sustainability@CCA Reports which focus on four pillars of commitment – Environment, Marketplace, Workplace and Community. These Reports can be viewed on the CCA website at www.ccamatil.com.

The Compliance & Social Responsibility Committee assists the Board in determining whether the systems of control, which management has established, effectively safeguard against contraventions of the Company's statutory responsibilities and to ensure that there are policies and controls to protect the Company's reputation as a responsible corporate citizen. The structure and responsibilities of the Committee are

## **COMPLIANCE & SOCIAL RESPONSIBILITY COMMITTEE**

The Compliance & Social Responsibility Committee comprises at least three Non-Executive Directors. The Committee regularly reviews and reports to the Board on compliance with laws including occupational health and safety, environmental protection, product safety and trade practices.

The Committee also reviews policies reflecting on the Company's reputation, including quality standards, dealing in the Company's securities and disclosure. In respect of social responsibility, it reviews reports and makes recommendations to the Board, where appropriate, in respect of political donations, community sponsorship and support and relevant social issues such as obesity, environmentally sustainable initiatives, and CCA's carbon footprint and other social issues that may be relevant to the Company.

## Share ownership and dealings

Details of the shareholdings of Directors in the Company are set out in the Directors' Report on page 12. The Non-Executive Directors Share Plan was suspended on 1 September 2009 due to the change in taxation arrangements of share plans announced by the Australian Government

Non-Executive Directors are encouraged to hold CCA shares, with the following shareholding guidelines introduced during 2010, based on length of time served as a CCA Director:

- upon reaching 5 years, to hold the equivalent of at least 20% of annual Director's fees in CCA shares.
- upon reaching 10 years, to hold the equivalent of at least 40% of annual Director's fees in CCA shares.
- upon reaching 15 years, to hold the equivalent of at least 60% of annual Director's fees in CCA shares.
- upon reaching 20 years, to hold the equivalent of at least 80% of annual Director's fees in CCA shares.

## **Policy on Trading in CCA shares**

Directors are subject to the Corporations Act 2001 which restricts their buying, selling or trading securities in CCA if they are in possession of inside information.

The Board has adopted a formal policy for share dealings by Directors and senior management. Under the policy, trading of CCA shares by Directors and Senior Management is prohibited at all times except for the four weeks commencing on the day after the release of the Half Year and Full Year results and the holding of the Annual General Meeting, unless exceptional circumstances apply. The policy prohibits speculative transactions involving CCA shares, the granting of security over CCA shares or entering into margin lending arrangements involving CCA Shares and reinforces the prohibition on insider trading contained in the Corporations Act 2001.

## **CCA's Approach to Gender Diversity**

CCA places high value on all its people and, in doing so, embraces their many inherent differences. CCA recognises that creating a culture where unique differences are truly celebrated allows the organisation to benefit from the wealth of knowledge, experience, and innovation people bring and it recognises that these attributes enable CCA to operate and succeed in diverse markets and communities.

At CCA, diversity means the creation of workplaces where all differences and all the unique characteristics that exist to make people who they are, are respected and celebrated. These differences provide the potential to build an engaged workforce that operates with a better understanding of a diverse customer and consumer base across a range of cultures and communities

A diverse culture will enhance CCA's ability to be flexible, adaptive, innovative and ready for change.

CCA has developed a Gender Diversity Policy which outlines the commitment held by CCA to creating fair, equitable, respectful workplaces where women are supported in an inclusive environment, are given recognition based on individual merit and are considered for opportunities to advance and succeed regardless of their gender or term of employment.

As part of its commitment to improving gender balance in the workplace, CCA will be an early adopter of the ASX Corporate Governance Council's recommendations and as such will provide the following information:

- CCA's Gender Diversity Policy. This Policy will be available on the Company website.
- · Current priorities established and existing initiatives to bring about cultural change
- Achievements to date across the CCA Group
- Targets for female participation within CCA Board, Senior Management, Management and Workforce for 2015

## CCA Australia Current Gender Diversity Priorities and Initiatives

CCA has established the Embracing Difference Council, a group of managers from across the Australian business who are developing a framework for diversity – currently for gender, but with additional focus on ethnicity, disability and Indigenous Australians. CCA plans to implement the strategic recommendations from the Embracing Difference Council. The five diversity change initiatives that are underway are:

- 1. Conduct an organisation-wide benchmarking survey to gain more understanding of the diverse workforce and their needs so as to better target programs and initiatives within CCA.
- 2. Roll out an education program starting at Executive Team level, to increase awareness of potential unconscious personal bias.
- 3. Review flexibility arrangements within CCA.
- 4. Focus on Gender Diversity through mentoring and development programs involving key male stakeholders.
- 5. Develop relationships with Employee Network Groups to provide an individual connection and promote cross function dialogues to aid collaboration

CCA continues to focus on the recruitment and career development of high quality female candidates for appointments within the company. Currently 50% of identified talent within CCA is female. Succession planning and use of the Organisational Capability Review have provided a clear and transparent part of CCA's Talent review process. This has proved invaluable as a means of assessing females and ensuring they are afforded the best opportunities for future development. CCA will continue to take advantage of senior vacancies to increase the number of females at Senior Management Level and will focus on the development plans for high potential females in preparation for Senior Roles.

CCA's recruitment philosophy continues to be based on merit – success is determined by the most suitable candidate for the role as measured by their level of role competency, cultural and motivational fit. By maintaining an objective and competency-based recruitment process, gender bias is

CCA places emphasis on ensuring that the Flexibility Policy is well communicated and applied consistently throughout the company. The Policy continues to work well with the business responding favourably to the opportunity to create more flexibility where needed for employees. Examples include:

- Working from home arrangements
- Job shares
- · Variable hours
- School hours across the week
- Supplying employees with home office requirements
- Salary sacrifice arrangements enabling employees to purchase additional leave

A detailed review is to be conducted of parental leave, flexibility and paid leave, in light of upcoming changes in legislation and ASX regulations and recommendations.

There is consistent effort towards developing a more inclusive culture at CCA. This culture work is a key focus for the next five to six years and as such is at roll-out stage. Five desired cultural qualities and six core behaviours have been identified which are fundamental to a great organisation and characteristics of all great leaders. The new behaviours have been embedded into all stages of the employment lifecycle through inclusion in the recruitment process, performance reviews and plans, induction and learning, talent management and leadership development.

CCA will continue to roll out recruitment techniques training for line managers, inclusive of diversity.

### Achievements to Date

The CCA Board has eight Non-Executive Directors, two of whom are female.

Across all CCA countries the current gender split is as follows (CCA had 14,922 full time equivalent roles as at 30 June 2010):

	Female	Male
Non-Executive Directors	25.0%	75.0%
All Employees	16.4%	83.6%
Senior Executives	11.1%	88.9%
Managers	28.1%	71.9%

The overall proportion of females within CCA Australia is at 28% of the total employees, which is also a reflection of the proportion of managers who are female.

In the latest Australian Equal Opportunity for Women in the Workplace Agency (EOWA) reporting period to 31st March 2010, CCA Australia recorded that there has been a 22% increase in part-time Female Managers, and an increase of 4% overall for all Female Managers.

Significant female appointments have been made to non-traditional female roles in areas such as Logistics, Equipments Services, Supply Chain etc

Within the workforce the number of part-time females has increased by

A continued increase in the number of women utilising flexible job arrangements can be used as an indication of the success of the Flexibility Policy. Employees feel empowered to discuss flexible working arrangements with their managers and it can be seen that requests for flexible work arrangements are accommodated.

With a focus on re-introducing those on maternity leave back into the workforce, 91% have returned to the organisation and 30% returned on a job share or part-time basis.

CCA New Zealand is represented on the Board of the Equal Employment Opportunities Trust. The proportion of women employed across CCANZ is 31% with the number of females in the Senior Management Team also

In Indonesia, the first female Directors were appointed in positions of IT Director and Strategic Planning Director, Female managers increased by 50%. For the past two years, a total of 30 female students (vs. 19 male students) received scholarships from the Coca-Cola Foundation Indonesia through the Intentional Target of Female Scholarship Recipients Program. Part-time working arrangements and the ability to acquire additional annual leave were also introduced.

#### **Future Initiatives**

The strategic focus on gender diversity will continue in the short and medium term, with specific work to occur in the following areas:

- Establishing high calibre female talent pools across all functions and including non-traditional roles e.g. manufacturing and senior sales roles
- Where possible, and practical, ensuring there is at least one female on every recruitment short-list for key roles
- Reviewing and refining of on-line advertisements outlining benefits of working at CCA designed to appeal to females including more information about flexible working
- Development and trial of Recruitment Techniques Training for Line Managers, inclusive of gender diversity
- Reviewing CCA's gender diversity performance against other organisations
- Supporting and implementing the work of the Embracing Difference Council
- Encouraging mentoring for women in CCA and assisting them to maintain relationships with female networks and associations
- Continuing to review and support flexible working arrangements

## PRINCIPLE 4: SAFEGUARD INTEGRITY IN FINANCIAL REPORTING

The Board has an Audit & Risk Committee which meets four times a year and reports to the Board on any matters relevant to the Committee's role and responsibilities. A summary of the Committee's formal Charter is set out below.

## **AUDIT & RISK COMMITTEE**

The Audit & Risk Committee comprises at least three Non-Executive Directors, the majority of whom are Independent. The Group Managing Director and Group Chief Financial Officer attend meetings by invitation. The Committee is chaired by an independent Non-Executive Director who is not the Chairman of the Board.

The key responsibilities of the Committee are: Financial Reporting review Financial Statements to ensure the appropriateness of accounting policies, and compliance with accounting policies and standards, compliance with statutory requirements and the adequacy of disclosure; Risk Management – ensure CCA has effective policies in place covering key risks including, but not limited to, overall business risk in CCA's operations, treasury risk (including currency and borrowing risk), procurement, insurance, taxation and litigation; Audit review of the auditor's performance, the professional independence of the auditor, audit policies, procedures and reports, as a direct link between the Board and the auditor.

The Committee approves the policies, processes and framework for identifying, analysing and addressing complaints (including whistleblowing) and reviews material complaints and their resolution.

#### PRINCIPLE 5: MAKE TIMELY AND BALANCED DISCLOSURE

CCA has a Disclosure and Communication Policy which includes the following principles, consistent with the continuous disclosure obligations under ASX Listing Rules that govern CCA's communication:

- . CCA will, in accordance with the ASX Listing Rules, immediately issue to ASX any information that a reasonable person would expect to have a material effect on the price or value of CCA's securities;
- CCA's Disclosure Committee manages the day-to-day continuous disclosure issues and operates flexibly and informally. It is responsible for compliance, coordinating disclosure and educating employees about CCA's communication policy; and
- all material information issued to ASX, the Annual Reports, full year and half year results and presentation material given to analysts, is published on CCA's website (www.ccamatil.com). Any person wishing to receive advice by email of CCA's ASX announcements can register at www.ccamatil.com

The Company Secretary is the primary person responsible for communication with ASX. In the absence of the Company Secretary, the Investor Relations Manager is the contact.

Only authorised spokespersons can communicate on behalf of the Company with shareholders, the media or the investment community.

## PRINCIPLE 6: RESPECT THE RIGHTS OF SHAREHOLDERS

The rights of CCA's shareholders are detailed in CCA's Constitution. Those rights include electing the members of the Board. In addition, shareholders have the right to vote on important matters which have

To allow shareholders to effectively exercise these rights, the Board is committed to improving the communication to shareholders of high quality, relevant and useful information in a timely manner. CCA has adopted the following communication framework:

- an ongoing communication program regular, comprehensive and publicly available disclosures to be undertaken covering important topics including performance and governance issues;
- contact information contact details for the Investor Relations department and Company Secretary are provided to facilitate and encourage communication;
- communication responsibilities identification of the items that are appropriate for Board comment and those for management comment;
- communication policy a publicly disclosed policy that covers all forms of communication, including meetings, telephone calls, email and other written communications; and
- policy review regular Board review to ensure adherence to the communication policy.

CCA's communication policy (a copy is available on the Company website at www.ccamatil.com/disclosurepolicy.asp) requires that shareholders be informed about strategic objectives and major developments. CCA is committed to keeping shareholders informed and improving accessibility to shareholders through:

- · Australian Securities Exchange (ASX) announcements;
- company publications (including the Annual Report and Shareholder News);
- the Annual General Meeting:
- the Company website (www.ccamatil.com);
- the investor relations contact number (61 2 9259 6159); and
- a suggestion box on the website.

CCA's shareholders are encouraged to make their views known to the Company and to directly raise matters of concern. From time to time, CCA requests meetings with its shareholders and shareholder interest groups to share views on matters of interest. The views of those parties are shared with the Board on a regular basis, both by the Chairman and management.

Shareholders are encouraged to access shareholder communications and information online. This has the advantage of receiving prompt information together with the convenience and security of electronic delivery.

Shareholders are encouraged to attend CCA's Annual General Meeting and use this opportunity to ask questions. The Annual General Meeting will remain the main opportunity each year for the majority of shareholders to comment and to question CCA's Board and management.

CCA is committed to improving the efficiency of its Annual General Meetings and encourages participation of shareholders through:

- · the prior collection of shareholder questions for answering during the meeting. Questions can be submitted either by completing the relevant form accompanying the notice of meeting or by emailing CCA at investors@ccamatil.com. Questions that have been lodged, and their answers, are posted on the Company's website at the FAO section:
- · providing a process to ensure that shareholders are considerate of each other's right to participate;
- providing an opportunity after each Annual General Meeting to discuss matters with the Board and management; and
- posting copies of the speeches delivered at the meeting to the website after delivery.

Further, the external auditor attends the Annual General Meeting and is available to answer shareholder questions about the conduct of the audit and the preparation and content of the auditor's report

## PRINCIPLE 7: RECOGNISE AND MANAGE RISK

The Board has established a Risk Management Policy which formalises CCA's approach to the oversight and management of material business risks. The policy is implemented through a top down and bottom up approach to identifying, assessing, monitoring and managing key risks across CCA's business units. Risks, and the effectiveness of their management, are reviewed and reported regularly to relevant management, the Audit & Risk Committee and the Board. Management has reported to the Board that the Company's risk management and internal compliance and control system is operating efficiently and effectively in all material respects.

The Board is responsible for ensuring that there are adequate systems and procedures in place to identify, assess, monitor and manage risks. CCA's Audit & Risk Committee reviews reports by members of the management team (and independent advisers, where appropriate) during the year and, where appropriate, makes recommendations to the Board in respect of:

- · overall business risk in CCA's countries of operation;
- treasury risk (including currency and borrowing risks);
- procurement:
- insurance;

- taxation:
- litigation:
- · fraud and code of conduct violations; and
- other matters as it deems appropriate

The Committee reviews and, where appropriate, makes recommendations to the Board in respect of policies relating to the above matters. The internal and external audit functions, which are separate and independent of each other, also review CCA's risk assessment and risk management.

In addition to the risk management duties of the Audit & Risk Committee, the Board has retained responsibility for approving the strategic direction of CCA and ensuring the maintenance of the highest standards of quality. This extends beyond product quality to encompass all ways in which CCA's reputation and its products are measured. The Board monitors this responsibility through the receipt of regular risk reports and management presentations.

### **Financial Reporting**

In accordance with section 295A of the Corporations Act 2001, the Group Managing Director and Chief Financial Officer have provided a written Certificate to the Board that the Statutory Accounts of the Company comply with the relevant Accounting Standards and other mandatory reporting requirements in all material respects, that they give a true and fair view, in all material respects, of the financial position and operational performance of the Company, and that management's risk management and internal controls over financial reporting, which implement the policies and procedures adopted by the Board, are operating effectively and efficiently, in all material respects.

#### PRINCIPLE 8: REMUNERATE FAIRLY AND RESPONSIBLY

On an annual basis, the Compensation Committee obtains data from external remuneration sources to ensure the Company's remuneration practices are in line with market conditions. The Committee reviews the nature and amount of the remuneration of the Group Managing Director and senior management and, where appropriate, makes recommendations to the Board. The Remuneration Strategy is set out in the Remuneration Report on page 16 of this Annual Report. The Report also includes the Remuneration Structure of the Non-Executive Directors' remuneration and that of the Executive Director and senior management

#### COMPENSATION COMMITTEE

The Compensation Committee comprises at least three Non-Executive Directors (the Group Managing Director attends by invitation). Appropriate periods of time are set aside, if required, for only Committee members to be in attendance. The Compensation Committee is not chaired by the Chairman of the Board but by another independent Non-Executive Director.

The Committee reviews matters relating to the remuneration of the Executive Director, senior management and Non-Executive Directors. It also reviews senior management succession planning, country retirement plans and remuneration by gender. The Committee obtains advice from external remuneration consultants to ensure that CCA's remuneration practices are in line with market conditions. On at least an annual basis, the Committee reviews the succession plans for the Group Managing Director and senior executives.

### **Other Board Committees**

To assist in its deliberations, the Board has established a further two committees, the Administration Committee and the Securities Committee. These Committees are comprised of any two Directors or a Director and the Group Chief Financial Officer and meet as required.

The Administration Committee's powers, while not limited, will generally be applied to matters of administration on behalf of the Board, including the execution of documents in the normal course of business. The Securities Committee attends to routine matters relating to the allotment of securities.

## **DIRECTORS' REPORT**

## **COCA-COLA AMATIL LIMITED**

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

The Directors submit hereunder their Report for the financial year ended 31 December 2010.

#### NAMES AND PARTICULARS OF DIRECTORS

The names of the Directors of Coca-Cola Amatil Limited (Company, CCA or CCA Entity) in office during the financial year and until the date of this Report and the beneficial interest of each Director in the share capital of the Company are detailed below —

	Ordinary shares No.	Long Term Incentive Share Rights Plan <sup>1</sup> No.	Non-Executive Directors Share Plan <sup>1</sup> No.	Non-Executive Directors' Retirement Share Trust <sup>1</sup> No.
David Michael Gonski, AC	71,088	_	194,589	101,852
Catherine Michelle Brenner	910	_	12,022	_
Terry James Davis	152,618	247,156	_	_
Anthony Grant Froggatt <sup>2</sup>	49,000 <sup>3</sup>	_	_	_
Martin Jansen	10,173	_	_	_
Geoffrey James Kelly	1,610	_	20,707	_
Wallace Macarthur King, AO	1,200	_	45,889	7,738
David Edward Meiklejohn, AM	5,715	_	19,560	_
Former Director				
Jillian Rosemary Broadbent, AO <sup>4</sup>	3,546	_	26,899	37,311

- 1 Beneficial interest held subject to conditions of the Plans/Trust.
- 2 Appointed 1 December 2010.
- 3 Indirect interest in 25,000 shares as an executor of a will, and in 24,000 shares under an enduring power of attorney.
- 4 Retired 31 December 2010.

Note: For the purposes of this Report, Ilana Rachel Atlas was appointed a Director on 23 February 2011, following the signing of the Accounts.

Particulars of the qualifications, other directorships, experience and special responsibilities of each Director are set out on page 5 of the Annual Report.

## **DIVIDENDS**

	Rate per share ¢	Fully franked per share ¢	Amount \$M	Date paid or payable
Final dividend declared on ordinary shares (not recognised as a liability)	28.0	28.0	211.7	5 April 2011
Dividends paid in the year —				
Final dividend on ordinary shares for 2009	25.0	25.0	187.1	6 April 2010
Interim dividend on ordinary shares for 2010	20.5	20.5	154.7	5 October 2010

#### **OPERATING AND FINANCIAL REVIEW**

## Principal activities and operations

The principal activities of Coca-Cola Amatil Limited and its subsidiaries (Group or CCA Group) during the financial year ended 31 December 2010 were —

- the manufacture, distribution and marketing of carbonated soft drinks, still and mineral waters, fruit juices, coffee and other alcohol-free beverages;
- the processing and marketing of fruit, vegetables and other food products; and
- the manufacture and/or distribution of premium beer brands and the premium spirit portfolio of global distributor Beam Global Spirits & Wines, by Pacific Beverages Pty Ltd, a joint venture entity between CCA and SABMiller plc.

The Group's principal operations were in Australia, New Zealand, Fiji, Indonesia and Papua New Guinea (PNG).

## **Financial results**

The Group's net profit attributable to members of the Company was \$497.3 million, compared with \$449.0 million in 2009, representing a 10.8% increase from last year. The net profit attributable to members includes a significant item of \$9.3 million (income tax expense), relating to changes in the New Zealand tax legislation, whereby future tax deductibility of building depreciation has been removed.

The Group's trading revenue for the financial year was \$4,490.3 million, compared with \$4,436.0 million for 2009. Earnings before interest and tax (EBIT) increased by 7.3% to \$844.9 million, compared with \$787.3 million in 2009.

Operating cash flow was \$585.4 million, compared with \$751.3 million in 2009.

## **OPERATING AND FINANCIAL REVIEW CONTINUED**

## **Review of operations**

The EBIT contribution from each operating segment was as follows -

- Australia Beverages EBIT increased by 7.3% to \$592.7 million, compared with \$552.5 million in 2009;
- New Zealand & Fiji EBIT was \$81.4 million, compared with \$82.3 million in 2009;
- Indonesia & PNG EBIT increased by 21.4% to \$75.0 million, compared with \$61.8 million in 2009; and
- Food & Services EBIT increased by 1.4% to \$94.3 million, compared with \$93.0 million in 2009.

Further details of the operations of the Group during the financial year are set out on pages 1 to 4 of the Annual Report.

#### Significant changes in the state of affairs

In the opinion of the Directors, there have been no other significant changes in the Group's state of affairs or principal activities during the 12 months to 31 December 2010.

### **Future developments**

Information on the future developments of the Group and its business strategies are included in the front section of this Annual Report.

While the Company continues to meet its obligations in respect of continuous disclosure, further information of likely developments, business strategies and prospects has not been included here because, in the opinion of the Directors, such disclosure would unreasonably prejudice the interests of the Group.

#### **Environmental regulation and performance**

Management of environmental issues is a core component of operational management within the Group's businesses. The Group is committed to understanding and minimising any adverse environmental impacts of its beverage and food manufacturing activities, recognising that the key areas of environmental impact are water use, energy use and post sale to consumer waste.

Group policy is to ensure all environmental laws and permit conditions are observed. The Group monitors its environmental issues at an operational level, overlaid with a compliance system overseen by the Compliance & Social Responsibility Committee. Although the Group's various operations involve relatively low inherent environmental risks, matters of non-compliance are identified from time to time and are corrected as part of routine management, and typically notified to the appropriate regulatory authority.

#### **DIRECTORS' MEETINGS**

The number of Directors' meetings (including meetings of Committees of Directors) and the number of meetings attended by each of the Directors of the Company during the financial year are detailed below —

		rd of ctors	Audit &		Compl & So Respon Comm	cial sibility	Compe Comm		Relate Comm	d Party ittee <sup>4</sup>	Nomin Comm		Other Committees
	Meetings held while a Director	No. of meetings attended	Meetings held while a member	No. of meetings attended	Meetings held while a member	No. of meetings attended	Meetings held while a member	No. of meetings attended	Meetings held while a member	No. of meetings attended	Meetings held while a member	No. of meetings attended	meetings
D.M. Gonski, AC	6	6	4	4	4	4	4	4	7	7	1	1	_
C.M. Brenner	6	6	_	_	_	_	4	4	7	7	1	1	_
J.R. Broadbent, AO7	6	6	_	_	4	4	4	4	7	7	1	1	_
T.J. Davis	6	6	4*	4*	4*	4*	4*	4*	7*	7*	1*	1*	7
A.G. Froggatt <sup>8</sup>	1	1	-	_	-	_	-	_	1	1	-	_	_
M. Jansen <sup>9</sup>	6	6	4	4	_	_	_	_	_	_	_	_	_
G.J. Kelly <sup>9</sup>	6	5	_	_	_	_	4	4	_	_	_	_	_
W.M. King, A0	6	6	_	_	4	4	_	_	7	7	1	1	_
D.E. Meiklejohn, AM	6	6	4	4	4	3	_	-	7	6	1	1	-

- 1 The Audit & Risk Committee reviews matters relevant to control systems so as to effectively safeguard the Company's assets, accounting records held to comply with statutory requirements and other financial information. It consists of at least three Non-Executive Directors, the majority of whom are independent. Refer to the Corporate Governance section on page 7 of the Annual Report for further details on this and other Committees.
- 2 The Compliance & Social Responsibility Committee reviews systems of control so as to effectively safeguard against contraventions of the Company's statutory responsibilities and to ensure there are policies and procedures in place to protect the Company's regulation as a responsible comparate citizen. It consists of at least three Non-Executive Directors
- 3 The Compensation Committee reviews matters relevant to the remuneration of executive Directors and senior Company executives. It consists of at least three Non Executive Directors.
- 4 The Related Party Committee reviews agreements and business transactions with related parties. It consists of all the Non-Executive Directors who are not associated with a related party.
- 5 The Nominations Committee reviews the composition of the Board, including identifying suitable candidates for appointment to the Board and reviews general matters of corporate governance. It consists of all the independent Non-Executive Directors.
- 6 Committees were created to attend to allotments of securities and administrative matters on behalf of the Board. A quorum for these Committees was any two Directors, or any one Director and a Chief Financial Officer.
- 7 Retired 31 December 2010.
- 8 Appointed 1 December 2010.
- Non-residents of Australia.
- \* Mr T.J. Davis attended by invitation

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#### COMMITTEE MEMBERSHIP

As at the date of this Report, the Company had an Audit & Risk Committee, a Compliance & Social Responsibility Committee, a Compensation Committee and a Nominations Committee of the Board.

Members acting on the Committees of the Board during the financial year were –

Audit & Risk	Compliance & Social Responsibility	Compensation	Related Party	Nominations
D.E. Meiklejohn, AM <sup>1</sup>	J.R. Broadbent, AO182	C.M. Brenner <sup>1</sup>	D.M. Gonski, AC <sup>1</sup>	D.M. Gonski, AC1
D.M. Gonski, AC	D.M. Gonski, AC	D.M. Gonski, AC	C.M. Brenner	C.M. Brenner
M. Jansen	W.M. King, AO	J.R. Broadbent, AO <sup>2</sup>	J.R. Broadbent, AO <sup>2</sup>	J.R. Broadbent, AO <sup>2</sup>
	D.E. Meiklejohn, AM	G.J. Kelly	A.G. Froggatt <sup>3</sup>	A.J. Froggatt <sup>3</sup>
			W.M. King, AO	W.M. King, AO
			D.E. Meiklejohn, AM	D.E. Meiklejohn, AM

- 1 Chairman of the relevant Committee.
- 2 Retired 31 December 2010.
- 3 Appointed 1 December 2010.

#### DIRECTORS' AND OFFICERS' LIABILITY INSURANCE

The Company has paid the premium for Directors' and officers' liability insurance in respect of Directors and executive officers of the Company and its subsidiaries as permitted by the Corporations Act 2001. The terms of the policy prohibit disclosure of details of the insurance cover and premium.

#### SHARE OPTIONS

No options have been issued since 1 January 2003. From the beginning of the 2003 financial year, options were removed from the remuneration package of Group executives. Details of options on issue at the end of the 2010 financial year and options exercised during the financial year are included in Note 22 to the financial statements.

Since the end of the financial year, 1,000 CCA ordinary shares were issued pursuant to the CCA Executive Option Plan.

## **EVENTS AFTER THE BALANCE DATE**

No matters or circumstances have arisen since the end of the financial year that have significantly affected, or may significantly affect, the operations, the results of those operations or the state of affairs of the Group in subsequent financial periods, with the exception of the following —

## Debt raising

Subsequent to the end of the financial year, CCA completed a \$250.0 million debt raising in the Euro markets, with the issue of Euro Medium Term Notes. The fixed coupon rates on the Notes were set at 6.125% and are for a term of approximately 3.3 years.

#### ROUNDING

The Company is of a kind referred to in the Australian Securities and Investments Commission (ASIC) Class Order No. 98/100 and, in accordance with this Class Order, amounts in the financial statements and this Report have been rounded off to the nearest tenth of a million dollars.

#### REMUNERATION REPORT

This remuneration report outlines CCA's remuneration philosophy and practices together with details of the specific remuneration arrangements that apply to key management personnel of the Company and the Group in accordance with the requirements of the Corporations Act 2001.

For the purposes of this report, key management personnel (KMP) of the Group are defined as those persons having authority and responsibility for planning, directing and controlling the major activities of the Company and the Group, directly or indirectly, including any Director (whether executive or otherwise) of the Company. For the purposes of this report, the term "executive" encompasses the Group Managing Director, senior executives, general managers and secretaries of the Company and the Group.

CCA's key management personnel are -

#### **KMP Non-Executive Directors**

D.M. Gonski, AC Chairman C.M. Brenner Director

J.R. Broadbent, AO Director – Retired 31 December 2010
A.G. Froggatt Director – Appointed 1 December 2010

M. Jansen Director
G.J. Kelly Director
W.M. King, AO Director
D.E. Meiklejohn, AM Director

### **KMP Executives**

T.J. Davis Executive Director and Group Managing Director

W.G. White Managing Director, Australasia
G. Adams Managing Director, New Zealand & Fiji

P.N. Kelly Managing Director, Indonesia & PNG — Appointed 1 February 2010

(formerly Managing Director, Asia)

V. Pinneri Managing Director, SPCA — Appointed 1 July 2010

N.I. O'Sullivan Group Chief Financial Officer

J. Seward Head of Commercial — Appointed 1 February 2010 and resigned 7 February 2011

(formerly Managing Director, Indonesia & PNG) — Ceased 31 January 2010 and ceased to be a KMP on

31 January 2010

S.C. Perkins Operations Director, SPCA

(formerly Acting Managing Director, Food & Services)

Completed assignment and ceased to be a KMP on 30 June 2010

K.A. McKenzie Chief Financial Officer – Statutory and Compliance – Retired 31 December 2010.

In addition, the following person must be disclosed under the Corporations Act 2001 as they are among the five highest remunerated Group and Company executives.

P.J. Malloy Director, Sales Non Alcoholic Beverages Australia.

There were no other changes to key management personnel during the reporting period, or after the reporting date up to the date the financial report was authorised for issue.

The information contained in this remuneration report has been audited as required by section 308(3C) of the Corporations Act 2001. Refer to the audit opinion on page 89.

The remuneration report is in six sections as follows -

- A. Remuneration Strategy
- B. Remuneration Structure
- a) Fixed Remuneration
- b) At Risk Remuneration
- i) Short Term Incentive Plan (STIP)
- ii) Executive Retention Share Plan (ERSP) iii) Long Term Incentive Share Rights Plan (LTISRP)
- c) Performance of CCA and the Link to Reward
- d) Remuneration Advisers
- C. Summary of Employment Contracts
- D. Statutory Remuneration of Executives
- E. Remuneration of Non-Executive Directors
- F. Speculative Trading.

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## **REMUNERATION REPORT** CONTINUED

#### A. Remuneration Strategy

The Compensation Committee (Committee) is responsible for reviewing the nature and amount of the Group Managing Director's and senior executives' remuneration. The Board (on the recommendations of the Committee) has set a remuneration strategy that supports and drives the achievement of CCA's strategic objectives. By establishing a remuneration structure that motivates and rewards executives for achieving key targets linked to CCA's business objectives, the Board is confident that its remuneration strategy focuses CCA's people on creating superior shareholder wealth, in line with CCA's strategic intent.

The following diagram illustrates how CCA's remuneration strategy and the structure the Board has implemented to achieve this strategy align with CCA's business objectives.

CCA's Strategic	Business	Objectives
-----------------	----------	------------

Continue to provide sustainable returns that are superior to those of CCA's competition.

In the near term, to invest in CCA capacity and encourage business growth.

Conduct business and operate within the community as a good corporate citizen.

## **Remuneration Components**

#### Base (Fixed) Remuneration

- Base level of reward;
- Set at a competitive market level and reviewed annually in light of advice from external consultants on current international and market practices; and
- Dependent on employee's experience, knowledge, skills, level of responsibility and general performance.

## **Short Term Incentive**

- Determined by reference to achievement of pre-determined business performance and individual performance measures:
- Business performance measures include trading revenue and net profit after tax;
- Individual performance measures focus on team performance and individual contributions; and
- Delivered in cash annually if predetermined targets are met, with a proportion deferred into CCA shares for a specified period.

## Long Term Incentives Long Term Incentive Share Rights Plan

- Set by reference to CCA's peer group of companies in the external market:
- Determined by CCA's performance against financial performance measures of total shareholder return and earnings per share;
- No value derived unless CCA meets or exceeds performance measures – greater rewards available for exceeding the minimum performance threshold; and
- Delivered in equity to align shareholder and executive interests.

## Executive Retention Share Plan

- Award of shares offered to small number of key executives to incentivise continued employment with CCA; and
- Shares vest if participating executives remain employed for 3 years from grant date.

## Attract, motivate, retain and reward top calibre executives to deliver superior performance by:

- providing competitive rewards, linked to the value executives will bring to CCA (with total remuneration for the Group Managing Director and senior executives targeted at the 75th percentile of comparable positions in comparable companies); and
- providing executives with the opportunity to achieve further incentives based on individual performance.

## Align executive rewards to CCA's performance and shareholder interests by:

- assessing incentives against multiple financial and non-financial business measures that aligned with CCA strategy; and
- making significant components of total remuneration dependent on CCA's performance (with the proportion of equity based 'at risk' component of remuneration increasing as an executive's potential impact on the performance of the business increases).

#### **REMUNERATION REPORT** CONTINUED

### A. Remuneration Strategy continued

There are a number of principles which underpin CCA's remuneration strategy –

- remuneration will be competitively set to attract, motivate and retain top calibre executives;
- remuneration will incorporate, to a significant degree, variable pay elements for short term and long term performance, which will –
- link executive reward with the strategic goals and performance of the Group;
- align the interests of executives with those of shareholders;
- reward the Group Managing Director and senior executives for Group, business unit (where applicable) and individual performance against appropriate benchmarks and targets; and
- ensure total remuneration is competitive by market standards;
- remuneration will be reviewed annually by the Committee through a process that considers Group, business unit (where applicable) and individual performance. The Committee will also consider pertinent advice from external consultants on current international and local market practices and will take into account market comparisons for similar roles, together with the level of responsibility of the individual;
- · remuneration systems will complement and reinforce the Company's Code of Conduct and succession planning; and
- remuneration and terms and conditions of employment will be specified in an individual letter of employment and signed by the Company and
  the executive. The relationship between remuneration, potential annual and long term incentive payments is established for each level of
  executive management by the Committee. For executives, potential incentive payments as a proportion of total potential remuneration increase
  with seniority and responsibility in the organisation.

The Committee's Charter is available on the CCA's website at www.ccamatil.com.

#### **B. Remuneration Structure**

As depicted above, CCA's executive remuneration is structured as a mixture of base (fixed) remuneration (which includes base salary and benefits such as superannuation) and variable remuneration, through "at risk" short term incentive (STI) and long term incentive (LTI) components.

While the fixed remuneration is designed to provide for predictable base levels of remuneration, the STI and LTI components reward executives when certain pre-determined performance conditions and/or service conditions are met or exceeded.

The Company's remuneration structure is designed to provide flexibility to individual remuneration packages for the Group Managing Director and executives based on their importance to the success of the business and the extent to which they are in a position to influence Company performance.

The Group Managing Director's and senior executives' total remuneration is targeted at the 75th percentile of comparable positions in comparable companies, which is achieved when individual and Company performance targets are met.

The Company's approach in recent years is to have a greater component of at risk remuneration for executives and senior executives represented by CCA shares. At risk remuneration as a percentage of total remuneration varies depending on the importance of the individual to the success of the business and their potential to impact business performance.

CCA executives are also encouraged to hold CCA shares to further align their interests with those of the Company and its shareholders, with the following shareholding guidelines based on length of employment —

- $\bullet \quad \text{upon reaching} \quad \text{5 years of employment, to hold equivalent of at least 20\% of annual base salary in CCA shares;}$
- upon reaching 10 years of employment, to hold equivalent of at least 40% of annual base salary in CCA shares;
- upon reaching 15 years of employment, to hold equivalent of at least 60% of annual base salary in CCA shares; and
- upon reaching 20 years of employment, to hold equivalent of at least 80% of annual base salary in CCA shares.

