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ASX Release
20 February 2020

Market Announcements Office
ASX Limited
Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam,

2019 FULL YEAR RESULTS

I **attach** the presentation titled "2019 Full Year Results".

Yours faithfully,

Jane Bowd

Jane Bowd
Group Company Secretary

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Authorised by the Continuous Disclosure Committee

2019 FULL YEAR RESULTS

20 February 2020

Alison Watkins
Group Managing Director

Martyn Roberts
Group Chief Financial Officer

Peter West
Managing Director, Australia

Ana Metelo
Group Head of Investor Relations

CCA
COCA-COLA **AMATIL**

DISCLAIMER

The material in this presentation is general background information about Coca-Cola Amatil and its activities current as at the date of the presentation. It is information given in summary form and does not purport to be complete

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AGENDA

2019 FULL-YEAR RESULT – GROUP HIGHLIGHTS
Alison Watkins

2019 FULL-YEAR RESULT – OTHER HIGHLIGHTS
Alison Watkins

OUR LONG-TERM VALUE PROPOSITION
Alison Watkins

SEGMENT RESULTS OVERVIEW
Alison Watkins

AUSTRALIAN BEVERAGES PERFORMANCE
Peter West

AUSTRALIAN BEVERAGES STRATEGY & PROGRESS UPDATES
Peter West

BUSINESS PERFORMANCE
Martyn Roberts

SUSTAINABILITY & OUTLOOK
Alison Watkins

QUESTIONS & ANSWERS

GROUP PERFORMANCE

Alison Watkins Group Managing Director

2019 FULL YEAR RESULT - GROUP HIGHLIGHTS

- Strong Group trading **revenue** growth for continuing operations of 6.7 per cent for the year reflecting the results of strategic initiatives across the Group
- Statutory earnings before interest and tax (**EBIT**) of $603.4 million, up 31.9 per cent and statutory net profit after tax (**NPAT**) of $374.4 million, up 34.2 per cent
- Statutory earnings per share (**EPS**) increased by 34.3 per cent
- Ongoing[1] EBIT of $639.3 million, up by 0.8 per cent, and ongoing NPAT of $393.9 million increased by 1.4 per cent. Ongoing EPS of 54.4 cents increased by 1.5 per cent
- Strong ongoing free **cash flow** (before lease accounting changes)[2] result with an improvement of $70.8 million on prior year
- **Final dividend** of 26.0 cents per share (2H18: 26.0 cents per share), unfranked (2H18: 50 per cent franked), representing a full year ongoing payout ratio of 86.4 per cent (excluding the 4c interim special dividend).

[1]Ongoing refers to continuing operations results adjusted to exclude non-trading items
[2]Refer to implementation of the new accounting standard AASB 16 Leases which applies from 1 January 2019

2019 FULL YEAR RESULT – OTHER HIGHLIGHTS

BUSINESS SEGMENTS OVERVIEW

2019 marked the completion of a two-year transition for the Group

AUSTRALIAN BEVERAGES

Achieved pleasing progress across multiple areas of the business with an improvement in EBIT growth trajectory. The business achieved revenue growth for the first time in seven years

NEW ZEALAND & FIJI

Delivered excellent all-round performance in New Zealand & Fiji, continuing strong momentum from previous years

INDONESIA & PAPUA NEW GUINEA

Delivered double-digit revenue and volume growth and strong EBIT growth. Indonesia achieved strong revenue and volume growth from excellent execution and investments in marketing, and PNG delivered strong double-digit volume, revenue and EBIT growth with the rectification of previous operational issues

ALCOHOL & COFFEE

Continued momentum with another year of double-digit EBIT growth

ADDITIONAL DEVELOPMENTS

REGIONAL BEVERAGES POWERHOUSE

Accelerated our Regional Beverages Powerhouse ambition by simplifying our operations and strengthening customer focus:

- Completed sale of the SPC business on 28 June 2019
- Announced the integration of the Alcohol & Coffee business across each geography on 9 September 2019

SUSTAINABILITY

- Met our sustainable packaging targets:
  - 7 out of 10 plastic bottles in Australia being made from 100 per cent recycled plastic by end of 2019
  - Single-serve and water bottles transitioned to 100 per cent recycled plastic in Australia and New Zealand
- Became the first bottler in the Coca-Cola System to make 100 per cent recycled plastic bottles (600ml and under) for carbonated beverages on an ongoing basis
- Entered into a Heads of Agreement with global leader in resource management Veolia Australia and New Zealand on 15 November, to explore opportunities for a recycled plastic processing plant in Australia

PROPERTY

Continued to progress rationalisation of portfolio, including the sale of lots 2 and 3 of our former bottling facility in Thebarton, South Australia

OUR LONG-TERM VALUE PROPOSITION INCORPORATES OUR SUSTAINABILITY AND FINANCIAL TARGETS

SHAREHOLDER VALUE PROPOSITION

Focused on generating attractive sustainable returns for shareholders over the medium term

Investment case

Predominantly a Coca-Cola franchisee with leading brands

Route-to-market with scale and reach

Large-scale, modern, low-cost infrastructure

Steady cash flow from core Australia and New Zealand franchises

Growth opportunities including Indonesia providing upside

EBIT drivers

Revenue growth plans and continuous cost focus across the group

Targeting low single-digit EBIT growth	Core developed market franchises (Australia and New Zealand)

\+

Targeting double-digit EBIT growth	Developing markets (Indonesia, Papua New Guinea, and Fiji) and Alcohol & Coffee

