



2 October 2012

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

Dear Sir/Madam

In accordance with Listing Rule 3.17, I attach copies of the following documents which will be sent to shareholders today with their interim dividend statements:

1. Letter to shareholders, together with attachments; and
2. CCA's Shareholder News 2012.

Yours faithfully

A handwritten signature in blue ink, appearing to read 'G Forster', is written above the printed name.

George Forster  
General Counsel and Company Secretary



2 October 2012

Dear Shareholder

### **Interim Dividend for the Half Year to 30 June 2012**

On 22 August 2012, your Directors announced a net profit after tax for the first half of 2012 of \$247.1 million before significant items, representing an increase of 5.6% over the same period last year.

An interim dividend of 24c per share fully franked has been declared, representing an increase of 9.1% over the 2011 interim dividend. CCA expects to be able to fully frank its dividends for 2012.

Enclosed is your Dividend Statement.

### **Email Collection and Online Notification**

CCA is committed to sustainable business practices and we encourage you to access all your Shareholder communications electronically, including dividend statements, annual reports, company announcements and notices of shareholder meetings. You will always be emailed a link to a secured, encrypted website.

Receiving shareholder communications electronically, instead of by post, enables you to:

- Receive important shareholder and company information faster
- Reduce the adverse impact on the environment
- Securely store important shareholder documents online
- Access all documents conveniently

### **Action Required**

Please complete the attached Email Collection and Online Notification Form and return it to CCA's Share Registry in the enclosed business reply paid envelope.

**If you have already provided your email address and are receiving shareholder communications electronically, there is no action required from you, unless you wish to update your email address or selection.**

### **ShareGift Australia**

CCA continues to support ShareGift by giving our shareholders the opportunity to donate small parcels of shares to charity.

ShareGift is a not-for-profit organisation that provides an opportunity for Australian shareholders to sell shares that might otherwise be difficult or expensive to trade and donate the proceeds to charity without having to pay brokerage fees.

#### *Donating shares to ShareGift*

If you wish to participate in ShareGift, please complete the enclosed Share Sale Donation form and return it in the reply paid envelope provided.

Please note that this is a voluntary initiative for those who wish to sell small parcels of shares and donate the proceeds to charity. It is not a recommendation to sell shares. If you do not wish to participate in the sale of shares, you do not need to do anything.

*Tax Benefits*

ShareGift only makes donations to Australian charitable organisations with deductible gift recipient (DGR) status and therefore donations over \$2 to ShareGift are tax deductible.

Please contact ShareGift Australia if you have any queries on: 1300 731 632 or by email to [info@sharegiftaustralia.org.au](mailto:info@sharegiftaustralia.org.au).

**Your CCA Shareholding**

If you have any queries relating to your CCA Shareholding, please contact our Share Registrar:

Link Market Services Limited  
Level 12, 680 George Street  
Sydney NSW 2000  
Phone: 02 8280 7121  
Fax 02 9287 0303  
Email: [registrars@linkmarketservices.com.au](mailto:registrars@linkmarketservices.com.au)

Yours faithfully



George Forster  
General Counsel and Company Secretary

MR A B SAMPLE  
123 SAMPLE STREET  
SAMPLETOWN ABC 1234



X11111111111

### EMAIL COLLECTION AND ONLINE NOTIFICATION FORM

Help us help the environment. Shareholders are encouraged to receive all shareholder communications electronically, including dividend statements, annual reports, company announcements and notices of shareholder meetings. By providing us with your email address, you also avoid mailing delays as your documents are sent and received on the due date. It will also result in a reduction in costs for CCA and it will reduce the adverse impact on our environment.

Please select one of the following options:

☐

1. Yes, I would like to receive **ALL** my shareholder information electronically. I have provided my email address below.

OR

☐

2. Yes, I would like to receive all of my shareholder communications electronically, **except my dividend statements**. Please mail me a printed copy of these statements. I have provided my email address below.

My email address is:

If you do not select which option you prefer, you will be treated as having selected option 1.

In accordance with current legislation, CCA will make the annual report available on its website and provide printed annual reports only to those shareholders who elect to receive them in that form.

Thank you for your support in helping us better communicate with you.

**Privacy Clause:** Link Market Services Limited advises that Chapter 2C of the *Corporations Act 2001* requires information about you as a securityholder (including your name, address and details of the securities you hold) to be included in the public register of the entity in which you hold securities. Information is collected to administer your securityholding and if some or all of the information is not collected then it might not be possible to administer your securityholding. Your personal information may be disclosed to the entity in which you hold securities. You can obtain access to your personal information by contacting us at the address or telephone number shown on this form. Our privacy policy is available on our website ([www.linkmarketservices.com.au](http://www.linkmarketservices.com.au)).