The remuneration mix (i.e. the relative proportions of total remuneration received as fixed base pay and variable at risk remuneration) for those executives with ongoing employment at the end of 2010 are set out in the following table —

Name	Position	Fixed remuneration	Variable remuneration <sup>1</sup>
KMP Executives			
T.J. Davis	Executive Director and Group Managing Director	49%	51%
W.G. White	Managing Director, Australasia	53%	47%
G. Adams	Managing Director, New Zealand and Fiji	56%	44%
P.N. Kelly	Managing Director, Indonesia and PNG	65% <sup>2</sup>	35%
V. Pinneri	Managing Director, SPCA	50%	50%
N.I. O'Sullivan	Group Chief Financial Officer	46%	54% <sup>3</sup>
J. Seward	Head of Commercial	57%	43%
S.C. Perkins	Operations Director, SPCA	58%	42%
K.A. McKenzie	Chief Financial Officer — Statutory and Compliance	53%	47%
Other Company and Group	Executive		
P.J. Malloy	Director, Sales Non Alcoholic Beverages Australia	53%	47%

- 1 The percentage of each component of remuneration is calculated with reference to "target" performance outcomes in both STIP and LTISRP measures for more information on performance measurement levels see the following sections on STIP and LTISRP.
- 2 Fixed remuneration for Mr Kelly includes expatriate costs.
- 3 Remuneration package reviewed as at 1 September 2010 and incorporates the 2011-2013 LTISRP

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#### **REMUNERATION REPORT CONTINUED**

## B. Remuneration Structure continued a) Fixed Remuneration

Base (fixed) remuneration

Base salary is reviewed annually through a process that ensures an executive's fixed remuneration remains competitive in the market place and reflects their skills, knowledge, accountability and general performance. This process involves market based reviews conducted by independent experts, externally benchmarked to companies in the Australian Securities Exchange (ASX).

## Components of fixed remuneration

Fixed remuneration comprising base salary, benefits (including superannuation) and applicable fringe benefits tax (reflecting CCA's total cost to the Company approach) is determined on an individual basis, considering the size and scope of the role, the importance of the role to the Company and the demand for the role in the market place. It may also include deferred remuneration, which is either a once off payment in cash or a once off award of CCA shares made at the completion of a specified employment period.

## Review of fixed remuneration

Fixed remuneration does not vary over the course of a year due to performance. Remuneration packages (including fixed and variable components and benefits) are reviewed annually and no component is guaranteed to increase.

## Benchmarks for setting fixed remuneration

The Committee obtains advice from external remuneration consultants on the appropriate level of fixed remuneration, which considers international and local market practices and market comparisons for similar roles, together with the level of responsibility, performance and potential of the executive.

#### b) At Risk Remuneration

At risk remuneration, which comprises both short (annual) and long term incentives, is an integral part of CCA's approach to providing competitive performance based remuneration. The at risk components of the Group Managing Director's and senior executives' remuneration are intended to ensure that an appropriate proportion of their remuneration is linked to growth in shareholder value and the achievement of key operational targets and are described further below.

## i) STIP STIP overview

The STIP provides the opportunity for executives to earn an annual cash incentive upon the achievement of targets set at the beginning of the financial year. The Board annually invites the Group Managing Director and senior executives to participate in the STIP. The on-target STIP amounts are set by reference to companies comparable to CCA. The incentives are included in the executive's remuneration package at an on-target value, which assumes 100% achievement of the targets. Company performance targets are reviewed and approved by the Committee prior to the start of the financial year and are clearly defined and measurable.

## STIP objective

The STIP's key objectives are set each year to emphasise team performance and to identify and reward individual contributions.

## STIP performance conditions

Payments from the STIP are based on the performance of the Group or business unit and the individual's performance over the past financial year. The calculation of the STIP award is as follows —

- business performance is weighted at 70% of the award. Group business performance is based on achievement of key performance drivers of volume and net operating profit after tax (NOPAT) targets against budget (with achievement against prior year also taken into account), based on a pre-determined formula, with volume achievement weighted at 40% and NOPAT achievement weighted at 60%. Individual non-alcoholic beverage business units are assessed on their business unit specific volume and EBIT targets, also weighted at 40% and 60% respectively. SPCA is based 75% on EBIT and 25% on net sales value, volume and Occupational Health and Safety. A minimum of 90% of budgeted EBIT or NOPAT (and volume where applicable) must be achieved for an award to be made (unless the Board determines otherwise), and 100% achievement will result in the target award, with awards increasing for out-performance;
- individual performance is weighted at 30% of the award based on achievement of pre-determined key performance indicators (KPIs). Full achievement of all KPIs will result in a maximum 30% being awarded; and
- an individual performance factor of between 0% to 130% is then applied to the total of the two components
  above, that is an assessment of how an executive achieved their KPIs, that takes into account adherence to
  CCA's core values and behaviours, with the average of the individual performance factors for all executives
  in the plan balancing to 100%.

The individual performance and individual performance factors are assessed by the executives' manager, who are considered the best informed and placed to make this assessment, with these being approved by the Country Managing Director or Group Managing Director as appropriate.

#### **REMUNERATION REPORT CONTINUED**

- B. Remuneration Structure continued
- b) At Risk Remuneration continued

i) STIP continued

STIP performance conditions continued

For the Group Managing Director and senior executives, the current STIP ranges (as a percentage of base pay) are set out in the table below —

Name	Position	On-target STIP award as a percentage of base pay	Maximum STIP award as a percentage of base pay
KMP Executives			
T.J. Davis	Executive Director and Group Managing Director	77%	137%
W.G. White	Managing Director, Australasia	102%	182%
G. Adams	Managing Director, New Zealand & Fiji	70%	125%
P.N. Kelly	Managing Director, Indonesia & PNG	73%	131%
V. Pinneri	Managing Director, SPCA	80%	157%
N.I. O'Sullivan	Group Chief Financial Officer	67%	119%
J. Seward	Head of Commercial	65%	116%
S.C. Perkins	Operations Director, SPCA	55%	108%
K.A. McKenzie	Chief Financial Officer – Statutory and Compliance	75%	134%
Other Company and Group Executive			
P.J. Malloy	Director, Sales Non Alcoholic Beverages Australia	73%	130%

## **STIP** review process

The Committee approved performance measures are designed to align executives' rewards to the key performance drivers of the Company. The Committee annually reviews the ongoing appropriateness of the STIP, its rules and the degree of difficulty in meeting targets. At the completion of the financial year, the Committee relies on audited financial results for calculating payments in accordance with the STIP rules. The Committee reviews actual performance against targets, considers individual performance and takes into account relevant factors affecting the business, and approves all incentive payments prior to payment being made in March of the following year.

## STIP mandatory deferral into CCA shares

For Australian executives a portion of the incentive is deferred, with 20% of the actual incentive paid (up to target – and 100% of over target) to a maximum of \$5,000, which is sacrificed into CCA shares. These shares are required to be held in trust for a period of 17 months, or until the executive leaves the employment of CCA. For executives outside of Australia there is no deferral into shares.

CCA's Executive Retention Share Plan and Long Term Incentive Share Rights Plan constitute the primary long term incentive components of executive at risk remuneration.

## ii) ERSP ERSP overview

The ERSP complements the LTISRP and is intended to encourage and motivate retention of key executives. The ERSP offers an award of shares at the end of a three year period to a small number of key executives who are critical to retain in their particular business unit with no performance hurdles attached, so as to guarantee an award to executives who remain employed by the Company at the end of this period.

Whilst it is recognised that this award alone does not guarantee retention and that senior executive retention varies among individuals for many diverse and complex reasons (including, among other things, meaningful career paths, succession planning and employee engagement), offering a tangible reward in the form of CCA shares does provide a direct incentive for participants to remain employed with the Group until vesting date. Once the shares vest, there is no holding restriction.

## **ERSP** participation

The Board approved the establishment of the ERSP in 2007 and invited 70 key senior executives to participate during 2007-2009. A total of 12 out of the 70 executives left the Company by the time the 2007-2009 ERSP three year period had completed.

The Board approved a further award to 43 key senior executives in 2010. The Group Managing Director was not eligible to participate without shareholder approval and was not invited to participate in the 2010-2012 ERSP. The retention of these 43 key executives is viewed as crucial to the success of their respective CCA business units over the three year period, especially given that there is a shortage of suitable senior executive talent in most of the markets in which CCA operates at this time.

## How is the quantum of 2010 awards determined?

The individual awards offered in 2010 were calculated at an annual value of up to 12% of each relevant executive's remuneration package.

For the 2010-2012 ERSP, the 43 executives were awarded 239,050 shares which are scheduled to vest in 2013 (shares allocated to 41 executives are scheduled to vest in February 2013). As at 31 December 2010, none of those in the 2010-2012 ERSP have left the employment of the CCA Group.

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#### **REMUNERATION REPORT CONTINUED**

B. Remuneration Structure continued b) At Risk Remuneration continued

iii) LTISRP

LTISRP overview

The LTISRP offers participating executives a right to an ordinary share in the Company, subject to the achievement of applicable performance measures or hurdles. On-target total remuneration for an executive is premised on achieving the threshold performance (i.e. 51st percentile for total shareholder return (TSR)).

For each performance hurdle, an appropriate vesting scale rewards a greater number of shares for overachievement of the minimum threshold. (Details of the vesting scale for the most recent plan is set out below). Both threshold and maximum LTISRP amounts are set by reference to CCA's peer group of companies in the external market (these companies are listed below).

Any awards under the LTISRP are made in accordance with the LTISRP rules. The shares are offered to the executives at no cost. At the end of the performance period, subject to the satisfaction of the performance hurdles, any shares allocated will be acquired by the LTISRP trustee by purchasing shares on the ASX at the prevailing market price or by subscribing for new shares at no cost to the executive. To date, all awards of shares earned by executives have been purchased on market. This generally occurs in February of the following year for any awards that vest.

LTISRP participation LTISRP objectives

The Board annually invites the Group Managing Director and executives to participate in the LTISRP.

The LTISRP provides a mechanism for executives to increase their holding of CCA shares. This ensures better alignment between executives' and shareholders' interests by creating a direct link between the Company's financial performance, the value created for shareholders and the reward earned by key executives. In addition, the LTISRP assists in retaining senior executives.

LTISRP performance conditions

With respect to the 2008-2010, 2009-2011 and 2010-2012 performance periods, half of the awards are subject to a relative TSR measure and half of the awards are subject to the achievement of an average annual growth in earnings per share (EPS) over the performance period. The EPS hurdle is a stretching and "line of sight" hurdle for Plan participants, as the achievement of the hurdle directly correlates to improved shareholder value and the Committee considers it a most appropriate key indicator of the financial success of the business. Achieving the EPS target will have a positive impact on TSR.

The performance rights generally vest after three years provided the vesting conditions are met (the TSR performance criteria are subject to a retest in the fourth year for the 2008-2010, 2009-2011 and 2010-2012 plans). Due to the regular nature of the LTISRP awards, retesting will not apply for the 2011-2013 plan and all subsequent plans to the 2011-2013 plan.

Process for assessing LTISRP performance conditions

At the completion of the relevant plan period, an external consultant performs the TSR calculations to ensure independence in accordance with a pre-determined TSR methodology and the LTISRP rules. For those plans subject to an EPS performance measure, the Committee relies on audited financial results and the award of shares is calculated in accordance with the LTISRP rules. The Committee reviews the calculations and approves all awards prior to any vesting of shares to plan participants. The calculation and awards to key management personnel have been audited.

Treatment of LTISRP awards on cessation and change of control

If a participating executive ceases to be employed before the end of the performance period by reason of death, disablement, retirement or redundancy, or for any other reason approved by the Board, shares offered to the executive in respect of that performance period will be allocated in the following proportions, subject to the Board's discretion -

- if more than one-third of the performance period has elapsed, the number of shares to be allocated will be pro-rated over the performance period and the performance condition will apply as at the end of the performance period; or
- where less than one-third of the performance period has elapsed, no shares will be allocated.

In the event of a change of control of the Company prior to the end of a performance period, the threshold number of shares offered to the executive in respect of the performance period will be allocated to the executive irrespective of whether either of the performance conditions is satisfied.

For the 2008-2010 LTISRP and the 2009-2011 LTISRP, once shares have been allocated following the achievement of the performance conditions, executives are restricted from disposing at least 25% of these shares for two years after allocation in accordance with a prescribed scale. The restrictions on disposal cease if an executive ceases employment or may be waived by the Board in special circumstances such as change of control or other events affecting the issued capital of the Company. Due to the change by the Australian Government in the taxation of share plans, no restriction exists for the 2010-2012 LTISRP.

#### **REMUNERATION REPORT CONTINUED**

B. Remuneration Structure continued

b) At Risk Remuneration continued

iii) LTISRP continued

Details of the latest LTISRP offering:

LTISRP period: 2010-2012

Vesting scale

One vesting scale is in place for this particular plan, with the same scale applying to the Group Managing Director and for executives. The vesting scale is as follows –

Component A – relative TSR –

- no portion will vest if performance is below the 51st percentile;
- at 51st percentile, 100.0% of threshold or target award will vest for each of peer group 1 and/or 2;
- at 55th percentile, 117.6% will vest;
- at 60th percentile, 137.3% will vest;
- at 65th percentile, 156.9% will vest;
- at 70th percentile, 176.5% will vest; and
- at 75th percentile and above, 196.1% will vest

(pro rata vesting between two points occurs on a straight line basis); and

Component B – average annual growth in EPS –

- no portion will vest if EPS growth is less than 7.5% per annum over the performance period;
- at 7.5% per annum, 100.0% of threshold or target award will vest;
- at 9.0% per annum, 117.6% will vest;
- at 10.0% per annum, 137.3% will vest;
- at 15.0% per annum, 166.7% will vest; and
- at 16.0% per annum and above, 196.1% will vest

(pro rata vesting between two points occurs on a straight line basis).

For the TSR performance measure, one year at quarterly intervals. Quarterly retesting will not apply once the TSR hurdle first vests. There is no retesting of the EPS performance measure.

TSR peer group for 2010-2012 LTISRP

Two peer groups have been adopted to measure TSR performance (each weighted equally), with peer group 1 reflecting comparable companies listed on the ASX and peer group 2 representing selected consumer staples and food and beverages and companies.

Peer group 1 comprises the following companies –

AGL Energy Limited, Amcor Limited, Ansell Limited, APA Group, Aristocrat Leisure Limited, Asciano Group, Billabong International Limited, BlueScope Steel Limited, Boral Limited, Brambles Limited, Caltex Australia Limited, Coca-Cola Amatil Limited, Cochlear Limited, Computershare Limited, ConnectEast Group, Crown Limited, CSL Limited, CSR Limited, David Jones Limited, Downer EDI Limited, Duet Group, Fairfax Media Limited, Harvey Norman Holdings Limited, Incitec Pivot Limited, James Hardie Industries SE, JB Hi-Fi Limited, Leighton Holdings Limited, Macquarie Infrastructure Group, MAp Group, News Corporation, Nufarm Limited, OneSteel Limited, Orica Limited, Primary Health Care Limited, Qantas Airways Limited, Seek Limited, Sims Metal Management Limited, Singapore Telecommunication Limited CDI, Sonic Healthcare Limited, Spark Infrastructure Group, Tabcorp Holdings Limited, Tatts Group Limited, Telecom Corporation of New Zealand Limited, Telstra Corporation Limited, Toll Holdings Limited, Transfield Services Limited, Transurban Group, United Group Limited, West Australian Newspapers Holdings Limited, WorleyParsons Limited.

Peer group 2 comprises the following companies –

Australian Agricultural Company Limited, Australian Vintage Group Limited, AWB Limited, Buderim Ginger Limited, Clean Seas Tuna Limited, Coca-Cola Amatil Limited, Constellation Brands, Inc, Elders Limited, Farm Pride Foods Limited, FFI Holdings Limited, Foster's Group Limited, Freedom Nutritional Products Limited, Gage Roads Brewing Co Limited, Goodman Fielder Limited, GrainCorp Limited, Little World Beverages Limited, Maryborough Sugar Factory Limited, Metcash Limited, Namoi Cotton Co-operative Limited, Pan Asia Corporation Limited, Patties Foods Ltd, PrimeAq Australia Limited, Ridley Corporation Limited, Select Harvests Limited, Tandou Limited, Tassal Group Limited, Viterra Inc, Warrnambool Cheese and Butter Factory Company Holdings Limited, Webster Limited, Wesfarmers Limited, Woolworths Limited.

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COCA-COLA AMATIL LIMITED

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## **REMUNERATION REPORT CONTINUED**

#### B. Remuneration Structure continued

#### c) Performance of CCA and the Link to Reward

The following details the link between CCA's performance and the rewards granted to executives under the STIP and LTISRP.

#### STIP

As discussed above, the STIP operates to create a clear connection between executives' and CCA's annual performance, motivating and rewarding executives for high performance during the year. The two key financial indicators used to assess performance under the STIP are trading revenue and CCA's net profit after tax. The table below shows CCA's performance against these two criteria over the past five years.

Financial year end 31 December	2006	2007	2008	2009	2010
Trading revenue (\$M)	4,353.1	4,393.2	4,091.4	4,436.0	4,490.3
Net operating profit after tax (\$M) – before significant items	323.5	366.3	404.3	449.0	506.6
In accordance with the STIP rules, the following results have been achieved –					
CCA Group STIP business performance (as per STIP performance conditions)	84.9%	132.1%	110.0%	132.0%	112.0%

As can be seen from the table above, despite the challenging global economic climate, CCA's financial performance has consistently improved over the last five years. CCA's above-market performance over this period has been reflected in the awards granted to executives.

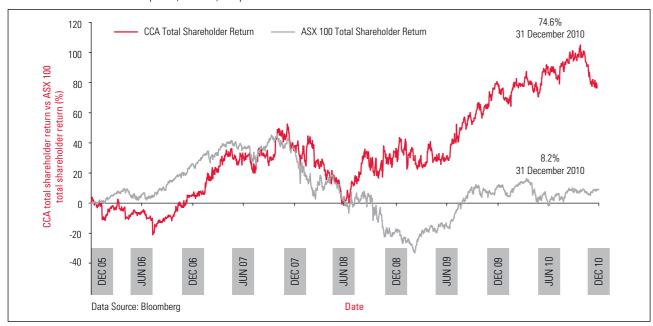
The relative proportions of available STIP cash bonuses received and forfeited by executives is shown in the table below. Specific details of the value of these awards can be found in the table of remuneration details on page 30. To the extent that STIP cash bonuses become payable, they are generally paid in March of the following year.

	2010	2010 bonus	
Name	% vested	% forfeited	
KMP Executives			
T.J. Davis	73.0	27.0	
W.G. White	51.2	48.8	
G. Adams	55.2	44.8	
P.N. Kelly	35.1	64.9	
V. Pinneri	30.0	70.0	
N.I. O'Sullivan	60.8	39.2	
J. Seward	51.7	48.3	
S.C. Perkins	_	100.0	
K.A. McKenzie	60.8	39.2	
Other Company and Group Executive			
P.J. Malloy	47.2	52.8	

## LTISRP

Remuneration outcomes under the LTISRP are directly linked to the value created for our shareholders, based on two measures TSR and the average annual growth in EPS. This operates as a means of rewarding executives for achieving sustainable long-term growth.

CCA's TSR is assessed relative to CCA's peer group of companies. The graph below follows CCA's TSR over the past five years against the average TSR of the ASX All Industrials Top 100 (ASX 100) companies.



#### **REMUNERATION REPORT CONTINUED**

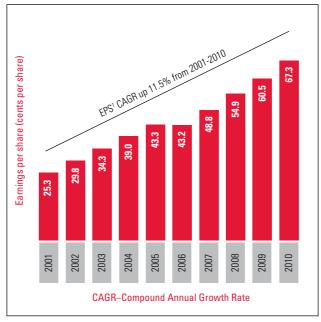
#### B. Remuneration Structure continued

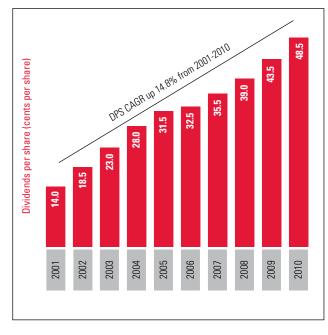
#### c) Performance of CCA and the Link to Reward continued

#### LTISRP continued

As the above graph indicates, over the past five years CCA's TSR performance has significantly improved relative to other ASX 100 companies. CCA's TSR has increased by 74.6% compared to the ASX 100 TSR which increased by 8.2% over the same period.

Over the period beginning from 2001, CCA's EPS and dividends per share (DPS) compound annual growth rate (CAGR) has also consistently increased, as shown in the graphs below.





The following table outlines the performance of each of the completed LTISRPs since 2003, correlating to the performance of the share price and TSR, as detailed above.

		Retest		Performance (% of	Overall payout of maximum	
Plan	Hurdles	period	Status	TSR	Growth	award
2003-20051	TSR only	1 year	Complete	30th percentile Did not vest	n/a	0.0%
2004-20061	TSR and NOPAT growth (minimum = 10.0%)	1 year	Complete	46th percentile Did not vest	10.1% average, Vested at 67.3%	33.7%
2005-20071	TSR and NOPAT growth (minimum = 8.0%)	2 years	Complete	After retests: 82nd percentile Vested at 100.0%	10.3% average, Vested at 72.4%	97.7%
2006-20081	TSR (2 peer groups) and NOPAT growth (minimum = 8.0%)	1 year	Complete	Peer group 1 = 89th percentile Peer group 2 = 81st percentile Combined vested at 100.0%	9.3% average, Vested at 89.2%	94.6%
2007-2009	TSR (2 peer groups) and EPS growth (minimum = 8.2%)	1 year	Complete	Peer group 1 = 94th percentile Peer group 2 = 100th percentile Combined vested at 100.0%	13.1% average, Vested at 94.8%	97.4%
2008-2010	TSR (2 peer groups) and EPS growth (minimum = 8.2%)	1 year	Complete	Peer group 1 = 100th percentile Peer group 2 = 95th percentile Combined vested at 100.0%	11.3% average, Vested at 73.9%	87.0%

<sup>1</sup> The above table excludes the Component C awards offered only to Mr Davis for 2003 to 2006 inclusive. Details of these awards can be found in the Remuneration Reports for those years.

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Before significant items.

COCA-COLA AMATIL LIMITED FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## **REMUNERATION REPORT** CONTINUED

B. Remuneration Structure continued

c) Performance of CCA and the Link to Reward continued

A summary of the terms of each grant of shares or share rights affecting remuneration in the current or a future reporting period as set out below –

			ъ.	Fair value	<b>D</b> (	% vested
Name	Grant date	Vesting date	Performance measure	at grant date \$	Performance achieved	of maximum award
LTISRP						
T.J. Davis	15 May 2008	31 Dec 2010	EPS	7.43	11.3% cumulative average growth	73.9%
			TSR – peer group 1	5.30	100th percentile	100.0%
			TSR – peer group 2	5.53	95th percentile	100.0%
	22 May 2009	31 Dec 2011	EPS	7.59	To be determined	n/a
			TSR – peer group 1	5.78	To be determined	n/a
			TSR – peer group 2	5.85	To be determined	n/a
	14 May 2010	31 Dec 2012	EPS	10.05	To be determined	n/a
			TSR – peer group 1	7.56	To be determined	n/a
			TSR – peer group 2	8.29	To be determined	n/a
Other Executives	15 May 2008	31 Dec 2010	EPS	7.43	11.3% cumulative average growth	73.9%
			TSR – peer group 1	5.30	100th percentile	100.0%
			TSR – peer group 2	5.53	95th percentile	100.0%
	1 Mar 2009	31 Dec 2011	EPS	7.87	To be determined	n/a
			TSR – peer group 1	6.49	To be determined	n/a
			TSR – peer group 2	6.68	To be determined	n/a
	1 Mar 2010	31 Dec 2012	EPS	10.08	To be determined	n/a
			TSR – peer group 1	7.76	To be determined	n/a
			TSR – peer group 2	8.25	To be determined	n/a
ERSP						
W.G. White	1 Jul 2010	30 Jun 2013	Service period	11.90	3 years service	n/a
V. Pinneri	1 Mar 2010	28 Feb 2013	Service period	11.07	3 years service	n/a
N.I. O'Sullivan	1 Jan 2010	31 Dec 2012	Service period	11.07	3 years service	n/a

As the rewards received under the LTISRP are dependent on long term performance, these grants are still to be tested. The percentage of grants that will vest will be determined based upon CCA's long term performance at the end of each performance period.

## **REMUNERATION REPORT CONTINUED**

## B. Remuneration Structure continued

c) Performance of CCA and the Link to Reward continued

## Long Term Incentives continued

Further details of the Group Managing Director's and senior executives' right to allocations of shares under the LTISRP are outlined in the table below –

					Number of sha	are rights	
Name	Plan	Grant date	Component	Maximum	Vested amount	Lapsed amount	Unvested (maximum)
KMP							
Executives T. J. Davis	2008-2010	15 May 2008	A – peer group 1 A – peer group 2	61,961 61,961	61,961 61,961	- -	- -
			B Maximum of A and B	123,922 247,844	91,578 215,500	32,344 32,344	-
	2009-2011	22 May 2009	A – peer group 1 A – peer group 2 B	61,961 61,961 123,922			61,961 61,961 123,922
	2010-2012	24 May 2010	Maximum of A and B  A – peer group 1  A – peer group 2  B  Maximum of A and B	247,844 61,961 61,961 123,922 247,844			247,844 61,961 61,961 123,922 247,844
W.G. White	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B A and B	75,343 75,343 75,343	65,515	9,828	75,343 75,343
G. Adams	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B	18,431 19,608 19,608	16,027	2,404	19,608 19,608
P.N. Kelly	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B	31,373 31,373 31,373	27,280	4,093	31,373 31,373
V. Pinneri	2009-2011 2010-2012	1 Mar 2009 1 Mar 2010	A and B A and B	9,804 15,686			9,804 15,686
N.I. O'Sullivan	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B	30,000 30,000 30,980	26,087	3,913	- 30,000 30,980
J. Seward	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B	26,471 26,471 26,471	23,018	3,453	- 26,471 26,471
S.C. Perkins	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B	24,510 24,510 24,510	21,313	3,197	24,510 24,510
K.A. McKenzie	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B	25,098 25,098 25,098	21,824	3,274	25,098 25,098
Other Company a							
<b>Group Executive</b> P.J. Malloy	2008-2010 2009-2011 2010-2012	15 May 2008 1 Mar 2009 1 Mar 2010	A and B A and B A and B	29,412 29,412 29,412	25,575	3,837	29,412 29,412

No amounts are payable by individuals if the shares or share rights vest.

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COCA-COLA AMATIL LIMITED

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## **REMUNERATION REPORT CONTINUED**

#### B. Remuneration Structure continued

## c) Performance of CCA and the Link to Reward continued

#### Long Term Incentives continued

The years in which vesting will occur and the maximum total value of the grant that may vest if executives achieve optimum performance are contained in the table below —

## Share based compensation benefits

Name	Year granted	% vested	% forfeited	Financial years in which rights may vest	Maximum total value of grant yet to vest \$
KMP Executives					
T.J. Davis	2010			2012	1,770,258
	2009			2011	981,080
	2008	87%	13%	2010	
W.G. White	2010			2012	541,351
	2009			2011	319,710
	2008	87%	13%	2010	
W.G. White – ERSP	2010			2013	643,388 <sup>2</sup>
G. Adams	2010			2012	140,886
	2009			2011	83,203
	2008	87%	13%	2010	
P.N. Kelly	2010			2012	225,411
	2009			2011	133,121
	2008	87%	13%	2010	
V. Pinneri	2010			2012	112,711
	2009			2011	41,603
V. Pinneri – ERSP	2010			2013	39,979 <sup>2</sup>
N.I. O'Sullivan	2010			2012	222,593
	2009			2011	127,300
	2008	87%	13%	2010	
N.I. O'Sullivan – ERSP	2010			2012	160,038 <sup>2</sup>
J. Seward	2008	87%	13%	2010	
S.C. Perkins	2008	87%	13%	2010	
K.A. McKenzie	2008	87%	13%	2010	
Other Company and Group Executive					
P.J. Malloy	2010			2012	211,326
	2009			2011	124,806
	2008	87%	13%	2010	

<sup>1</sup> No grants will vest if the performance conditions are not satisfied, hence the minimum value of the grants yet to vest is nil. The maximum value of grants yet to vest has been estimated based on the fair value per grant at the maximum achievement of the vesting scale less amounts already expensed.

## d) Remuneration Advisers

The Committee draws on a range of services from external consultants. During the period the following are the primary advisers that assisted management in their preparation of proposals for the Committee —

Advisers	Services provided
Egan & Associates	Group Managing Director remuneration data and benchmarking Non-Executive Director remuneration data and benchmarking
Mercers	Executive and employee remuneration and benchmarking LTISRP (TSR reporting and peer group recommendations)
Hay	Executive and employee remuneration and benchmarking.

## **REMUNERATION REPORT CONTINUED**

## C. Summary of Employment Contracts

The following are the principal details of the employment contracts for executives as at 31 December 2010.

## T.J. Davis – Group Managing Director

The following discussion and table set out the principal details of the Group Managing Director's employment contract with CCA, as at 31 December 2010.

Mr Davis commenced employment with CCA on 12 November 2001. Under his terms of employment agreed at that time, his employment was to expire at the end of a fixed period. In December 2008, this fixed period was extended by 12 months, so that his employment would expire on 30 November 2011. However, revised terms and conditions agreed upon in November 2009 removed the concept that Mr Davis' employment would expire at the end of a fixed period.

In accordance with the terms of his contract of employment, he received a payment of \$385,000 for remaining in employment with CCA on 11 November 2009 (being the completion of eight years of employment with the Company as Group Managing Director) and a payment of \$385,000 on 11 November 2010. If Mr Davis remains employed by the Company on 30 November 2011, he will receive a further payment of \$385,000.

Term of contract	Open ended
Termination	<ul> <li>Termination by CCA</li> <li>Other than in circumstances of termination for cause, the Company may end Mr Davis' role as Group Managing Director —</li> <li>on or before 30 November 2011: No notice required but Mr Davis will receive a payment equivalent to 12 months total remuneration (inclusive of any payment in lieu of notice), calculated in a manner which is consistent with what was previously required to end Mr Davis' role as Group Managing Director prior to 30 November 2011 (i.e. the highest remuneration earned in a complete calendar year by Mr Davis over the most recent three calendar year periods).</li> <li>after 30 November 2011: 12 months notice in writing or payment in lieu of notice (calculated on the same basis as above).</li> <li>Additionally, if Mr Davis' employment is terminated between 11 November 2010 and 30 November 2011, he is entitled to a payment of \$385,000.</li> </ul>
	<u>Termination by Mr Davis</u> Mr Davis must give CCA 12 months notice in writing to terminate his employment as Group Managing Director.
Obligations and entitlements on completion of employment	LTISRP awards where testing or re-testing has not completed  The Board will be able to allocate shares (or make a cash payment in lieu of such shares) in circumstances where it would otherwise be unfair not to allocate shares.  Other than where a capital event has occurred, for those awards where the three year performance period will not have completed, Mr Davis will be eligible for a pro rata award (or a cash payment in lieu of such award).
	Restraints following completion of employment  Upon completion of his role as Group Managing Director (unless a capital event occurs before the date), Mr Davis will be paid \$150,000 per annum for a three year period providing he does not work, consult, or take up board positions with pre-determined competitor companies in Australia.  At the end of this period, Mr Davis will be entitled to any accrued but untaken annual and long service leave, however, the payment in respect of his long service leave accrual will be calculated as at the date his role as Group Managing Director ends.
Fundamental change in role	Consistent with arrangements that apply to chief executive officers in other listed entities, if, within six months of a change of control, there is a material change in Mr Davis' responsibilities (including where he is no longer regarded as being the most senior executive in the CCA Group), and upon being informed of such change the Board does not rectify the situation, Mr Davis will be entitled to resign from his position as Group Managing Director but will receive benefits as if his role as Group Managing Director had been ended by the Company.
Primary benefits	Vehicle benefits, car parking, leave loading, Company products, health assessment, home assistance allowance and Company superannuation (this is cashable down to superannuation guarantee level) paid at a rate of 20%.

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<sup>2</sup> The minimum value of the grant is nil as no shares will vest if the service criteria is not met. The maximum value of the grant yet to vest has been estimated based on the fair value per grant less amounts already expensed.

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## REMUNERATION REPORT CONTINUED

#### C. Summary of Employment Contracts continued

## Other senior executives

All CCA senior executives have agreements in place which set out the basic terms and conditions of employment. The table provides a summary of some of the key terms of these agreements —

	Notice period and termination	ni paymonts	-	Restraint		
Term of contract	Termination by CCA	Termination by employee	Other payments related to service	following	Change of control	
W.G. White						
	irector, Australasia					
Open ended	4 months notice	4 months	Received 74,126 shares for	6 months	If, on a change of control of	
	If termination occurs before 1 July 2013, Mr White will also receive an award of 64,867 CCA shares. In addition, if the Company terminates Mr White's employment (other than for cause²), Mr White will receive a maximum of 12 months of fixed remuneration in lieu of notice and severance.	notice	remaining employment as at 1 July 2010 (with entitlement to receive dividends on shares prior to vesting). Will receive 64,867 shares if employed by CCA as at 1 July 2013.		CCA, there is a fundamental change <sup>3</sup> in Mr White's role, he will be entitled to resign but will receive benefits as if his role had been terminated by CCA.	
G. Adams						
	<u>irector, New Zealand &amp; Fiji</u>					
Open ended	1 month notice  If terminated (without cause²) and no suitable alternative position is available, 8 months fixed remuneration in lieu of notice and severance.4	1 month notice	-	-	If there is a change of control of CCA, CCA may terminate Mr Adam's employment by providing not less than 12 months fixed remuneration, inclusive of notice and severance.	
P.N. Kelly						
-	irector, Indonesia & PNG					
Open ended 2 months notice  If terminated (without cause²) and no suitable alternative position is available, 12 months	2 months notice	2 months	_	-	If there is a change of	
	and no suitable alternative position is available, 12 months fixed remuneration in lieu of notice	notice			control of CCA, CCA may terminate Mr Kelly's employment by providing not less than 12 months fixed remuneration, inclusive of notice and severance.	
V. Pinneri						
Managing D	irector, SPCA					
Open ended	1 month notice	1 month	_	6 months	If, on a change of control of	
	If terminated (without cause²) and no suitable alternative position is available, 12 months fixed remuneration in lieu of notice and severance. <sup>4</sup>	notice			CCA, there is a fundamental change <sup>3</sup> in Mr Pinneri's role, he will be entitled to resign but will receive benefits as if his role had been terminated by CCA.	
N.I. O'Sulliva	an					
Group Chief	Financial Officer					
Open ended	2 months notice	2 months	If employed by CCA on	6 months	If, on a change of control of	
	If terminated (without cause <sup>2</sup> ) and no suitable alternative position is available, an amount based on Ms O'Sullivan's fixed remuneration in lieu of notice and severance. <sup>5</sup> If terminated (without cause <sup>2</sup> ) before 1 July 2013 and 1 July 2014 respectively, Ms O'Sullivan will receive the relevant award of	notice	1 January 2013, Ms O'Sullivan will receive 21,683 shares (valued at \$250,000 at time of acquisition in 2010). If employed by CCA on 1 January 2014, Ms O'Sullivan will receive shares to the value of \$250,000 (at the time of purchase in 2011).		CCA, there is a fundamental change <sup>3</sup> in Ms O'Sullivan's role, she will be entitled to resign but will receive benefits as if her role had been terminated by CCA.	
	shares that would have vested on these dates.		Ms O'Sullivan is entitled to receive dividends on shares prior to vesting.			

Refer to the following page for footnote details.

## **REMUNERATION REPORT** CONTINUED

### C. Summary of Employment Contracts continued

Other senior executives continued

	Notice period and terminatio	n payments			
Term of contract	Termination by CCA	Termination by employee	Other payments related to service	Restraint following termination <sup>1</sup>	Change of control
J. Seward					
Head of Com					
Maximum	2 months notice	2 months	_	6 months <sup>5</sup>	In the event of a change of
assignment) Resigned 7 February 2011	If terminated (without cause <sup>2</sup> ) during Mr Seward's 1 year	notice			control, CCA may terminate Mr Seward's employment
	assignment and no suitable				(without cause <sup>2</sup> ) by providing
	alternative position is available,				not less than 2 months fixed remuneration, inclusive of
	2 months fixed remuneration in lieu of notice and severance				notice and severance.
	No severance payments in lieu of				
	notice once the initial Australian				
	assignment completes.				
S.C. Perkins					
Formerly Act	ing Managing Director, Food & Se	rvices;			
K.A. McKenz	ie				
Chief Financ	ial Officer – Statutory and Complia	nce; and			
P.J. Malloy					
Director, Sal	es Non Alcoholic Beverages Austr	<u>alia</u>			
	ecutives all have employment of following terms —				
Open ended	1 month notice	1 month			
Open enueu		notice	_	_	_
	If terminated (without cause <sup>2</sup> ) and no suitable alternative	Hotico			
	position is available, 12 months				
	fixed remuneration in lieu of notice				
	and severance. <sup>5</sup>				

- 1 Restriction from competing with the CCA Group and/or soliciting the CCA Group's customers within Australia.
- Where termination is in circumstances other than those related to fraud, dishonesty, serious misconduct or unacceptable performance and where no suitable alternative position is available.
- 3 This applies if, within six months of a change of control, there is a material change in the relevant executive's responsibilities and upon being informed of such a change the Board does not rectify the situation.
- 4 Calculated at CCA's current policy of one month severance for every year of completed service with CCA to a maximum of twelve months inclusive of both notice and severance.
- 5 The restriction on Mr Seward relates to both Australia and Indonesia.