EPS drivers

Modest capex for developed markets

\+

Growth capex for Indonesia funded

\+

Continuous working capital management

\+

Bolt-on acquisitions

Capital management initiatives

Shareholder value creation

Mid single-digit EPS growth

Attractive dividends above 80% payout ratio

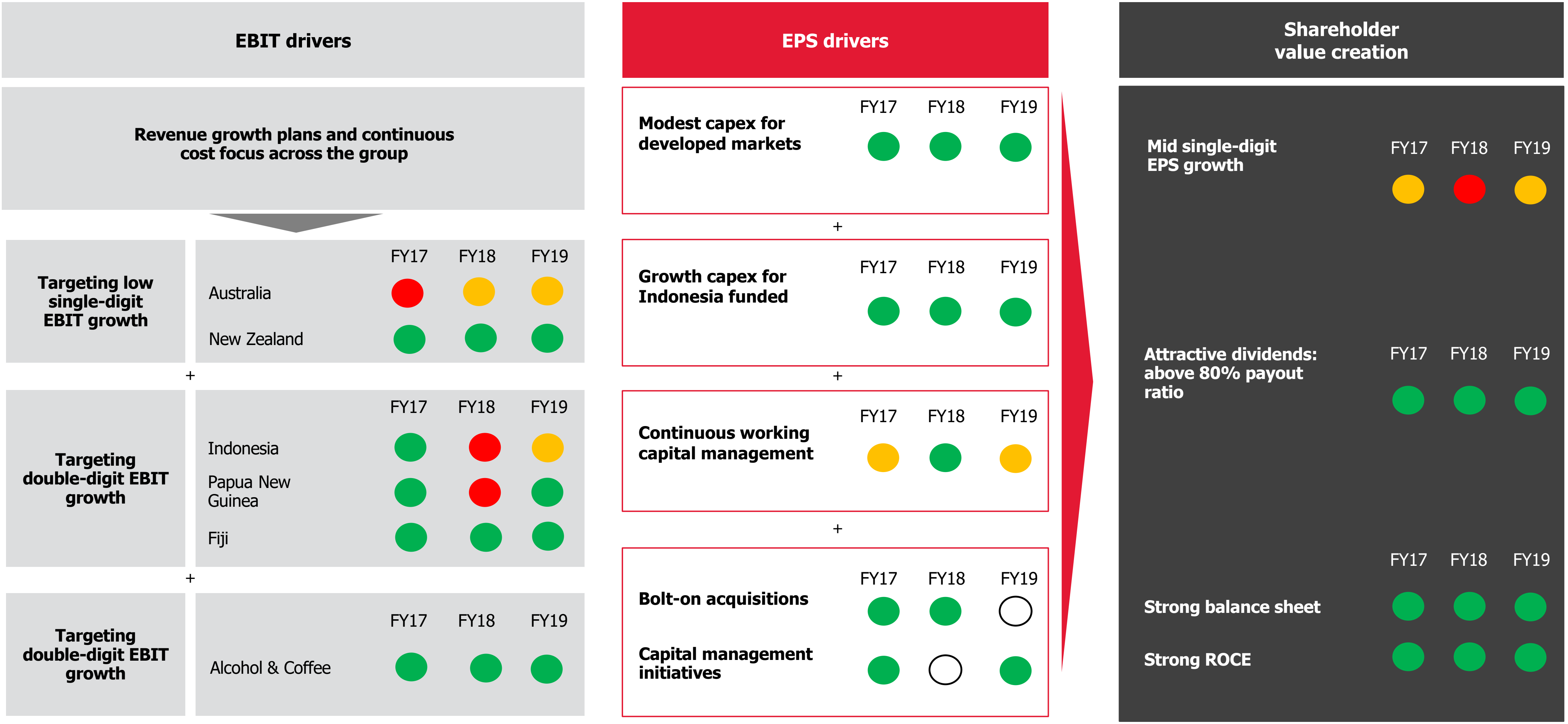
Strong balance sheet

Strong return on capital employed

COCA-COLA AMATIL

PROGRESS AGAINST OUR SHAREHOLDER VALUE PROPOSITION

Solid progress against many elements of our shareholder value proposition, with Australian Beverages and Indonesia showing strong improvement in the last year of the two year transition period



SEGMENT RESULTS OVERVIEW

ONGOING EBIT $ MILLION	FY19	FY18	CHANGE	COMPOSITION OF GROUP ONGOING EBIT
AUSTRALIAN BEVERAGES	369.0	376.1	(1.9%)	57.7%
NEW ZEALAND & FIJI	123.8	112.4	10.1%	19.4%
INDONESIA & PAPUA NEW GUINEA	97.3	85.1	14.3%	15.2%
ALCOHOL & COFFEE	62.8	55.7	12.7%	9.8%
CORPORATE & SERVICES	(13.6)	5.2	nm	(2.1%)
TOTAL	**639.3**	**634.5**	**0.8%**	

AUSTRALIAN BEVERAGES PERFORMANCE

Peter West Managing Director, Australia

AUSTRALIAN BEVERAGES

Returned to revenue and volume growth with improvement in EBIT growth trajectory

$ MILLION	FY19	FY18	CHANGE %
TRADING REVENUE	**2,577.5**	2,518.1	2.4
Revenue per unit case ($)	8.32	8.20	1.5
Volume (million unit cases)	309.9	307.1	0.9
ONGOING EBIT	**369.0**	376.1	(1.9)
EBIT Margin	14.3%	14.9%	(0.6)pts
Ongoing return on capital employed (before lease accounting changes)	31.3%	33.1%	(1.8)pts

COMMENTARY

- Achieved revenue growth +2.4%, the first year of growth since 2012
- Delivered accelerated revenue and volume growth in 2H19 due to strong progress of the Accelerated Australian Growth Plan initiatives including focus on core range products, key selling weeks, driving growth in the state immediate consumption channel and targeted marketing initiatives such as the Share a Coke campaign
- Volume and revenue growth in the Coca-Cola Trademark
- Achieved volume growth of 0.9% despite negative impact on volumes from Queensland container deposit scheme. Excluding Queensland, total volumes increased by 1.5%
- Trading revenue per unit case 1.5% higher than prior year comprising:
  - 1.7% increase from container deposit scheme charges
  - (0.1%) net investment in realised price
  - (0.1%) decrease from product/channel mix
- EBIT result impacted by:
  - Additional investment in 'Feet on the Street' in the state immediate consumption channel contributing to the improved performance of the On-The-Go channel in 2H
  - $5.0 million of additional costs due to commissioning issues at our Richlands, Queensland, distribution centre and manufacturing site These issues impacted mostly 1H19 and were resolved by year end
  - $9.6 million benefit from the introduction of the AASB 16 lease accounting standard