# Help reduce paper usage

**Did you know you can now get all your shareholder communications by logging onto [www.linkmarketservices.com.au](http://www.linkmarketservices.com.au)**

## ***Portfolio***

- Holding Summary
- Holding Balance History
- Payment History
- Transaction History

## ***Update your Details***

- Change Address
- Payment Instructions
- Update TFN/ABN
- Communication Options

## ***Shareholder Voting (Online Voting)***

## ***Market Information***

- Price & Volume Charts
- Historical Prices
- How to sell my shares

**You can also log onto Coca-Cola Amatil Limited's website at [www.ccamatil.com](http://www.ccamatil.com) to access:**

- Annual Reports
- ASX Announcements
- AGM Presentations
- Dividend Information



## Share sale donation form

Please complete the following information and sign the form to sell your shares and donate the proceeds to ShareGift Australia. Completed forms may be returned to ShareGift Australia, C/- Link Market Services in the enclosed Reply Paid envelope or scanned and emailed to [info@sharegiftaustralia.org.au](mailto:info@sharegiftaustralia.org.au) for processing.



ABN 27 086 590 485

Enquiries: 1300 731 632  
[info@sharegiftaustralia.org.au](mailto:info@sharegiftaustralia.org.au)  
[www.sharegiftaustralia.org.au](http://www.sharegiftaustralia.org.au)

### Shareholders details

Shareholder name(s)

Registered address

Contact details for enquiries - Phone (bus. hours)

Email Address

### Shareholdings for Donation

ASX Company Code

CCL

Name of Company

COCA-COLA AMATIL LTD

Number of shares donated

Securityholder Reference Number (SRN) or  
Holder Identification Number (HIN)

If above number is a HIN, please indicate the  
sponsoring brokers name below

### Nominated Charity

You may nominate a charity for the ShareGift Australia Board to consider when distributing donations.

Only charities with a Deductible Gift Recipient status (DGR1) may receive donations from ShareGift Australia.

Charity Name

### Shareholders Authorisation

This section must be signed by the authorised shareholder/s before the donation can be processed.

By signing below, I/We the registered shareholder(s) hereby:

1. Authorise any person nominated by ShareGift Australia to:
  - a. confirm the above listed shareholding to be donated;
  - b. if required, for a broker sponsored holding, arrange for a "CHESS to Issuer Sponsored" conversion of the donated shareholdings;
  - c. arrange the sale of the donated shareholdings through ShareGift supporting brokers; and
  - d. pay the proceeds of the sale to ShareGift Australia.
2. Confirm and agree:
  - a. My/Our entitlement or authority to transfer the donated shareholdings free from liens, charges or other third party rights;
  - b. this instruction to sell the donated shareholdings is irrevocable as at the date the donation form is signed;
  - c. the timing of the actual sale is at the discretion of ShareGift Australia; and
  - d. that the actual distribution of the proceeds of sale to the nominated charity will be at the final discretion of the ShareGift Australia Board.

### Shareholders Signature/s

Shareholder 1 (Individual)