Senior executive receive superannuation contributions and other benefits under the terms of their employment as summarised in the table below -

	W.G. White	G. Adams	P.N. Kelly	V. Pinneri	N.I. O'Sullivan	J. Seward	S.C. Perkins	K.A. McKenzie and P.J. Malloy
Super- annuation <sup>1</sup>	14%	14%	24%	14%	14%	14%	20%	20%
Primary benefits <sup>2</sup>	Standard benefits, car parking, leave loading, health assessment, home assistance allowance.	Standard benefits, medical insurance, partial subsidy for home leave.	Standard benefits, leave loading and, from 1 February 2010, expatriate benefits. <sup>3</sup>	Standard benefits, health assessment.	Standard benefits, allowance to cover car parking, health assessment, home assistance allowance.	Standard benefits, car parking, leave loading, health assessment, partial rental and school fee allowance and, until 1 February 2010, expatriate benefits. <sup>3</sup>	Standard benefits, leave loading, health assessment.	Standard benefits, car parking, leave loading, health assessment.

<sup>1</sup> Superannuation refers to Company superannuation. With the exception of Mr Kelly, the amount of superannuation paid to executives is calculated as a percentage of base salary and actual STIP earned up to target. Mr Kelly's superannuation is calculated as a percentage of base salary and is paid into a defined benefit scheme at an assessed rate.

3 Expatriate benefits include medical, subsidised housing and utilities, home leave, school leave, host country allowance and environmental allowance.

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<sup>2</sup> Standard benefits include Company products, club membership, vehicle benefits and participation in Employees Share Plan – The Employees Share Plan is open to all full and part time employees of the CCA Group on a voluntary basis, with the employee contributing up to 3% of post tax income, and the company matching in shares with the shares vesting if they have been held for two years (or earlier for qualifying reasons of death, total and permanent disability, retirement or redundancy).

COCA-COLA AMATIL LIMITED

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### **REMUNERATION REPORT CONTINUED**

#### D. Statutory Remuneration of Executives

The following table has been prepared in accordance with section 300A of the *Corporations Act 2001*, amounts are paid or payable for services provided during the financial year. Details of each executive's remuneration and the five named executives receiving the highest remuneration for the CCA Group and CCA Entity during the financial year are set out below —

			Short 1	term		Post employ- ment	Other long term	Termi- nation <sup>6</sup>	Share b	ased pay	ments	Total performan related	ce
	Year	Salary \$	STIP <sup>1</sup>	Non- monetary benefits	<sup>2</sup> Other <sup>3</sup>	Super- annuation <sup>4</sup>	Deferred remune-ration <sup>5</sup>	\$	LTISRP <sup>7</sup>	ESP <sup>8</sup>	ERSP/ other <sup>9</sup>	Total \$	%
KMP Executives													
T.J. Davis Executive Director and Group Managing Director	<b>2010</b> 2009		<b>2,146,000</b> 2,322,000		<b>385,000</b> 385,000	<b>1,265,087</b> 1,476,077	<u>-</u>		<b>1,500,182</b> 1,443,741	<u>-</u>	<u>-</u>	<b>7,670,187</b> 7,951,775	<b>48</b>
W.G. White Managing Director, Australasia	<b>2010</b> 2009	<b>631,333</b> 613,667	<b>585,000</b> 795,000	<b>156,474</b> 144,193	<del>-</del>	<b>170,987</b> 197,913	- -	<del>-</del>	<b>466,054</b> 416,271	<b>18,940</b> 18,410	<b>199,928</b> 366,606	<b>2,228,716</b> 2,552,060	<b>47</b>
G. Adams Managing Director, New Zealand & Fiji	<b>2010</b> 2009	<b>281,862</b> 279,844	<b>189,466</b> 78,175	<b>64,395</b> 64,091	- -	<b>65,986</b> 50,123	-	-	<b>117,952</b> 84,330	<b>8,456</b> 8,396	- 14,292	<b>728,117</b> 579,251	<b>42</b> 28
P.N. Kelly Managing Director, Indonesia & PNG	<b>2010</b> 2009	<b>416,209</b> 447,583		<b>623,437</b> 97,086	_ _	<b>150,914</b> 183,380	-	<u>-</u>	<b>194,060</b> 170,972	<b>12,486</b> 13,427	- 48,557	<b>1,609,706</b> 1,272,505	<b>25</b>
V. Pinneri <sup>10</sup> Managing Director, Food & Services	2010	151,947	79,901	20,995	_	32,811	-	_	22,063	4,559	11,747	324,023	32
N.I. O'Sullivan Group Chief Financial Officer	<b>2010</b> 2009	<b>584,000</b> 376,250		<b>90,567</b> 90,466	<u>-</u>	<b>67,120</b> 67,345	-	-	<b>187,393</b> 134,404	<b>17,520</b> 11,287	<b>85,018</b> 25,417	<b>1,400,118</b> 1,080,469	<b>40</b>
J. Seward <sup>10 &amp; 11</sup> Managing Director, Indonesia & PNG	<b>2010</b> 2009	<b>23,300</b> 322,130	<b>14,753</b> 199,912	<b>271,597</b> 779,361	_ _	<b>3,262</b> 73,086	- -	_ _	<b>13,907</b> 145,420	<b>699</b> 9,664	<b>-</b> 36,752	<b>327,518</b> 1,566,325	<b>9</b> 22
S.C. Perkins <sup>10</sup> Acting Managing Director, Food & Services	<b>2010</b> 2009	<b>168,983</b> 233,094	- 83,507	<b>30,231</b> 27,160	-	<b>33,796</b> 76,819	- -	<u>-</u>	<b>75,181</b> 94,232	<b>5,069</b> 6,992	- 27,159	<b>313,260</b> 548,963	<b>24</b> 33
K.A. McKenzie <sup>10</sup> Chief Financial Officer — Statutory and Compliance	<b>2010</b> 2009	<b>341,167</b> 335,000		<b>59,760</b> 51,750	<u>-</u>	<b>123,853</b> 150,648	<b>49,994</b> 5,594	_ _	<b>155,259</b> 149,305	<b>10,235</b> 10,050	<b>-</b> 45,835	<b>1,018,368</b> 1,035,882	<b>43</b>
Former Executive N. Garrard <sup>10</sup> Managing Director, Food & Services	2009	273,048	_	132	_	38,227	_	239,062	(107,574)	8,191	(369,160)	81,926	_
Total KMP Executives	2010			1,548,674	385,000	1,913,816	49,994		2,732,051	77,964	296,693	15,620,013	
Total KMP Executives	2009	-		1,436,496		2,313,618	5,594		2,531,101	86,417	195,458	16,669,156	
Other Company and Group Executive P.J. Malloy <sup>12</sup>	2010		217,400	59,652		120,953	54,867	_	181,940	3,604	5,000	1,003,766	40

Refer to the following page for footnote details.

#### **REMUNERATION REPORT CONTINUED**

#### D. Statutory Remuneration of Executives continued

- 1 STIP does not include that portion compulsorily salary sacrificed in shares of the Company. Australian based executives, (excluding Mr Davis, Mr Seward and Mr McKenzie) are required to sacrifice up to a maximum of \$5,000 of the total amount.
- 2 Non-monetary benefits includes the value of vehicle benefits, club membership, Company product and where applicable expatriate benefits.
- 3 Represents the current portion of accrued benefits payable under the terms of the service agreement less amounts accrued in prior periods.
- 4 Includes notional and actual contributions to superannuation on cash payments and for Mr Davis superannuation on shares purchased for the LTISRP.
- 5 Represents the estimated present value of the non-current portion of accrued benefits payable under the terms of either service agreements or other agreed entitlements less amounts accrued in the prior periods.
- 6 Termination benefits include payments for severance and unused leave benefits paid upon termination. Amounts shown exclude amounts previously disclosed in remuneration.
- 7 Represents the estimated fair value of CCA shares offered in the LTISRP calculated by multiplying the threshold number of shares by the fair value of the shares at grant date and amortised over the performance period.
- 8 Employees Share Plan (ESP) represents the Company's matching contribution.
- 9 Other share based payments include the following -
- . shares granted under the ERSP which were purchased in February 2010 at \$11.07 per share and are being amortised over the three year vesting period;
- . shares granted under the ERSP which were purchased in August 2010 at \$11.90 per share for Mr White and are being amortised over the three year vesting period;
- amounts used to purchase shares as part of the compulsory salary sacrifice by Australian executives for the STIP and which are held by the Executive Salary Sacrifice Share Plan; and
   in respect of Mr White, an amount of \$66,250 (2009: \$257,000) is included which represents the amortised amount for the period of the shares purchased in respect of his
- employment contract and which are held by the Executive Salary Sacrifice Share Plan.
- 10 Amounts are calculated from the date the individual was appointed to the executive position or up to the date the individual ceased to hold the executive position.
- 11 Mr Seward was remunerated in USD whilst in Asia.
- 12 One of the five highest paid executives of the Company and Group as required to be disclosed under the Corporations Act 2001.

#### E. Remuneration of Non-Executive Directors

The remuneration of Non-Executive Directors takes into account the size and complexity of CCA's operations, their responsibility for the stewardship of the Company and their workloads. It comprises Directors' fees (base plus Board Committee fees), superannuation contributions and retirement benefits.

#### a) Directors' fees

Total fees are not to exceed the annual limit of \$2.0 million as previously approved by shareholders in May 2008. Based on advice received from external remuneration consultants (via the Compensation Committee), Non-Executive Director fees are set and approved by the Executive Director. No element of remuneration is performance related.

The annual Directors' fees (excluding superannuation contributions) payable to Non-Executive Directors for the financial year ended 31 December 2010 were as follows —

	\$
Chairman	396,800
Director (base fee)	137,000
Audit & Risk Committee – Chairman	26,000
Audit & Risk Committee – member	15,600
Compensation Committee – Chairman	20,800
Compensation Committee – member	12,500
Compliance & Social Responsibility Committee – Chairman	20,800
Compliance & Social Responsibility Committee – member	12,500

No fees are payable in respect of membership of any other Board Committees. The Chairman does not receive any Committee fees.

## b) Non-Executive Directors Share Plan

In prior years Non-Executive Directors agreed to apply a minimum of 25% of their fees to purchase ordinary shares in the Company. The trustee of the Non-Executive Directors' Share Plan will hold the shares until the beneficiary ceases to be a Director of the Company. From 1 September 2009, the Plan was suspended due to the change in taxation arrangements of share plans announced by the Australian Government during 2009.

## c) Superannuation contributions

Contributions required under superannuation guarantee legislation are made on behalf of Non-Executive Directors.

#### d) Retirement benefits

There is no current scheme for the payment of retirement benefits. On 3 May 2006, shareholders agreed to the accrued benefits under the prior scheme being used to purchase shares in the Company. The shares are held by the trustee of the Non-Executive Directors Retirement Share Trust. Further details on these shares are included in Note 22 to the financial statements.

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COCA-COLA AMATIL LIMITED

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## **REMUNERATION REPORT CONTINUED**

## E. Remuneration of Non-Executive Directors continued

#### e) CCA shareholding guidelines

Non-Executive Directors are encouraged to hold CCA shares, with the following shareholding guideline introduced during 2010, based on length of time served as a Director -

- upon reaching 5 years, to hold equivalent of at least 20% of annual director fees in CCA shares;
- upon reaching 10 years, to hold equivalent of at least 40% of annual director fees in CCA shares; and
- upon reaching 15 years, to hold equivalent of at least 60% of annual director fees in CCA shares.

The following table has been prepared in accordance with section 300A of the Corporations Act 2001, amounts are paid or payable for services provided during the financial year.

	Short t	erm	Post employment	Share based	Total
Voor					ф
real	2	<b></b>	<b></b>	φ	\$
2010	396,800	-	14,830	-	411,630
2009	318,500	_	14,103	63,700	396,303
2010	137,000	20,800	14,202	_	172,002
2009	110,000	16,667	13,680	25,333	165,680
2010	137,000	33,300	14,830	_	185,130
2009	110,000	26,667	14,103	27,333	178,103
2010	11,417	_	1,027	_	12,444
2010	137,000	15,600	13,734	_	166,334
2009	6,033	685	605	_	7,323
2010	137,000	12,500	13,455	_	162,955
2009	110,000	10,000	12,960	24,000	156,960
2010	137,000	12,500	13,455	_	162,955
2009	110,000	10,000	12,960	24,000	156,960
2010	137,000	38,500	14,830	_	190,330
2009	110,000	30,833	14,103	28,167	183,103
2009	104,322	21,339	13,412	26,500	165,573
2010	1,230,217	133,200	100,363	_	1,463,780
2009	978,855	116,191	95,926	219,033	1,410,005
	2009 2010 2009 2010 2010 2010 2010 2009 2010 2009 2010 2009 2010 2009 2010 2009	Year         Base fees           2010         396,800           2009         318,500           2010         137,000           2009         110,000           2010         137,000           2009         110,000           2010         137,000           2009         6,033           2010         137,000           2009         110,000           2010         137,000           2009         110,000           2010         137,000           2009         110,000           2009         110,000           2009         110,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000           2010         137,000	Year         \$           2010         396,800         -           2009         318,500         -           2010         137,000         20,800           2009         110,000         16,667           2010         137,000         33,300           2009         110,000         26,667           2010         137,000         15,600           2009         6,033         685           2010         137,000         12,500           2009         110,000         10,000           2010         137,000         12,500           2009         110,000         30,833           2009         110,000         30,833           2009         104,322         21,339           2010         1,230,217         133,200	Year         Base fees \$         Committee fees \$         Superannuation           2010         396,800         —         14,830           2009         318,500         —         14,103           2010         137,000         20,800         14,202           2009         110,000         16,667         13,680           2010         137,000         33,300         14,830           2009         110,000         26,667         14,103           2010         137,000         15,600         13,734           2009         6,033         685         605           2010         137,000         12,500         13,455           2009         110,000         10,000         12,960           2010         137,000         12,500         13,455           2009         110,000         30,833         14,103           2009         110,000         30,833         14,103           2009         110,000         30,833         14,103           2009         104,322         21,339         13,412           2010         1,230,217         133,200         100,363	Year         Short term         Post employment         payments           Year         \$         \$         Superannuation         Share Plan¹           2010         396,800         -         14,830         -           2009         318,500         -         14,103         63,700           2010         137,000         20,800         14,202         -           2009         110,000         16,667         13,680         25,333           2010         137,000         33,300         14,830         -           2009         110,000         26,667         14,103         27,333           2010         137,000         15,600         13,734         -           2009         6,033         685         605         -           2009         110,000         10,000         12,960         24,000           2010         137,000         12,500         13,455         -           2009         110,000         10,000         12,960         24,000           2010         137,000         38,500         14,830         -           2009         110,000         30,833         14,103         28,167           2009

Amounts used to purchase shares as part of the compulsory salary sacrifice.

## F. Speculative trading

Under CCA's Policy of Dealing in CCA Shares, Directors and executives are prohibited from short term or speculative trading in the Company's shares and transactions in the derivative markets.

The prohibition on short term or speculative trading includes direct dealings in the Company's shares and transactions in the derivative markets involving exchange traded options, share warrants and similar instruments.

The entering into of all types of "protection arrangements" for any CCA shares (or CCA products in the derivative markets) that are held directly or indirectly by Directors or senior management (including both in respect of vested and unvested shares in any Director or employee share plan) are prohibited at any time, irrespective of whether such protection arrangements are entered into during trading windows or otherwise.

The entering into of any margin lending arrangement involving CCA shares, during or outside a trading window, is also prohibited.

The Policy has been formally circulated to all Directors and executives. Failure to comply with the Policy will be regarded as a breach of the CCA Code of Business Conduct and will attract a penalty that may include termination of employment depending on the severity of the breach.

The movement of shares during the reporting period held directly, indirectly or beneficially, by the Group Managing Director is disclosed in Note 29 to the financial statements.

#### **AUDITOR INDEPENDENCE AND NON-AUDIT SERVICES**

#### Auditor independence

The following independence declaration has been obtained from the Company's auditor, Ernst & Young -



Ernst & Young Centre 680 George Street Sydney NSW 2000 Australia GPO Box 2646 Sydney NSW 2001 Tel: +61 2 9248 5555 Fax: +61 2 9248 5959

## Auditor's independence declaration to the Directors of Coca-Cola Amatil Limited

In relation to our audit of the financial report of Coca-Cola Amatil Limited for the financial year ended 31 December 2010, to the best of my knowledge and belief, there have been no contraventions of the auditor independence requirements of the Corporations Act 2001 or any applicable code of professional conduct.

**Ernst & Young** 

Trent van Veen Partner Sydney

23 February 2011

Liability limited by a scheme approved under Professional Standards Legislation

## Non-audit services

The following non-audit services were provided by the Company's auditor, Ernst & Young, and international member firms. The Directors are satisfied that the provision of non-audit services is compatible with the general standard of independence for auditors imposed by the Corporations Act 2001. The nature and scope of each type of non-audit service provided mean that auditor independence was not compromised.

Ernst & Young received or is due to receive the following amounts for the provision of non-audit services -

Other assurance services \$506,000 Tax compliance \$19,000

Signed in accordance with a resolution of the Directors.

David M. Gonski, AC

23 February 2011

Sydney

Terry J. Davis Chairman **Group Managing Director** 

Sydney

23 February 2011

Teny Duri.

<sup>2</sup> Amounts are calculated from the date the individual was appointed as a Non-Executive Director, or up to the date the individual ceased, to hold the Non Executive Director position.

## **INCOME STATEMENT**

## COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

	Refer Note	2010 \$M	2009 \$M
Revenue, excluding finance income			
Trading revenue		4,490.3	4,436.0
Other revenue		119.1	124.0
	3	4,609.4	4,560.0
Expenses, excluding finance costs			
Cost of goods sold		(2,475.2)	(2,450.0)
Selling		(612.3)	(590.4)
Warehousing and distribution Administration and other		(338.9) (339.6)	(339.1) (390.9)
Autilitistiation and other			
		(3,766.0)	(3,770.4)
Share of net profit/(loss) of joint venture entity accounted for using the equity method	9	1.5	(2.3)
Earnings before interest and tax		844.9	787.3
Net finance costs			
Finance income	3	20.9	14.9
Finance costs	4	(155.3)	(148.8)
		(134.4)	(133.9)
Profit before income tax	4	710.5	653.4
Income tax expense			
Before significant item		(203.9)	(204.4)
Significant item		(9.3)	_
	5	(213.2)	(204.4)
Profit after income tax			
Before significant item		506.6	449.0
Significant item		(9.3)	-
Profit after tax attributable to members of Coca-Cola Amatil Limited		497.3	449.0
		e	¢
Earnings per share (EPS) for profit attributable to members of the Company	24		,
Basic EPS		66.0	60.5
Diluted EPS		66.0	60.4

## **STATEMENT OF COMPREHENSIVE INCOME**

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

	Refer Note	2010 \$M	2009 \$M
Profit after tax attributable to members of Coca-Cola Amatil Limited		497.3	449.0
Other comprehensive income			
Foreign exchange differences on translation of foreign operations	21	(40.8)	(59.9)
Share of joint venture entity's foreign exchange differences on translation of foreign operation	21	_	(0.1)
Cash flow hedges <sup>1</sup>	21	37.2	28.0
Other comprehensive income, after income tax		(3.6)	(32.0)
Total comprehensive income attributable to members of Coca-Cola Amatil Limited		493.7	417.0

<sup>1</sup> Stated net of \$15.7 million deferred tax (2009: \$12.9 million).

Notes appearing on pages 39 to 87 to be read as part of the financial statements.

Notes appearing on pages 39 to 87 to be read as part of the financial statements.

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## **STATEMENT OF FINANCIAL POSITION**

## COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES

AS AT 31 DECEMBER 2010

	Refer Note	2010 \$M	2009 \$M
Current assets			
Cash assets	6	385.3	864.4
Trade and other receivables	7	771.8	777.6
Inventories	8	735.3	753.9
Prepayments		46.2	45.1
Current tax assets		1.9	0.6
Derivatives	30	46.4	38.3
Total current assets		1,986.9	2,479.9
Non-current assets			
Trade and other receivables	7	20.9	2.2
Investment in joint venture entity	9	74.7	73.2
Investments in bottlers' agreements	10	898.2	911.0
Property, plant and equipment	11	1,595.3	1,457.2
Intangible assets	12	590.5	569.8
Prepayments	47	7.1	8.7
Deferred tax assets	17	1.2	1.1
Defined benefit superannuation plan assets Derivatives	18 30	15.7 87.3	13.0 54.7
Total non-current assets		3,290.9	3,090.9
Total assets		5,277.8	5,570.8
Current liabilities		,	-,
Trade and other payables	14	568.7	621.3
Interest bearing liabilities	15	130.9	607.3
Current tax liabilities	10	91.1	79.4
Provisions	16	73.5	91.0
Accrued charges	10	286.1	346.4
Derivatives	30	51.8	76.7
Total current liabilities		1,202.1	1,822.1
Non-current liabilities			
Trade and other payables	14	_	1.3
Interest bearing liabilities	15	1,837.5	1,848.2
Provisions	16	11.1	10.2
Deferred tax liabilities	17	190.8	157.4
Defined benefit superannuation plan liabilities	18	26.8	25.8
Derivatives	30	176.1	105.7
Total non-current liabilities		2,242.3	2,148.6
Total liabilities		3,444.4	3,970.7
Net assets		1,833.4	1,600.1
Equity			
Share capital	19	2,180.2	2,096.7
Shares held by equity compensation plans	20	(17.9)	(13.7)
Reserves	21	(39.8)	(38.3)
Accumulated losses		(289.1)	(444.6)
Total equity		1,833.4	1,600.1

## **STATEMENT OF CASH FLOWS**

## COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

	Refer Note	2010 \$M	2009 \$M
Inflows/(outflows)			
Cash flows from operating activities			
Receipts from customers		4,619.4	4,427.7
Payments to suppliers and employees		(3,720.1)	(3,402.4)
Interest income received		20.4	14.9
Interest and other finance costs paid		(157.2)	(151.3)
Income taxes paid		(177.1)	(137.6)
Net cash flows from operating activities	6c)	585.4	751.3
Cash flows from investing activities			
Proceeds from –			
disposal of property, plant and equipment		7.3	6.5
loan repayment from joint venture entity		7.5	_
Payments for –			
additions of property, plant and equipment		(339.3)	(270.6)
additions of software development assets		(33.5)	(36.4)
additions of other non-current assets		_	(0.6)
acquisitions of entities and operations (net)	28	_	(23.6)
investment in joint venture entity		_	(22.0)
loan made to joint venture entity		(26.5)	(17.9)
Net cash flows used in investing activities before significant item		(384.5)	(364.6)
Significant item <sup>1</sup>		_	4.6
Net cash flows used in investing activities		(384.5)	(360.0)
Cash flows from financing activities			
Proceeds from issue of shares	19a)	2.0	6.0
Proceeds from borrowings		238.8	683.8
Borrowings repaid		(658.1)	(315.6)
Dividends paid	23a)	(260.3)	(196.1)
Net cash flows (used in)/from financing activities		(677.6)	178.1
Net (decrease)/increase in cash and cash equivalents		(476.7)	569.4
Cash and cash equivalents held at the beginning of the financial year		862.7	298.3
Effects of exchange rate changes on cash and cash equivalents		(4.4)	(5.0)
Cash and cash equivalents held at the end of the financial year	6a)	381.6	862.7

<sup>1</sup> Receipt of remaining escrow funds (net of costs) in relation to CCA's former South Korean business disposed in 2007.

Notes appearing on pages 39 to 87 to be read as part of the financial statements.

Notes appearing on pages 39 to 87 to be read as part of the financial statements.

## STATEMENT OF CHANGES IN EQUITY

## COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## **Equity attributable to members of Coca-Cola Amatil Limited**

Equity attributable to members of Coca-Cola Amatii Limited								
	O.	Shares held by equity			T. 1			
Dofor		•	Doggrupo1		Total			
		'			equity \$M			
Note	•		•					
	2,096.7	(13.7)	(38.3)	(444.6)	1,600.1			
	_	_	_	497.3	497.3			
	_	_	(3.6)	_	(3.6)			
	-	_	(3.6)	497.3	493.7			
19	83.5	_	_	-	83.5			
20&21	_	(4.2)	2.1	_	(2.1)			
23	-	-	-	(341.8)	(341.8)			
	83.5	(4.2)	2.1	(341.8)	(260.4)			
	2,180.2	(17.9)	(39.8)	(289.1)	1,833.4			
	1,987.5	(16.6)	(4.6)	(594.3)	1,372.0			
	_	_	_	449.0	449.0			
	-	_	(32.0)	_	(32.0)			
	_	-	(32.0)	449.0	417.0			
19	109.2	_	_	_	109.2			
20&21	_	2.9	(1.7)	_	1.2			
23	_		_	(299.3)	(299.3)			
	109.2	2.9	(1.7)	(299.3)	(188.9)			
	2 096 7	(13.7)	(38.3)	(444.6)	1,600.1			
	20&21 23 19 20&21	Share capital Note \$M \$2,096.7 \$ \$ 2,096.7 \$ \$ 2,096.7 \$ \$ 2,096.7 \$ \$ 2,096.7 \$ \$ 2,096.7 \$ \$ 2,096.7 \$ \$ 2,096.7 \$ \$ 2,096.7 \$ \$ 2,08.21 \$ \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,180.2 \$ 2,1	Refer Note Share capital plans	Shares held by equity compensation   Shares held by equity compensation   Shares   Shares capital   plans   Reserves   Shares   Shares	Shares held by equity compensation Note   Share same capital plans   Reserves   losses   Share same capital plans   Shares   Sh			

<sup>1</sup> Refer to Note 21.

Notes appearing on pages 39 to 87 to be read as part of the financial statements.

## **NOTES TO THE FINANCIAL STATEMENTS**

## COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This consolidated financial report was authorised for issue in accordance with a resolution of the Coca-Cola Amatil Limited Board of Directors on 23 February 2011.

Coca-Cola Amatil Limited is a company limited by shares that is incorporated and domiciled in Australia, whose shares are publicly traded on the ASX. The Company does not have a parent entity.

## a) Basis of financial report preparation

This general purpose financial report has been prepared in accordance with the Australian Accounting Standards, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

This financial report has been prepared on the basis of historical cost, except for derivative financial instruments which have been measured at fair value. The carrying values of recognised assets and liabilities that are hedged with fair value hedges are adjusted to record changes in the fair values attributable to the risks that are being hedged.

This financial report is presented in Australian Dollars and all values are rounded to the nearest tenth of a million dollars, unless otherwise stated under the option available to the Company under ASIC Class Order No. 98/100. The Company is an entity to which the class order applies.

#### b) Statement of compliance

This financial report complies with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board.

The Group has adopted all consequential amendments to Australian Accounting Standards which became applicable on 1 January 2010. There has been no effect on the financial statements of the Group. The Group has also adopted the Corporations Amendment (Corporate Reporting Reform) Act 2010, whereby the requirement to disclose the Company's financial statements has been removed. The summarised financial information for the Company is presented in Note 33.

Australian Accounting Standards and Interpretations that have been issued or amended but are not yet effective have not been early adopted by the Company or the Group for the annual reporting period ended 31 December 2010. These are outlined in the table below.

**Application** 

**Application** 

Reference	Title	Summary	date of standard	Impact on the Group's financial report	date for the Group
AASB 2009 – 10	Amendments to Australian Accounting Standards — Classification of Rights Issues	Clarifies the requirements for the classification of right issues in an entity.	1 Feb 2010	No material impact on the Group is expected from the adoption of the standard.	1 Jan 2011
AASB 2010 – 3	Amendments to Australian Accounting Standards arising from the Annual Improvements Project	Provides a vehicle for making non-urgent but necessary amendments to standards.	1 Jul 2010	The impact of the standard is yet to be assessed.	1 Jan 2011
Interpretation 19	Extinguishing Financial Liabilities with Equity Instruments	Clarifies that equity instruments issued to a creditor to extinguish a financial liability are "consideration paid" in accordance with paragraph 41 of IAS 39 Financial Instruments: Recognition and Measurement.	1 Jul 2010	No material impact on the Group is expected from the adoption of the standard.	1 Jan 2011
AASB 124 (Revised)	Related Party Disclosures (December 2009)	Amendments to the definition of a related party, clarifying its intended meaning and eliminating inconsistencies from the definition.	1 Jan 2011	No material impact on the Group is expected from the adoption of the standard.	1 Jan 2011
AASB 2009 – 12	Amendments to Australian Accounting Standards [AASBs 5, 8, 108, 110, 112, 119, 133, 137, 139, 1023 & 1031 and Interpretations 2, 4, 16, 1039 & 1052]	Amendments to make numerous editorial changes to a range of standards and interpretations.	1 Jan 2011	No material impact on the Group is expected from the adoption of the standard.	1 Jan 2011
AASB 2009 – 14	Amendments to Australian Interpretation — Prepayments of a Minimum Funding Requirement [Interpretation 14]	Amendments to Interpretation 14 AASB 119 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction as a consequence of the issuance of amendments to IFRIC 14 Prepayments of a Minimum Funding Requirement. Changes to the treatment of surplus in defined benefit plan.		No material impact on the Group is expected from the adoption of the standard.	1 Jan 2011

Refer to the following page for footnote details.

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES CONTINUED

## b) Statement of compliance continued

Reference	Title	Summary	Application date of standard <sup>1</sup>	Impact on the Group's financial report	Application date for the Group
AASB 2010 – 4	Further Amendments to Australian Accounting Standards arising from the Annual Improvements Project	Provides a vehicle for making non-urgent but necessary amendments to standards.	1 Jan 2011	The impact of the standard is yet to be assessed.	1 Jan 2011
AASB 9	Financial Instruments	Improves the classification and measurement of financial assets compared with the requirements of AASB 139 Financial Instruments: Recognition and Measurement.	1 Jan 2013	The impact of the standard is yet to be assessed.	1 Jan 2013
AASB 2009 – 11	Amendments to the Australian Accounting Standards arising from AASB 9 Financial Instruments	Amendments arising from the amendments to AASB 9 Financial Instruments.	1 Jan 2013	As above.	1 Jan 2013

<sup>1</sup> Application date for the annual reporting periods beginning on or after the date shown in the above table.

#### c) Use of estimates

The preparation of the financial statements requires management to make estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, revenues and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgements about the carrying values of assets and liabilities. Actual results may ultimately differ from estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

The key estimates and assumptions that have or could have the most significant effect on the amounts recognised in the financial statements relate to the following areas –

### i) Impairment testing of investments in bottlers' agreements and intangible assets with indefinite lives

The Group determines whether investments in bottlers' agreements and intangible assets with indefinite lives are impaired at each balance date. These calculations involve an estimation of the recoverable amount of a cash generating unit to which investments in bottlers' agreements and intangible assets with indefinite lives are allocated;

### ii) Estimation of useful lives of assets

The estimation of useful lives of assets has been based on historical experience. In addition, the condition of assets is assessed at least annually and considered against the remaining useful life. Adjustments to useful lives are made when considered necessary;

### iii) Share based payments

As disclosed in Note 1v), the Group measures the cost of equity settled transactions by reference to the fair value of the equity instruments at the date at which they are granted. The fair value is determined by an external valuer using the Monte Carlo simulation methodology and the Black Scholes model; and

#### iv) Income taxe

The Group is subject to income taxes in Australia and other jurisdictions in which CCA operates. Significant judgement is required in determining the Group's current tax assets and liabilities. Judgement is also required in assessing whether deferred tax assets and liabilities are recognised in the statement of financial position. Assumptions about the generation of future taxable profits depend on management's estimates of future cash flows. Changes in circumstances will alter expectations, which may impact the amount of tax losses and temporary differences not yet recognised.

### d) Principles of consolidation

## i) Subsidiaries

The consolidated financial statements of the Group comprise those of the parent entity, Coca-Cola Amatil Limited, and its subsidiaries. Subsidiaries are all those entities over which the Group has the power to govern financial and operating policies so as to obtain benefits from their activities. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity.

The financial statements include the information and results of each subsidiary from the date on which the Company obtains control and until such time as the Company ceases to control the entity.

The acquisition method is used to account for the acquisition of subsidiaries by the Group (refer to Note 1n)). Investments in subsidiaries are measured initially at cost and subsequently at cost less impairment.

In preparing the consolidated financial statements, the effects of all transactions, balances and unrealised gains and losses on transactions between entities in the Group have been eliminated.

The financial statements of subsidiaries have been prepared for the same reporting period as that of the parent entity, using consistent accounting policies. Adjustments have been made to bring into line any dissimilar accounting policies that may exist across the Group.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

CONTINUED

## d) Principles of consolidation continued

### ii) Joint venture entity

The investment in the joint venture entity is accounted for in the consolidated financial statements using the equity method and is carried at cost by the parent entity. Under the equity method, the share of profits or losses of the joint venture entity is recognised in the income statement, and the share of movements in reserves is recognised in the statement of comprehensive income. Details relating to the joint venture entity are set out in Note 9.

Profits or losses on transactions establishing the joint venture entity and transactions with the joint venture entity are eliminated to the extent of the Group's ownership interest until such time as they are realised by the joint venture entity on consumption or sale, unless they relate to an unrealised loss that provides evidence of the impairment of an asset transferred.

## e) Segment reporting

An operating segment is a component of the Group –

- that engages in business activities from which it may earn revenues and incur expenses (including revenues and expenses relating to transactions with other components of the Group); and
- whose operating results are regularly reviewed by the Group's chief operating decision maker to make decisions about resources to be allocated to the segment and assess its performance.

### f) Foreign currency translation

## i) Functional and presentation currency

Both the functional and presentation currency of Coca-Cola Amatil Limited and its Australian subsidiaries is Australian Dollars. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.

## ii) Transactions and balances

Transactions in foreign currencies are initially recorded in the functional currency by applying the exchange rates ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the reporting date. Exchange rate gains or losses are brought to account in determining the net profit or loss in the period in which they arise, as are exchange gains or losses relating to cross currency swap transactions on monetary items.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate as at the date of the initial transaction. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

On consolidation, the assets and liabilities of foreign subsidiaries are translated by applying the rate ruling at balance date and revenue and expense items are translated at the average rate calculated for the period. The exchange differences arising on the retranslation are taken directly to equity within the foreign currency translation reserve. On disposal of a foreign subsidiary, accumulated exchange differences are recognised in the income statement as a component of the gain or loss on disposal.

## g) Revenue

Revenue is recognised and measured at the fair value of the consideration received or receivable to the extent that it is probable that economic benefits will flow to the Group and the revenue can be reliably measured. Revenue is recognised net of discounts, allowances and applicable amounts of value added taxes such as the Australian Goods and Services Tax. The following specific recognition criteria must also be met before revenue is recognised —

## i) Sale of goods and materials

Revenue is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer and the amount of revenue can be measured reliably. Risks and rewards of ownership are considered passed to the buyer at the time of delivery of the goods to customers;

#### ii) Rendering of services

Revenue from installation and maintenance of equipment is recognised when the services have been performed and the amount can be measured reliably;

#### iii) Interest income

Interest income is recognised as the interest accrues using the effective interest method:

## iv) Dividends

Dividends are recognised when the right to receive payment is established; and

## v) Rental income

Rental income arising from equipment hire is accounted for on a straight line basis over the term of the rental contract.

## h) Finance costs

Finance costs are recognised as expenses in the period in which they are incurred, except where they are included in the costs of qualifying assets

#### i) Income tax

## i) Current tax

Current tax asset or liability represents amounts receivable or payable in relation to income taxes attributable to taxable profits of the current or prior financial years, less instalments of income tax paid. The tax rates and laws used to compute current taxes are those that are enacted or substantially enacted by the reporting date.

#### ii) Deferred tax

Deferred tax is provided using the liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amount used for taxation purposes, using the tax rates which are enacted or substantially enacted by the reporting date.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses. The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax liabilities are recognised for all taxable temporary differences except for goodwill which is not deductible for tax purposes, the initial recognition of assets and liabilities that affect neither accounting nor taxable profits and temporary differences relating to investments in subsidiaries where the timing of the reversal can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets and liabilities are offset only when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same authority. Current tax assets and liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

## iii) Tax consolidation

The Company and its wholly owned Australian resident subsidiaries have formed a tax consolidated group. CCA is the head entity of the tax consolidated group. Details relating to the tax funding agreements and tax sharing agreements are set out in Note 5.