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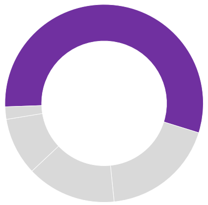


AUSTRALIAN BEVERAGES

Achieved volume growth in sparkling and still beverages

VOLUME COMPOSITION BY CATEGORY (MILLION UNIT CASES)	FY19	FY18	CHANGE %	VALUE SHARE[1]
SPARKLING				
Cola	157.9	156.1	1.2	⬇
Flavours/Adult	48.0	49.2	(2.4)	⬇
TOTAL SPARKLING	**205.9**	**205.3**	**0.3**	⬇
FROZEN	**24.5**	**23.8**	**2.9**	
STILLS				
Water [2]	52.8	53.5	(1.3)	■
Value added dairy/Energy	11.3	10.2	10.8	⬆
Other stills [3]	15.4	14.3	7.7	⬇
TOTAL STILLS	**79.5**	**78.0**	**1.9**	⬆
TOTAL	**309.9**	**307.1**	**0.9**	⬇

[1] Share of Grocery and Convenience and Petroleum value. Source: IRI 12 months to 5 January 2020

[2] Water volumes include Neverfail

[3] 'Other Stills' includes juice, tea, kombucha and sports

CCA COCA-COLA AMATIL

COMMENTARY

MUST WIN

- Total sparkling beverages achieved volume growth, driven by the Coca-Cola Trademark due to double-digit growth of Coca-Cola No Sugar. This strong performance was offset by a slight decline in Classic Coca-Cola, however volume growth in this variant was achieved in 2H. Targeted execution in state immediate consumption channel and the Share a Coke campaign contributed to this result
- The cola market[1] grew in value. Classic Coca-Cola held value share at 91% while share in diets/lights cola declined due to decreases in Diet Coke, partially offset by gains in Coca-Cola No Sugar
- Underlying volume in water impacted in FY19 by the cessation of sales of low value/margin brand Peats Ridge in Officeworks in October 2018 (1.1muc impact). Excluding this impact, water volume would have increased by 0.6%
- Held value share in the growing water market[1] and grew distribution of Mount Franklin in the state immediate consumption channel

DOUBLE DOWN

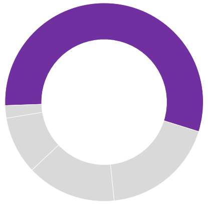
- Energy and value-added dairy performed strongly with volume growth and value share gains in each. In energy, the post launch underperformance of Coke Energy was offset by strong performance of Monster. Nutriboost contributed to growth in value-added dairy

STABILISE

- Flavours/Adult volume and value share were impacted by ongoing changes in pricing and ranging strategies by major retailers in 1H. This was partially offset by volume growth and volume share gains in diets/lights flavours segment

ENTER

- Continued targeted distribution of Mojo and Made



AUSTRALIAN BEVERAGES

Achieved volume growth in all major channels: Grocery, Convenience & Petroleum and On-The-Go

VOLUME COMPOSITION BY CHANNEL (MILLION UNIT CASES)	FY19	FY18	CHANGE %
Grocery, convenience & petroleum	186.5	185.2	0.7
On-The-Go [1]	123.4	121.9	1.2
TOTAL	**309.9**	**307.1**	**0.9**

[1] On-the-go includes: national on premise, state immediate consumption, RECA, vending and licensed

COMMENTARY

GROCERY

- Achieved volume growth in grocery through balanced focus on driving volume during key selling weeks and better promotional management throughout the year. This was a solid result given the impact of the cessation of the low value/margin brand Peats Ridge in Officeworks in October 2018
- Achieved rate realisation in key areas - large cola multipack cans and in the water category
- Gained value share in stills and in the Coca-Cola No Sugar variant

CONVENIENCE & PETROLEUM

- Achieved strong volume growth and value share gains driven by the double down strategies in energy. Volume growth and improved value share in water due to increased ranging with key customers

ON-THE-GO

- Overall, achieved volume growth in On-The-Go:
  - Increased volumes in **state immediate consumption** as a result of the additional investment in "Feet on the Street" and focus on driving the right range in-store
  - Strong contribution from **RECA** as volume momentum continued from FY18 into FY19 due to increased channel focus
  - Increased volume in **national on premise** driven by additional volumes from Pizza Hut, McDonalds and Hungry Jacks

CONTAINER DEPOSIT SCHEME UPDATE

Western Australia container deposit scheme to be implemented in 2020; representing only 11% of volume