Sole Director or  
Sole Company Secretary

Date

Shareholder 2

Director/Company Secretary

Date

Shareholder 3

Date

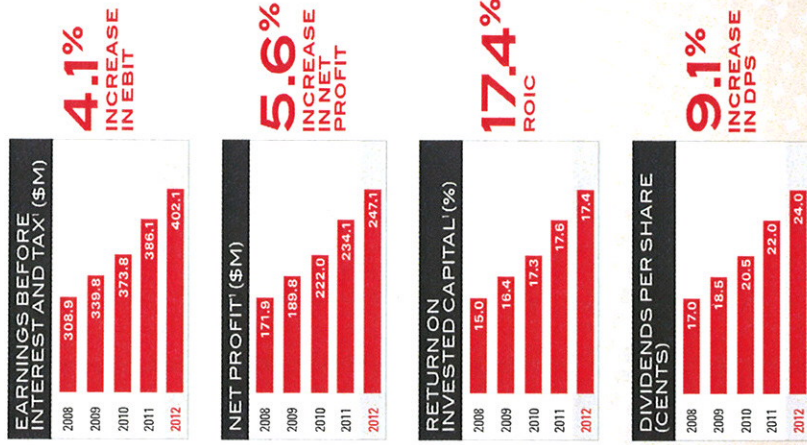


## FIVE YEAR FINANCIAL SUMMARY

	2012	2011	2010	2009	2008
<b>INCOME STATEMENT</b>					
Trading Revenue	\$m 2,407.6	4,801.2	4,490.3	4,436.0	4,091.4
EBIT – Before	\$m 402.1	868.9	844.9	787.3	713.8
Significant Items					
Net Profit – Before	\$m 247.1	532.0	506.6	449.0	404.3
Significant Items					
Significant Items (Net of Tax)	\$m 0.1	59.8	(9.3)	–	(18.7)
Net Profit	\$m 247.2	591.8	497.3	449.0	385.6
<b>BALANCE SHEET</b>					
Net Debt	\$m 1,643.9	1,742.9	1,689.4	1,648.0	1,339.4
Equity	\$m 2,050.8	2,034.3	1,833.4	1,600.1	1,372.0
Capital Employed	\$m 3,694.7	3,777.2	3,522.8	3,248.1	3,311.4
<b>KEY RATIOS</b>					
Capital Expenditure to Revenue	% 8.8	7.5	8.3	6.9	6.8
Return on Average Invested Capital <sup>1</sup>	% 17.4	17.1	17.8	16.5	16.1
EBIT Interest Cover <sup>1</sup>	times 7.3	6.8	6.3	5.9	4.7
<b>PER SHARE INFORMATION</b>					
Earnings per Share – Before	cents 32.5	70.2	67.3	60.5	54.9
Significant Items					
Earnings per Share	cents 32.5	78.1	66.0	60.5	52.4
Dividends per Share	cents 24.0	52.5	48.5	43.5	39.0
Level of Franking – Final	% 100	100	100	100	100
– Interim	% 100	100	100	100	100

<sup>1</sup>Before significant items

## 2012 INTERIM FINANCIAL HIGHLIGHTS



Please note that for comparative purposes, historical data relates to first half performance (i.e. 6 months only).

## SUSTAINABILITY @ CCA

CCA's sustainability report measures the Company's achievements under four pillars – Environment, Marketplace, Workplace and Community.

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



The Sustainability @ CCA report is available on our website, [www.ccamatil.com](http://www.ccamatil.com)

## CONTACT DETAILS

### HOW TO CONTACT US

For enquiries about CCA, contact Investor Relations:

Coca-Cola Amatil  
Investor Relations  
40 Mount Street, North Sydney, NSW 2060  
Ph 61 2 9259 6159  
Email [investors@ccamatil.com](mailto:investors@ccamatil.com)

### SHAREHOLDER ENQUIRIES

Investors seeking information about their shareholding, including dividend statements and change of address, should contact CCA's Share Registry. Shareholders should have their Security holder Reference Number (SRN) or Holder Identification Number (HIN) available when contacting the Share Registry.

Link Market Services Limited

Locked Bag A14

Sydney South NSW 1235

Ph 61 2 8280 7121

Website [www.linkmarketservices.com](http://www.linkmarketservices.com)

Email [registrars@linkmarketservices.com.au](mailto:registrars@linkmarketservices.com.au)

For more information please visit [www.ccamatil.com](http://www.ccamatil.com)

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## SHAREHOLDER NEWS

OCTOBER 2012



CCA  
COCA-COLA AMATIL



## OVERVIEW

CCA has delivered a strong first half result with improved momentum in the Australian business despite a difficult trading environment and another excellent result from Indonesia and PNG. To deliver 5.6% growth in net profit to \$247.1 million<sup>1</sup> also demonstrates that the consistent investment in product innovation and manufacturing and distribution capability has strengthened our position in each of our markets. The productivity improvements being made right across the business have provided a good earnings buffer during more difficult trading conditions.

### KEY HIGHLIGHTS

- Improved trading in the second quarter for the Australian business resulting in volume growth of 3.1% and earnings before interest and tax (EBIT) growth of 4.9% for the half. This solid result was despite continued poor consumer spending and first quarter volume declines as NSW and Queensland experienced their wettest summer in over 50 years which affected trading throughout the peak summer season;
- Strong growth from the Indonesian and PNG businesses with volumes growing by 12.9% and EBIT growing by 19.3%. The ongoing investments made in the region to materially increase manufacturing capacity and capability while developing a significant cold drink cooler footprint has delivered good operating leverage and positioned the business well to participate in the future growth of these two rapidly growing economies;
- The successful execution of Project Zero capital investment programmes continues to deliver operational efficiencies and enhance customer servicing capability across each of the territories with the returns from increased capital spend contributing to earnings growth. The investment in vertical integration, which includes the self-manufacture of PET bottles, bottle preforms and bottle closures across the Group, continues to deliver returns ahead of target. CCA now produces some of the world's lightest PET beverage bottles and has reduced the carbon footprint of every bottle it self-manufactures by more than 20%. The pipeline of high-returning Project Zero initiatives is strong and extends out to the end of 2015;
- The expansion of the alcoholic beverages portfolio in the Pacific region with the acquisition of the Foster's Fiji brewery and distillery and the establishment of premium beer distribution agreements with Grupo Modelo, Carlsberg and Molson Coors for Fiji, Papua New Guinea and the Pacific islands;
- Preparation for the re-entry into premium beer in Australia is on track with the agreement to form a premium beer manufacturing joint venture with Casella post 16 December 2013. This agreement provides CCA with the opportunity to access a world class, low cost brewery, facilitating CCA's re-entry into the premium beer market in