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

CONTINUED

#### i) Cash assets

Cash assets comprise cash on hand, deposits held at call with financial institutions and other short term highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

#### k) Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less allowance for doubtful receivables.

Collectibility of trade receivables is reviewed on an ongoing basis. The carrying amount of trade receivables is reduced through the use of an allowance account and the amount of the loss is recognised in the income statement. An allowance for doubtful receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. The amount of the allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows. When a trade receivable is uncollectible, it is written off against the allowance for trade receivables. Subsequent recoveries of amounts previously written off are credited against expenses in the income statement.

### I) Inventories

Inventories including raw materials, work in progress and finished goods are stated at the lower of cost (including fixed and variable factory overheads where applicable) and net realisable value. Cost is determined on the basis of first-in-first-out, average or standard, whichever is the most appropriate in each case.

Net realisable value is the estimated selling price in the ordinary course of business, less the cost of completion and selling expenses.

Costs of inventories include the transfer from equity of gains or losses on qualifying cash flow hedges relating to inventory purchases.

## m) Financial assets

The Group classifies its financial assets as either "financial assets at fair value through the income statement" or as "loans and receivables". The classification depends on the purpose for which the financial asset was acquired.

When financial assets are recognised initially, they are measured at fair value, plus, in the case of assets not at fair value through the income statement, directly attributable transaction costs.

## Recognition and derecognition

All regular purchases and sales of financial assets are recognised on the trade date i.e. the date that the Group commits to purchase the asset. Regular purchases and sales of financial assets under contracts that require delivery of the assets within the period are established generally by regulation or convention in the market place. Financial assets are derecognised when the right to receive cash flows from the financial assets has expired or been transferred.

## i) Financial assets at fair value through the income statement

Financial assets at fair value through the income statement are financial assets held for trading. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term. Derivatives are classified as held for trading unless they are designated as hedges. Assets in this category are classified as current assets.

#### ii) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are carried at amortised cost using the effective interest method. Loans and receivables are classified as current assets, except for those with maturities greater than 12 months after the balance date which are classified as non-current assets. Loans and receivables are included in trade and other receivables in the statement of financial position.

The fair value of all financial assets is based on an active market price. If the market for a financial asset is not active, the Group establishes fair value by using valuation techniques. These include reference to the fair values of recent arms length transactions, involving the same instruments or other instruments that are substantially the same, discounted cash flow analysis, and option pricing models refined to reflect the specific circumstances.

#### n) Business combinations

Business acquisitions are accounted for using the acquisition method. The cost of acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value, and the amount of any non-controlling interest in the acquiree. For each business acquisition, the acquirer measures the non-controlling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition related costs are now expensed as incurred.

Where a business combination is achieved in stages, the acquisition date fair value of the acquirer's previously held equity interest is remeasured at fair value as at the acquisition date through profit or loss.

## o) Investments in bottlers' agreements

Investments in bottlers' agreements are carried at cost.

Investments in bottlers' agreements are not amortised as they are considered to have an indefinite life but are tested annually for any impairment in the carrying amount. Refer to Note 13 for details of impairment testing of investments in bottlers' agreements.

## p) Property, plant and equipment

Property, plant and equipment is stated at cost less accumulated depreciation and any accumulated impairment losses. Subsequent expenditure is added to the carrying value of the asset when it is probable that future economic benefits, in excess of the originally assessed standard of performance of the existing asset, will flow to the operation. All other subsequent expenditure is expensed in the period in which it is incurred.

Property, plant and equipment, other than freehold land, is depreciated or amortised on a straight line basis at various rates dependent upon the estimated average useful life for that asset to the Group. The estimated useful lives of each class of asset for the current and prior year are as follows —

Freehold and leasehold buildings 20 to 50 years
Plant and equipment 3 to 15 years

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the item) is included in the income statement in the financial year the item is derecognised.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES CONTINUED

## q) Leased assets

Leases are classified at their inception as either finance or operating

leases based on the economic substance of the arrangement so as to reflect the risks and benefits incidental to ownership.

Finance leases are those which effectively transfer from the lessor to the lessee substantially all the risks and benefits incidental to ownership of the leased property. There are no material finance leases within the Group.

Operating leases are those where the lessor effectively retains substantially all the risks and benefits incidental to ownership of the leased property. Operating lease payments are charged to the income statement on a straight line basis over the lease term. Refer to Note 4 for details. Lease income from operating leases is recognised as income on a straight line basis over the lease term. Refer to Note 3 for details.

## r) Intangible assets

#### i) Identifiable intangible assets

Intangible assets acquired separately are capitalised at cost and from a business combination are capitalised at fair value as at the date of acquisition. Following initial recognition, the cost model is applied to each class of intangible asset. The useful lives of these intangible assets are assessed to be either finite or indefinite. Where amortisation is charged on assets with finite lives, this expense is taken to the income statement and charged on a straight line basis.

Intangible assets with indefinite lives are tested for impairment at least annually at the cash generating unit level. Useful lives are also examined on an annual basis and adjustments, where applicable, are made on a prospective basis.

Intangible assets, excluding software development assets, created within the business are not capitalised and costs are taken to the income statement when incurred.

Software development costs incurred on an individual project are carried forward when future recoverability can reasonably be assured. Following the initial recognition of software development assets, the cost model is applied requiring the asset to be carried at cost less any accumulated amortisation and impairment. Any costs carried forward are amortised over the assets' useful lives.

The carrying value of software development assets is reviewed for impairment annually when an asset is not in use or more frequently when an indicator of impairment arises during a reporting period indicating that the carrying value may not be recoverable.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in the income statement when the asset is derecognised.

The estimated useful lives of existing finite lived intangible assets for the current and prior year are as follows —

Customer lists5 yearsBrand names40 to 50 yearsSoftware development assets3 to 10 years

### ii) Goodwill

Goodwill is the excess of the cost of an acquisition over the fair value of the net assets acquired. Goodwill is not amortised but will be tested annually or more frequently if required, for any impairment in the carrying amount. Impairment is determined by assessing the recoverable amount of the cash generating unit to which the goodwill relates.

Goodwill arising on the acquisition of subsidiaries is treated as an asset of the subsidiary. These balances are denominated in the currency of the subsidiary and are translated to Australian Dollars on a consistent basis with the other assets and liabilities held by the subsidiary. Goodwill is allocated to cash generating units for the purpose of impairment testing. Refer to Note 13 for details.

### s) Impairment of assets

At each reporting date, the Group assesses whether there is an indication that an asset may be impaired. Where an indicator of impairment exists or where annual impairment testing for an asset is required, the Group makes a formal estimate of the recoverable amount. An impairment loss is recognised for the amount by which the carrying amount of an asset exceeds the recoverable amount, which is defined as the greater of an asset's fair value less costs to sell, or value in use. For the purpose of assessing impairment, assets are grouped at the level for which there are separately identifiable cash flows.

An impairment loss is recognised in the income statement. Nonfinancial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

## t) Trade and other payables

Trade and other payables are carried at amortised cost. Liabilities are brought to account for amounts payable in relation to goods received and services rendered, whether or not billed at the reporting date.

### u) Provisions

Provisions are recognised when a present legal or constructive obligation has arisen as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Where there is an expectation that a provision is to be reimbursed, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain. Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the reporting date. Where material, the effect of the time value of money is taken into account in measuring provisions by discounting the expected future cash flows at a rate which reflects both the risks specific to the liability, and current market assessments of the time value of money. Where discounting is applied, increases in the balance of provisions attributable to the passage of time are recognised as an interest cost.

### v) Employee benefits

### Wages and salaries, annual leave, sick leave and other benefits

Liabilities are raised for employee benefits accumulated as a result employees rendering services up to balance date including related on-costs. The benefits include wages and salaries, annual leave, sick leave, incentives, compensated absences and other benefits, which are charged against profit in their respective expense categories when services are provided or benefits vest with the employee. The provision for employee benefits is measured at the remuneration rates expected to be paid when the liability is settled.

### ii) Long service leave

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES CONTINUED

## v) Employee benefits continued

### iii) Pensions and post retirement benefits

The Group operates a number of defined benefit and defined contribution superannuation plans. The defined benefit plans are made up of both funded and unfunded plans. The assets of funded schemes are held in separate trustee-administered funds and are financed by payments from the relevant Group companies and employees (in the case of defined contribution plans), based on regular advice from independent qualified actuaries.

For defined benefit plans, pension costs are assessed using the projected unit credit method. Under the "corridor" approach, actuarial gains and losses are recognised as income or expense, when the cumulative unrecognised actuarial gains or losses for each individual plan exceed 10% of the defined benefit obligation or the fair value of plan assets, in accordance with the valuations made by qualified actuaries. The defined benefit obligations are measured at the present value of the estimated future cash flows using interest rates on government guaranteed securities with similar due dates to these expected cash flows. Actuarial gains and losses arising from experience adjustments or changes in assumptions are recognised over the average remaining service lives of employees. Past service cost is recognised immediately to the extent that benefits are already vested and otherwise are amortised over the average remaining service lives of the employees. Refer to Note 18 for further details of the Group's defined benefit plans.

The Group's contributions made to defined contribution plans are recognised as an expense when they fall due.

#### iv) Equity compensation plans

No expense is recognised in respect of share options granted before 7 November 2002 and/or vested before 1 January 2005. The shares are recognised when the options are exercised and the proceeds received are allocated to share capital.

Employer contributions to the Employees Share Plan are charged as an expense over the vesting period. Any amounts of unvested shares held by the trust are controlled by the Group until they vest and are recorded at cost in the statement of financial position within equity as shares held by equity compensation plans until they vest. The amounts relating to the unvested obligation are recorded at reporting date within the share based remuneration reserve until they vest. No gain or loss is recognised in the income statement on the purchase, sale, issue or cancellation of CCA's own equity instruments.

Shares granted by CCA to employees of subsidiaries are recognised in the Company's financial records as an additional investment in the subsidiary with a corresponding credit to the share based remuneration reserve. As a result, the expense recognised by CCA in relation to equity settled awards only represents the expense associated with grants to employees of the Company. The expense recognised by the Group is the total expense associated with all such awards.

Shares granted under the Long Term Incentive Share Rights Plan are measured by reference to the fair value of the shares at the date at which they are granted. The fair value is determined by an external valuer using the Monte Carlo simulation methodology (for shares with a total shareholder return performance condition) and the Black Scholes model (for shares with an earnings per share performance condition). The fair value of shares is charged as an equity compensation plan expense over the vesting period together with a corresponding increase in the share based remuneration reserve, ending on the date on which the relevant employees become entitled to the award. Refer to Note 22 for further details of the Long Term Incentive Share Rights Plan.

The cumulative expense recognised for equity settled transactions at each reporting date until vesting date reflects the extent to which the vesting period has expired and CCA's best estimate of the number of equity instruments that will ultimately vest. No adjustment is made for the likelihood of market performance conditions being met as the effect of these conditions is included in the determination of fair value at grant date. The income statement charge or credit for a period represents the movement in cumulative expense recognised as at the beginning and end of that period.

No expense is recognised for awards that do not ultimately vest, except for awards where vesting is only conditional upon a market condition.

#### w) Share capital

Issued and paid up capital is recognised at the fair value of the consideration received by the Company, less transaction costs, net of tax.

## x) Derivative financial instruments

The Group designates certain derivatives as either –

- hedges of the fair value of recognised liabilities (fair value hedges);
   or
- hedges of foreign currency risk associated with recognised liabilities or highly probable forecast transactions (cash flow hedges).

Derivatives are initially recognised at fair value on the date derivative contracts are entered into and are subsequently remeasured at fair value.

The terms and conditions in relation to the Group's derivative instruments are similar to the terms and conditions of the underlying hedged items. As at 31 December 2010, the Group's hedge relationships were effective.

#### Hedge accounting

The Group designates certain derivative transactions as either fair value hedges or cash flow hedges. Hedges of foreign exchange rate risk on firm commitments are accounted for as cash flow hedges.

The Group documents at inception of the transaction the relationship between hedging instruments and hedged items, as well as its risk management objective and strategy for undertaking various hedge transactions. The process includes linking all derivative financial instruments designated to specific firm commitments or forecast transactions. The Group also documents its assessment both at the hedge inception and on an ongoing basis, of whether the derivative financial instruments that are used in hedge accounting are highly effective in offsetting changes in fair value or cash flows of hedged items.

Changes in the fair values of derivative financial instruments not qualifying for hedge accounting, and for discontinued hedges are recognised in the income statement.

#### Fair value hedges

During the financial year, the Group held cross currency and interest rate swaps to mitigate exposures to changes in the fair value of foreign currency denominated debt from fluctuations in foreign currency and interest rates. The hedged items designated were a portion of the Group's foreign currency denominated borrowings. The changes in fair values of the hedged items resulting from movements in exchange rates and interest rates are offset against the changes in the value of the cross currency and interest rate swaps. The objective of this hedging is to convert foreign currency borrowings to floating Australian Dollar borrowings. Accordingly, at inception, no significant portion of the change in fair value of the cross currency and interest rate swap is expected to be ineffective.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES CONTINUED

## x) Derivative financial instruments continued

## Fair value hedges continued

Gains or losses from remeasuring the fair value of the hedge instruments are recognised within net finance costs in the income statement, together with gains and losses in relation to the hedged item where those gains or losses relate to the hedged risks. The hedge relationship is expected to be highly effective because the notional amount of the cross currency and interest rate swap coincides with that of the underlying debt, and all cash flow and reset dates coincide between the borrowing and the swaps.

The effectiveness of the hedging relationship is tested prospectively and retrospectively by means of cumulative dollar offset effectiveness calculations. The primary objective is to determine if changes to the hedged item and the derivative are highly correlated and, thus supportive of the assertion that there will be a high degree of offset in fair values achieved by the hedge.

### Cash flow hedges

Cash flow hedges are used to hedge exposures relating to the Group's borrowings and ongoing business activities, where the Group has highly probable purchase or settlement commitments in foreign currencies.

## y) Interest bearing liabilities

Interest bearing liabilities are initially recognised at fair value of the consideration received net of transaction costs associated with the borrowing.

After initial recognition, interest bearing liabilities are subsequently measured at amortised cost using the effective interest method. Amortised cost is calculated by taking into account any issue costs, and any discount or premium on settlement.

Fair value hedging is applied to certain interest bearing liabilities (refer to Note 1x)). In such instances, the resulting fair value adjustments mean that the carrying value differs from amortised cost.

Interest bearing liabilities are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the reporting date.

#### z) Dividends

Dividends are recognised when an obligation to pay a dividend arises, following declaration of dividends by the Company's Board of Directors.

## aa) Earnings per share (EPS)

Basic EPS is calculated as profit attributable to members of the Company divided by the weighted average number of ordinary shares, adjusted for any bonus element.

Diluted EPS is calculated as profit attributable to members of the Company divided by the weighted average number of ordinary shares and dilutive potential ordinary shares, adjusted for any bonus element.

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 2. SEGMENT REPORTING

The Group operates in four reportable segments, based on a combination of factors including geography, products and services. The Australia Beverages, New Zealand & Fiji and Indonesia & PNG segments derive their revenues from the manufacture, distribution and marketing of carbonated soft drinks and bulk water. The Australia Beverages and New Zealand & Fiji segments also distribute premium beer brands for Pacific Beverages Pty Ltd, the joint venture entity CCA formed with SABMiller plc. The joint venture segment reports CCA's share of the results from Pacific Beverages Pty Ltd, which also sells and distributes the premium spirit portfolio of global distributor Beam Global Spirits & Wines.

The Food & Services segment processes and markets fruit and other food products, and provides cold drink equipment to both the Australia Beverages segment and third party customers.

The Group manages its net finance costs and income taxes on a Group basis. Segment performance is evaluated on an earnings before interest and tax basis

During the period, certain immaterial business units were relocated within the segments. Comparative numbers were restated accordingly. The accounting policies of each operating segment are the same as those described in Note 1 Summary of Significant Accounting Policies. Inter-segment transactions are conducted as follows —

- inter-country transactions on normal commercial terms and conditions; and
- intra-country transactions on a cost-recovery basis.

The Group earned approximately 37% (2009: 35%) of its trading revenue from its top three customers, being Metcash Limited, Wesfarmers Limited and Woolworths Limited. These customers operated within the Australia Beverages, New Zealand & Fiji and Food & Services segments.

2010

2009

	\$M	\$M	\$M	\$M	\$M	\$M
	Trading :	revenue <sup>1</sup>	Other i	evenue		evenue, ance income
Beverage business						
Australia Beverages	2,819.1	2,790.3	90.0	98.2	2,909.1	2,888.5
New Zealand & Fiji	420.1	422.2	9.3	8.1	429.4	430.3
Indonesia & PNG	789.1	704.1	2.5	4.4	791.6	708.5
Total Beverage business	4,028.3	3,916.6	101.8	110.7	4,130.1	4,027.3
Food & Services business	462.0	519.4	17.3	13.3	479.3	532.7
Total CCA Group	4,490.3	4,436.0	119.1	124.0	4,609.4	4,560.0

	Segme	nt result
Beverage business		
Australia Beverages	592.7	552.5
New Zealand & Fiji	81.4	82.3
Indonesia & PNG	75.0	61.8
Share of net profit/(loss) of joint venture entity	1.5	(2.3)
Total Beverage business	750.6	694.3
Food & Services business	94.3	93.0
Total CCA Group EBIT	844.9	787.3

The reconciliation of segment result to CCA Group profit after income tax is shown below —

	Before sign	ificant item	Signific	ant item	After signi	ficant item
Total CCA Group EBIT	844.9	787.3	-	_	844.9	787.3
Net finance costs <sup>2</sup>	(134.4)	(133.9)	-	_	(134.4)	(133.9)
Total CCA Group profit before income tax	710.5	653.4	-	_	710.5	653.4
Income tax expense <sup>2</sup>	(203.9)	(204.4)	(9.3)	_	(213.2)	(204.4)
Total CCA Group profit after income tax	506.6	449.0	(9.3)	_	497.3	449.0

Refer to the following page for footnote details.

## 2. SEGMENT REPORTING CONTINUED

	2010 \$M	2009 \$M	2010 \$M	2009 \$M	2010 \$M	2009 \$M
	Ass	sets	Liabi	lities	Net a	ssets
Beverage business						
Australia Beverages	2,385.0	2,293.8	960.4	1,077.6	1,424.6	1,216.2
New Zealand & Fiji	514.2	514.7	104.2	86.2	410.0	428.5
Indonesia & PNG	536.3	506.0	185.0	180.5	351.3	325.5
Investment in joint venture entity	74.7	73.2	_	_	74.7	73.2
Total Beverage business	3,510.2	3,387.7	1,249.6	1,344.3	2,260.6	2,043.4
Food & Services business	1,343.2	1,318.7	81.0	114.0	1,262.2	1,204.7
Total operating segments	4,853.4	4,706.4	1,330.6	1,458.3	3,522.8	3,248.1
Assets and liabilities managed						
on a Group basis <sup>3</sup>	424.4	864.4	2,113.8	2,512.4	(1,689.4)	(1,648.0)
Total CCA Group	5,277.8	5,570.8	3,444.4	3,970.7	1,833.4	1,600.1

	Deprecia amortisation		Additions of non-current assets <sup>4</sup>	
Beverage business				
Australia Beverages	73.6	68.7	128.4	140.3
New Zealand & Fiji	17.7	18.9	29.1	32.0
Indonesia & PNG	38.6	33.5	118.2	105.3
Total Beverage business	129.9	121.1	275.7	277.6
Food & Services business	62.0	54.3	113.2	86.5
Total CCA Group	191.9	175.4	388.9	364.1

	Trading revenue by geography <sup>5</sup>		Non-curre by geog	
Australia	3,281.1	3,309.1	2,418.3	2,314.1
New Zealand & Fiji	420.1	422.8	366.2	377.3
Indonesia & PNG	789.1	704.1	374.2	319.8
Total CCA Group	4,490.3	4,436.0	3,158.7	3,011.2

<sup>1</sup> Details of the Group's trading revenue can be found in Note 3.

<sup>2</sup> Finance income and costs and income tax are managed on a Group basis and are not reported internally at a segment level.

<sup>3</sup> Cash and cash equivalents, debt related derivative assets and liabilities, loans and borrowings are not included as part of segment assets and liabilities as they are managed on a Group basis

<sup>4</sup> This disclosure comprises of investment in joint venture entity, investments in bottlers' agreements, property, plant and equipment and intangible assets.

<sup>5</sup> The trading revenue recorded reflects the customer geographic location of revenue earned by the Group.

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

	Refer Note	2010 \$M	2009 \$M
3. REVENUE			
Trading revenue			
Sales of products		4,405.8	4,376.0
Rental of equipment and processing fees		84.5	60.0
Total trading revenue		4,490.3	4,436.0
Other revenue			
Rendering of services		96.8	100.2
Miscellaneous rental and sundry income <sup>1</sup>		22.3	23.8
Total other revenue		119.1	124.0
Total revenue, excluding finance income		4,609.4	4,560.0
Interest income from –			
related parties	32	0.6	_
non-related parties		20.3	14.9
Total finance income		20.9	14.9
Total revenue <sup>2</sup>		4,630.3	4,574.9
<ul> <li>Sundry income mainly relates to sales of materials and consumables and scrap sales.</li> <li>The comparative balance has been restated (i.e. increased by \$13.2 million) arising from a review of CCA's revenue transaction streams carried out during the financial year.</li> </ul>			
4. INCOME STATEMENT DISCLOSURES			
Profit before income tax includes the following specific expenses –			
Finance costs			
Interest costs from non-related parties <sup>1</sup>		145.4	132.0
Other finance costs		9.9	16.8
Total finance costs		155.3	148.8
Profit before income tax includes the following specific expenses (by nature) –			
Depreciation expense	11	176.1	163.8
Amortisation expense	12	15.8	11.6
(Write back)/bad and doubtful debts expense – trade and other receivables		(0.6)	5.0
Rentals – operating leases		81.6	80.3
Defined benefit superannuation plan expense	18b)	10.6	14.3
Defined contribution superannuation plan expense		50.2	45.7
Equity compensation plan expense	21b)	10.1	14.3
Employee benefits expense		60.5	60.4
Net foreign exchange losses/(gains) <sup>283</sup>		14.5	(14.0)

<sup>1</sup> Includes hedging gains of \$3.8 million (2009: \$2.0 million) on derivatives transferred from the cash flow hedging reserve and hedging losses of \$1.2 million (2009: nil) on derivatives designated as fair value hedges.

## 5. INCOME TAX EXPENSE

	Refer Note	2010 \$M	2009 \$M
a) Income tax expense			
Current tax expense		186.1	188.1
Deferred tax expense	17b)	34.1	21.9
Adjustments to current tax of prior periods		(7.0)	(5.6)
		213.2	204.4
b) Reconciliation of CCA's applicable (Australian) tax rate to the effective tax rate		%	%
Applicable (Australian) tax rate		30.0	30.0
Non-allowable expenses		0.4	0.4
Overseas tax rates differential		(0.4)	(0.1)
Overseas withholding tax		(0.2)	1.8
Share of net (profit)/loss of joint venture entity		(0.1)	0.1
Derecognition of deferred tax assets		0.1	_
Adjustments to current tax of prior periods		(0.9)	(0.9)
Change in New Zealand tax rate <sup>1</sup>		(0.2)	_
Effective tax rate (before significant item)		28.7	31.3
Significant item – derecognition of deferred tax assets <sup>2</sup>		1.3	
Effective tax rate		30.0	31.3

<sup>1</sup> Equates to \$1.1 million.

## c) Australian tax consolidation

CCA has formed a consolidated group for income tax purposes with each of its wholly owned Australian resident subsidiaries. The entities within the tax consolidated group have entered a tax funding arrangement whereby each subsidiary will compensate CCA for the amount of tax payable that would be calculated as if the subsidiary was a tax paying entity.

CCA, as the head entity, and the subsidiaries in the tax consolidated group continue to account for their own current and deferred tax amounts. The amounts are measured as if each entity in the tax consolidated group continues to be a stand alone taxpayer in its own right. The current tax balances are then transferred to CCA (being the head entity) via intercompany balances.

The method used to measure current and deferred tax amounts is summarised in Note 1i).

The following amounts have been recognised as tax consolidation compensation adjustments in the financial records of CCA Entity –

## **CCA** Entity

	2010 \$M	2009 \$M
Total (decrease)/increase in amounts receivable from subsidiaries	(2.7)	45.8
Total decrease in amounts payable to subsidiaries	2.6	10.6

<sup>2</sup> Includes hedging losses of \$0.3 million (2009: \$2.3 million) transferred from the cash flow hedging reserve and gains on derivatives designated as fair value hedges of \$1.5 million (2009: losses of \$1.2 million).

<sup>3</sup> These amounts are principally included in cost of goods sold. Cost of goods sold also includes compensating amounts relating to commodity pricing and hedging outcomes.

<sup>2</sup> Relates to changes in the New Zealand tax legislation, whereby future tax deductibility of building depreciation has been removed resulting in a \$9.3 million deferred tax expense for the

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 6. CASH AND CASH EQUIVALENTS

	Refer Note	2010 \$M	2009 \$M
Cash on hand and in banks Short term deposits		366.1 19.2	368.0 496.4¹
Total cash assets		385.3	864.4
1 Includes \$445.0 million raised from the US 144A bond offering during the financial year.			
Cash on hand and in banks earns interest at floating rates based on daily bank deposit rates.  The carrying amounts of cash and cash equivalents represents fair value.  Short term deposits are made for varying periods, depending on the immediate cash requirements of the Crown and earn interest at the representation short term deposit rates.			
of the Group, and earn interest at the respective short term deposit rates.			
<ul> <li>a) Reconciliation to cash and cash equivalents at the end of the financial year</li> <li>The above figures are reconciled to cash and cash equivalents at the end of the financial year as shown in the statement of cash flows as follows –</li> </ul>			
Cash assets Bank overdrafts	15	385.3 (3.7)	864.4 (1.7)
Cash and cash equivalents held at the end of the financial year		381.6	862.7
b) Non-cash investing and financing activities			
Dividends satisfied by the issue of shares under the Dividend Reinvestment Plan	23a)	81.5	103.2
c) Reconciliation of profit after income tax to net cash flows from operating activities			
Profit after income tax		497.3	449.0
Depreciation, amortisation, impairment and amounts set aside to allowances and provisions		256.6	271.4
Share of net (profit)/loss of joint venture entity		(1.5)	2.3
Share based remuneration expenses		(7.0)	1.2
Fair value adjustments to derivatives		(5.9)	5.9
Profit from disposal of property, plant and equipment		(0.1)	_
(Increase)/decrease in –			
trade and other receivables		(6.1)	(126.6)
inventories		9.4	3.2
prepayments		(0.9)	11.6
defined benefit superannuation plan assets		(5.6)	(23.0)
(Decrease)/increase in –			
trade and other payables		(53.8)	126.0
current tax liabilities		36.1	66.8
provisions		(76.3)	(66.0)
accrued charges		(58.5)	19.9
defined benefit superannuation plan liabilities		(3.7)	0.5
derivatives		5.4	9.1
Net cash flows from operating activities		585.4	751.3

## d) Risk exposure

CCA Group's exposure to interest rate risk is disclosed in Note 31. The maximum exposure to credit risk at the reporting date is the carrying amount of each class of cash and cash equivalents.

## 7. TRADE AND OTHER RECEIVABLES

	Refer	2010	2009
	Note	\$M	\$M
Current			
Trade receivables		675.6	702.7
Allowance for doubtful receivables	7a)	(5.3)	(9.0)
		670.3	693.7
Amounts due from related entities (trade)	32	6.8	4.4
Amounts due from related entities (non-trade)	32	54.2	52.1
Other receivables		40.7	27.7
Allowance for doubtful receivables		(0.2)	(0.3)
		101.5	83.9
Total trade and other receivables (current)		771.8	777.6
Non-current Non-current			
Amounts due from related entities (non-trade)	32	20.2	1.2
Other receivables		0.7	1.0
Total trade and other receivables (non-current)		20.9	2.2
a) Impaired trade and other receivables			
As at 31 December 2010, trade receivables with a nominal value of \$5.3 million (2009: \$9.0 million)			
were impaired and fully provided for. Movements in the allowance for trade receivables are as follows	_		
At 1 January		(9.0)	(7.8)
Write back/(charge)		0.6	(4.7)
Written off		3.0	3.0
Net foreign currency movements		0.1	0.5
		(5.3)	(9.0)

Other receivables with a nominal value of \$0.2 million (2009: \$0.3 million) were impaired and have been fully provided for. There was no impairment charge made during the financial year for other receivables (2009: \$0.3 million). \$0.1 million was written off during the financial year (2009: nil).

Doct due but not impaired

## b) Analysis of receivables

As at 31 December, the analysis of trade receivables (net of allowance) that were past due but not impaired is as follows –

		га	st due put not impaire	u	
	Neither past due nor impaired \$M	Less than 30 days overdue \$M	More than 30 but less than 90 days overdue \$M	More than 90 days overdue \$M	Total \$M
2010	606.5	42.2	16.1	5.5	670.3
2009	638.7	35.7	17.5	1.8	693.7

As at 31 December, trade receivables of \$63.8 million (2009: \$55.0 million) were past due but not impaired. These amounts relate to a number of independent customers for whom there is no recent history of material defaults.

All other receivables do not contain impaired assets and are not past due. Based on the credit history of these other receivables, it is expected that these amounts will be received when due.

## c) Related party receivables

For terms and conditions relating to related party receivables, refer to Note 32.

#### d) Fair value

Due to the short term nature of receivables, the carrying amount is assumed to approximate their fair value. Refer to Note 31 for further details.

## e) Interest rate and foreign exchange risk

Details regarding interest rate and foreign exchange risk exposures are disclosed in Note 31.

#### f) Credit ris

For trade and other receivables (current), the maximum exposure to credit risk is the fair value of the receivables. Collateral is not held as security. For trade and other receivables (non-current), the maximum exposure to credit risk is the higher of the carrying value and fair value of each class of receivables. Collateral is not held as security.

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	2010 \$M	2009 \$M
8. INVENTORIES		
Raw materials at cost	245.0	287.4
Raw materials at net realisable value	3.6	5.7
	248.6	293.1
Finished goods at cost	422.5	386.9
Finished goods at net realisable value	8.3	18.1
	430.8	405.0
Other inventories at cost <sup>1</sup>	39.0	37.6
Other inventories at net realisable value <sup>1</sup>	16.9	18.2
	55.9	55.8
Total inventories	735.3	753.9
Other inventories include work in progress and spare parts (manufacturing and cold drink equipment).		
9. INVESTMENT IN JOINT VENTURE ENTITY		
Carrying amount of investment in Pacific Beverages Pty Ltd	74.7	73.2
_ · ·		70.2
The Company has a 50% interest in Pacific Beverages Pty Ltd and its subsidiaries (Pacific Beverages). The principal activities of Pacific Beverages are the manufacture, importation and distribution of alcoholic beverages.		
The interest in Pacific Beverages is accounted for in the consolidated financial statements using the equity method		
of accounting and is carried at cost by the parent entity. Information relating to the joint venture entity is set out below –		
a) CCA Group's share of Pacific Beverages' assets and liabilities		
Current assets	39.6	49.5
Non-current assets	88.8	59.2
Total assets	128.4	108.7
Current liabilities	33.9	34.1
Non-current liabilities	19.8	1.4
Total liabilities	53.7	35.5
Net assets	74.7	73.2
b) CCA Group's share of Pacific Beverages' revenue, expenses and results		
Revenue <sup>1</sup>	41.3	43.4
Expenses	(42.5)	(46.6)
Profit/(loss) after income tax	1.5	(2.3)
1 Beer sales revenue, excluding duties and excise taxes.		
c) CCA Group's share of Pacific Beverages' commitments		
Capital commitments	0.9	21.7
10. INVESTMENTS IN BOTTLERS' AGREEMENTS		
At 1 January	911.0	926.0
Net foreign currency movements	(12.8)	(15.0)

The bottlers' agreements reflect a long and ongoing relationship between the Group and The Coca-Cola Company (TCCC). As at 31 December 2010, there were agreements for the five territories in place throughout the Group, at varying stages of their, mainly, 10 year terms. These agreements are all on substantially the same terms and conditions, with performance obligations as to production, distribution and marketing and include provisions for renewal at the discretion of TCCC.

All of the Group's present bottlers' agreements, the first of which was issued in 1939, that have expired have been renewed or extended at the expiry of their legal terms. No consideration is payable upon renewal or extension.

In assessing the useful life of bottlers' agreements, due consideration is given to the Group's history of dealing with TCCC, established international practice of that company, TCCC's equity in the Group, the participation of nominees of TCCC on the Company's Board of Directors and the ongoing strength of TCCC brands. In light of these considerations, no factor can be identified that would result in the agreements not being renewed or extended and accordingly bottlers' agreements have been assessed as having an indefinite useful life.

## 10. INVESTMENTS IN BOTTLERS' AGREEMENTS CONTINUED

Bottlers' agreements acquired from a business combination are capitalised at fair value as at the date of acquisition. Following initial recognition, the cost less impairment model is utilised for measurement.

All bottlers' agreements were tested for impairment and no impairment losses were expensed for the financial year. A description of management's approach to ensuring each investment in bottlers' agreement is not recognised above its recoverable amount is disclosed in Note 13.

## 11. PROPERTY, PLANT AND EQUIPMENT

	Refer Note	Freehold and leasehold land \$M	Freehold and leasehold buildings <sup>1</sup> \$M	Plant and equipment \$M	Property, plant and equipment under construction \$M	Total property, plant and equipment \$M
At 1 January 2010						
Cost (gross carrying amount)		188.9	288.4	2,181.0	133.1	2,791.4
Accumulated depreciation and impairment		-	(49.3)	(1,284.9)	_	(1,334.2)
Net carrying amount		188.9	239.1	896.1	133.1	1,457.2
Year ended 31 December 2010 At 1 January 2010, net of accumulated						
depreciation and impairment		188.9	239.1	896.1	133.1	1,457.2
Additions Disposals		(2.1)	1.7 (0.1)	20.0 (5.0)	333.7	355.4 (7.2)
Depreciation expense	4	(2.1)	(12.3)	(163.8)	_	(176.1)
Net foreign currency movements  Transfers out of property, plant and equipment	·	(3.3)	(4.4)	(25.8)	(4.0)	(37.5)
under construction and reclassifications		1.5	22.0	300.1	(323.6)	-
<u>Other</u>		_	_	3.6	(0.1)	3.5
At 31 December 2010, net of accumulated depreciation and impairment		185.0	246.0	1,025.2	139.1	1,595.3
At 31 December 2010						
Cost (gross carrying amount)		185.0	306.0	2,334.4	139.1	2,964.5
Accumulated depreciation and impairment		_	(60.0)	(1,309.2)	_	(1,369.2)
Net carrying amount		185.0	246.0	1,025.2	139.1	1,595.3
At 1 January 2009						
Cost (gross carrying amount)		189.3	285.2	2,071.1	120.1	2,665.7
Accumulated depreciation and impairment		_	(39.4)	(1,211.4)	_	(1,250.8)
Net carrying amount		189.3	245.8	859.7	120.1	1,414.9
Year ended 31 December 2009						
At 1 January 2009, net of accumulated						
depreciation and impairment		189.3	245.8	859.7	120.1	1,414.9
Additions		7.1	0.4	22.2	233.2	262.9
Disposals		(0.3)	(0.3)	(6.1)	_	(6.7)
Acquisitions of entities and operations	4	_	(12.1)	2.0	_	2.0
Depreciation expense Net foreign currency movements	4	(4.6)		(151.7)	(4.2)	(163.8)
Transfers out of property, plant and equipment		(4.6)	(5.3)	(23.9)	(4.3)	(38.1)
under construction and reclassifications		(2.6)	10.1	207.0	(214.5)	_
Other		_	0.5	(13.1)	(1.4)	(14.0)
At 31 December 2009, net of accumulated depreciation and impairment		188.9	239.1	896.1	133.1	1,457.2
At 31 December 2009						
Cost (gross carrying amount)		188.9	288.4	2,181.0	133.1	2,791.4
Accumulated depreciation and impairment		-	(49.3)	(1,284.9)	-	(1,334.2)
Net carrying amount		188.9	239.1	896.1	133.1	1,457.2
-13			200.7	333.1		.,

<sup>1</sup> Freehold and leasehold buildings include improvements made to buildings.