LEGEND

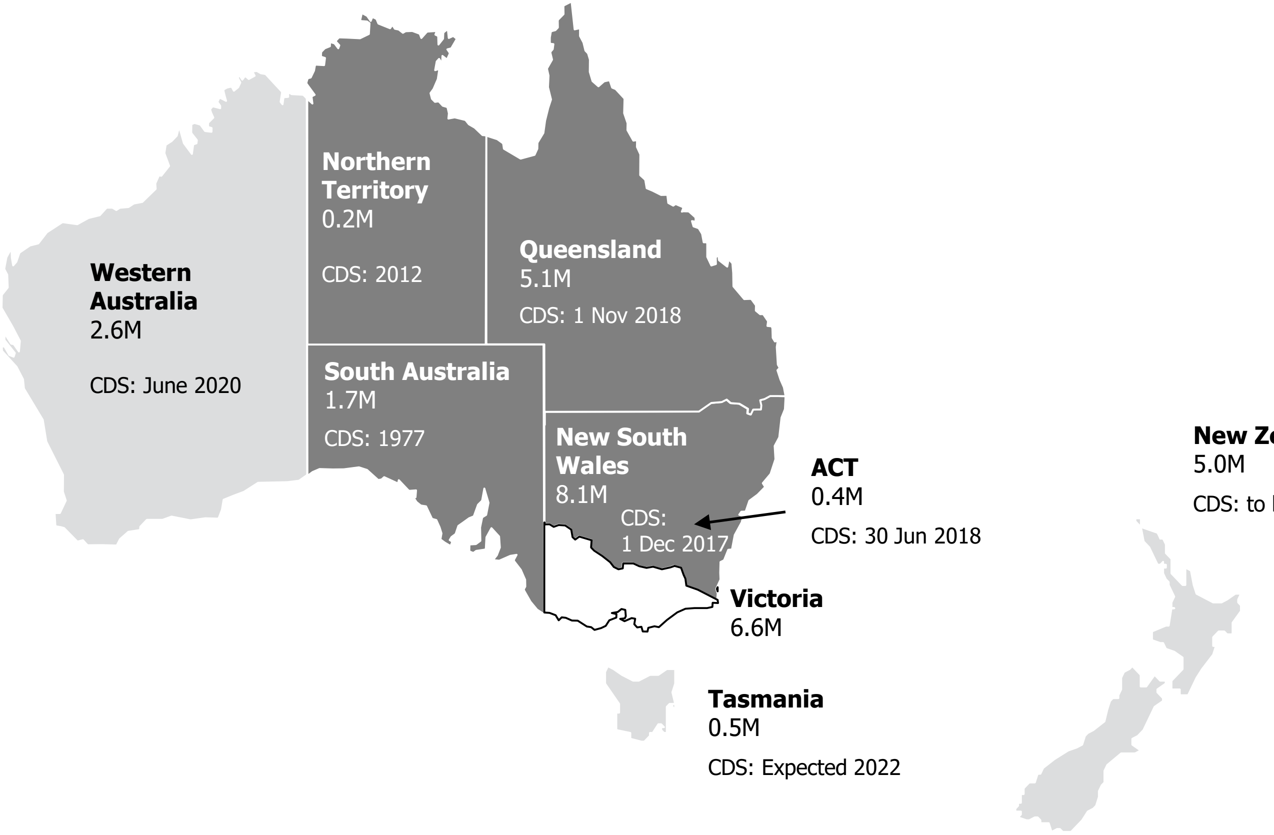
Country/State
Population ('M)
CDS: Launch Date

CONTAINER DEPOSIT SCHEME STATUS

Not Announced

Currently operational

To be implemented



Source: ABS March 2019, Stats NZ Tatauranga Aotearoa March 2019

CONTAINER DEPOSIT SCHEMES

Queensland volumes declined 1.0%, whereas National ex-QLD volumes increased 1.5%

The average scheme charge across all eligible package types is 11.43 cents – Exc. GST

CONTAINER DEPOSIT SCHEMES NOW COVER ~62% OF AUSTRALIA's POPULATION

with Western Australia to implement in 2020 and Tasmania in 2022

NEW ZEALAND IS CONSIDERING SCHEME DESIGN

with timing yet to be determined

COCA-COLA AMATIL

STRATEGY & PROGRESS UPDATES

Peter West Managing Director, Australia

OUR ACCELERATED AUSTRALIAN GROWTH PLAN

The plan is tracking well and we continue to see positive outcomes from increased focus and prioritisation across categories and channels

STRATEGY	**LEAD**	**EXECUTE**	**PARTNER**	
AMBITION	Maintain #1 NARTD position, winning NARTD market value growth A broad, innovative consumer-centric portfolio and best-in-market execution Make the "Total Beverages Company" strategy a market reality			
OBJECTIVES	**REJUVENATE THE CORE**		**DOUBLE DOWN IN GROWTH AREAS**	**CLOSE THE GAP AND CREATE NEW GAPS**
CATEGORY	**MUST WIN** Cola, Water	**STABILISE** Flavours, Tea, Juice, Sports, Adult	**DOUBLE DOWN** Value-added dairy, Energy	**ENTER** Emerging beverages
CHANNEL	**MUST WIN** Grocery State Immediate Consumption	**STABILISE** National On Premise Vending Licensed	**DOUBLE DOWN** Convenience & Petroleum RECA	**ENTER** Online