**5.6%**  
INCREASE  
IN NET  
PROFIT<sup>1</sup>

<sup>1</sup> Before significant items

## INDONESIA & PNG

The Indonesian business has continued to rapidly expand its sales, manufacturing and distribution footprint across all major population centres and now has over 30 beverage production lines, 100 sales and distribution centres, around 235,000 cold drink cooler doors in the market and employs over 8,000 people. Strong volume growth during the half was driven by the continued success of one-way-pack products, new product launches and further package innovation.

The PNG business delivered another solid earnings result with strong volume growth supported by the continuing economic prosperity of the country which is benefiting from increased mining activity and improved commodity demand. The continued focus on driving per capita consumption through increased promotional activity and new cold drink cooler placements all contributed to the strong result.

### ALCOHOL, FOOD & SERVICES

Alcohol, Food & Services earnings increased by 3.7% due to a solid result from the Services division and a full six month inclusion of revenue and earnings arising from the new manufacturing, sales and distribution agreement with Beam, partly offset by a decline in SPC Ardmore earnings.

## 2012 TRADING OUTLOOK

While the Australian business delivered very strong growth in the second quarter, volume growth momentum has moderated since June with weak consumer spending an ongoing challenge. Balanced against this is improved price realisation and further market share gains, with productivity and efficiency gains from the Project Zero investment programme continuing to make a good contribution to earnings growth.

The strong momentum in Indonesia and PNG is expected to continue. We have delivered a strong result in Indonesia and PNG and we expect both operations to continue to achieve good volume growth in the second half. CCA will continue to invest ahead of the curve in production capacity and cold drink coolers while strengthening our operational capability with a number of new products and packs to be launched over the next 12 months, supported by strong marketing programmes from The Coca-Cola Company.

### CAPITAL EXPENDITURE TO INCREASE BY \$100 MILLION IN 2012

Capital expenditure is expected to increase by around \$100 million to around \$470 million in 2012. The rollout of the Project Zero programme, particularly the investment in the self-manufacture of PET bottles across the Group, continues to drive productivity gains and support our earnings growth and we now have a strong pipeline of projects

that extend out to the end of 2015. For 2012 we expect to increase capital expenditure in Indonesia and PNG to \$140 million, which we expect will deliver a minimum 10% increase in one-way-pack production capacity and a 15% increase in cold drink cooler doors in Indonesia by the end of the year.

### CCA PROGRESSES ITS PREMIUM BEER STRATEGY

CCA is progressing its strategy to re-enter the Australian premium beer market in December 2013. With the announcement today of the intention to form a premium beer manufacturing joint venture with Casella post 16 December 2013, we will have the opportunity to access a world class, low cost brewery which will enable us to re-enter the premium beer market after the expiration of our restraint on selling, distributing or manufacturing beer in Australia.

The brewery will have sufficient initial manufacturing capacity to cater to around 15% of the premium beer market in Australia, providing international beer companies after 16 December 2013 with a uniquely independent route to market in Australia and the ability to partner with the leading non-alcoholic beverages and spirits partner for the licenced trade.

### DIVIDEND PAYOUT RATIO INCREASES

The business expects to continue to deliver strong dividend growth to shareholders. Given the continued strength of the balance sheet and financial ratios, we would expect the dividend payout ratio to be at the middle of our 70-80% target payout level for 2012.

**9.1%**  
INCREASE  
IN INTERIM  
DIVIDEND  
PER SHARE

### ACQUISITION OF CASCADE NON-ALCOHOLIC BEVERAGES

CCA has received ACCC approval to proceed with the acquisition of the Foster's non-alcoholic beverage assets which includes Cascade Traditionals, Cascade Ultra-C, Cascade Apple Isle and Torquay brands. CCA proposes to finalise the acquisition over the coming months.

*Terry Davis*

Terry Davis  
Group Managing Director