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#### 12. INTANGIBLE ASSETS

	Refer Note	Customer lists <sup>182</sup> \$M	Brand names <sup>1</sup> \$M	Intellectual property \$M	Software development assets <sup>3</sup> \$M	Goodwill <sup>1</sup> \$M	Total intangible assets \$M
At 1 January 2010							
Cost (gross carrying amount) Accumulated amortisation		7.5	120.6	-	100.4	388.2	616.7
and impairment		(4.6)	(7.5)	_	(34.8)	-	(46.9)
Net carrying amount		2.9	113.1	-	65.6	388.2	569.8
Year ended 31 December 2010							
At 1 January 2010, net of accumulated amortisation							
and impairment		2.9	113.1	-	65.6	388.2	569.8
Additions		_	_	_	33.5	_	33.5
Amortisation expense	4	(1.4)	(0.3)	-	(14.1)	_	(15.8)
Net foreign currency movements		-	(0.5)	-	(0.6)	(1.9)	(3.0)
Other		0.1			4.7	1.2	6.0
At 31 December 2010, net of							
accumulated amortisation and impairment		1.6	112.3	-	89.1	387.5	590.5
At 31 December 2010							
Cost (gross carrying amount)		7.6	120.1	-	132.3	387.5	647.5
Accumulated amortisation		(0.0)	/7.0\		(40.0)		(57.0)
and impairment		(6.0)	(7.8)		(43.2)		(57.0)
Net carrying amount		1.6	112.3	-	89.1	387.5	590.5
At 1 January 2009							
Cost (gross carrying amount)		8.5	111.0	2.5	65.6	386.9	574.5
Accumulated amortisation							
and impairment		(4.7)	(7.2)	(2.5)	(21.6)	(11.0)	(47.0)
Net carrying amount		3.8	103.8	-	44.0	375.9	527.5
Year ended 31 December 2009							
At 1 January 2009, net of							
accumulated amortisation							
and impairment		3.8	103.8	_	44.0	375.9	527.5
Additions Acquisitions of entities		0.6	_	_	36.4	_	37.0
and operations		_	9.4	_	_	12.9	22.3
Amortisation expense	4	(1.5)	(0.3)	_	(9.8)	-	(11.6)
Net foreign currency movements		_	0.2	_	(0.5)	(2.4)	(2.7)
Other		-	_	_	(4.5)	1.8	(2.7)
At 31 December 2009, net of							
accumulated amortisation							
and impairment		2.9	113.1	-	65.6	388.2	569.8
At 31 December 2009							
Cost (gross carrying amount)		7.5	120.6	-	100.4	388.2	616.7
Accumulated amortisation			ı= =·		1		
and impairment		(4.6)	(7.5)		(34.8)		(46.9)
Net carrying amount		2.9	113.1	-	65.6	388.2	569.8

<sup>1</sup> Purchased as part of a business combination.

## **12. INTANGIBLE ASSETS CONTINUED**

The useful life of customer lists is finite and amortisation is on a straight line basis.

In assessing the useful life of SPCA brand names, due consideration is given to the existing longevity of SPCA brands, the indefinite life cycle of the industry in which SPCA operates and the expected usage of the brand names in the future. In light of these considerations, no factor could be identified that would result in the brand names having a finite useful life and accordingly SPCA brand names have been assessed as having an indefinite useful life.

Other brand names have been assessed as having finite useful lives and are amortised on a straight line basis.

Software development assets represent internally generated intangible assets with finite useful lives and are amortised on a straight line basis.

All intangible assets with finite useful lives were assessed for indicators of impairment and all intangible assets with indefinite useful lives were tested for impairment at 31 December 2010. Refer to Note 13 for further details of impairment testing of intangible assets with indefinite lives.

## 13. IMPAIRMENT TESTING OF INVESTMENTS IN BOTTLERS' AGREEMENTS AND INTANGIBLE ASSETS WITH INDEFINITE LIVES

Investments in bottlers' agreements (IBAs) and intangible assets deemed to have indefinite lives have been identified for each of the Group's cash generating units (CGUs).

Total

A segment level summary of IBAs and intangible assets deemed to have indefinite lives is presented below -

	IBAs SM	Brand names \$M	Goodwill \$M	IBAs and intangible assets with indefinite lives
Year ended 31 December 2010		·	<u> </u>	
Beverage business				
Australia Beverages	691.9	_	23.2	715.1
New Zealand & Fiji	166.5	_	7.2	173.7
Indonesia & PNG	39.8	_	18.2	58.0
Total Beverage business	898.2	_	48.6	946.8
Food & Services business	-	98.3	338.9	437.2
Total	898.2	98.3	387.5	1,384.0
Year ended 31 December 2009				
Beverage business				
Australia Beverages	691.9	_	23.2	715.1
New Zealand & Fiji	175.8	_	7.6	183.4
Indonesia & PNG	43.3	_	19.7	63.0
Total Beverage business	911.0	_	50.5	961.5
Food & Services business	_	98.3	337.7	436.0
Total	911.0	98.3	388.2	1,397.5

## a) Impairment tests for investments in bottlers' agreements and goodwill

Impairment testing is carried out by CCA by comparing an asset's recoverable amount to its carrying amount. The recoverable amount is determined as the greater of fair value less costs to sell, and value in use.

Generally, CCA performs its impairment testing on a value in use basis. However, in addition to value in use, it assesses fair value less costs to sell to ensure that the higher value arising from either basis is in excess of the asset's carrying amount. Value in use is calculated using a discounted cash flow methodology covering a 15 year period with an appropriate residual value at the end of that period, for each CGU. The methodology utilises cash flow forecasts longer than five years in order to minimise reliance on residual values and is based primarily on business plans presented to and approved by the Board.

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Asset purchases.

<sup>3</sup> Software development assets mainly relate to the OAisys (One Amatil information system) project.

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES

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## 13. IMPAIRMENT TESTING OF INVESTMENTS IN BOTTLERS' AGREEMENTS AND INTANGIBLE ASSETS WITH INDEFINITE LIVES CONTINUED

## a) Impairment tests for investments in bottlers' agreements and goodwill continued

The following describes each key assumption on which management has based its cash flow forecasts to undertake impairment testing of IBAs and goodwill —

#### EBIT margins

EBIT margins are based primarily on three year business plans presented to and reviewed by the Board. Beyond those periods, margins have been adjusted to reflect management's views of sustainable long term EBIT margins.

#### ii) Volumes

Volumes are based on three year business plans presented to and reviewed by the Board. Beyond those periods, volumes are adjusted based on forecast per capita consumption, population growth rates and market share assumptions which are benchmarked against external sources.

#### iii\ Pricina

Pricing is based on three year business plans presented to and reviewed by the Board. Beyond those periods, pricing is determined with reference to long term inflation forecasts.

## iv) Capital expenditure

Capital expenditure is based on three year business plans presented to and reviewed by the Board. Beyond those periods, capital expenditure is determined as a percentage of sales revenue consistent with historical expenditure.

#### v) Discount rates

Discount rates used are the weighted average cost of capital (after tax) for the Group in each CGU, risk adjusted where applicable. The local currency discount rates used for Australia, New Zealand, Fiji, Indonesia and PNG based CGUs are 8.4, 8.3, 11.2, 12.2 and 11.6% (2009: 8.4, 8.4, 12.3, 13.0 and 11.6%) respectively.

### vi) Forecast growth rates

Forecast growth rates are used in the calculation of the residual value of each CGU. For the purpose of impairment testing, real annual growth rates of nil to 2.0% (2009: nil to 2.0%) have been used.

## b) Impairment tests for brand names with indefinite lives

Impairment testing is carried out by CCA by comparing an asset's recoverable amount to its carrying amount. The recoverable amount is determined as the greater of fair value less costs to sell, and value in use. Value in use for brand names is calculated using a "relief from royalty" discounted cash flow methodology covering a 10 year period with an appropriate residual value at the end of that period. The methodology utilises notional after tax royalty cash flows longer than five years in order to minimise reliance on residual values and is based primarily on three year business plans prepared by management.

The following describes each key assumption on which management has based its cash flow forecasts to undertake impairment testing of brand names with indefinite lives —

#### i) Sales

Sales are based on three year business plans reviewed by management. Beyond those periods, sales are projected based on business plan targets and management expectations.

## ii) Royalty rates

Royalty rates are based on market rates for comparable brands adjusted for costs associated with maintaining the brand.

### iii) Discount rates

Discount rates used are the weighted average cost of capital (after tax) for the Group in each CGU, risk adjusted where applicable. The local currency discount rates used for Australia, New Zealand, Fiji, Indonesia and PNG based CGUs are 8.4, 8.3, 11.2, 12.2 and 11.6% (2009: 8.4, 8.4, 12.3, 13.0 and 11.6%) respectively.

## iv) Forecast growth rates

Forecast growth rates are used in the calculation of the residual value of each brand. For the purpose of impairment testing, real annual growth rates of nil to 2.0% (2009: nil to 2.0%) have been used.

	Refer Note	2010 \$M	2009 \$M
14. TRADE AND OTHER PAYABLES			
Current			
Trade payables		315.6	322.5
Amounts due to related entities (trade)	32	138.4	197.2
Amounts due to related entities (non-trade)	32	34.9	37.6
Other payables		79.8	64.0
Total trade and other payables (current)		568.7	621.3
Non-current			
Other payables		_	1.3
Total trade and other payables (non-current)		-	1.3
a) Related party payables			
For terms and conditions relating to related party payables, refer to Note 32.			
b) Fair value			
Due to the short term nature of payables, the carrying amount is assumed to approximate their			
fair value. Refer to Note 31 for further details.			
c) Interest rate, foreign exchange and liquidity risk			
Details regarding interest rate, foreign exchange and liquidity risk exposure are disclosed in Note 31.			
15. INTEREST BEARING LIABILITIES			
Current			
Unsecured		F0.4	444.5
Bonds Loans		50.1 0.5	444.5 0.5
Bank loans		76.6	160.6
Bank overdrafts		3.7	1.7
Total interest bearing liabilities (current)	15a)	130.9	607.3
Non-current			
Unsecured			
Bonds		1,695.3	1,809.6
Loans		4.3	4.9
Bank loans		137.9	33.7
Total interest bearing liabilities (non-current)	15a)	1,837.5	1,848.2

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# NOTES TO THE FINANCIAL STATEMENTS CONTINUED COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 15. INTEREST BEARING LIABILITIES CONTINUED

## a) Interest rate, foreign exchange and liquidity risk

The following table sets out significant terms of the major components of interest bearing liabilities —

			Interest r	ate p.a.	_	
Type of interest bearing liability/country	2010 \$M	2009 \$M	<b>2010</b> %	2009 %	Denomination	Maturity date
Current						
Bonds						
Australia	-	364.1	-	4.2	Australian Dollar	Jan to Aug 10
Australia	50.1	57.0	1.3	1.1	Japanese Yen	Mar to Sep 11
Australia	-	23.4	-	0.5	United States Dollar	Jun 10
	50.1	444.5				
Loans						
Australia	0.5	0.5	6.9	6.9	Australian Dollar	Apr to Dec 11
Bank loans						
New Zealand	76.1	160.6	4.3	3.2	New Zealand Dollar	Oct 11
Indonesia	0.5	_	1.5	_	United States Dollar	Jan 11
	76.6	160.6				
Bank overdrafts	3.7	1.7				
Total interest bearing liabilities (current)	130.9	607.3				
Non-current						
Bonds						
Australia	678.9	747.2	4.1	4.0	United States Dollar	Nov 14 to Apr 16
Australia	315.8	361.9	2.4	2.2	Japanese Yen	Mar 12 to Jun 36
Australia	700.6	700.5	5.4	4.6	Australian Dollar	Mar 12 to Jan 19
	1,695.3	1,809.6				
Loans						
Australia	4.3	4.9	6.9	6.9	Australian Dollar	Jun 17 to Apr 18
Bank loans						
New Zealand	104.9	-	4.3	-	New Zealand Dollar	May 12
Indonesia	33.0	33.7	8.0	1.5	United States Dollar	Jun 12
	137.9	33.7				
Total interest bearing liabilities						
(non-current)	1,837.5	1,848.2				

Further details regarding interest rate, foreign exchange and liquidity risk are disclosed in Note 31.

## b) Fair value

Details regarding the fair value of interest bearing liabilities are disclosed in Note 31.

## c) Financing facilities

The following financing facilities are available as at balance date -

	2010 \$M	2009 \$M
i) Bank loan facilities Total arrangements Used as at the end of the financial year	309.5 (214.5)	474.5 (194.3)
Unused as at the end of the financial year	95.0	280.2
ii) Overdraft facilities Total arrangements Used as at the end of the financial year	5.0 (3.7)	5.0 (1.7)
Unused as at the end of the financial year	1.3	3.3

## d) Defaults or breaches

During the current and prior year, there were no defaults or breaches to the terms and conditions of any of the Group's borrowings.

	Refer Note	2010 \$M	2009 \$M
16. PROVISIONS			
Current			
Employee benefits		73.5	91.0
Total provisions (current)		73.5	91.0
Non-current		44.4	40.0
Employee benefits  Total provisions (non-current)		11.1	10.2
·			
17. DEFERRED TAX ASSETS AND LIABILITIES a) Deferred taxes			
Deferred tax assets		1.2	1.1
Deferred tax liabilities		(190.8)	(157.4)
Net deferred tax liabilities		(189.6)	(156.3)
b) Movements in net deferred tax liabilities for the financial year			
Balance at the beginning of the financial year		(156.3)	(138.7
Charged to the income statement as deferred tax expense	5a)	(34.1)	(21.9
Charged to equity Acquisitions of entities and operations	21c)	(10.7)	(12.9 0.4
Net foreign currency movements		2.5	2.5
Other		9.0	14.3
Balance at the end of the financial year		(189.6)	(156.3
c) Deferred taxes are attributable to the following –			
Allowances for current assets		3.5	4.5
Accrued charges and employee expense obligations		39.5	42.7
Other deductible items		10.2	12.3
Investments in bottlers' agreements		(130.7)	(131.3)
Property, plant and equipment and intangible assets		(61.3)	(44.3)
Retained earnings balances of overseas subsidiaries <sup>1</sup> Other taxable items		(23.7) (27.1)	(28.5) (11.7)
Net deferred tax liabilities		(189.6)	(156.3)
1 Represents withholding taxes payable on unremitted retained earnings of overseas subsidiaries.			
d) Movements in deferred taxes, reflected in deferred tax expense, are attributable to			
the following – Allowances for current assets		0.8	(0.9
Accrued charges and employee expense obligations		10.2	5.2
Other deductible items		(0.3)	(1.7
Property, plant and equipment and intangible assets <sup>1</sup>		22.6	2.7
Retained earnings balances of overseas subsidiaries		(1.2)	11.9
Other taxable items		2.0	4.7
Net deferred tax expense	5a)	34.1	21.9
1 Includes \$9.3 million deferred tax expense relating to changes in the New Zealand tax legislation. Refer to Note 5 for further details.			
e) Deductible temporary differences not recognised, as realisation of the benefits represented by these balances is not considered to be probable			
Capital losses – no expiry date		961.3	960.9
Other items – no expiry date		38.4	38.4
Deductible temporary differences not recognised		999.7	999.3
Potential tax benefit		299.9	299.8

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 18. DEFINED BENEFIT SUPERANNUATION PLAN ASSETS AND LIABILITIES

The Group sponsors a number of superannuation plans that incorporate defined contribution and defined benefit categories (Plans). The Plans are the CCA Group Superannuation Plan (CCAGSP) and the CCA Superannuation Plan (CCAGSP) which are predominantly Australian based and the CCBI Superannuation Plan (CCBISP) which is Indonesian based. The defined benefit categories for the CCAGSP and the CCASP are closed to new entrants. The Plans provide benefits for employees or their dependants on retirement, resignation or death, in the majority of cases, in the form of lump sum payments.

The obligation to contribute to the various Plans is covered by a combination of trust deeds, legislation and regulatory requirements. Contributions to the Plans are made at levels necessary to ensure that the Plans have sufficient assets to meet their vested benefit obligations. The rate of contribution is based on a percentage of employees' salaries and wages and is regularly reviewed and adjusted based on regular actuarial advice. The following sets out details in respect of the defined benefit superannuation plans only.

CCASP

CCBISP

CCA Group

		UUA	35P	UUF	437	UUE	CCDISP		CGA Group	
	Refer Note	2010 \$M	2009 \$M	2010 \$M	2009 \$M	2010 \$M	2009 \$M	2010 \$M	2009 \$M	
a) Balances recognised in the statement of financial position										
Present value of funded defined benefit obligations										
at the end of the financial year	18c)	33.6	29.5	74.4	66.2	29.0	28.4	137.0	124.1	
Fair value of plan assets at the end of the financial year	18d)	(36.5)	(33.7)	(92.2)	(86.4)	-	_	(128.7)	(120.1)	
		(2.9)	(4.2)	(17.8)	(20.2)	29.0	28.4	8.3	4.0	
Unrecognised past service cost		_	_	-	_	(1.8)	(2.1)	(1.8)	(2.1)	
Unrecognised gains/(losses)		2.6	4.4	2.4	7.2	(0.4)	(0.7)	4.6	10.9	
Net defined benefit (assets)/liabilities		(0.3)	0.2	(15.4)	(13.0)	26.8	25.6	11.1	12.8	
These amounts are disclosed as –										
Defined benefit liabilities		_	0.2	_	_	26.8	25.6	26.8	25.8	
Defined benefit assets		(0.3)	_	(15.4)	(13.0)	_	_	(15.7)	(13.0)	
Net defined benefit (assets)/liabilities		(0.3)	0.2	(15.4)	(13.0)	26.8	25.6	11.1	12.8	
b) Expense recognised in the income statement										
Current service cost		1.8	2.3	4.8	7.1	2.6	2.1	9.2	11.5	
Interest cost		1.6	1.4	3.7	3.2	3.5	3.1	8.8	7.7	
Expected return on plan assets		(1.9)	(1.7)	(5.6)	(4.8)	_	_	(7.5)	(6.5)	
Amortisation of previous period reported actuarial										
(gains)/losses		(0.1)	0.4	-	1.1	-	(0.1)	(0.1)	1.4	
Past service cost		-	-	_	_	0.2	0.2	0.2	0.2	
Expense recognised in the income statement		1.4	2.4	2.9	6.6	6.3	5.3	10.6	14.3	

	CCA	GSP	CCA	ASP	CCB	ISP <sup>1</sup>
	2010 \$M	2009 \$M	2010 \$M	2009 \$M	2010 \$M	2009 \$M
c) Movements of the present value of the defined benefit obligations						
Present value of defined benefit obligations at the beginning of the financial year	29.5	39.4	66.2	85.3	28.4	25.7
Current service cost	1.8	2.3	4.8	7.1	2.6	2.1
Interest cost	1.6	1.4	3.7	3.2	3.5	3.1
Actuarial losses/(gains)	2.0	(10.0)	4.6	(20.0)	(0.2)	3.6
Benefits paid	(1.3)	(3.6)	(4.9)	(9.4)	(2.4)	(2.9)
Net foreign currency movements	_	_	-	_	(2.9)	(3.2)
Present value of defined benefit obligations at the end of the financial year	33.6	29.5	74.4	66.2	29.0	28.4
d) Movements of the fair value of plan assets						
Fair value of plan assets at the beginning of the financial year	33.7	28.3	86.4	69.3	_	_
Expected return on plan assets	1.9	1.7	5.6	4.8	_	_
Actuarial gains/(losses)	0.2	2.2	(0.3)	6.9	_	_
Employer contributions	2.0	5.1	5.4	14.8	_	_
Benefits paid	(1.3)	(3.6)	(4.9)	(9.4)	-	_
Fair value of plan assets at the end of the financial year	36.5	33.7	92.2	86.4	-	_

<sup>1</sup> The CCBISP has no plan assets. PT Coca-Cola Bottling Indonesia and PT Coca-Cola Distribution Indonesia, in total, accrue the Plan's liabilities as per the actuarial assessment applying the "corridor" approach.

## 18. DEFINED BENEFIT SUPERANNUATION PLAN ASSETS AND LIABILITIES CONTINUED

The percentage invested in each asset class at the reporting date (including pension assets) was –

	CCAG	SP	CCA	SP	CCBI	SP <sup>1</sup>
	<b>2010</b> %	2009 %	<b>2010</b> %	2009 %	<b>2010</b> %	2009 %
e) Plan assets						
Australian equities	17.0	17.0	23.0	23.0	-	_
Overseas equities	15.0	15.0	26.0	26.0	-	-
Fixed interest securities	51.0	52.0	34.0	34.0	-	_
Property	10.0	9.0	13.0	12.0	-	_
Other	7.0	7.0	4.0	5.0	-	_
f) Principal actuarial assumptions						
The following table sets out the principal actuarial assumptions used as at the reporting date in measuring the defined benefit obligations of each plan –						
Discount rate	5.5	5.6	5.5	5.6	9.3	11.0
Expected return on plan assets	<b>5.9</b> <sup>1</sup>	$5.9^{2}$	6.1	6.5	_	_
Future salary increases	4.5	4.0	4.3	3.8	6.0	8.0
Future inflation	2.8	2.3	2.8	2.3	6.0	6.0
Future pension increases	2.8	2.3	-	_	-	-

<sup>1</sup> Comprising 87% active member and 13% pensioner assets.

The present value of defined benefit obligations is determined by discounting the estimated future cash flows using a discount rate based on government guaranteed securities with similar due dates to these expected cash flows. For the Australian based plans, the 10 year Australian government bond rate is used as it has the closest term obtainable from the Australian bond market to match the terms of the defined benefit obligations.

## g) Fair values of the Plans' assets

The fair values of the Plans' assets include no amounts relating to -

- any of the Company's own financial instruments; and
- any property occupied by, or other assets used by, the Company.

## h) Expected rate of return on the Plans' assets $\,$

The expected returns on the Plans' assets assumptions are determined by weighting the expected long term return for each asset class by the target allocation of assets to each class. The returns used for each class are net of investment tax and investment fees.

## i) Historical information

	CCAGSP						CCASP			
	2010 \$M	2009 \$M	2008 \$M	2007 \$M	2006 \$M	2010 \$M	2009 \$M	2008 \$M	2007 \$M	2006 \$M
Present value of defined benefit obligations Fair value of plan assets	33.6 (36.5)	29.5 (33.7)	39.4 (28.3)	29.9 (33.0)	33.1 (36.5)	74.4 (92.2)	66.2 (86.4)	85.3 (69.3)	62.0 (81.8)	70.1 (85.1)
(Surplus)/deficit in Plan	(2.9)	(4.2)	11.1	(3.1)	(3.4)	(17.8)	(20.2)	16.0	(19.8)	(15.0)
Experience adjustments – plan liabilities Experience adjustments – plan assets	(0.4) 0.2	2.5 2.2	(1.6) (6.5)	(0.9) (0.9)	0.7 3.0	(0.2) (0.3)	0.6 6.9	(4.6) (24.2)	(1.9) 0.1	2.2 4.3
			CCABISP							
	2010 \$M	2009 \$M	2008 \$M	2007 \$M	2006 \$M					
Present value of defined benefit obligations	29.0	28.4	25.7	23.7	24.8					

<sup>2</sup> Comprising 83% active member and 17% pensioner assets.

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 18. DEFINED BENEFIT SUPERANNUATION PLAN ASSETS AND LIABILITIES CONTINUED

	CCA	GSP	CCA	ASP	CCE	BISP	
	2010 \$M	2009 \$M	2010 \$M	2009 \$M	2010 \$M	2009 \$M	
j) Actual return on plan assets Actual return on plan assets	2.1	3.9	5.3	11.7	-	_	
k) Expected future contributions							
	2011 \$M	2010 \$M	2011 \$M	2010 \$M	2011 \$M	2010 \$M	
Expected employer contributions	1.8	1.7	4.9	5.2	_	_	

While expected employer contributions are based on a percentage of employees' salaries and wages, CCA's funding policy is intended to ensure that the levels of the Australian based plans' assets are sufficient to meet their vested benefit obligations. The amount of contributions may vary to that expected, due to material changes in economic assumptions and conditions, based on regular actuarial advice.

Vested benefit obligations represent the estimated total amount that the Plans would be required to pay if all defined benefit members were to voluntarily leave the Plans on the particular valuation date. However, the liability recognised in the statement of financial position is based on the projected benefit obligation which represents the present value of employees' benefits accrued to date assuming that employees will continue to work and be members of the Plans until their exit. The projected benefit obligation takes into account future increases in an employee's salary and provides a longer term view of the financial position of the Plan.

### 19. SHARE CAPITAL

•	lefer Note	2010 No.	2009 No.	2010 \$M	2009 \$M
a) Issued capital					
Fully paid ordinary shares					
Balance at the beginning of the financial year		748,219,617	735,596,384	2,096.7	1,987.5
Shares issued in respect of –					
Dividend Reinvestment Plan	19b)	7,289,650	11,503,083	81.5	103.2
Executive Option Plan	22	493,800	1,120,150	2.0	6.0
Total movements		7,783,450	12,623,233	83.5	109.2
Balance at the end of the financial year		756,003,067	748,219,617	2,180.2	2,096.7

Ordinary shares entitle the holder to participate in dividends and the proceeds on winding-up of the Company in proportion to the number of shares held. Every ordinary shareholder present at a meeting of the Company, in person or by proxy, is entitled to one vote, and upon a poll each ordinary share is entitled to one vote.

Ordinary shares have no par value.

#### b) Dividend Reinvestment Plan

The Dividend Reinvestment Plan (DRP) provides shareholders with the opportunity to receive fully paid ordinary shares, in lieu of cash dividends, at the price calculated using the daily volume weighted average market price of CCA shares during the 10 trading days commencing on the second trading day after the record date for the dividend. The DRP discount was reduced from 2% to nil, with effect from the 2010 interim dividend. The record date for the final dividend is 4 March 2011.

Details of shares issued under the DRP during the financial year are as follows –

		2010			2009	
	Shares issued No.	Issue price \$	Proceeds \$M	Shares issued No.	Issue price \$	Proceeds \$M
Prior year final dividend	5,978,452	11.03	66.0	5,996,825	8.56	51.3
Current year interim dividend	1,311,198	11.83	15.5	5,506,258	9.41	51.9
Total	7,289,650		81.5	11,503,083		103.2

## c) Earnings per share (EPS)

Details of the Company's consolidated EPS, including details of the weighted average number of shares used to calculate EPS, can be found in Note 24.

	Refer Note	2010 \$M	2009 \$M
20. SHARES HELD BY EQUITY COMPENSATION PLANS		****	****
Balance at the beginning of the financial year		(13.7)	(16.6)
Movements in unvested CCA ordinary shares held by –			
Employees Share Plan	21b)	(1.5)	(1.4)
other plans		(2.7)	4.3
Total movements		(4.2)	2.9
Balance at the end of the financial year		(17.9)	(13.7)
The shares held by equity compensation plans account is used to record the balance of CCA ordinary shares which as at the end of the financial year have not vested to Group employees, and therefore are controlled by the Group. The majority of these shares are held by the Employees Share Plan, with the remainder held by other CCA share plans.  Refer to Note 22 for further information of CCA share plans.			
·			
21. RESERVES a) Reserves at the end of the financial year			
Foreign currency translation reserve		(108.3)	(67.5)
Share based remuneration reserve		35.1	33.0
Cash flow hedging reserve		33.4	(3.8)
Total reserves		(39.8)	(38.3)
b) Movements			
Foreign currency translation reserve			
•		(67.5)	(7.5)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations		(67.5) (40.8)	(59.9)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation		(40.8)	(59.9) (0.1)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation Total movements		(40.8) - (40.8)	(59.9) (0.1) (60.0)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation		(40.8)	(59.9) (0.1)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation Total movements		(40.8) - (40.8)	(59.9) (0.1) (60.0)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve		(40.8) - (40.8) (108.3)	(59.9) (0.1) (60.0) (67.5)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve  Balance at the beginning of the financial year		(40.8) - (40.8)	(59.9) (0.1) (60.0) (67.5)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve  Balance at the beginning of the financial year  Expense recognised during the financial year	4	(40.8) - (40.8) (108.3) 33.0	(59.9) (0.1) (60.0) (67.5)
Foreign currency translation reserve Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve  Balance at the beginning of the financial year  Expense recognised during the financial year  Deferred tax adjustment	4 21c)	(40.8) - (40.8) (108.3)	(59.9) (0.1) (60.0) (67.5)
Foreign currency translation reserve  Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve  Balance at the beginning of the financial year  Expense recognised during the financial year  Deferred tax adjustment		(40.8) - (40.8) (108.3) 33.0	(59.9) (0.1) (60.0) (67.5)
Foreign currency translation reserve  Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve  Balance at the beginning of the financial year  Expense recognised during the financial year  Deferred tax adjustment  Movements in unvested CCA ordinary shares held by —  Employees Share Plan  other plans	21c)	(40.8) (40.8) (108.3) 33.0 10.1 5.0 1.5	(59.9) (0.1) (60.0) (67.5) 34.7 14.3 - 1.4 (4.3)
Foreign currency translation reserve  Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve  Balance at the beginning of the financial year  Expense recognised during the financial year  Deferred tax adjustment  Movements in unvested CCA ordinary shares held by —  Employees Share Plan  other plans  Share based payments¹	21c)	(40.8) (40.8) (108.3) 33.0 10.1 5.0 1.5 (9.1)	(59.9) (0.1) (60.0) (67.5) 34.7 14.3
Foreign currency translation reserve  Balance at the beginning of the financial year  Translation of financial statements of foreign operations Share of joint venture entity's foreign exchange differences on translation of foreign operation  Total movements  Balance at the end of the financial year  The foreign currency translation reserve is used to record foreign exchange differences arising from translation of the financial statements of foreign operations.  Share based remuneration reserve  Balance at the beginning of the financial year  Expense recognised during the financial year  Deferred tax adjustment  Movements in unvested CCA ordinary shares held by —  Employees Share Plan	21c)	(40.8) (40.8) (108.3) 33.0 10.1 5.0 1.5	(59.9) (0.1) (60.0) (67.5) 34.7 14.3 - 1.4 (4.3) (13.1)

<sup>1</sup> Shares purchased on market.

The share based remuneration reserve is used to record the following share based remuneration obligations to employees and other amounts in relation to CCA ordinary shares —

- as held by the Employees Share Plan, which have not vested to employees as at the end of the financial year;
- to be purchased by the Long Term Incentive Share Rights Plan with respect to unvested incentives for senior executives, and for completed plans where awards conditional upon a market condition have not been met; and
- as held by the Executive Retention Share Plan which have not vested to senior executives as at the end of the financial year.

Refer to Note 22 for further information of CCA share plans.

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 21. RESERVES CONTINUED

b) Movements continued

	Refer Note	2010 SM	2009 \$M
Cook flow hadring records	11010	<b>\</b>	<b>——</b>
Cash flow hedging reserve Balance at the beginning of the year		(3.8)	(31.8)
Revaluation of cash flow hedges to fair value		71.2	15.2
Transferred to the income statement		(18.3)	25.7
Deferred tax adjustment	21c)	(15.7)	(12.9)
Total movements		37.2	28.0
Balance at the end of the financial year		33.4	(3.8)
The cash flow hedging reserve is used to record adjustments to revalue cash flow hedges to fair or market value, where the derivative financial instruments qualify for hedge accounting. Upon realisation of the underlying hedged transactions in future financial years, these revaluation adjustments are reversed from the cash flow hedging reserve and taken to the income statement.			
c) Reserve movements attributable to deferred taxes			
Share based remuneration reserve	21b)	5.0	_
Cash flow hedging reserve	21b)	(15.7)	(12.9)
Total	17b)	(10.7)	(12.9)

#### 22. EMPLOYEE OWNERSHIP PLANS

The Company has seven share and option plans for employees and Directors of the Group: the Employees Share Plan, the Long Term Incentive Share Rights Plan, the Executive Salary Sacrifice Share Plan and the Executive Retention Share Plan which are active; and the Non-Executive Directors Share Plan, the Non Executive Directors' Retirement Share Trust and the Executive Option Plan which are inactive. Fully paid ordinary shares issued under these Plans rank equally with all other existing fully paid ordinary shares, in respect of voting and dividends rights and future bonus and rights issues.

## **Employees Share Plan**

The Employees Share Plan provides employees with an opportunity to contribute up to 3% of their salary to acquire shares in the Company. The Plan is administered by a trustee which acquires (and holds in trust) shares for the benefit of participants. These shares are acquired through issues of shares to the trustee (the issue price is the weighted average price of a specified five day period prior to issue) or are purchased on market at the prevailing market price. Shares that have been forfeited under the terms of the Plan are also utilised. For every share acquired with amounts contributed by each participant, a matching share is acquired by the trustee. These matching shares, which under normal circumstances vest with the employee after a period of two years from their date of issue (acquisition or utilisation), are acquired with contributions made by the employing entities. Vesting of matching shares with employees does not involve any performance hurdles.

Members of the Plan receive dividends for all shares held on their behalf by the trustee.

As at the end of the financial year, the total number of employees eligible to participate in the Plan was 15,211 (2009: 15,543).

All shares were purchased on market during the financial year. No shares were issued under the Plan during the financial year.

Details of the movements in share balances under the Plan during the 2010 financial year are as follows –

	Employee shares No.	Matching shares No.	Reserve shares No.	Total shares No.
Shares at the beginning of the financial year	3,661,592	3,661,592	10,312	7,333,496
Purchased	696,251	563,785	_	1,260,036
Utilised from reserves	_	132,466	(132,466)	_
Distributed to employees	(750,325)	(618,477)	_	(1,368,802)
Forfeited	-	(131,848)	131,848	_
Shares at the end of the financial year	3,607,518	3,607,518	9,694	7,224,730
Number of shares vested to employees	3,607,518	1,580,335	-	5,187,853

#### 22. EMPLOYEE OWNERSHIP PLANS CONTINUED

## **Long Term Incentive Share Rights Plan**

The Long Term Incentive Share Rights Plan (LTISRP) provides executives with the opportunity to be rewarded with fully paid ordinary shares as an incentive to create long term growth in value for CCA shareholders. The Plan is administered by a trustee which acquires (and holds in trust) shares for the benefit of participants. These shares are purchased on market or issued to the trustee once the plan vests.

Senior executives are invited to participate in the Plan at the invitation of the Compensation Committee. The Committee specifies the performance criteria, covering a three year period, for each annual plan.

Half the grant is subject to a total shareholder return (TSR) and the other half is subject to an EPS performance condition. Employees must also meet the service condition of being employed at the end of the three year plan period unless the employment ceased because of death, total permanent disability, retirement or redundancy or any other reason as determined by the Board in its absolute discretion. In such cases, for employees who have been employed for a period of 12 months or greater within the performance period, there can be a pro rata award based on the number of completed months employed during the performance period, with the final award being determined at the completion of the performance period. Any unvested shares are forfeited. No dividends are received during the performance period.

The estimated fair value of shares offered in the LTISRP is calculated by multiplying the threshold number of shares by the fair value of the shares at grant date and expensed over the performance period. The shares offered have been valued using the Monte Carlo simulation methodology to value shares with a TSR performance condition and the Black Scholes model to value shares with an EPS performance condition.

For the financial year, the inputs used for valuing the shares offered under the 2010-2012 Plan were: \$11.32 share price for the shares offered on 1 March 2010 and \$11.21 share price for the shares offered on 14 May 2010; risk free rate of 5.1% for the shares offered on 1 March 2010 and 5.2% for the shares offered on 14 May 2010 based on Australian Government bond yields for periods matching the expected life of the Plan (as at offer date); expected volatility of 25.0% based on the rolling one year historical volatility of CCA's share price and volatility implied in the pricing of traded options; dividend yield of 4.2% for the shares offered on 1 March 2010 and 4.2% for the shares offered on 14 May 2010 based on the consensus broker forecasts divided by the share price at grant date.

During the financial year, the number of share rights offered to executives under the 2010-2012 Plan, and which are subject to performance hurdles, was 966,484 (2009: 813,818), with a weighted average fair value of \$12.88 (2009: \$10.25).

As at the end of the financial year, the number of shares in the LTISRP was 1,834,676 (2009: 2,176,342), with 173 participants (2009: 187 participants).

#### **Executive Salary Sacrifice Share Plan**

The Executive Salary Sacrifice Share Plan was established in September 2004. The trustee of the Plan acquires shares to the value of the sacrificed amount and holds those shares for the benefit of the participant until the shares are withdrawn.

The Plan has a compulsory participation component and a voluntary salary sacrifice component. Under the compulsory participation component, which is more fully referred to in the Remuneration Report found in the Directors' Report, Australian executives participating in the Company's annual cash incentive plans are required to sacrifice a proportion of any awards made under the Plan, with the sacrificed amount being contributed towards the Executive Salary Sacrifice Share Plan for the acquisition of shares by the trustee. The trustee holds these shares for the benefit of participants in proportion to their benefits sacrificed. The voluntary component, which allowed Australian executives to voluntarily sacrifice a nominated proportion of their remuneration, was suspended from 31 October 2009.