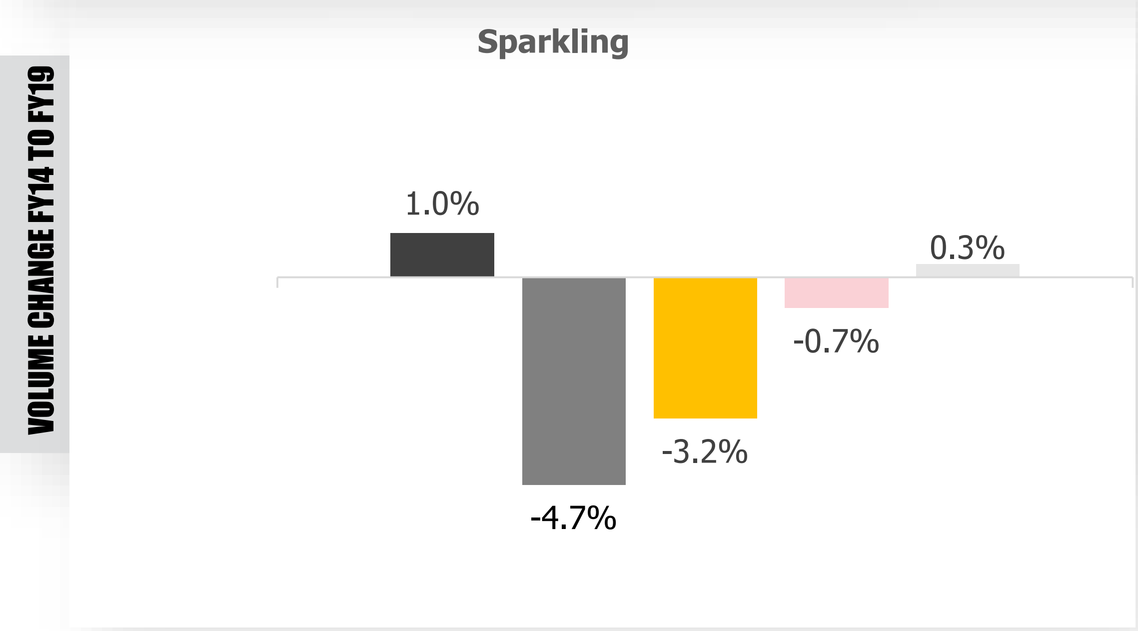
ENABLERS

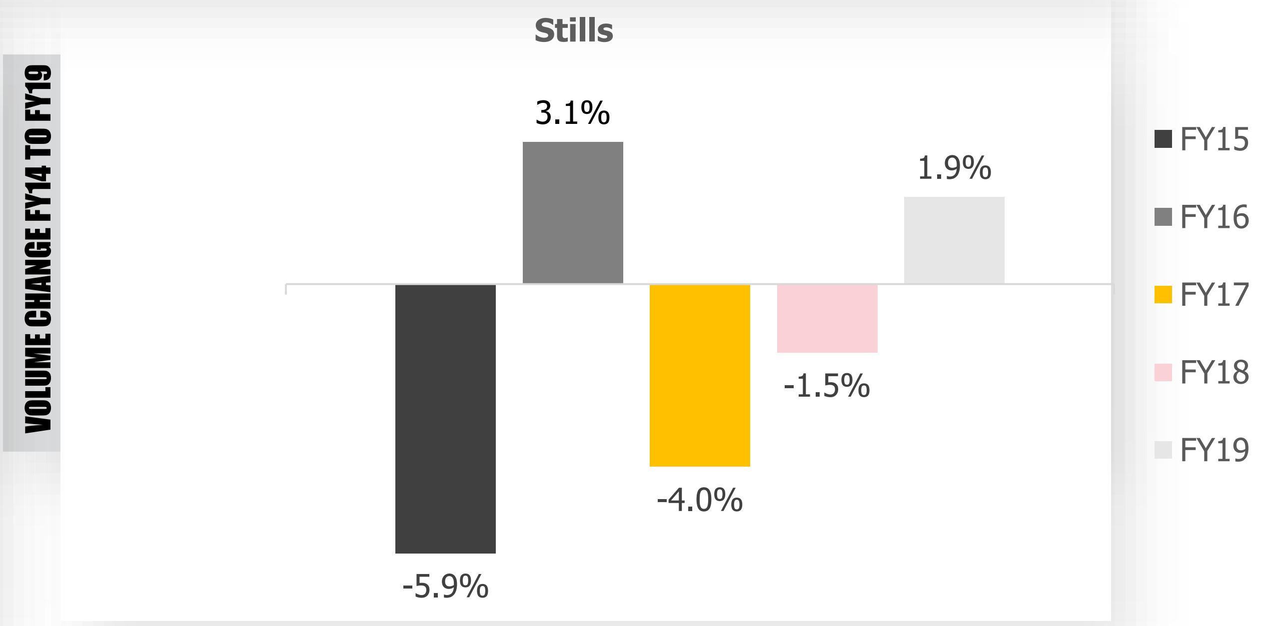
Portfolio simplification and innovation	Revenue growth management	Product and packaging sustainability	Overhauled S&OP process	Cost optimisation and reinvestment

AUSTRALIAN BEVERAGES

In 2019 we returned to positive volume growth in sparkling and still beverages due to building momentum from the initiatives of the Accelerated Australian Growth Plan

SPARKLING AND STILL BEVERAGES FY14 TO FY19





Million Unit Cases	FY14	FY15	FY16	FY17	FY18	FY19
	222	224	214	207	205	206

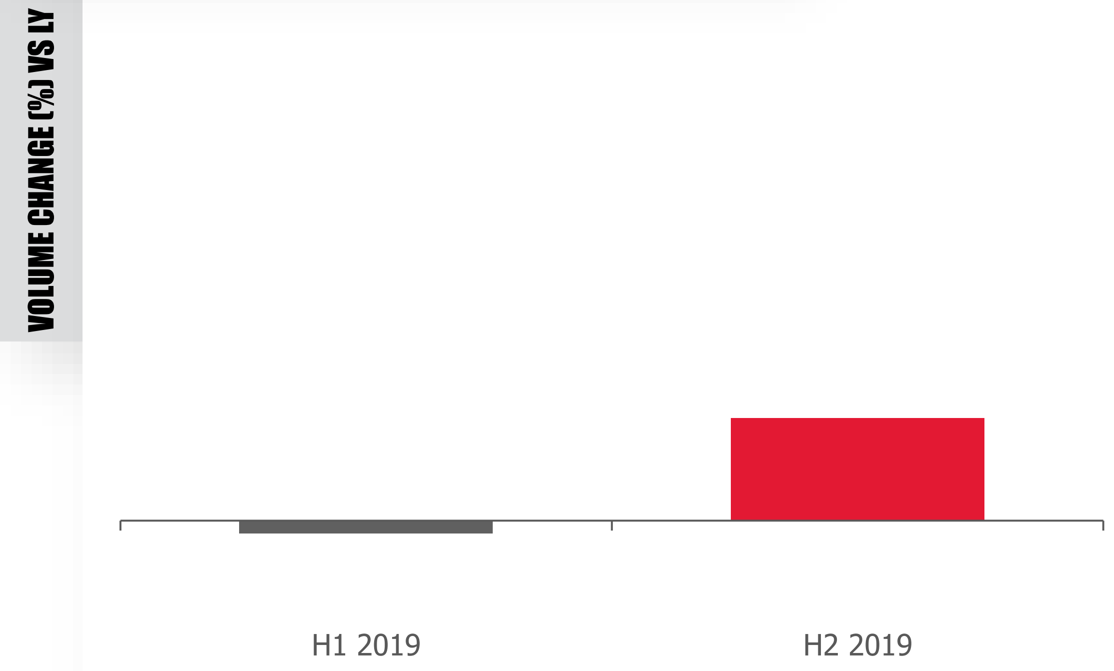
Million Unit Cases	FY14	FY15	FY16	FY17	FY18	FY19
	85	80	83	79	78	80

COCA-COLA AMATIL

AUSTRALIAN BEVERAGES – COCA-COLA TRADEMARK

Strong performance of the Coca-Cola Trademark driven by the Share a Coke campaign, targeted execution in state immediate consumption and balanced outcomes through Revenue Growth Management across all packs in grocery

COCA-COLA TRADEMARK



Source: Coca-Cola Amatil Ex-factory volume data H1 H2 2019. Excludes frozen and Coke Energy

2H COCA-COLA TRADEMARK - GROCERY

↑1.3%

Coca-Cola TM 24 pk cans

↑11.4%

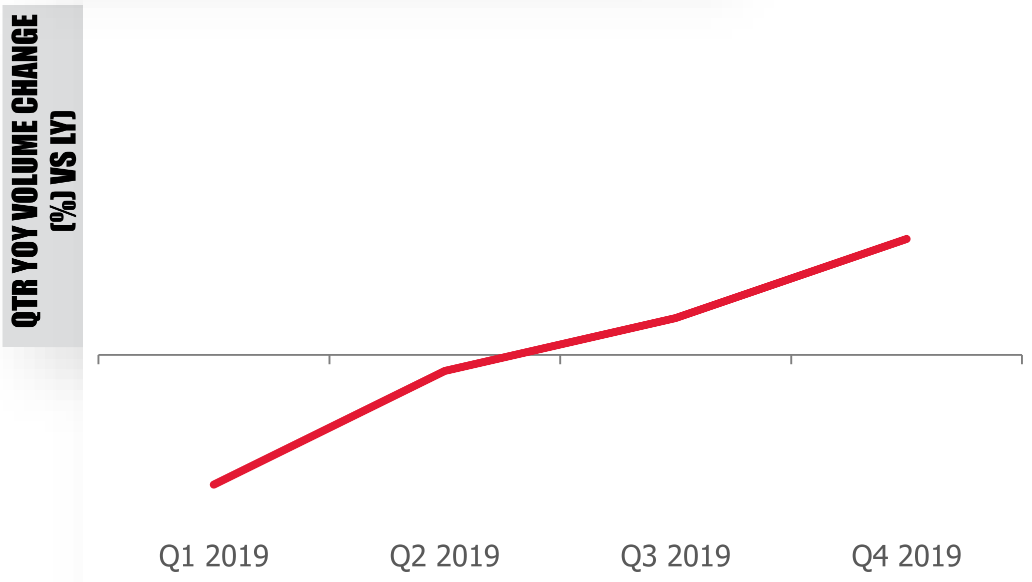
Coca-Cola TM 2L

Source: Coca-Cola Amatil Ex-factory volume data H2 2019. Grocery Only

AUSTRALIAN BEVERAGES – STATE IMMEDIATE CONSUMPTION

Continued momentum in the state immediate consumption channel driven by positive volume trend and growth in our core range and largest customer segments

STATE IMMEDIATE CONSUMPTION



Source: Coca-Cola Amatil Ex-factory volume data. State immediate consumption. 2019 by quarter

2H STATE IMMEDIATE CONSUMPTION

"Must Win" Products

↑3.6%

Coca-Cola 600ml

↑4.0%

Mt Franklin 600ml

High value customers

↑1.0%

Volume growth in Gold & Silver Customers*

* Coca-Cola Amatil segments its customers into Gold, Silver, Bronze and White categories based on revenue generated by customer
Source: Coca-Cola Amatil Ex-factory volume data. State immediate consumption. H2 2019

COCA-COLA AMATIL

AUSTRALIAN BEVERAGES – BUSHFIRES & CORONAVIRUS

BUSHFIRES

- **Safety management** of employees and contractors
- **Disaster response** – over 280,000 bottles of donated beverages, paid leave for volunteers, cash donations to registered charities & employee matching, and our small business customer relief package
- **Measured market historical growth** indicates **normalisation** for the **remainder of FY20**

No material impact so far

CORONAVIRUS

- **Employee travel restrictions** in place and ongoing advice communicated to employees
- **Impact to operations minor** – materials predominately sourced outside of China
- **Customer segments** within **at risk industries** represent a **low portion** of **national volume**

Continue to monitor

OUR ACCELERATED AUSTRALIAN GROWTH PLAN

In 2020 we will continue to build on the revenue and volume growth momentum achieved in the second half of 2019 through focused category and channel priorities

CATEGORY

- Accelerate momentum in the **Coca-Cola Trademark** through activation and brand campaigns
- Growth in **diets/lights colas** with focus on Coca-Cola No Sugar success and revitalising Diet Coke through distinctive silver packaging
- **Sparkling water** growth through innovation (Mt Franklin Lightly Sparkling Cans) and sustainability initiatives in **still water**
- Product innovation and best in class execution to 'Double Down' in **energy** and **value-added dairy**
- **Flavours** stabilisation through execution of marketing campaigns and focus on Diets/Lights Flavours
- **Mojo Kombucha -** continuing targeted distribution, innovation and launch in a major retailer
- Precision ranging of **Rokeby Farms** and **Impressed juice**