As at the end of the financial year, the number of shares in the Plan was 484,271 (2009: 747,753).

### **Executive Retention Share Plan**

The Executive Retention Share Plan (ERSP) was established in 2007, and key senior executives were invited to participate in the Plan. The Group Managing Director is not eligible to participate without shareholder approval and was not invited to participate in the Plan. The ERSP complements the LTISRP and offers an award of shares at the end of a three year period with no performance hurdles attached, providing the executive is still employed by the Company. In 2010, 43 senior executives were granted 239,050 shares in the Plan.

All shares in relation to these Plans have been purchased on market and the costs are amortised over the three year vesting period. Forfeited shares are utilised by the Employees Share Plan.

As at the end of the financial year, the number of shares in the Plan was 408,910 (2009: 308,985).

## **Non-Executive Directors Share Plan**

The Non-Executive Directors Share Plan was suspended in September 2009.

The Plan is administered by a trustee which acquired (and holds in trust) shares for the benefit of participants, until the participant ceases to be a Director of CCA.

As at the end of the financial year, there were six Non-Executive Directors participating in the Plan and the number of shares in the Plan was 319,666 (2009: 336,933).

Shares under the Plan were purchased on market on the first business day of each month.

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

## 22. EMPLOYEE OWNERSHIP PLANS CONTINUED

#### **Non-Executive Directors' Retirement Share Trust**

The Non-Executive Directors' Retirement Share Trust holds shares in the Company purchased pursuant to applicable Non-Executive Directors' Retirement Allowance Agreements. These shares are held in lieu of retirement benefits under the Company's Non-Executive Directors' Retirement Scheme which was terminated on 31 December 2002. Pursuant to the resolution passed at the Annual General Meeting held on 3 May 2006, the accrued benefits under the prior scheme were indexed against the movement in Average Weekly Ordinary Time Earnings from 1 January 2003 to 3 May 2006 and 152,236 shares in the Company were purchased at \$6.8495 per share on 6 May 2006. The Directors are entitled to receive dividends or other distributions relating to the shares; however, each applicable Non-Executive Director has agreed to reinvest all dividends receivable on the relevant shares under the Company's Dividend Reinvestment Plan. All consequent shares will be held by the trustee of the Non-Executive Directors' Retirement Share Trust and the Directors have agreed that they will not require the trustee to transfer those shares to them until the time of their retirement.

The Trust is administered by a trustee which acquired (and holds in trust) shares for the benefit of participants until the participant ceases to be a Director of CCA.

As at the end of the financial year, there are three applicable Non-Executive Directors participating in the Trust and the number of shares in the Trust was 146,901 (2009: 141,199).

## **Executive Option Plan**

The Executive Option Plan has been closed to new participants since 1 January 2003, and accordingly no options have been issued since that date. The Plan provides executives, as approved by the Compensation Committee, with options to acquire ordinary shares in the Company. The options' exercise price is the market price at the time of issue. The market price is the weighted average price of a specified five day period prior to issue. Each option is granted over one unissued ordinary share in the Company. Options issued prior to 24 April 2002 are exercisable between three and ten years after issue. Options may also be exercised earlier if employment terminates for reasons of retirement or redundancy. Payment in full is due at the time options are exercised. Options carry no voting rights and do not have any performance hurdles. Once the exercise period has been reached, the options may be exercised at the discretion of the executives.

Details of the movements in option balances under the Plan during the financial year are as follows –

	2010 No.	2009 No.
Options at the beginning of the financial year	1,350,150	2,674,805
Reinstated	1,800	8,250
Exercised	(493,800)	(1,120,150)
Expired	(164,200)	(212,755)
Options at the end of the financial year	693,950	1,350,150

Details of options on issue at the end of the 2010 financial year are as follows –

		Exercise		Options	Options
	Options	price		exercisable .	expiry
Holders No.	No. <sup>1</sup>	\$	Grant date	from date <sup>2</sup>	date
168	693,950	5.44	17 August 2001	Current	17 August 2011

<sup>1</sup> Each option represents an option to acquire one ordinary share.

Details of options exercised during the financial year are as follows –

		Weighted average	_			Weighted average		Market
		market value			market value			value at
	Options	at exercise		at exercise	Options	at exercise		exercise
Exercise price	exercised	date	Proceeds	date	exercised	date	Proceeds	date
\$	No.	\$	\$M	\$M	No.	\$	\$M	\$M
2.97	285,600	11.36	0.9	3.2	215,300	9.06	0.6	2.0
4.31	_	_	_	_	135,000	10.20	0.6	1.4
5.44	208,200	11.81	1.1	2.5	167,100	8.93	0.9	1.5
6.49	_	_	_	-	602,750	8.78	3.9	5.3
Total	493,800		2.0	5.7	1,120,150		6.0	10.2

2009

	Refer Note	2010 \$M	2009 \$M
23. DIVIDENDS			
a) Summary of dividends appropriated during the financial year			
Prior year final dividend <sup>1</sup>		187.1	161.9
Current year interim dividend <sup>2</sup>		154.7	137.4
Total dividends appropriated		341.8	299.3
Dividends satisfied by issue of shares under the Dividend Reinvestment Plan	6b)	(81.5)	(103.2)
Dividends paid as per the statement of cash flows		260.3	196.1
b) Dividends declared and not recognised as a liability  Since the end of the financial year, the Directors have declared the following dividend —			
Current year final dividend on ordinary shares <sup>3</sup>		211.7	187.2
c) Franking credits <sup>4</sup>			
Balance of the franking account at the end of the financial year		84.4	90.4
Franking credits which will arise from payment of income tax provided for in the financial statements		71.8	65.9
Total franking credits		156.2	156.3
<ul> <li>Paid at 25.0¢ (2009: 22.0¢) per share and fully franked at the Australian tax rate of 30%.</li> <li>Paid at 20.5¢ (2009: 18.5¢) per share and fully franked at the Australian tax rate of 30%.</li> <li>Declared at 28.0¢ (2009: 25.0¢) per share and fully franked at the Australian tax rate of 30%.</li> <li>Franking credits are expressed on a tax paid basis. Accordingly, the total franking credits balance would allow fully franked dividends to be paid equal to \$364.5 million (2009: \$364.7 million).</li> </ul>			
The franking credits balance will be reduced by \$90.7 million resulting from the final dividend declare for 2010, payable 5 April 2011.	ed		
		¢	¢
24. EARNINGS PER SHARE (EPS)			
Basic EPS		66.0	60.5
Diluted EPS		66.0	60.4
Before significant item –		07.0	00.5
Basic EPS Diluted EPS		67.3 67.2	60.5 60.4
	FDC	07.2	00.4
The following reflects the share and earnings information used in the calculation of basic and diluted	EP2 -		N.
		No. M	No. M
Waighted guarage number of ordinary shares on issue used to calculate basis EDS			
Weighted average number of ordinary shares on issue used to calculate basic EPS  Effect of dilutive securities – share options		753.2 0.6	742.0 0.9
Adjusted weighted average number of ordinary shares on issue used to calculate diluted by	EPS	753.8	742.9
		\$M	\$M
Earnings used to calculate basic and diluted EPS –		7	ψίνι
Profit attributable to members of Coca-Cola Amatil Limited		497.3	449.0
Add back significant item <sup>1</sup>		9.3	<del></del>
Earnings used to calculate basic and diluted EPS before significant item		506.6	449.0
J		- 110.0	

<sup>1</sup> Refer to Note 5 for further details

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<sup>2</sup> All options have vested with the respective executives.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

	2010 \$M	2009 \$M
25. COMMITMENTS		
a) Capital expenditure commitments		
Estimated aggregate amount of contracts for purchase of property, plant and equipment not provided for, payable –		
within one year	112.1	70.4
later than one year but not later than five years	24.4	_
	136.5	70.4
b) Operating lease commitments		
Lease commitments for non-cancellable operating leases with terms of more than one year, payable –		
within one year	61.5	53.2
later than one year but not later than five years	135.0	113.3
later than five years	91.1	97.2
	287.6	263.7
The Group has entered into commercial non-cancellable operating leases on certain properties, motor vehicles and other items of plant and equipment. Leases vary in contract period depending on the asset involved. Renewal terms are included in certain contracts, whereby renewal is at the option of the specific entity that holds the lease. On renewal, the terms of the leases are usually renegotiated.		
c) Other commitments		
Promotional commitments, payable –		
within one year	28.2	26.4
later than one year but not later than five years	64.6	36.4
later than five years	8.4	8.2
	101.2	71.0
The Group has promotional commitments principally relating to sponsorship of sports clubs, charities and various other organisations and events.		
26. CONTINGENCIES		
Contingent liabilities existed at the end of the financial year in respect of –		
termination payments under employment contracts <sup>1</sup>	8.8	6.8
other guarantees	2.8	2.1
	11.6	8.9

<sup>1</sup> Refer to the Remuneration Report found in the Directors' Report for further details.

The Directors are of the opinion that provisions are not required in respect of the matters disclosed above, as it is not probable that a future sacrifice of economic benefits will be required.

## 27. AUDITORS' REMUNERATION

	2010 \$M	2009 \$M
Amounts received, or due and receivable, by –		
CCA auditor, Ernst & Young (Australia) for —		
audit or half year review of the financial reports	1.780	1.780
other services –		
assurance related	<b>0.506</b> <sup>1</sup>	1.048 <sup>1</sup>
tax compliance	0.016	0.012
	0.522	1.060
	2.302	2.840
Member firms of Ernst & Young in relation to subsidiaries of CCA for —		
audit or half year review of the financial reports	0.441	0.554
other services –		
assurance related	-	0.016
tax compliance	0.003	-
	0.003	0.016
	0.444	0.570
Other firms in relation to subsidiaries of CCA for –		
audit or half year review of the financial reports	0.061	0.069
other services –		
tax compliance	0.010	0.009
	0.071	0.078
Total auditors' remuneration	2.817	3.488

<sup>1</sup> Mainly relates to the OAisys project and the issuance of bonds.

#### 28. BUSINESS COMBINATIONS

There were no material acquisitions or disposals of entities or businesses during the financial year. For the comparative financial year, the Group made the following acquisitions –

	Acquisition date	Total purchase consideration (net) \$M	Fair value of identifiable assets acquired \$M	Goodwill \$M
Can and bottle recycling (Food & Services business), and cordial business (New Zealand beverage business)	13 May, and 2 February	23.6	10.7	12.9

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES

FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### 29. DIRECTORS AND KEY MANAGEMENT PERSONNEL DISCLOSURES

Total remuneration for Directors and KMP for the CCA Group during the financial year is set out below –

Remuneration by category	2010 \$	2009 \$
Short term	11,912,912	12,392,952
Post employment	2,014,179	2,409,544
Other long term	49,994	5,594
Termination	-	239,062
Share based payments	3,106,708	3,032,009
	17,083,793	18,079,161

Further details are contained in the Remuneration Report found in the Directors' Report.

#### Options held by Directors and key management personnel

The Company has not issued options since 1 January 2003. There were no options on issue to Directors and KMP during the financial year.

Issued/

Shares

#### Shareholdings of individuals whilst acting in the capacity of Directors and KMP

2010	Opening		awarded as	withdrawn	Closing
Number of ordinary shares held	balance <sup>1</sup>	Additions	remuneration <sup>3</sup>	or sold <sup>4</sup>	balance
Directors in office at the end of the financial year					
D.M. Gonski, AC	355,793	11,736	-	-	367,529
C.M. Brenner	12,430	502	-	-	12,932
J.R. Broadbent, AO <sup>5</sup>	66,308	1,448	_	-	67,756
T.J. Davis <sup>6&amp;7</sup>	1,085,934	_	183,967	(870,127)	399,774
A.G. Froggatt <sup>8</sup>	_	<b>49,000</b> <sup>9</sup>	-	-	49,000
M. Jansen	_	10,173	-	-	10,173
G.J. Kelly	22,255	62	-	-	22,317
W.M. King, AO	54,527	300	-	-	54,827
D.E. Meiklejohn, AM	25,275	_	-	-	25,275
Executives					
W.G. White <sup>7</sup>	247,326	130,056	49,568	(72,425)	354,525
G. Adams <sup>7</sup>	40,619	8,406	6,772	(21,700)	34,097
P.N. Kelly <sup>7</sup>	108,632	19,809	20,640	-	149,081
K.A. McKenzie <sup>5</sup>	42,341	17,789	19,350	(53,950)	25,530
N.I. O'Sullivan <sup>7</sup>	39,260	11,804	9,675	-	60,739
S.C. Perkins <sup>10</sup>	59,108	20,254	16,125	(95,487)	-
V. Pinneri	1,149	2,688	_	-	3,837
J. Seward <sup>11</sup>	94,061	16,276	17,415	(127,752)	_

- 1 Includes existing balances of shares on appointment to being a Director or KMP during the financial year.
- 2 Includes the purchase of ordinary shares and shares issued under the Employees Share Plan, Dividend Reinvestment Plan, Executive Salary Sacrifice Share Plan and Executive Retention Share Plan. The additions to the shareholdings were at arms length.
- 3 Shares awarded under the 2007-2009 LTISRP.
- 4 Includes movements attributable to cessation of individuals in their capacity of Director or KMP.
- Retired 31 December 2010.
- Includes beneficial interest in 247,156 shares held by the LTISRP, which are subject to the conditions of the Plan.
- Subsequent to 31 December 2010, the following awards under the 2008-2010 LTISRP were made to individuals classified as ongoing KMP as at the end of the financial year -

 Mr Davis
 215,500
 Mr Kelly
 27,280

 Mr White
 65,515
 Ms 0'Sullivan
 26,087

 Mr Adams
 16,027

- 8 Appointed 1 December 2010.
- Indirect interest in 25,000 shares as an executor of a will, and in 24,000 shares under an enduring power of attorney.
- 10 Ceased to be a KMP on 30 June 2010.
- 11 Ceased to be a KMP on 31 January 2010.

#### 29. DIRECTORS AND KEY MANAGEMENT PERSONNEL DISCLOSURES CONTINUED

#### Shareholdings of individuals whilst acting in the capacity of Directors and KMP continued

2009 Number of ordinary shares held	Opening balance	Additions <sup>1</sup>	Non-Executive Directors' Share Plan <sup>2</sup>	Issued/ awarded as remuneration <sup>3</sup>	Shares withdrawn or sold <sup>4</sup> retirements and resignations	Closing balance
Directors in office at the end						
of the financial year D.M. Gonski, AC	334,880	12.944	7,969	_	_	355,793
C.M. Brenner	5,693	408	6,329	_	_	12,430
J.R. Broadbent, AO	61,328	1.572	3,408	_	_	66,308
T.J. Davis <sup>485</sup>	923,564	27,481	-	329,889	(195,000)	1,085,934
M. Jansen <sup>6</sup>	-		_	-	-	-
G.J. Kelly	19,192	68	2,995	_	_	22,255
W.M. King, A0	48,211	326	5,990	_	_	54,527
D.E. Meiklejohn, AM	21,765	_	3,510	-	_	25,275
Former Director						
I. Finan <sup>7</sup>	13,966	-	3,301	_	(17,267)	_
Executives						
W.G. White <sup>5</sup>	271,778	148,852	_	122,345	(295,649)	247,326
G. Adams <sup>5</sup>	29,824	4,060	_	19,735	(13,000)	40,619
P.N. Kelly <sup>5</sup>	97,804	13,732	_	48,500	(51,404)	108,632
J. Seward <sup>5</sup>	48,999	2,940	_	42,122	_	94,061
S.C. Perkins <sup>5</sup>	15,902	3,405	_	39,801	_	59,108
N.I. O'Sullivan <sup>5</sup>	76,748	13,436	_	34,576	(85,500)	39,260
K.A. McKenzie <sup>5</sup>	79,940	9,741	_	46,610	(93,950)	42,341
Former Executive						
N. Garrard <sup>8</sup>	58,487	13,916	_	43,624	(116,027)	_

<sup>1</sup> Includes the purchase of ordinary shares and shares issued under the Employees Share Plan, Dividend Reinvestment Plan and Executive Salary Sacrifice Share Plan. The additions to the shareholdings were at arms length.

<sup>4</sup> Includes beneficial interest in 649,908 shares held by the LTISRP, which are subject to the conditions of the Plan.

5	Subsequent to 31	December 2009,	the following	awards under the	2007-2009 LTISRP	were made
	Mr Davis	183,967	Mr Kelly	20,640	Ms O'Sullivan	9,675
	Mr White	49,568	Mr Seward	17,415	Mr McKenzie	19,350
	Mr Adams	6.772	Mr Perkins	16.125		

Appointed 15 December 2009.
 Retired 15 December 2009. 17,267 shares were transferred out of the Non-Executive Directors Share Plan subsequent to the end of the financial year.

#### Loans to Directors and key management personnel

Neither CCA nor any other Group company has loans with Directors and KMP.

### Other transactions of Directors and key management personnel and their personally related entities

Neither CCA nor any other Group company was party to any transactions with Directors and KMP.

Shares purchased during the period. Beneficial interest held subject to the conditions of the Plan.

<sup>3</sup> Shares awarded under the 2005-2007 LTISRP and 2006-2008 LTISRP.

<sup>8</sup> Resigned 22 April 2009.

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### 30. DERIVATIVES AND NET DEBT RECONCILIATION

	Refer	2010	2009
	Note	\$M	\$M
a) Derivatives as per the statement of financial position			
Derivative assets – current	31c)	(46.4)	(38.3)
Derivative assets – non-current	31c)	(87.3)	(54.7)
Derivative liabilities – current	31c)	51.8	76.7
Derivative liabilities – non-current	31c)	176.1	105.7
Total net derivative liabilities		94.2	89.4
Net derivative liabilities comprises –			
Debt related		125.3	56.9
Non-debt related		(31.1)	32.5
Total net derivative liabilities		94.2	89.4
b) Net debt reconciliation			
Cash assets	6	(385.3)	(864.4)
Net derivative liabilities – debt related		125.3	56.9
Receivables – non-current		(19.0)	_
Interest bearing liabilities – current	15a)	130.9	607.3
Interest bearing liabilities – non-current	15a)	1,837.5	1,848.2
Total net debt		1,689.4	1,648.0

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT

#### **Capital risk management**

The Group manages its capital to ensure that entities in the Group will be able to continue as going concerns while maximising returns to shareholders through the optimisation of net debt and total equity balances.

The capital structure of Group entities is monitored using the gearing ratio. This ratio is calculated as net debt divided by total equity. Net debt is calculated as total interest bearing liabilities and debt related derivatives less cash assets and interest bearing receivables. Total capital employed is calculated as net debt plus total equity.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return equity to shareholders, issue new shares or sell assets to reduce debt. The Group continuously reviews the capital structure to ensure —

- sufficient finance for the business is maintained at a reasonable cost;
- sufficient funds are available for the business to implement its capital expenditure and business acquisition strategies;
- distributions to shareholders are maintained within stated dividend policy requirements; and
- where excess funds arise with respect to the funds required to enact the Group's business strategies, consideration is given to possible returns of equity to shareholders.

CCA has a dividend payout policy of 70% to 80% of net profit, subject to the ongoing cash needs of the business.

The table below details the calculation of the Group's gearing ratio –

	Refer Note	2010 \$M	2009 \$M
Net debt Total equity	30	1,689.4 1,833.4	1,648.0 1,600.1
Total capital employed		3,522.8	3,248.1
Gearing ratio %		92.1	103.0

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

#### Financial risk management

The Group's principal financial instruments, other than derivatives, comprise cash, short term deposits, bills of exchange, bank loans and capital markets issues.

The main purpose of these financial instruments is to manage liquidity and to raise finance for the Group's operations.

The Group has various other financial instruments such as trade and other receivables and trade and other payables, which arise directly from its operations. The Group uses derivatives in accordance with Board approved policies to reduce the Group's exposure to adverse fluctuations in interest rates, foreign exchange rates and certain raw material commodity prices. These derivatives create an obligation or right that effectively transfers one or more of the risks associated with an underlying financial instrument, asset or obligation. Derivative instruments that the Group uses to hedge risks such as interest rate, foreign currency and commodity price movements include —

commodity swaps:

- futures contracts (commodity and interest rate);
- cross currency swaps;
- interest rate swaps: and
- forward foreign currency contracts;
- option contracts (currency, interest rate, commodity and futures).

The Group's risk management activities are carried out centrally by CCA's Group Treasury department. The Group Treasury department operates under a Board approved Treasury Policy.

#### a) Categories of financial assets and financial liabilities

This Note provides a summary of the Group's underlying economic positions as represented by the carrying values and fair values of the Group's financial assets and financial liabilities.

The fair values of the Group's financial assets and financial liabilities approximate their carrying amounts. The carrying amounts and fair values of the Group's financial assets and liabilities are shown below —

	2010 \$M	2009 \$M
Financial assets – current		
Cash assets	385.3	864.4
Trade and other receivables	771.8	777.6
Derivatives – fair value through the income statement	2.3	1.5
Derivatives — hedge accounted through equity	44.1	36.8
Total financial assets – current	1,203.5	1,680.3
Financial assets – non-current		
Trade and other receivables	20.9	2.2
Derivatives – fair value through the income statement	20.4	17.7
Derivatives – hedge accounted through equity	66.9	37.0
Total financial assets – non-current	108.2	56.9
Total financial assets	1,311.7	1,737.2
Financial liabilities – current		
Trade and other payables	568.7	621.3
Interest bearing liabilities –		
Bonds – at amortised cost <sup>1</sup>	50.1	444.5
Loans – at amortised cost	0.5	0.5
Bank loans – at amortised cost	76.6	160.6
Bank overdrafts	3.7	1.7
Derivatives – fair value through the income statement	3.1	9.5
Derivatives – hedge accounted through equity	48.7	67.2
Total financial liabilities – current	751.4	1,305.3
Financial liabilities – non-current		
Trade and other payables	-	1.3
Interest bearing liabilities –		
Bonds – fair value through the income statement <sup>2</sup>	313.9	857.9
Bonds – at amortised cost <sup>183</sup>	1,381.4	951.7
Loans – at amortised cost	4.3	4.9
Bank loans – at amortised cost	137.9	33.7
Derivatives – fair value through the income statement	143.8	74.1
Derivatives – hedge accounted through equity	32.3	31.6
Total financial liabilities – non-current	2,013.6	1,955.2
Total financial liabilities	2,765.0	3,260.5

- 1 Includes bonds carried at historical cost, and bonds within effective cash flow hedge relationships
- Represents bonds within effective fair value hedge relationships.
- 3 Carrying values. The fair value of bonds at amortised cost for CCA Group was \$1,334.7 million (2009: \$971.7 million).

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#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

#### b) Risk factors

This Note addresses in more detail the key financial risk factors that arise from the Group's activities, including the Group's policies for managing these risks.

The key financial risk factors that arise from the Group's activities, including the Group's policies for managing these risks, are outlined below.

Market risk is the risk that the fair value or future cash flows of the Group's financial instruments will fluctuate because of changes in market prices. The market risk factors to which the Group is exposed to are discussed in further detail below.

#### i) Interest rate risk

Interest rate risk refers to the risks that the value of a financial instrument or cash flows associated with the instrument will fluctuate due to changes in market interest rates.

Interest rate risk arises from interest bearing financial assets and liabilities that the Group utilises. Non-derivative interest bearing assets are predominantly short term liquid assets. Long term debt issued at fixed rates exposes the Group to fair value interest rate risk. The Group's borrowings which have a variable interest rate attached give rise to cash flow interest rate risk.

The Group's risk management policy for interest rate risk seeks to minimise the effects of interest rate movements on its asset and liability portfolio through active management of the exposures. The policy prescribes minimum and maximum average fixed rate maturity profiles for both asset and liability portfolios.

The Group maintains a mix of offshore and local currency fixed rate and variable rate debt, as well as a mix of long term debt and short term debt. The Group primarily enters into interest rate swap, interest rate option and cross currency swap agreements to manage these risks. The Group designates which of its financial assets and financial liabilities are exposed to a fair value or cash flow interest rate risk, such as financial assets and liabilities with a fixed interest rate or financial assets and financial liabilities with a floating interest rate that is reset as market rates change.

The Group hedges the interest rate and currency risk on all foreign currency borrowings by entering into cross currency swaps, which have the economic effect of converting foreign currency borrowings to local currency borrowings. The derivative contracts are carried at fair value, being the market value as quoted in an active market.

The derivative financial instruments and details of hedging activities contained in section c) of this Note provide further information in this area. At balance date, the Group had the following mix of financial assets and financial liabilities exposed to floating interest rate risk that are not designated in cash flow hedges —

	As at 31 December 2010			As at 31 December 2009				
	Average interest rate p.a.	Floating rate \$M	Non- interest bearing \$M	Total \$M	Average interest rate p.a.	Floating rate \$M	Non- interest bearing \$M	Total \$M
Financial assets								
Cash assets	3.3	385.3	_	385.3	3.9	864.4	_	864.4
Trade and other receivables	_	_	773.7	773.7	_	_	779.8	779.8
		385.3	773.7	1,159.0		864.4	779.8	1,644.2
Financial liabilities								
Trade and other payables	_	_	568.7	568.7	_	_	622.6	622.6
Bonds	5.3	517.2	_	517.2	4.6	822.0	_	822.0
Bank loans	6.2	62.4	-	62.4	1.5	33.7	-	33.7
		579.6	568.7	1,148.3		855.7	622.6	1,478.3

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

b) Risk factors continued

#### i) Interest rate risk continued

#### Sensitivity analysis

The table below shows the effect on net profit and equity after income tax if interest rates at balance date had been 10% higher or lower with all other variables held constant, taking into account all underlying exposures and related hedges. Concurrent movements in interest rates in the yield curves are assumed

A sensitivity of 10% has been selected as this is considered reasonable given the current level of both short term and long term Australian interest rates. A 10% favourable movement would change medium term interest rates at 31 December 2010 from around 5.5% to 4.95%, representing a 55 basis point shift and a rate of 6.05% for an adverse change. In addition, in determining a reasonably possible change in interest rate risk, it is considered appropriate to use a rate that reflects long term interest rate movements rather than movements reflecting short term market volatility. In 2010, 88% (2009: 92%) of the Group's debt was exposed to changes denominated in Australian Dollar interest rates; therefore, only the movement in Australian interest rates is used in this sensitivity analysis.

Based on the sensitivity analysis, if interest rates were 10% lower, net profit would be impacted by the Group's net floating rate Australian Dollar positions during the year.

	Net p	rofit	Equity (cash flow hedging reserve) As at 31 December	
	2010 \$M	2009 \$M	2010 \$M	2009 \$M
If interest rates were 10% higher with all other variables held constant – increase/(decrease)	0.7	0.6	16.9	17.5
If interest rates were 10% lower with all other variables held constant – increase/(decrease)	(0.7)	(1.2)	(17.4)	(18.0)

#### ii) Foreign currency risk

Foreign currency risk refers to the risk that the value or the cash flows arising from a financial commitment, or recognised asset or liability will fluctuate due to changes in foreign currency rates. The Group's foreign currency exchange risk arises primarily from —

- borrowings denominated in foreign currency;
- firm commitments and/or highly probable forecast transactions for receipts and payments settled in foreign currencies and prices dependent on foreign currencies respectively; and
- translation of the financial statements of CCA's foreign subsidiaries.

The Group is exposed to foreign exchange risk from various currency exposures, primarily with respect to –

- · British Pounds Sterling;
- · Canadian Dollars;
- Euro;
- Fijian Dollars;
- Indonesian Rupiah;
- Japanese Yen;
- New Zealand Dollars;
- Papua New Guinean Kina; and
- United States Dollars.

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

b) Risk factors continued

#### ii) Foreign currency risk continued

Forward foreign exchange and options contracts are used to hedge a portion of the Group's anticipated foreign currency risks. These contracts have maturities of less than three years after the reporting date and consequently the net fair value of the gains and losses on these contracts will be transferred from the cash flow hedging reserve to the income statement at various dates during the period when the underlying exposure impacts earnings. The derivative contracts are carried at fair value, being the market value as quoted in an active market.

The Group's risk management policy for foreign exchange is to be able to hedge forecast transactions for up to four years into the future before requiring executive management approval. The policy only permits hedging of the Group's underlying foreign exchange exposures. The policy prescribes minimum and maximum hedging parameters linked to actual and forecast transactions involving foreign currencies.

Benefits or costs arising from currency hedges for revenue and expense transactions that are designated and documented in a hedge relationship are brought to account in the income statement over the lives of the hedge transactions depending on the effectiveness testing outcomes and when the underlying exposure impacts earnings. For transactions entered into that hedge specific capital or borrowing commitments, any cost or benefit resulting from the hedge forms part of the initial asset or liability carrying value.

When entered into, the Group formally designates and documents the financial instrument as a hedge of the underlying exposure, as well as the risk management objectives and strategies for undertaking the hedge transactions. The Group formally assesses both at the inception and at least monthly thereafter, whether the financial instruments that are used in hedging transactions are effective at offsetting changes in either the fair value or cash flows of the related underlying exposure. Because of the high degree of effectiveness between the hedging instrument and the underlying exposure being hedged, fluctuations in the value of the derivative instruments are generally offset by changes in the fair values or cash flows of the underlying exposures being hedged. Any ineffective portion of a financial instrument's change in fair value is immediately recognised in the income statement and this is mainly attributable to financial instruments in a fair value hedge relationship. Derivatives entered into and not documented in a hedge relationship are revalued with the changes in fair value recognised in the income statement. Virtually all of the Group's derivatives are straightforward over-the-counter instruments traded in liquid markets.

Also refer to section c) of this Note for further details.

#### Translation risk

The financial statements for each of CCA's foreign operations are prepared in local currency. For the purpose of preparing the Group's consolidated financial information, each foreign operation's financial statements are translated into Australian Dollars using the applicable foreign exchange rates as at the reporting date or the monthly average for the reporting period. A translation risk therefore exists on translating the financial statements of CCA's foreign operations into Australian Dollars for the purpose of reporting consolidated Group financial information. As a result, volatility in foreign exchange rates can impact the Group's net assets, net profit and the foreign currency translation reserve.

#### Sensitivity analysis

The table below shows the effect on net profit and equity after income tax as at balance date from a 10% favourable/adverse movement in exchange rates at that date on a total derivative portfolio basis with all other variables held constant, taking into account all underlying exposures and related hedges.

A sensitivity of 10% has been selected as this is considered reasonable given the current level of the exchange rate and the volatility observed both on a historical basis and market expectations for potential future movement. Comparing the Australian Dollar exchange rate against the United States Dollar, the year end rate of 1.015 would generate a 10% adverse position of 0.9135 and a favourable position of 1.1165. This range is considered reasonable given that over the last five years, the Australian Dollar exchange rate against the United States Dollar has traded in the range of 0.6000 to 1.025.

The foreign currency risk from the Group's long term borrowings denominated in foreign currency has no significant impact on profit from foreign currency movements as they are hedged into local currency. The table below shows the sensitivities for the movements in exchange rate against foreign currency.

	Net <sub>1</sub>	profit	(cash flow he	uity dging reserve) December
	2010 \$M	2009 \$M	2010 \$M	2009 \$M
If foreign currency rates were 10% higher with all other variables held constant – increase/(decrease)	(1.0)	2.7	(20.2)	(22.6)
If foreign currency rates were 10% lower with all other variables held constant – increase/(decrease)	3.3	(1.5)	18.5	19.7

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

b) Risk factors continued

#### ii) Foreign currency risk continued

In regards to translation risk, the following table presents the impact on net profit and equity after income tax from a 10% favourable/adverse movements in exchange rates for the financial year, and as at balance date on the net assets of CCA's foreign operations with all other variables held constant —

	Net p	rofit	Equ (foreign ( translation As at 31 D	currency n reserve)
	2010 \$M	2009 \$M	2010 \$M	2009 \$M
If foreign currency rates were 10% higher with all other variables held constant – increase/(decrease)	(7.7)	(8.2)	(41.4)	(41.2)
If foreign currency rates were 10% lower with all other variables held constant – increase/(decrease)	9.5	9.9	50.4	50.5

#### iii) Commodity price risk

Commodity price risk is the risk arising from volatility in commodity prices in relation to certain raw materials (being mainly sugar and aluminium) used in the business. The Group enters into futures, swaps and option contracts to hedge commodity price risk with the objective of obtaining lower raw material prices and a more stable and predictable commodity price outcome.

The derivative contracts are carried at fair value, being the market value as quoted in an active market or derived using valuation techniques where no active market exists. These models take into consideration assumptions based on market data as at balance date.

Benefits or costs arising from commodity hedges that are designated and documented in a hedge relationship are brought to account in the income statement over the lives of the hedge transaction depending on hedge effectiveness testing outcomes and when the underlying exposure impacts earnings. Any cost or benefit resulting from the hedge forms parts of the carrying value of inventories.

The Group's risk management policy for commodity price risk is to be able to hedge forecast transactions for up to four years into the future before requiring executive management approval. The Treasury Policy permits hedging of price and volume exposure arising from the raw materials used in the Group's manufacturing of finished goods. The policy also prescribes minimum and maximum hedging parameters linked to the forecast purchase transactions.

#### Sensitivity analysis

The following table shows the effect on net profit and equity after income tax as at balance date from a 10% favourable/adverse movements in commodity prices at that date on a total derivative portfolio basis with all other variables held constant. The table does not show the sensitivity to the Group's total underlying commodities exposure or the impact of changes in volumes that may arise from an increase or decrease in commodity prices.

A sensitivity of 10% has been selected as this is considered reasonable given the current level of commodity prices and the volatility observed both on a historical basis and market expectations for future movement.

	Net profit		Equity (cash flow hedging reserve) As at 31 December		
	2010 \$M	2009 \$M	2010 \$M	2009 \$M	
If there was a 10% increase in commodity prices with all other variables held constant – increase/(decrease)	0.1	0.1	19.4	20.5	
If there was a 10% decrease in commodity prices with all other variables held constant – increase/(decrease)	(0.3)	-	(19.1)	(20.5)	

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

b) Risk factors continued

iv) Credit risk

Credit risk is the risk that a contracting entity will not complete its obligations under a financial instrument and cause the Group to make a financial loss. The Group has exposure to credit risk on all financial assets included in the Group's statement of financial position. To help manage this risk, the Group —

- has a policy for establishing credit limits for the entities it deals with;
- may require collateral where appropriate; and
- manages exposures to individual entities it either transacts with or enters into derivative contracts with (through a system of credit limits).

The Group is exposed to credit risk on financial instruments and derivatives. For credit purposes, there is only a credit risk where the contracting entity is liable to pay the Group in the event of a closeout. The Group has policies that set limits as to the amount of credit exposure to each financial institution. New derivative and cash transactions are limited to financial institutions that meet minimum credit rating criteria in accordance with the Group's policy requirements.

Customer credit risk is managed by each business unit subject to established policy, procedures and controls relating to customer risk management. Credit limits are set for each customer and these are regularly monitored. Outstanding receivables are regularly monitored and the requirement for impairment is analysed at each reporting period.

The Group's credit risk is mainly concentrated across a number of customers and financial institutions. The Group does not have any significant credit risk exposure to a single or group of customers or individual institutions. Approximately 71.5% (2009: 69.6%) of the trade receivables balance as at balance date is reflected by the total of each operation's top five customers.

The financial assets that are neither past due nor impaired are detailed in the table below –

	Bev	erage business	8	Food & Services business	
31 December 2010	Australia¹ \$M	New Zealand & Fiji \$M	Indonesia & PNG \$M	Australia \$M	Total CCA Group \$M
Cash assets Trade and other receivables Derivatives	317.6 543.7 132.8	19.6 86.6 0.1	34.0 82.4 0.8	14.1 80.0 —	385.3 792.7 133.7
Total CCA Group	994.1	106.3	117.2	94.1	1,311.7
31 December 2009 Cash assets Trade and other receivables Derivatives	789.5 498.1 93.0	17.6 76.0 —	36.6 97.1 –	20.7 108.6 —	864.4 779.8 93.0
Total CCA Group	1,380.6	93.6	133.7	129.3	1,737.2

<sup>1</sup> Includes CCA's Treasury balances.

#### v) Liquidity ris

Liquidity risk includes the risk that the Group cannot meet its financial commitments as and when they fall due.

To help reduce this risk, the Group -

- has a liquidity policy which targets a minimum level of committed facilities relative to net debt;
- has readily accessible funding arrangements in place;
- generally utilises instruments that are tradeable in liquid markets; and
- staggers maturities of financial instruments.

The Group monitors rolling forecasts of liquidity reserves on the basis of expected cash flow. The objective is to maintain a balance between continuity of funding and flexibility through the use of liquid instruments, borrowings and committed available credit lines.