CHANNEL

- Strong execution leveraging our **'Feet on the Street'** and Grocery **In-House Merchandisers**
- Roll out of **Product Quadrant Analysis** (PQA) to optimise in-store range
- **Strengthen partnerships** with our customers by leveraging our data insights to drive growth
- Build on 2019 learnings to engage and inspire during **key selling weeks**

ENABLERS

- Implementation of **RGM 2.0** and seek new revenue growth opportunities through our revenue growth management (RGM) programme
- **Richlands** distribution centre normalisation benefits and exploration into further opportunities. Continued **operational improvements**
- **Optimising** performance of our **cold drink** and **vending equipment**.
- Sustainability initiatives focused on **sugar reduction** and **sustainable packaging**

BUSINESS PERFORMANCE

Martyn Roberts Group Chief Financial Officer

COCA-COLA AMATIL

NEW ZEALAND & FIJI

Another strong year with increases of 7.3% (or 4.7% in constant currency) in revenue and 10.1% (or 7.7% in constant currency) in EBIT

$ MILLION	FY19	FY18	CHANGE %	CHANGE – CONSTANT CURRENCY[1] %
TRADING REVENUE	**635.5**	592.4	7.3	4.7
Revenue per unit case ($)	8.17	7.90	3.4	0.9
Volume (million unit cases)	77.8	75.0	3.7	3.7
ONGOING EBIT	**123.8**	112.4	10.1	7.7
EBIT Margin	19.5%	19.0%	0.5pts	0.5pts
Ongoing return on capital employed (before lease accounting changes)	31.1%	28.7%	2.4pts	

[1] The constant currency basis is determined by applying 2018 foreign exchange rates to 2019 local currency results

NEW ZEALAND

- Continued strong momentum with revenue, volume and high single digit earnings growth
- Strong performance across sparkling and still beverages
- Volume and price realisation in grocery and on-the-go channels

FIJI

- Solid profit growth despite challenging economic conditions and unstable weather
- Volume growth across sparkling and still beverages

INDONESIA & PAPUA NEW GUINEA

Double-digit revenue and volume growth and strong EBIT growth

$ MILLION	FY19	FY18	CHANGE %	CHANGE – CONSTANT CURRENCY[1] %
TRADING REVENUE	**1,165.4**	981.7	18.7	10.8
Revenue per unit case ($)	4.65	4.32	7.6	0.5
Volume (million unit cases)	250.7	227.2	10.3	10.3
ONGOING EBIT	**97.3**	85.1	14.3	8.2
EBIT Margin	8.3%	8.7%	(0.4)pts	(0.2)pts
Ongoing return on capital employed (before lease accounting changes)	11.6%	11.1%	0.5pts	

[1] The constant currency basis is determined by applying 2018 foreign exchange rates to 2019 local currency results

INDONESIA

- Achieved high-single digit revenue and volume growth despite flat overall NARTD market
- Volume-led growth across core categories, achieving seven quarters of consistent growth
- Water and value-added dairy the main contributors to volume growth in still beverages
- Volume and revenue growth in the modern and traditional trade channels
- EBIT result reflected additional marketing spend with The Coca-Cola Company
- Solid foundation from sustained growth momentum in the business, as we reached the end of the transition period

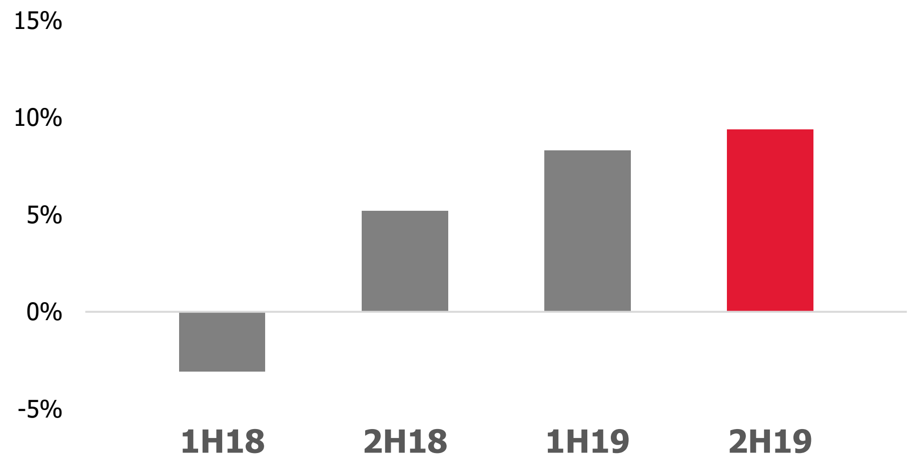
PAPUA NEW GUINEA

- Continued strong momentum with double-digit volume, revenue and EBIT growth
- Continued strong demand for sparkling

INDONESIA

Steady progress in core categories and the Accelerate to Transform Plan focus areas including volume growth ahead of the market, and transactions growth ahead of volume growth in sparkling and new customer wins

INDONESIA TOTAL BUSINESS VOLUME MOMENTUM BUILDING SINCE Q2 2018



NARTD market* Growth (%)	1H18	2H18	1H19	2H19
	+2.6	-0.1	-0.4	+0.2

Source: Amatil data - Ex-factory data December 2018 and 2019; Market data – Nielsen market data 2018 and 2019

CUSTOMER WINS

KFC

Pizza Hut

+1,000 outlets

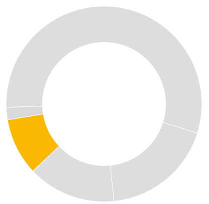
SPARKLING VOLUME, TRANSACTIONS AND MARKET SHARE GROWTH

Sparkling Brand	Volume Growth	Transactions Growth
Coca-Cola	+3.0%	+4.3%
Fanta	+9.0%	+10.3%
Sprite	+10.6%	+10.5%