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

b) Risk factors continued

v) Liquidity risk continued

The contractual maturity of the Group's fixed and floating rate derivatives, other financial assets and other financial liabilities are shown in the table below. The amounts presented represent the future undiscounted principal and interest cash flows and therefore do not equate to the values shown in the table found in section a) of this Note. The expected timing of cash flows and impact on net profit corresponds to the contractual cash flows set out below.

	A	As at 31 December 2010 Contractual maturity (nominal cash flows)  As at 31 December 2009 Contractual maturity (nominal cash flows)						
	Less than 1 year \$M	1 to 2 year(s) \$M	2 to 5 years \$M	Over 5 years \$M	Less than 1 year \$M	1 to 2 year(s) \$M	2 to 5 years \$M	Over 5 years \$M
Derivatives – inflows¹ Commodities contracts and options Cross currency swaps – foreign leg (fixed)² Cross currency swaps – foreign leg (variable)² Forward foreign currency contracts² Interest rate swaps – pay fixed/receive variable³	39.8 64.7 13.4 503.5 0.2	20.0 52.0 1.4 113.5 1.4	5.3 464.7 133.0 18.7 13.5	- 440.2 - - 2.2	29.4 92.0 24.0 553.6 7.4	15.3 73.1 13.8 144.3 9.3	4.8 579.1 137.4 36.4 42.8	- 563.8 - - 4.7
Derivatives – outflows¹ Commodities contracts and options Cross currency swaps – AUD leg (variable)² Forward foreign currency contracts² Interest rate swaps – pay fixed/receive variable³ Interest rate swaps – pay variable/receive fixed³	(0.2) (118.4) (540.7) – (11.6)	- (100.7) (135.6) (0.2) (1.9)	- (749.8) (22.7) (0.6) (0.6)	- ( <b>706.5)</b> - - -	(9.3) (150.3) (588.9) (4.9) (27.1)	- (122.6) (159.2) (8.8) (4.8)	(3.4) (824.8) (39.7) (34.0) (0.6)	- (748.5) - - -
Other financial assets <sup>1</sup> Cash assets Trade and other receivables Other financial liabilities <sup>1</sup> Trade and other payables Bonds, domestic loans and bank overdrafts Offshore loans	385.3 771.8 (568.7) (283.1) (76.6)	- - (142.7) (137.9)		- 0.1 - (731.7)	864.4 777.6 (621.3) (527.8) (160.6)	(0.3) (134.0) (33.7)		_ _ _ (1,210.5) _

- 1 For floating rate instruments, the amount disclosed is determined by reference to the interest rate at the last repricing date.
- 2 Contractual amounts to be exchanged, representing gross cash flows to be exchanged.
- 3 Net amount for interest rate swaps for which net cash flows are exchanged. Categorisation of inflows and outflows is based on current variable rates at the reporting date.

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

b) Risk factors continued

vi) Fair value

The Group uses two different methods in estimating the fair value of a financial instrument. The methods comprise –

- Level 1 the fair value is calculated using quoted prices in active markets; and
- Level 2 the fair value is estimated using inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices).

The fair value of the financial instruments, as well as the methods used to estimate the fair value are summarised in the table below.

For the year ended 31 December 2010	Quoted market price (Level 1) \$M	Valuation Technique-market observable inputs (Level 2) \$M	Total \$M
<b>Derivative assets</b>			
Derivatives – fair value through the income statement	-	22.7	22.7
Derivatives – hedge accounted through equity	3.0	108.0	111.0
Total derivative assets	3.0	130.7	133.7
Derivative liabilities			
Derivatives – fair value through the income statement	-	146.9	146.9
Derivatives – hedge accounted through equity	58.9	22.1	81.0
Total derivative liabilities	58.9	169.0	227.9
For the year ended 31 December 2009			
Derivative assets			
Derivatives – fair value through the income statement	0.2	19.0	19.2
Derivatives – hedge accounted through equity	8.5	65.3	73.8
Total derivative assets	8.7	84.3	93.0
Derivative liabilities			
Derivatives – fair value through the income statement	0.7	82.9	83.6
Derivatives – hedge accounted through equity	48.1	50.7	98.8
Total derivative liabilities	48.8	133.6	182.4

Quoted market price represents the fair value determined based on quoted prices in active markets as at the reporting date without any deduction for transaction costs.

For financial instruments not quoted in active markets, the Group uses valuation techniques such as present value, comparison to similar instruments for which market observable prices exist and other relevant models used by market participants. These valuation techniques use both observable and unobservable market inputs.

Financial instruments that use valuation techniques with only observable market inputs or unobservable inputs that are not significant to the overall valuation include interest rate swaps, cross currency swaps, forward commodity contracts and foreign exchange contracts not traded on a recognised exchange.

The fair value of derivatives that do not have an active market, are based on valuation techniques using market data that is observable. Certain long dated derivative contracts where there are no observable forward prices in the market are classified as Level 2 as the unobservable inputs are not considered significant to the overall value of the contract.

There were no transfers between Level 1 and Level 2 during the financial year.

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

#### c) Derivative financial instruments

The following table provides details of the Group's derivative financial instruments and hedges that are used for financial risk management.

	Refer Note	2010 \$M	2009 \$M
Derivative assets – current			
Contracts with positive fair values			
The fair values of derivative financial instruments (non-debt related) at the end of the financial year designated as cash flow hedges are $-$			
Commodities contracts and options		39.8	29.5
Cross currency swaps		1.8	_
Foreign currency contracts and options		2.5	7.3
The fair values of derivative financial instruments (non-debt related) at the end of the financial year for which hedge accounting has not been applied are —			
Commodities contracts and options		_	1.1
Foreign currency contracts and options		2.3	0.4
Total derivative assets – current (non-debt related)	30a)	46.4	38.3
Derivative assets – non-current  Contracts with positive fair values  The fair values of derivative financial instruments (debt related) at the end of the financial year designated as fair value hedges are –  Cross currency swaps		20.1	_
Total derivative assets – non-current (debt related)		20.1	
The fair values of derivative financial instruments (non-debt related) at the end of the financial year designated as cash flow hedges are —		20.1	
Commodities contracts and options		25.3	20.1
Cross currency swaps		40.2	10.0
Foreign currency contracts and options		0.3	1.2
Interest rate contracts and options		1.2	5.6
The fair values of derivative financial instruments (non-debt related) at the end of the financial year designated as fair value hedges are —			
Cross currency swaps		_	16.3
The fair values of derivative financial instruments (non-debt related) at the end of the financial year for which hedge accounting has not been applied are —			
Interest rate contracts and options		0.2	1.5
Total derivative assets – non-current (non-debt related)		67.2	54.7
Total derivative assets – non-current	30a)	87.3	54.7

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COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### 31. FINANCIAL AND CAPITAL RISK MANAGEMENT CONTINUED

Financial risk management continued

c) Derivative financial instruments continued

	efer lote	2010 \$M	2009 \$M
Derivative liabilities – current			
Contracts with negative fair values			
The fair values of derivative financial instruments (debt related) at			
the end of the financial year designated as fair value hedges are –			0.0
Cross currency swaps		2.1	8.3
Total derivative liabilities – current (debt related)		2.1	8.3
The fair values of derivative financial instruments (non-debt related) at			
the end of the financial year designated as cash flow hedges are –			
Commodities contracts and options		0.2	8.8
Cross currency swaps		6.2	4.2
Foreign currency contracts and options		40.8	44.2
Interest rate contracts and options		1.5	9.9
The fair values of derivative financial instruments (non-debt related) at			
the end of the financial year for which hedge accounting has not been applied are -			
Commodities contracts and options		_	0.4
Foreign currency contracts and options		1.0	0.9
Total derivative liabilities – current (non-debt related)		49.7	68.4
Total derivative liabilities – current	30a)	51.8	76.7
Derivative liabilities – non-current			
Contracts with negative fair values			
The fair values of derivative financial instruments (debt related) at			
the end of the financial year designated as fair value hedges are —			
Cross currency swaps		143.3	48.6
Total derivative liabilities – non-current (debt related)		143.3	48.6
The fair values of derivative financial instruments (non-debt related) at			
the end of the financial year designated as cash flow hedges are —			
Commodities contracts and options		_	3.5
Cross currency swaps		5.6	8.7
Foreign currency contracts and options		23.0	8.4
Interest rate contracts and options		3.7	11.1
The fair values of derivative financial instruments (non-debt related) at			
the end of the financial year designated as fair value hedges are -			
Cross currency swaps		_	24.4
The fair values of derivative financial instruments (non-debt related) at			
the end of the financial year for which hedge accounting has not been applied are –			
Interest rate contracts and options		0.5	1.0
Total derivative liabilities – non-current (non-debt related)		32.8	57.1
Total derivative liabilities – non-current	30a)	176.1	105.7

As noted in Note 1 Summary of Significant Accounting Policies, derivative financial instruments are initially recognised in the statement of financial position at cost and subsequently remeasured to their fair value. Accordingly, there is no difference between the carrying value and fair value of derivative financial instruments at reporting date.

#### **32. RELATED PARTIES**

#### Parent entity

Coca-Cola Amatil Limited is the parent entity of the Group.

#### Directors and key management personnel

Disclosures relating to Directors and KMP are set out in Note 29, and in the Directors' Report.

#### Related entities

The Coca-Cola Company (TCCC) directly and through its subsidiary, Coca-Cola Holdings (Overseas) Limited, holds 29.5% (2009: 29.8%) of the Company's fully paid ordinary shares.

Pacific Beverages Pty Ltd, a joint venture entity with SABMiller plc, is held 50% by CCA.

#### Transactions with related parties

	2010 \$M	2009 \$M
Reimbursements and other revenues from –		
Entities with significant influence over the Group		
TCCC and its subsidiaries <sup>1</sup>	23.0	15.3
Joint venture entity		
Service fee <sup>2</sup>	3.6	4.5
Finance income	0.6	_
Purchases and other expenses from –		
Entities with significant influence over the Group		
TCCC and its subsidiaries <sup>3&amp;4</sup>	686.1	729.6
Other related parties	9.1	9.2
Amounts owed by –		
Entities with significant influence over the Group		
TCCC and its subsidiaries	15.4	12.2
Joint venture entity	65.8	45.5
Amounts owed to –		
Entities with significant influence over the Group		
TCCC and its subsidiaries <sup>4</sup>	138.0	196.7
Joint venture entity	34.9	37.6
Other related parties	0.4	0.5

<sup>1</sup> Under a series of arrangements, the Group participates with certain subsidiaries of TCCC under which they jointly contribute to the development of the market in the territories in which the Group operates. These arrangements include a regular shared marketing expenses program, under which the Group contributes to certain TCCC incurred marketing expenditure and TCCC contributes to certain marketing expenditure incurred by the Group. Certain subsidiaries of TCCC provide marketing support to the Group, which is in addition to the usual contribution to shared marketing initiatives. This is designed to assist the Group with the necessary development of certain territories. Amounts received are either accounted for as a credit to revenue or as a reduction to expense, as appropriate.

#### Terms and conditions of transactions with related parties

All of the above transactions were conducted under normal commercial terms and conditions.

Outstanding balances at year end are unsecured and settlement occurs in cash.

There have been no guarantees provided or received for any related party receivables. For the financial year ended 31 December 2010, the Group has not raised any allowance for doubtful receivables relating to amounts owed by related parties (2009: nil).

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<sup>2</sup> Represents the services provided to Pacific Beverages Pty Ltd and its subsidiaries under certain agreements and arrangements agreed between CCA and Pacific Beverages Pty Ltd and its subsidiaries.

<sup>3</sup> Represents purchases of concentrates and beverage base for Coca-Cola trademarked products, and finished goods.

<sup>4</sup> During the financial year, the source of concentrates changed from Europe to Singapore together with an associated reduction in payment terms. These changes resulted in reduced purchases and amounts owed at year end.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### 33. CCA ENTITY DISCLOSURES

The financial information disclosed in this Note relates to the Company.

	CCA Entity	
	2010 \$M	2009 \$M
a) Financial position		
Current assets	424.9	874.1
Non-current assets	4,375.3	4,339.8
Total assets	4,800.2	5,213.9
Current liabilities	425.0	791.5
Non-current liabilities	1,879.6	1,910.9
Total liabilities	2,304.6	2,702.4
Net assets	2,495.6	2,511.5
Equity		
Share capital	2,180.2	2,096.7
Reserves		
Share based remuneration	19.4	19.4
Cash flow hedging	36.5	5.1
Other	(2.8)	_
Total reserves	53.1	24.5
Retained earnings	262.3	390.3
Total equity	2,495.6	2,511.5
b) Financial performance		
Profit after income tax	213.8	195.9
Total comprehensive income	245.2	232.6
c) Guarantees entered into in relation to the debts of subsidiaries		
Guarantees <sup>1</sup>	181.0	160.6
No liability has been recognised in relation to these guarantees as the fair value of the guarantees is immaterial.		
d) Contingencies		
Contingent liabilities existed at the end of the financial year in respect of termination payments		
under employment contracts <sup>1</sup>	8.8	6.8

<sup>1</sup> Refer to the Remuneration Report found in the Directors' Report for further details.

#### **34. DEED OF CROSS GUARANTEE**

Coca-Cola Amatil Limited and certain subsidiaries as indicated in Note 35 have entered into a Deed of Cross Guarantee which provides that all parties to the Deed will guarantee to each creditor, payment in full of any debt of each company participating in the Deed on winding-up of that company. In addition, as a result of ASIC Class Order No. 98/1418, subsidiaries are relieved from the requirement to prepare financial statements.

Consolidated statement of financial position for the closed group	2010 \$M	2009 \$M
Current assets		
Cash assets	327.4	808.3
Trade and other receivables	607.8	608.5
Inventories	608.9	607.1
Prepayments	28.4	32.0
Current tax assets	_	0.6
Derivatives	45.5	38.2
Total current assets	1,618.0	2,094.7
Non-current assets		
Trade and other receivables	109.6	109.9
Investment in joint venture entity	74.4	74.4
Investments in securities	529.6	530.1
Investments in bottlers' agreements	691.9	691.9
Property, plant and equipment	1,104.3	1,022.4
Intangible assets	546.8	524.4
Prepayments	3.9	4.7
Defined benefit superannuation plan assets	15.7	13.0
Derivatives	87.2	54.7
Total non-current assets	3,163.4	3,025.5
Total assets	4,781.4	5,120.2
Current liabilities		
Trade and other payables	468.3	526.3
Interest bearing liabilities	50.8	446.7
Current tax liabilities	71.8	65.9
Provisions	59.8	77.2
Accrued charges	238.6	302.0
Derivatives	45.8	59.8
Total current liabilities	935.1	1,477.9
Non-current liabilities		
Trade and other payables	_	1.3
Interest bearing liabilities	1,699.6	1,814.5
Provisions	10.6	9.9
Deferred tax liabilities	136.9	110.6
Defined benefit superannuation plan liabilities	-	0.2
Derivatives	175.9	105.7
Total non-current liabilities	2,023.0	2,042.2
Total liabilities	2,958.1	3,520.1
Net assets	1,823.3	1,600.1
Equity		
Share capital	2,180.2	2,096.7
Shares held by equity compensation plans	(17.9)	(13.7)
Reserves	71.0	38.0
Accumulated losses	(410.0)	(520.9)
Total equity	1,823.3	1,600.1

COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2010

#### **34. DEED OF CROSS GUARANTEE CONTINUED**

Consolidated income statement for the closed group <sup>1</sup>	2010 \$M	2009 \$M
Profit before income tax	618.4	563.3
Income tax expense	(165.7)	(156.7)
Profit after income tax	452.7	406.6
Accumulated losses at the beginning of the financial year	(520.9)	(628.2)
Dividends appropriated	(341.8)	(299.3)
Accumulated losses at the end of the financial year	(410.0)	(520.9)

<sup>1</sup> Total comprehensive income for the financial year was \$484.0 million (2009: \$441.9 million) represented by consolidated profit after income tax for the closed group of \$452.7 million (2009: \$406.6 million) adjusted for movements in the cash flow hedging reserve of \$31.3 million (2009: \$35.3 million).

## **35. INVESTMENTS IN SUBSIDIARIES**

			Equity hole	ding <sup>†</sup>
	Footnote	Country of incorporation	<b>2010</b> %	2009 %
Coca-Cola Amatil Limited	1	Australia		
Subsidiaries –				
AIST Pty Ltd	1	Australia	100	100
Amatil Investments (Singapore) Pte Ltd		Singapore	100	100
Coca-Cola Amatil (Fiji) Ltd		Fiji	100	100
PT Coca-Cola Bottling Indonesia	2	Indonesia	100	100
PT Coca-Cola Distribution Indonesia		Indonesia	100	100
Associated Products & Distribution Proprietary	1	Australia	100	100
Coca-Cola Amatil (PNG) Ltd		Papua New Guinea	100	100
Associated Nominees Pty Ltd	3	Australia	100	100
CCA PST Pty Limited	3	Australia	100	100
CCA Superannuation Pty Ltd	3	Australia	100	100
C-C Bottlers Limited	1	Australia	100	100
Beverage Bottlers (Sales) Ltd	1	Australia	100	100
CCKBC Holdings Ltd		Cyprus	100	100
Coca-Cola Amatil (Aust) Pty Ltd	1	Australia	100	100
Apand Pty Ltd		Australia	100	100
Baymar Pty Ltd		Australia	100	100
Beverage Bottlers (NQ) Pty Ltd		Australia	100	100
Beverage Bottlers (QId) Ltd	1	Australia	100	100
Can Recycling (S.A.) Pty Ltd	1	Australia	100	100
Coca-Cola Amatil (Holdings) Pty Limited		Australia	100	100
Crusta Fruit Juices Proprietary Limited	1	Australia	100	100
Quenchy Crusta Sales Pty Ltd	•	Australia	100	100
Quirks Australia Pty Ltd	1	Australia	100	100
Coca-Cola Holdings NZ Ltd		New Zealand	100	100
Coca-Cola Amatil (NZ) Ltd		New Zealand	100	100
Amatil Beverages (New Zealand) Ltd		New Zealand	100	100
Johns River Pty Ltd		Australia	100	100
Matila Nominees Pty Limited	4	Australia	100	100
Neverfail Springwater Limited	1&5	Australia	100	100
Neverfail Cooler Company Pty Limited		Australia	100	100
Purna Pty Ltd		Australia	100	100
Neverfail Bottled Water Co Pty Limited	1&6	Australia	100	100
Neverfail SA Pty Limited	140	Australia	100	100
Piccadilly Distribution Services Pty Ltd		Australia	100	100
Neverfail Springwater Co Pty Ltd	1	Australia	100	100
Neverfail Springwater (Vic) Pty Limited	1	Australia	100	100
Neverfail WA Pty Limited	1	Australia	100	100
Piccadilly Natural Springs Pty Ltd		Australia	100	100
Real Oz Water Supply Co (Qld) Pty Limited		Australia	100	100
Neverfail Springwater Co (Qld) Pty Limited	1	Australia	100	100

Refer to the following page for footnote details.

#### **35. INVESTMENTS IN SUBSIDIARIES CONTINUED**

			Equity hold	ing'
	Footnote	Country of incorporation	<b>2010</b> %	2009 %
Subsidiaries continued				
Pacbev Pty Ltd	1	Australia	100	100
CCA Bayswater Pty Ltd	1	Australia	100	100
SPC Ardmona Limited	1&7	Australia	100	100
Ardmona Foods Limited	1	Australia	100	100
Australian Canned Fruit (I.M.O.) Pty Ltd		Australia	100	100
Digital Signal Processing Systems Pty Ltd		Australia	100	100
Goulburn Valley Canners Pty Ltd		Australia	100	100
Goulburn Valley Food Canneries Proprietary Limited		Australia	100	100
Henry Jones Foods Pty Ltd		Australia	100	100
Hallco No. 39 Pty Ltd		Australia	100	100
SPC Ardmona (Netherlands) BV		Netherlands	100	100
SPC Ardmona (Germany) GmbH		Germany	100	100
SPC Ardmona (Spain), S.L.U.		Spain	100	100
SPC Ardmona Operations Limited	1	Australia	100	100
Austral International Trading Company Pty Ltd	1	Australia	100	100
Cherry Berry Fine Foods Pty Ltd		Australia	100	100
Vending Management Services Ltd		New Zealand	100	100

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Names inset indicate that shares are held by the company immediately above the inset.

The above companies carry on business in their respective countries of incorporation.

† The proportion of ownership interest is equal to the proportion of voting power held.

#### Footnotes

- 1 These companies are parties to a Deed of Cross Guarantee as detailed in Note 34 and are eligible for the benefit of ASIC Class Order 98/1418.
- 2 CCA holds 4.84% of the shares in this company.
- 3 Associated Nominees Pty Ltd, CCA PST Pty Limited and CCA Superannuation Pty Ltd were trustees of in-house CCA superannuation funds. These superannuation funds were transferred to the AMP SignatureSuper Master Trust in 2007.
- 4 Matila Nominees Pty Limited is the trustee company for the Employees Share Plan (ESP), the Long Term Incentive Share Rights Plan (LTISRP), the Executive Salary Sacrifice Share Plan (ESSSP), the Executive Retention Share Plan (ERSP), the Non-Executive Directors Share Plan (NEDSP) and the Non-Executive Directors' Retirement Share Trust (NEDRST). As at 31 December 2010, the trustee held 7,224,730 (2009: 7,333,496) ordinary shares on behalf of the members of the ESP, 1,834,676 (2009: 2,176,342) ordinary shares on behalf of the members of the LTISRP, 484,271 (2009: 747,753) ordinary shares on behalf of the members of the ESSP, 408,910 (2009: 308,985) ordinary shares on behalf of the members of the ERSP, 319,666 (2009: 336,933) ordinary shares on behalf of the members of the NEDRST.
- 5 Neverfail Springwater Limited holds 40.7% of the shareholding in Neverfail Bottled Water Co Pty Limited.
- 6 Neverfail Bottled Water Co Pty Limited holds 1.5% of the shareholding in Neverfail Springwater (Vic) Pty Limited.
- 7 SPC Ardmona Limited holds 50% of the shares in Australian Canned Fruit (I.M.O.) Pty Ltd.

#### **36. EVENTS AFTER THE BALANCE DATE**

No matters or circumstances have arisen since the end of the financial year that have significantly affected, or may significantly affect, the operations, the results of those operations or the state of affairs of the Group in subsequent financial periods, with the exception of the following –

#### Debt raising

Subsequent to the end of the financial year, CCA completed a \$250.0 million debt raising in the Euro markets, with the issue of Euro Medium Term Notes. The fixed coupon rates on the Notes were set at 6.125% and are for a term of approximately 3.3 years.

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## DIRECTORS' DECLARATION

#### COCA-COLA AMATIL LIMITED AND ITS SUBSIDIARIES

In accordance with a resolution of the Directors of Coca-Cola Amatil Limited dated 23 February 2011, we state that -

In the opinion of the Directors –

- a) the financial statements, notes and the additional disclosures included in the Directors' Report designated as audited, of the consolidated entity, are in accordance with the Corporations Act 2001, including –
- i) giving a true and fair view of the consolidated entity's financial position as at 31 December 2010, and of its performance for the year ended
- ii) complying with Australian Accounting Standards and the Corporations Regulations 2001; and
- b) the financial statements and notes also comply with International Financial Reporting Standards as disclosed in Note 1b);
- c) at the date of this declaration, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable; and
- d) at the date of this declaration, there are reasonable grounds to believe that the Company and the wholly owned subsidiaries identified in Note 35 to the financial statements as being parties to a Deed of Cross Guarantee with Matila Nominees Pty Ltd as trustee, will be able to meet any obligations or liabilities to which they are, or may become, subject by virtue of the Deed.

This declaration has been made after receiving the declarations required to be made to Directors by the Group Managing Director and Group Chief Financial Officer, in accordance with section 295A of the Corporations Act 2001 for the financial year ended 31 December 2010.

On behalf of the Directors

David M. Gonski, AC

Chairman

Sydney 23 February 2011 Terry J. Davis

Group Managing Director

Sydney

23 February 2011



Ernst & Young Centre 680 George Street Sydney NSW 2000 Australia GPO Box 2646 Sydney NSW 2001 Tel: +61 2 9248 5555 Fax: +61 2 9248 5959

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF COCA-COLA AMATIL LIMITED

#### Report on the financial report

We have audited the accompanying financial report of Coca-Cola Amatil Limited (the Company), which comprises the consolidated statement of financial position as at 31 December 2010, the consolidated income statement and statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the consolidated entity comprising the Company and the entities it controlled at the year's end or from time to time during the financial year.

#### Directors' responsibility for the financial report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal controls as the directors determine are necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error. In Note 1b), the directors also state, in accordance with Accounting Standard AASB 101 Presentation of Financial Statements, that the financial statements comply with International Financial Reporting Standards.

#### Auditor's responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Independence

In conducting our audit we have complied with the independence requirements of the Corporations Act 2001. We have given to the directors of the Company a written Auditor's Independence Declaration, a copy of which is included in the directors' report.

#### Opinion

In our opinion:

- a. the financial report of Coca-Cola Amatil Limited is in accordance with the Corporations Act 2001, including:
- i giving a true and fair view of the consolidated entity's financial position as at 31 December 2010 and of its performance for the year ended on that date; and
- ii complying with Australian Accounting Standards and the Corporations Regulations 2001; and
- b. the financial report also complies with International Financial Reporting Standards as disclosed in Note 1b).

#### Report on the remuneration report

We have audited the Remuneration Report included in pages 15 to 32 of the directors' report for the year ended 31 December 2010. The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the Corporations Act 2001. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

In our opinion, the Remuneration Report of Coca-Cola Amatil Limited for the year ended 31 December 2010, complies with section 300A of the

**Ernst & Young** 

Trent van Veen Partner Sydney

23 February 2011

## SHAREHOLDER INFORMATION

#### **COCA-COLA AMATIL LIMITED**

Additional information required by Australian Securities Exchange Listing Rules is as follows. This information is current as at 22 February 2011.

#### DISTRIBUTION SCHEDULE OF SHAREHOLDERS

	Holders No.	Ordinary shares No.
1 – 1,000	27,906	11,290,748
1,001 – 5,000	19,010	43,571,142
<del></del>	2,620	18,665,462
10,001 – 100,000	1,468	33,122,735
100,001 and over	128	649,353,980
Total	51,132	756,004,067

There were 3,878 holders of less than a marketable parcel of 44 ordinary shares.

#### **SUBSTANTIAL SHAREHOLDERS**

The names of substantial shareholders of the Company's ordinary shares (holding not less than 5%) who have notified the Company in accordance with section 671B of the Corporations Act 2001 are —

The Coca-Cola Company and its controlled entity	223,049,276
The Capital Group Companies, Inc.	77,228,398

#### TOP TWENTY REGISTERED SHAREHOLDERS

	Ordinary shares No.	%
Coca-Cola Holdings (Overseas) Limited <sup>1</sup>	149,392,972	19.76
J P Morgan Nominees Australia Limited	125,889,472	16.65
HSBC Custody Nominees (Australia) Limited	111,633,822	14.77
National Nominees Limited	90,520,669	11.97
The Coca-Cola Company <sup>1</sup>	73,656,304	9.74
Citicorp Nominees Pty Limited	25,207,134	3.33
Cogent Nominees Pty Limited	10,430,066	1.38
Matila Nominees Pty Limited	10,195,928	1.35
RBC Dexia Investor Services Australia Nominees Pty Limited	7,065,357	0.93
Australian Foundation Investment Company Limited	4,670,773	0.62
AMP Life Limited	3,499,373	0.46
PSS Board	3,406,446	0.45
Questor Financial Services Limited	2,419,241	0.32
Perpetual Trustee Co Ltd (Hunter)	1,968,548	0.26
Queensland Investment Corporation	1,710,460	0.23
Argo Investments Limited	1,470,012	0.19
Jikinta Investments Pty Ltd	1,381,331	0.18
The Senior Master of the Supreme Court (Common Fund No 3 A/C)	1,323,796	0.18
UBS Nominees Pty Ltd	1,305,577	0.17
Bond Street Custodians Limited	1,255,005	0.17
Total	628,402,286	83.12

<sup>1</sup> Major holdings of The Coca-Cola Company.

#### **BUSINESS ACTIVITIES**

CCA is one of the largest bottlers of non-alcoholic ready-to-drink beverages in the Asia-Pacific region and one of the world's five major Coca-Cola bottlers. CCA operates across five countries — Australia, New Zealand, Indonesia, Fiji and Papua New Guinea. CCA's diversified portfolio of products includes carbonated soft drinks, spring water, sports & energy drinks, fruit juices, flavoured milk, coffee, iced teas and SPC Ardmona and Goulburn Valley packaged ready-to-eat fruit and vegetable products.

CCA produces the Australian market's number one cola brand — Coca-Cola; the number one non-sugar colas, diet Coke and Coca-Cola Zero; the number one bottled water brand, Mount Franklin and the number one sports beverage, Powerade Isotonic.

CCA's alcoholic beverages business is conducted through Pacific Beverages, CCA's 50:50 joint venture with one of the world's leading brewers, SABMiller. Pacific Beverages built the new Bluetongue Brewery in NSW, and produces a range of premium beers there, including Peroni Nastro Azzurro, Peroni Leggera, Miller Genuine Draft, Miller Chill and the Bluetongue Lager range. Pacific Beverages also sells and distributes Grolsch.

CCA sells and distributes a range of premium spirits in partnership with Beam Global Spirits & Wines. Brands include Jim Beam, Makers Mark, The Macallan, Russian Standard Vodka and Laphroaig whiskey. CCA also manufactures and distributes Jim Beam & Cola, the number one alcoholic-ready-to-drink beverage in Australia.

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

#### **ANNUAL GENERAL MEETING**

CCA's Annual General Meeting will be held on Wednesday, 4 May 2011 in the James Cook Ballroom, InterContinental Sydney, Cnr Bridge and Philip Streets, Sydney, NSW at 10am.

#### **VOTING RIGHTS**

Shareholders are encouraged to attend the Annual General Meeting, however, when this is not possible, they are encouraged to vote online at www.linkmarketservices.com.au or lodge a direct vote or appoint a proxy using the Shareholder Voting form to register their vote. Every member present personally or by proxy, attorney or representative shall on a show of hands have one vote and on a poll have one vote for every share held.

#### **LISTINGS**

CCA shares are listed under the symbol CCL on Australian Securities Exchange (ASX). The securities of the Company are traded on ASX on the issuer sponsored sub-register or under CHESS (Clearing House Electronic Sub-register System).

CCA ordinary shares are traded in the United States in the form of American Depositary Receipts (ADRs) issued by The Bank of New York, Mellon as Depositary. Each ADR represents two ordinary shares. The ADRs trade over-the-counter under the symbol CCLAY.

#### **ANNUAL REPORTS**

The CCA Annual Report is available at CCA's website www.ccamatil. com. Printed copies of Annual Reports are only mailed to those shareholders who elect to receive a printed copy. CCA encourages shareholders to receive notification of all shareholder communications by email and have internet access to documents including Company Announcements, Dividend Statements and Notices of Shareholder Meetings. In this way, shareholders receive prompt information and have the convenience and security of electronic delivery, which is not only cost effective but environmentally friendly.

#### **COMPANY PUBLICATIONS**

Other than the Annual Report, CCA publishes Shareholder News, a newsletter sent to shareholders with the interim dividend advice, and a Fact Book.

#### **SHARE BUY-BACK**

The Company is not currently undertaking an on-market share buy-back.

#### WFBSITF

All material contained in this report is also available on the Company's website. In addition, earnings announcements to ASX, media releases, presentations by senior management and dividend history are also published on the website. The address is www.ccamatil.com.

#### DIVIDENDS

In 2010, CCA paid fully franked dividends and has a payout policy of 70% to 80% of net profit, subject to the ongoing cash needs of the business. It is expected that dividends paid in the future will be fully franked for at least the next two years. There was no Foreign Conduit Income attributed to dividends.

#### **DIVIDEND REINVESTMENT PLAN**

Participation in the Dividend Reinvestment Plan (DRP) is optional and available to all shareholders, except those who are resident in the United States, or in any place in which, in the opinion of the Directors, participation in the Plan is or would be illegal or impracticable. Shareholders may elect to participate for all or only some of their shares. Shares are currently issued under the DRP at the market price of CCA ordinary shares calculated at each dividend payment, being the weighted average price of all ordinary CCA shares sold on ASX during the 10 trading days commencing on the second trading day after the record date for the dividend. There are no brokerage, stamp duty or other transaction costs payable by participants. The DRP discount was reduced from 2% to nil, with effect from the 2010 interim dividend payment.

The DRP rules may be modified, suspended or terminated by the Directors at any time by way of an announcement to the ASX and placed on CCA's website. Changes will be effective on the date of the announcement. For additional information and an application form, please contact our share registry, Link Market Services on 61 2 8280 7121.

#### **TAX FILE NUMBERS**

Australian tax payers who do not provide details of their tax file number will have dividends subjected to the top marginal personal tax rate plus Medicare levy. It may be in the interests of shareholders to ensure that tax file numbers have been supplied to the share registry. Forms are available from the share registry should you wish to notify the registry of your tax file number or tax exemption details.

#### **CHANGE OF ADDRESS**

It is important for shareholders to notify the share registry in writing promptly of any change of address. As a security measure, the old address should also be quoted as well as your shareholder reference number (SRN). You may also update your details online at www. linkmarketservices.com.au/public/forms/change-details.html.

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## **COMPANY DIRECTORIES**

#### **CHAIRMAN**

David Gonski, AC

#### **CORPORATE OFFICE**

#### **Terry Davis**

**Group Managing Director** 

#### Nessa O'Sullivan

Group Chief Financial Officer

#### **George Forster**

General Counsel and Company Secretary

## **Barry Simpson**

Chief Information Officer

#### Sally Loane

Director, Media & Public Affairs

#### Kristina Devon

Head of Investor Relations

#### **SENIOR OPERATIONS MANAGEMENT**

#### **Warwick White**

Managing Director, Australasia

#### Joaquin Gil

Chief Financial Officer, Australia

#### George Adams

Managing Director, New Zealand & Fiji

#### **Bruce McEwen**

Chief Financial Officer, New Zealand & Fiji

#### Bapak Mugijanto

President Commissioner, Indonesia

#### Peter Kelly

Managing Director, Indonesia & PNG

#### **Stuart Comino**

Finance Director, Indonesia

#### Colin McVea

General Manager, PNG

#### **David Dinesh**

Chief Financial Officer, PNG

#### **Andrew Preece**

General Manager, Fiji

#### **Vince Pinneri**

Managing Director, SPCA

#### **Daniel Moorfield**

Chief Financial Officer, SPCA

#### **REGISTERED OFFICE**

Coca-Cola Amatil Limited Coca-Cola Place

L14, 40 Mount Street North Sydney NSW 2060

Ph: 61 132 653

Fx: 61 2 9259 6623

#### **New Zealand**

The Oasis, Mt Wellington, Auckland

## Ph: 64 9 970 8000

Indonesia

Wisma Pondok Indah 2, 14th Floor Jalan Sultan Iskandar Muda Kav. V-TA, Pondok Indah

Jakarta 12310, Indonesia

Ph: 62 21 8832 2222

#### Papua New Guinea

Erica Street Lae, Morobe Province

Ph: 675 472 1033

#### Fiji

Ratu Dovi Road, Laucala Beach Estate

Ph: 679 394 333

#### SPC Ardmona

50 Camberwell Road Hawthorn East Vic 3123

Ph: 61 3 9861 8900

#### **AUDITOR**

#### **Ernst & Young**

Ernst & Young Centre 680 George Street Sydney NSW 2000

## **SHARE REGISTRY AND 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 Website: www.linkmarketservices.com.au

For enquiries about American Depositary Receipts (ADR):

## **BNY Mellon Shareowner Services**

P.O. Box 358016 Pittsburgh, PA 15252-8016

Toll Free (domestic): 1 888 BNY ADRS

or (1-888-269-2377) International: 1 201 680 6825

Email: shrrelations@bnymellon.com Website: www.bnymellon.com/shareowner For enquiries about the operations of the Company:

#### **Investor Relations**

Coca-Cola Place L14, 40 Mount Street North Sydney NSW 2060 Ph: 61 2 9259 6159 Fx: 61 2 9259 6614

Email: investors@ccamatil.com Website: www.ccamatil.com

# **CALENDAR OF EVENTS 2011**

EVENT
2010 full year results announcement
Ex-dividend date (final dividend)
Record date for dividend entitlements
2010 final ordinary dividend paid
Annual General Meeting
2011 half year results announcement
Ex-dividend date (interim dividend)
Record date for dividend entitlements
2011 interim ordinary dividend paid

For more information on Coca-Cola Amatil please visit our website at www.ccamatil.com





COCA-COLA AMATIL LIMITED ARN 26 004 139 397



# NOTICE OF MEETING 2011



COCA-COLA AMATIL LIMITED ABN 26 004 139 397



# NOTICE OF MEETING

COCA-COLA AMATIL LIMITED ABN 26 004 139 397

Notice is hereby given that the Annual General Meeting of Coca-Cola Amatil Limited will be held in the James Cook Ballroom, InterContinental Sydney, Cnr Bridge and Phillip Streets, Sydney NSW on Wednesday, 4 May 2011 at 10.00 am for the purpose of transacting the business set out in this notice.

# MEETING OF SHAREHOLDERS

## **ORDINARY BUSINESS**

#### 1. Accounts

Discussion of the accounts for the year ended 31 December 2010 and the reports of the Directors and Auditor. *There is no vote on this item.* 

### 2. Remuneration Report

To adopt the Remuneration Report contained within the accounts for the year ended 31 December 2010.

The Remuneration Report is set out on pages 15 to 32 of the 2010 Annual Report. Please note that the vote on this resolution is advisory only, and does not bind the Directors or the Company.

#### 3. Election of Directors

Ms Catherine Brenner, Mr Wal King, AO and Mr David Meiklejohn AM will retire in accordance with Article 6.3(b) of the Constitution and offer themselves for re-election.

Mr Anthony (Tony) Froggatt and Ms Ilana Atlas will retire in accordance with Article 6.3(j) of the Constitution and offer themselves for re-election.

An explanatory note to this item appears on page 3.

## SPECIAL BUSINESS

#### 4. Increase in Directors' Fees

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

"That, pursuant to Article 6.5(a) of the Constitution, the maximum amount of Directors' fees for their services as Directors be increased from the present limit of \$2,000,000 per annum in aggregate to a limit of \$2,300,000 per annum in aggregate."

An explanatory note to the above resolution appears on page 3.

2010 ANNUAL GENERAL MEETING 1

#### 5. Participation by Executive Director in the 2011-2013 Long Term Incentive Share Plan

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

"That the Directors be permitted to invite Mr T J Davis to participate in the Coca-Cola Amatil Limited 2011-2013 Long Term Incentive Share Plan by offering him rights to acquire up to 247,844 fully paid ordinary shares in the Company in the manner set out in the Explanatory Notes to this Notice of Meeting."

An explanatory note to the above resolution appears on page 4.

Dated 4 April 2011 By order of the Board George Forster General Counsel and Company Secretary Level 14, 40 Mount Street North Sydney NSW 2060

#### Notes:

- a) Pursuant to Regulation 7.11.37 of the Corporations Regulations 2001, the Directors have determined that for the purpose of the meeting all shares in the Company shall be taken to be held by the persons who were registered as shareholders at 10.00 am on 2 May 2011.
- b) A member entitled to attend and vote is entitled to vote directly (see note below) or appoint a proxy;
  - a proxy need not be a member;
  - a member entitled to cast 2 or more votes may appoint 2 proxies;
  - where more than one proxy is appointed, each proxy may be appointed to represent a specified proportion of the member's voting rights. If a member appoints 2 proxies and the appointment does not specify the proportion or number of the member's votes each proxy may exercise, each proxy may exercise half the votes.
- c) You may lodge your direct vote or proxy appointment online at www.linkmarketservices.com.au or it may be returned in the enclosed reply-paid envelope to the Company's Share Registrar, Link Market Services Limited, Locked Bag A14, Sydney South NSW 1235 or by fax on (02) 9287 0309.
- d) To be effective, your direct vote or proxy appointment must be received by the Company by 10.00am on Monday, 2 May 2011.
- e) The Chairman of the meeting intends to vote undirected proxies in favour of the resolutions set out in this Notice.
- f) The **CCA 2010 Annual Report**, which includes the Accounts for the year ended 31 December 2010, the Reports of the Directors and Auditor and the Remuneration Report, is available at CCA's website www.ccamatil.com. Printed copies of the 2010 Annual Report have been mailed only to those shareholders who have elected to receive a printed copy.

#### **DIRECT VOTING**

Shareholders are able to vote on resolutions directly by marking **Section A** of the Shareholder Voting Form.

If you mark **Section A** you are voting your shares directly and do not appoint a third party, such as a proxy, to act on your behalf. Shareholders who wish to vote their shares directly should mark either the "for" or "against" boxes next to each item on the Voting Form. Do not mark the "abstain" box.

If no direction is given on all of the items, or if you complete both Section A and Section B, your vote may be passed to the Chairman of the meeting as your proxy. If you mark the "abstain" box for an item, no vote will be recorded for that item.

# **EXPLANATORY NOTES**

## ORDINARY BUSINESS

#### **RESOLUTION 3 – ELECTION OF DIRECTORS**

The Board is comprised of 8 Non-Executive Directors and 1 Executive Director. The Board regularly reviews its composition to ensure there is an appropriate range of skills and an appropriate mix of business talents, outlooks, backgrounds and diversity. All Directors have extensive business experience both in their chosen fields of endeavour and in business generally. Seven Directors live in Australia (6 in Sydney and 1 in Melbourne). Two Directors live overseas.

The Board considers that 6 of the 9 Directors (including the Chairman) are independent Directors. Of the other 3, 2 are nominees of the major shareholder and one is the Group Managing Director.

Under the provisions in the Company's Constitution for the rotation of Directors, Ms Brenner, Mr King and Mr Meiklejohn will retire at this Annual General Meeting and will offer themselves for re-election.

Mr Froggatt and Ms Atlas were appointed to the Board on 1 December 2010 and 23 February 2011, respectively, and in accordance with the Constitution will offer themselves for re-election.

Background information on each Director seeking re-election is provided below and a full Curriculum Vitae for each Director is set out in Appendix 2 to this Notice.

#### **Catherine Michelle Brenner**

Ms Brenner joined the Board in April 2008 and is Chairman of the Compensation Committee and a member of the Nominations Committee and Related Party Committee.

The Board has determined that Ms Brenner, a Non-Executive Director, is an independent Director.

#### Wallace (Wal) Macarthur King, AO

Mr King joined the Board in February 2002 and is a member of the Compliance & Social Responsibility Committee, Related Party Committee and Nominations Committee.

The Board has determined that Mr King, a Non-Executive Director, is an independent Director.

#### David Edward Meiklejohn, AM

Mr Meiklejohn joined the Board in February 2005 and is Chairman of the Audit & Risk Committee and a member of the Compliance & Social Responsibility Committee, Related Party Committee and Nominations Committee.

The Board has determined that Mr Meiklejohn, a Non-Executive Director, is an independent Director.

#### **Anthony (Tony) Grant Froggatt**

Mr Froggatt joined the Board on 1 December 2010 and is a member of the Related Party Committee and Nominations Committee.

The Board has determined that Mr Foggatt, who is a Non-Executive Director, is an independent Director.

#### ana Rachel Atlas

Ms Atlas ioined the Board on 23 February 2011 and is a member of the Related Party Committee and Nominations Committee.

The Board has determined that Ms Atlas, who is a Non-Executive Director, is an independent Director.

#### DIRECTORS' RECOMMENDATION

The Directors unanimously support the re-election of each of the Directors and recommend that shareholders vote in favour of the resolutions.

#### **RESOLUTION 4 – INCREASE IN DIRECTORS' FEES**

The current maximum amount available for payment of Non-executive Directors' fees in aggregate each year is \$2,000,000. This amount was established at the Annual General Meeting held in May 2008.

Based on advice received from external remuneration consultants (via the Compensation Committee), Non-executive Directors fees are reviewed annually and set and approved by the Board with Non-executive Directors abstaining from voting on the matter. The next review is scheduled to be effective from 1 January 2012.

The number of Non-Executive Directors has increased from 7 to 8 and, although this number may change from time to time, the proposed increase in Directors' fees to \$2,300,000 is required for flexibility. It is emphasised that this is a maximum limit and does not indicate that fees will be increased immediately to that limit.

#### **Voting Exclusions**

The Company will disregard any votes cast on this resolution by:

- any Director; and
- any associate of those persons.

However, the Company need not disregard a vote if:

- it is cast by a person as proxy for a person who is entitled to vote, in accordance with the directions on the proxy form; or
- it is cast by the person chairing the meeting as proxy for a person who is entitled to vote, in accordance with a direction on the proxy form to vote as the proxy decides.

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## **EXPLANATORY NOTES Continued**

ORDINARY BUSINESS Continued

**RESOLUTION 5 – PARTICIPATION BY EXECUTIVE DIRECTOR IN THE 2011-2013 LONG TERM INCENTIVE SHARE RIGHTS PLAN**Pursuant to ASX Listing Rule 10.14, approval is being sought to allow Mr Davis to participate, as an Executive Director of the Company, in the 2011-2013 Long Term Incentive Share Rights Plan ("**LTISRP**").

The LTISRP is a performance-based share plan that was established in 2002 replacing both a cash long term incentive plan and subsequently a non hurdle based option plan. Details of the LTISRP, including the performance of completed LTISRPs, are disclosed in the Remuneration Report within the Company's 2010 Annual Report.

Mr Davis' potential allocation of shares under the 2011-2013 LTISRP (as set out in the table below) is identical to the amount approved by shareholders for the 2010-2012 LTISRP.

The dual performance hurdles in the 2011-2013 LTISRP continue to operate in the same way as the 2010-2012 LTISRP, being a Relative Total Shareholder Return ("TSR") hurdle and average annual growth in Earnings Per Share ("EPS"). The minimum EPS hurdle has changed to 7.0% p.a. for the 2011-2013 LTISRP, compared to 7.5% p.a. for the 2010-2012 LTISRP.

The two components in the 2011-2013 LTISRP are subject to separate performance measures as follows:

Component	<b>Shares Threshold</b>	Maximum
A – Peer Group 1	31,600	61,961
Peer Group 2	31,600	61,961
В	63,200	123,922
Total	126.400	247.844

#### Component A

Component A of Mr Davis' participation in the LTISRP is subject to measurement of the Company's TSR from 1 January 2011 to 31 December 2013. The TSR performance hurdle will be measured against two peer groups (which are identified in Appendix 1 to these Explanatory Notes). Half of the TSR performance will be measured against Peer Group 1 and half will be measured against Peer Group 2.

If the Company's TSR ranking for the 3 year period against Peer Group 1 meets or exceeds the 51st percentile, Mr Davis will be awarded 31,600 shares. As TSR performance exceeds the 51st percentile, the number of shares to be awarded will be scaled up to a maximum of 61,961 shares (or 196.1% of the threshold award) which will be awarded if the Company's TSR performance meets or exceeds the 75th percentile. The same tests will apply against Peer Group 2.

In summary:

	Percentage of Threshold	Peer Group 1 (number of	Peer Group 2 (number of	Total TSR Shares
TSR Percentile	Awarded	shares)	shares)	Awarded
51st percentile	100.0%	31,600	31,600	63,200
55th percentile	127.5%	40,275	40,275	80,550
60th percentile	156.9%	49,569	49,569	99,138
65th percentile	176.5%	55,765	55,765	111,530
70th percentile	186.3%	58,863	58,863	117,726
75th percentile and above	196.1%	61,961	61,961	123,922

(If the TSR percentile achieved is between two of the percentiles detailed above, then the equivalent pro rata is applied to the applicable award of shares, on a straight line basis).

Due to the regular nature of the LTISRP awards, re-testing will not apply for the 2011-2013 LTISRP and all subsequent plans to the 2011-2013 plan. There has been a minor change to the number of shares awarded at the various TSR percentiles between the 51st and 75th percentile, but no change to the amount of shares awarded at the threshold or maximum.

#### Component B

Component B of Mr Davis' participation in the LTISRP is subject to measurement of the Company's average annual growth in EPS from 1 January 2011 to 31 December 2013.

If average growth in EPS is less than 7.0% per annum, no shares will be awarded to Mr Davis. If average growth in EPS is 7.0% per annum, Mr Davis will be awarded 63,200 shares. To the extent that average growth in EPS exceeds 7.0% per annum (up to 16% per annum), then the shares awarded to Mr Davis will be scaled up to a maximum of 123,922 (or 196.1% of the threshold award). No re-testing applies to this component. There has also been a minor change to the number of shares awarded at the various EPS growth percentages between 7.0% and 16.0%, but no change to the amount of shares awarded at the threshold or maximum.

	Percentage of	
Annual Average	Threshold	Shares
Growth in EPS	Awarded	Awarded
7.0% growth	100.0%	63,200
8.0% growth	117.6%	74,353
8.5% growth	127.5%	80,549
9.5% growth	147.1%	92,942
13.5% growth	186.3%	117,726
15.5% growth	195.1%	123,302
16.0% growth and above	196.1%	123,922

(If the Annual Average Growth in EPS achieved is between two of the percentages detailed above, then the equivalent pro rata is applied to the applicable award of shares, on a straight line basis).

In the event of a change of control of the Company prior to the end of a performance period, the Board has retained its discretion to remove the performance condition. If the Board exercises its discretion, any award will be made at the higher of:

- the number of threshold shares offered, or
- the number that would have been allocated under the actual performance condition, based on the most recent quarterly testing of the TSR and annual testing of the EPS hurdle respectively.

#### SHMMARY

The approximate value of the 126,400 threshold number of shares using CCA's share price as at 31 December 2010 of \$10.86 = \$1.37 million (or if the 2010-2012 LTISRP fair value at grant date of \$8.99 was used, this would value the shares at \$1.14 million). The LTISRP component represents approximately 19% of Mr Davis' on-target remuneration package.

All shares to which Mr Davis may become entitled as a result of his participation in the 2011-2013 LTISRP will be allocated in respect of the 2011-2013 performance period by no later than 28 February 2014.

Where Mr Davis' employment ceases prior to the completion of the testing (or retesting for plans prior to the current plan), of awards in the LTISRP, the Board will be able to allocate shares (or make a cash payment in lieu of such shares) in circumstances where it would otherwise be unfair not to do so. If his employment ceases during an uncompleted three year performance period, other than where a capital event has occurred, and provided that the Board considers it fair to do so, the Board may grant to Mr Davis the right to a pro rata award (or a cash payment in lieu of such award). Such an award will be made at the higher of:

- the number of threshold shares offered, or
- the number that would have been allocated under the actual performance condition, based on the most recent quarterly testing of the TSR and annual testing of the EPS hurdle respectively.

The shares will be acquired by the Trustee of the LTISRP on behalf of Mr Davis by purchase of shares at the prevailing market price.

Since the 2010 Annual General Meeting, 215,500 shares have been acquired on market, on behalf of Mr Davis, under the 2008-2010 LTISRP.

The proposal by the Board to offer shares under the LTISRP to Mr Davis has been recommended by the Compensation Committee following detailed reviews and advice from external remuneration consultants. The cost to the Company in relation to the acquisition of any shares by the Trustee on behalf of Mr Davis will be expensed in the financial statements over the vesting period in accordance with the relevant accounting standards.

Details of any shares awarded to Mr Davis under the LTISRP will be published in each annual report of the Company relating to the performance period in which the shares have been awarded.

There are no Executive Directors on the Board other than Mr Davis, and no other Directors on the Board who qualify for participation in the LTISRP. Should that change, no Director will be entitled to participate in the LTISRP unless their participation is approved by shareholders.

#### **Voting Exclusions**

The Company will disregard any votes cast on this resolution by:

- Mr Davis; and
- any associate of Mr Davis.

However, the Company need not disregard a vote if:

- it is cast by a person as proxy for a person who is entitled to vote, in accordance with the directions on the proxy form; or
- it is cast by the person chairing the meeting as proxy for a person who is entitled to vote, in accordance with a direction on the proxy form to vote as the proxy decides.

#### **DIRECTORS' RECOMMENDATION**

The Directors, other than Mr Davis, recommend that shareholders vote in favour of this resolution. Mr Davis makes no recommendation in light of his personal interest in this resolution.

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2011 ANNUAL GENERAL MEETING 5

# **APPENDIX 1**

## 2011-2013 LTISP

Company Name	Peer 1	Peer 2	Company Name	Peer 1	Peer 2
AGL Energy Limited	Yes		Little World Beverages Limited		Yes
Amcor Limited	Yes		Map Group	Yes	
Ansell Limited	Yes		Maryborough Sugar Factory Limited		Yes
APA Group	Yes		Metcash Limited		Yes
Aristocrat Leisure Limited	Yes		Myer Holdings Limited	Yes	
Asciano Limited	Yes		Namoi Cotton Co-operative Limited		Yes
Australian Agricultural			News Corporation CDI	Yes	
Company Limited		Yes	Onesteel Limited	Yes	
Australian Vintage Ltd		Yes	Orica Limited	Yes	
Billabong International Limited	Yes		Patties Foods Ltd		Yes
Bluescope Steel Limited	Yes		Primary Health Care Limited	Yes	
Boart Longyear Limited	Yes		Primeag Australia Limited		Yes
Boral Limited	Yes		Qantas Airways Limited	Yes	
Brambles Limited	Yes		Ramsay Health Care Limited	Yes	
Brand New Vintage Limited		Yes	Refresh Group Limited		Yes
Buderim Ginger Limited		Yes	Resmed CDI	Yes	
Caltex Australia Limited	Yes		Ridley Corporation Limited		Yes
Clean Seas Tuna Limited		Yes	Seek Limited	Yes	
Coca-Cola Amatil Limited	Yes	Yes	Select Harvests Limited		Yes
Cochlear Limited	Yes		Sims Metal Management Limited	Yes	
Computershare Limited	Yes		Sonic Healthcare Limited	Yes	
Connecteast Group	Yes		Spark Infrastructure Group	Yes	
Crown Limited	Yes		Tabcorp Holdings Limited	Yes	
CSL Limited	Yes		Tandou Limited		Yes
CSR Limited	Yes		Tassal Group Limited		Yes
David Jones Limited	Yes		Tatts Group Limited	Yes	
Downer EDI Limited	Yes		Telecom Corporation of		
Duet Group	Yes		New Zealand Limited	Yes	
Elders Limited		Yes	Telstra Corporation Limited	Yes	
Empire Beer Group		Yes	Ten Network Holdings Limited	Yes	
Fairfax Media Limited	Yes		Toll Holdings Limited	Yes	
Farm Pride Foods Limited		Yes	Transfield Services Limited	Yes	
FFI Holdings Limited		Yes	Transurban Group	Yes	
Foster's Group Limited		Yes	UGL Limited	Yes	
Freedom Foods Group Limited		Yes	Viterra Inc		Yes
Gage Roads Brewing Co Limited		Yes	Warrnambool Cheese &		
Goodman Fielder Limited		Yes	Butter Factory Co. Holdings Ltd		Yes
GrainCorp Limited		Yes	Webster Limited		Yes
Harvey Norman Holdings Limited	Yes		Wesfarmers Limited		Yes
Incitec Pivot Limited	Yes		West Australian	V	
James Hardie Industries CDI	Yes		Newspapers Holdings Limited	Yes	V
JB Hi-Fi Limited	Yes		Woolworths Limited	V	Yes
Leighton Holdings Limited	Yes		Worleyparsons Limited	Yes	

# **APPENDIX 2**

## RE-ELECTION OF DIRECTORS

The following Directors are standing for re-election at the meeting.

#### **CATHERINE MICHELLE BRENNER**

Catherine Brenner was born in Gundagai and educated in New South Wales. She graduated from Macquarie University with an economics degree and a law degree. She completed her Masters of Business Administration at the Australian Graduate School of Management.

After completing the professional program at the New South Wales College of Law, she was admitted to practice as a Legal Practitioner in the Supreme Court of NSW. Ms Brenner joined Phillips Fox Solicitors following university where she practiced in the corporate division of the firm until early 1997.

In early 1997, she joined the investment bank, BZW (subsequently ABN AMRO). During her career in investment banking she worked her way up to Managing Director and also held senior roles in the mergers and acquisitions and equity capital markets divisions. She left ABN AMRO to focus on her non-executive directorships.

In addition to her directorship of Coca-Cola Amatil, she is a non-executive independent director of the ASX listed companies AMP Limited and Boral Limited. She is a director of AMP Life Limited and a member of the Boral Limited Audit Committee.

In the past three years she has also been a director of ASX listed companies Centennial Coal Company Limited (2005 - 2010) and Cryosite Limited (2006 - 2008).

Ms Brenner is a Trustee of the Sydney Opera House Trust and chairs its Audit and Risk Committee. She is also a director of the Australian Brandenburg Orchestra and is the Chairman of its Finance, Audit and Risk Committee. Ms Brenner is also a Member of the Takeovers Panel.

She igned the Coca-Cola Amatil Board in 2008. Ms Brenner looks forward to continuing as a director and serving the shareholders for the

She joined the Coca-Cola Amatil Board in 2008. Ms Brenner looks forward to continuing as a director and serving the shareholders for the period ahead.

#### WALLACE (WAL) MACARTHUR KING, AO

Wal King was born and educated in New South Wales and graduated from the University of New South Wales in 1966 with a Bachelor of Engineering Degree and a Master of Engineering Science Degree in 1968.

He has worked in the construction industry for over 40 years and was Chief Executive Officer of Leighton Holdings Limited, a company with substantial operations in Australia, Asia and the Middle East, from 1987 until his retirement on 31 December 2010. He remains as a Consultant

Mr King is a Director of the University of New South Wales Foundation Limited; the Kimberley Foundation Australia Limited and the Garvan Research Foundation, and is a Member of the Council of The University of New South Wales.

Mr King is an Honorary Fellow of the Institution of Engineers Australia; a Foundation Fellow of the Australian Institute of Company Directors, and a Fellow of the Australian Institute of Management, the Australian Institute of Building and the Australian Academy of Technological Sciences and Engineering. He is also a Member of the American Society of Civil Engineers. He joined the Board of Coca-Cola Amatil Limited in February 2002.

Wal King was the 2001 winner of the ICAA/Zurich Business Leader of the Year Award. He was also awarded the 2001 Peter Nicol Russell Memorial Medal — The Institution of Engineers Australia's highest award, and was presented Life Membership by the Tourism and Transport Forum for his contribution to the development of Australian transport infrastructure.

In October 2002, Wal King was conferred an Honorary Doctorate of Science by the University of New South Wales for his distinguished eminence in the field of construction engineering.

#### DAVID EDWARD MEIKLEJOHN, AM

David Meiklejohn was born and educated in Queensland and graduated from The University of Queensland with a Commerce Degree and a Diploma in Education. After a short term as a high school teacher, he joined the pulp and paper manufacturer, APM Limited in Queensland in 1966 and transferred to the head office in Melbourne in 1967 as a Cost Accountant. He remained with APM (subsequently Amcor Limited) until his retirement from Amcor in June 2000.

During his career he progressively occupied all of the senior accounting positions in the head office moving from Chief Accountant of APM to Finance Manager and then Chief Financial Officer in 1981. In the period prior to 1981, he also managed the company's Fairfield Mill in Melbourne from 1979 to 1981 and attended the Stanford Executive Program in 1976.

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## APPENDIX 2 Continued

#### RE-ELECTION OF DIRECTORS Continued

He was appointed an Executive Director of Amcor Limited in 1985 and worked closely with the Board and the CEO as the company was transformed from a domestic pulp and paper manufacturer to a global packaging giant. He was directly involved in many major acquisitions, both in Australia and overseas and was responsible for all of the accounting, taxation and funding issues throughout the Group. He retired from Amcor in 2000 and accepted the position as Chairman of PaperlinX Limited which was spun out of Amcor in that year. Prior to his retirement from Amcor, he was also Chairman of Kimberly Clark Australia Limited and a director of Mayne Nickless Limited and Colonial Limited. Since retirement, he has served on the boards of other companies and was at different times Chairman of SPC Ardmona Limited, Deputy Chairman of GasNet Australia Limited and a director of WMC Resources Limited and Treasury Corporation of Victoria Limited.

Today besides being a director of this Company, he is Chairman of PaperlinX Limited and a director of Australia & New Zealand Banking Group Limited and Mirrabooka Investments Limited. Recognised as a financial expert because of his commercial and accounting experience, he is Chairman of the Audit Committees of ANZ and Mirrabooka.

He served on the Committee of the Melbourne Cricket Club from February 1987 until February 2011. During this time he was Treasurer (for 9 years), a Vice President (for 6 years) and President (for 4 years). He was also a member of the Finance Committee for the Murdoch Institute for some years and is currently in a group raising funds for research into prostate cancer.

He joined the Board of this Company after the acquisition of SPC Ardmona Limited in 2005 and looks forward to continuing as a director for the period ahead.

#### ANTHONY (TONY) GRANT FROGGATT

Tony Froggatt was born in Bangkok and educated in Australia and the UK, graduating from Queen Mary College, London University with an Honours degree in Law in 1969, followed by an MBA at Columbia Business School in New York in 1973 majoring in Marketing.

He joined the Gillette Company in 1973 at their headquarters in Boston and worked in sales and marketing roles with them in the USA, Indonesia, Hong Kong, Taiwan and Australia and from 1978 through to 1983 he worked with the HJ Heinz company based in Melbourne with responsibilities for both their SE Asian business and a division of their Australasian operation.

Mr Froggatt first joined the drinks industry when he became Managing Director of Swift and Moore Pty Ltd in 1983 and in 1987 was recruited by Grand Metropolitan Plc (now Diageo Plc) as CEO of the Cinzano Company based in Geneva. He then relocated to London to run the Asian and then European divisions of Grand Metropolitan's sizeable drinks business. In 1999, Mr Froggatt Joined Seagram International based out of London and New York as President of their Europe. Middle East and Africa division.

In 2002, Mr Froggatt returned to Australia where he joined Rothschild as a consultant on their wine interests and in 2003 was invited to become CEO of Scottish and Newcastle Plc based in the UK.

During his tenure as CEO of Scottish and Newcastle the business underwent major global restructuring and included the acquisition of brewing interests in the emerging markets of India and China to add to the company's already strong positions in Western Europe and the former Soviet Union. He was also instrumental in the purchase of the Foster's brand in Europe and the former Soviet Union. Under his leadership from 2003 to the end of 2007 the company's share price rose from 3 to 8 GBP per share.

In addition to his directorship of Coca-Cola Amatil he is an independent Non-Executive director of Brambles Ltd, Billabong International Ltd and AXA Asia Pacific Holdings Ltd.

He joined the Board of Coca-Cola Amatil in December 2010.

#### **ILANA RACHEL ATLAS**

Ilana Atlas graduated from the University of Western Australia with a Bachelor of Jurisprudence in 1975 and a Bachelor of Laws in 1976. She moved to Sydney to begin her legal career in 1978 and became a partner at Stephen Jaques Stone James (now Mallesons Stephen Jaques) in 1985. Ms Atlas graduated with a Master of Laws from the University of Sydney in 1987.

During her 15 year career as a partner at Mallesons, Ms Atlas held a number of roles in the firm. She practised in the area of corporate law, principally mergers and acquisitions. She was Resident Partner of the firm's New York office between 1987 and 1989. Ms Atlas was also Managing Partner of the firm's Sydney, Brisbane and Canberra offices between 1996 and 1998. In addition to her partnership at Mallesons, Ms Atlas was a Director of the Public Transport Corporation in Victoria (1996 to 1998) and a Governor of the Law Foundation of New South Wales (1997 to 2001).

After a successful career at Mallesons, Ms Atlas became Group Secretary and General Counsel at Westpac in 2000. In this role she was responsible for advising the Board and management on legal issues and governance. She then became Group Executive, People and Performance in 2003. In this role she was responsible for human resources, corporate affairs and sustainability across the Westpac Group. During this period she was a director of JDV Limited, a publicly listed company (2001 to 2005). She was also a member of the Takeovers Panel.

Ms Atlas is very involved in the not for profit sector. She is currently Chairman of the Bell Shakespeare Company. Previously she was Chairman of the Westpac Foundation and a director of the Business/Higher Education Round Table.

Ms Atlas retired from Westpac in 2010. She is currently a director of Suncorp Group Limited and a Councillor of the Australian National University. She was previously Chairman of Westpac Staff Superannuation Pty limited.

Ms Atlas joined the Board of Coca-Cola Amatil Limited in February 2011.





COCA-COLA AMATIL LIMITED ABN 26 004 139 397

## LODGE YOUR VOTE

Locked B	a Amatil Limited Market Services Limited iag A14 outh NSW 1235 Australia	<b>By fax:</b> (02) 9287 0
(1) All enqu	uiries to: Telephone: (02) 828	30 7121

VOTE DIRECTLY	OR	В	APPOIN	IT A PROXY	
elect to lodge my/our vote(s) directly (mark box)  in relation to the Annual General Meeting of the Company to be		the Chairman of the Meeting (mark box)	as your proxy, pl	OT appointing the Chai lease write the name o uding the registered s ur proxy below	of the person or bod
held at 10:00 am on Wednesday, 4 May 2011, and at any adjournment or postponement of the meeting. You should mark either "for" or "against" for each item. Do not mark the "abstain" box.		the Chairman of the Annual Gene 4 May 2011, in	rson/body corporate name the Meeting, as my/our pro tral Meeting of the Compa the James Cook Ballroom bydney NSW and at any adj	xy and to vote for me/u .ny to be held at 10:00 , InterContinental Syd	ıs on my/our behalf a D am on Wednesday İney, Cnr Bridge an
rect votes or proxies will only be valid a seting (i.e. by 10:00 am on Monday, 2 Ma	and accept by 2011).	ted by the Compa	ny if they are signed and	received no later tha	n 48 hours before t
ease read the voting instructions overle		marking any boxe	es with an X		
STEP 2		VOTING D	RECTIONS		
E.	or Aga	Proxy Only ainst Abstain*		For	Proxy Or Against Abstain
esolution 2 option of Remuneration Report	DI Ago	ainst Abstain*	<b>Resolution 3d</b> Re-election of Mr A G Front Director		
esolution 3a -election of Ms C M Brenner as a rector			Resolution 3e Re-election of Ms I R Atla Director	as as a	
esolution 3b -election of Mr W M King, AO a Director			<b>Resolution 4</b> Increase in Directors' Fe	es	
esolution 3c -election of Mr D E Meiklejohn, AM a Director			Resolution 5 Participation by Executiv the 2011-2013 Long Term		
* If you are voting under Box B and ma	ark the Ab	stain box <b>f</b> or a pa	ticular Item, you are direc	cting your proxy not to	vote on your behalf
a show of hands or on a poll and you	ır votes w	ill not be counted	in computing the require	d majority on a poll.	
STEP 3 SIGNATU	RE OF S	HAREHOLDER	S - THIS MUST BE CO	OMPLETED	
		Shareholder 2 (Inc	ividual)	Joint Shareholder 3 (Inc	dividual)

CCL PRX103

of attorney must have been previously noted by the registry or a certified copy attached to this form. If executed by a company, the form must be executed in accordance with the company's constitution and the *Corporations Act 2001* (Cth).

#### HOW TO COMPLETE THIS VOTING FORM

To assist you in exercising your right to vote at the Annual General Meeting of the Company if you are unable to attend the meeting, you are encouraged to complete and lodge this form. You may either lodge your vote directly by marking Section A or appoint a person/body corporate who will attend as your proxy by marking Section B.

#### Voting under Section A

If you ticked Box A you are indicating that you wish to vote directly. Please only mark either "for" or "against" for each item. Do not mark the "abstain" box,

If no direction is given on all of the items, or if you complete both Box A and Box B, your vote may be passed to the Chairman of the meeting as your proxy. If you mark the "abstain" box for an item, your vote for that item will not be counted.

Custodians and nominees may, with the Share Registrar's consent, identify on the voting form the total number of votes in each of the categories "for" and "against" and their votes will be valid.

If you have lodged a direct vote, and then you attend the meeting, your attendance will cancel your direct vote.

The Chairman's decision as to whether a direct vote is valid is conclusive.

#### Voting under Section B

If you ticked Box B you are appointing a proxy. You need to direct your proxy how to vote, therefore you should clearly mark the boxes overleaf with a cross to indicate your voting instruction for each item.

The Chairman of the meeting intends to vote undirected proxies in favour of all Resolutions.

#### 1 Appointment of a Proxy

If you wish to appoint the Chairman of the Meeting as your proxy, mark Box B. If the person you wish to appoint as your proxy is someone other than the Chairman of the Meeting please write the name of that person in Section B. If you leave this section blank, or your named proxy does not attend the meeting, the Chairman of the Meeting will be your proxy. A proxy need not be a shareholder of the company. A proxy may be an individual or a body corporate.

### 2 Appointment of a Second Proxy

You are entitled to appoint up to two persons as proxies to attend the meeting and vote on a poll. If you wish to appoint a second proxy, an additional Voting Form may be obtained by telephoning the company's share registry or you may copy this form.

To appoint a second proxy you must:

 (a) on each of the first Voting Form and the second Voting Form state the percentage of your voting rights or number of shares applicable to that form. If the appointments do not specify the percentage or number of votes that each proxy may exercise, each proxy may exercise half your votes. Fractions of votes will be disregarded.

(b) return both forms together.

#### 3 Votes on Items of Business - Proxy Appointment

You should direct your proxy how to vote by placing a mark in one of the boxes opposite each item of business. All your shares will be voted in accordance with such a direction unless you indicate only a portion of voting rights are to be voted on any item by inserting the percentage or number of shares you wish to vote in the appropriate box or boxes. If you do not mark any of the boxes on the items of business, your proxy may vote as he or she chooses. If you mark more than one box on an item your vote on that item will be invalid.

#### Signing Instructions

You must sign this form as follows in the spaces provided:

Individual: where the holding is in one name, the holder must sign.

Joint Holding: where the holding is in more than one name, either shareholder may sign.

Power of Attorney: to sign under Power of Attorney, you must have already lodged the Power of Attorney with the registry. If you have not previously lodged this document for notation, please attach a certified photocopy of the Power of Attorney to this form when you return it.

Companies: where the company has a Sole Director who is also the Sole Company Secretary, this form must be signed by that person. If the company (pursuant to section 204A of the *Corporations Act 2001*) does not have a Company Secretary, a Sole Director can also sign alone. Otherwise this form must be signed by a Director jointly with either another Director or a Company Secretary. Please indicate the office held by signing in the appropriate place.

#### Corporate Representatives

If a representative of the corporation is to attend the meeting the appropriate "Certificate of Appointment of Corporate Representative" should be produced prior to admission in accordance with the Notice of Meeting. A form of the certificate may be obtained from the company's share registry.

#### Your Name and Address

This is your name and address as it appears on the company's share register. If this information is incorrect, please make the correction on the form. Shareholders sponsored by a broker should advise their broker of any changes. Please note: you cannot change ownership of your shares using this form.

#### Lodgement of a Voting Form

This Voting Form (and any Power of Attorney under which it is signed) must be received at an address given below by 10:00 am on Monday, 2 May 2011, being not later than 48 hours before the commencement of the meeting. Any Voting Form received after that time will not be valid for the scheduled meeting.

Voting Forms may be lodged using the reply paid envelope or:

## □ ONLINE >

#### www.linkmarketservices.com.au

Select the 'Proxy Voting' option on the top right of the home page. Choose CCL from the drop down menu, enter your holding details as shown on this form, and follow the prompts to lodge your vote. To use the online lodgement facility, you will need your "Holder Identifier" (Securityholder Reference Number (SRN) or Holder Identification Number (HIN) as shown on the front of the Voting Form).



by mail:

Coca-Cola Amatil Limited C/- Link Market Services Limited Locked Bag A14 Sydney South NSW 1235 Australia



by fax:

(02) 9287 0309



by hand:

delivering it to Link Market Services Limited, Level 12, 680 George Street, Sydney NSW 2000.



#### LODGE YOUR QUESTIONS

etservices.com.au
<b>By fax</b> : (02) 9287 0309

#### AREAS OF INTEREST TO SHAREHOLDERS

Your concerns as securityholders are important to us. Please use this form to submit any questions about Coca-Cola Amatil Limited ("the Company") that you would like us to respond to at the Company's 2011 Annual General Meeting. Your questions should relate to matters that are relevant to the business of the meeting, as outlined in the accompanying Notice of Meeting and Explanatory Memorandum. If your question is for the Company's auditor it should be relevant to the content of the auditor's report, or the conduct of the audit of the financial report.

This form must be received by the Company's share registrar, Link Market Services Limited, by Monday, 2 May 2011.

Questions will be collated. During the course of the Annual General Meeting, the Chairman of the Meeting will endeavour to address as many of the more frequently raised shareholder topics as possible and, where appropriate, will give a representative of the Company's auditor, the opportunity to answer written questions submitted to the auditor. However, there may not be sufficient time available at the meeting to address all topics raised. Please note that individual responses will not be sent to shareholders.

٦u	lestion(s)	
1.	Question is for the   Chairman or   Auditor	
2.	Question is for the  Chairman or  Auditor	
3.	Question is for the  Chairman or  Auditor	