VOLUME	FY19	Variance vs 2018 (ppts)
Sparkling market share	89.9%	+3.3

Source: Nielsen data; CSD – YTD December 2019

COCA-COLA AMATIL



ALCOHOL & COFFEE

Continued momentum delivering fifth consecutive year of double-digit EBIT growth

$ MILLION	FY19	FY18	CHANGE %	CHANGE – CONSTANT CURRENCY[1] %
TRADING REVENUE	**640.8**	609.8	5.1	4.3
ONGOING EBIT	**62.8**	55.7	12.7	12.2
EBIT Margin	9.8%	9.1%	0.7pts	0.7 pts

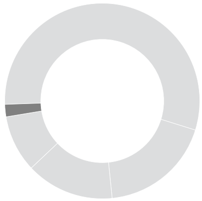
[1] The constant currency basis is determined by applying 2018 foreign exchange rates to 2019 local currency results

ALCOHOL

- Achieved revenue and double-digit EBIT growth
- Strong performance in the Spirits & Premix segment driven by Canadian Club and innovation such as Koyomi and Roku Gin
- Value share gains in rum, vodka, gin
- Continued pressure in some beer segments
- Adverse impact from the challenging trading conditions in Samoa driven by strong competition in beer and measles outbreak in Q4 2019

COFFEE

- Strong revenue and volume growth in grocery channel in bean, capsule and ground segments
- National accounts volumes grew strongly in 2H, with continued focus on in-market execution



CORPORATE & SERVICES

Earnings decline due to property sales and investments in Group capabilities and IT platforms

$ MILLION	FY19	FY18	CHANGE %
TRADING REVENUE[1]	51.4	50.3	2.2
ONGOING EBIT	(13.6)	5.2	nm

[1] Represents revenue mostly from our recycling business in South Australia

CORPORATE

- Investments in Group capabilities and in IT platforms

SERVICES

- Smaller contribution from the services division due to lower services to Australian Beverages
- Lower earnings in the property division due to lower rental fees received from Australian Beverages

INCOME STATEMENT

Statutory NPAT increased by 34.2%, impacted by SPC sale in 2019 and impairment in 2018. Ongoing NPAT increased by 1.4% compared to ongoing EBIT of 0.8% due to lower net finance costs

$ MILLION	FY19	FY18	CHANGE %
EBIT – ongoing[1]	639.3	634.5	0.8
Net finance costs	(65.7)	(72.5)	(9.4)
Taxation expense	(164.1)	(160.7)	2.1
Non-controlling interests	(15.6)	(13.0)	20.0
NPAT – ongoing	**393.9**	388.3	1.4
Profit/(loss) from discontinued operations after income tax	6.2	(122.5)	nm
Non-trading items after income tax	(25.7)	13.2	nm
NPAT	**374.4**	279.0	34.2

[1] Ongoing refers to continuing operations results adjusted to exclude non-trading items

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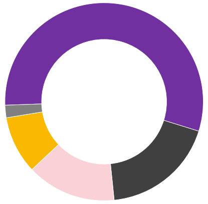
COMMENTARY

- Ongoing[1] NPAT increased 1.4% ahead of ongoing EBIT at 0.8% due to lower net finance costs
- Decline in **net finance costs** due to reduced interest rates on Australian borrowings and higher interest rates on deposits held in Indonesia and PNG. Introduction of AASB 16 lease accounting standard resulted in additional $14.8 million in net finance costs
- **Taxation expense** flat year on year with an ongoing effective tax rate of 28.6%
- **Profit/(loss) from discontinued operations** includes SPC $13.8 million (after tax) gain from the sale of the business in 2019 and a $106.7 million (after tax) impairment charge in the prior year
- Higher **non-controlling interests** due to increased interest income on deposits held in Indonesia
- **Non-trading items** primarily associated with property sales, restructuring programmes in Australian Beverages and under-performing non-current asset impairments



CAPITAL EMPLOYED – ONGOING[1]

Continued to deliver strong Return on Capital Employed at 19.5%

$ MILLION	FY19	FY18	VARIANCE $M
Working capital	447.5	340.4	107.1
Property, plant and equipment (PPE)	1,825.7	1,855.0	(29.3)
Intangible assets	1,262.7	1,252.4	10.3
Current and deferred tax liabilities (net)	(310.2)	(241.6)	(68.6)
Derivative liabilities – non-debt related (net)	(27.5)	(27.3)	(0.2)
Other assets (net)	22.5	48.9	(26.4)
Capital employed (before lease accounting changes)[2]	**3,220.7**	3,227.8	(7.1)
Right of use assets (including related deferred tax)	483.0	-	483.0
Capital employed	**3,703.7**	3,227.8	475.9
Return on capital employed (ROCE) (before lease accounting changes)	**19.5%**	20.1%	(0.6) pts
Return on capital employed	**18.4%**	20.1%	(1.7) pts

[1] Ongoing refers to continuing operations results adjusted to exclude non-trading items

[2] Leasing accounting changes refers to the introduction of AASB16 lease accounting standard

COMMENTARY

- **Working capital** increased by $107.1 million from increased receivables arising from strong sales performance in December in Australian Beverages and Indonesia and increased inventory to support growth in PNG and New Zealand
- **PPE** decreased by $29.3 million mainly due to lower than normal level of capex in 2019, increased depreciation arising from significant capital expenditure on the Richlands warehouse and Affordable Single Serve Pack ('ASSP') production line in Indonesia in 2018
- **Intangible assets** increased by $10.3 million with additions to software largely offset by amortisation expenses for the year
- **Current and deferred tax liabilities (net)** increased $68.6 million due to deferred tax assets from prior period impairments, now realised following the sale of SPC
- **Other assets (net)** decreased by $26.4 million resulting mainly from increased employee provisions

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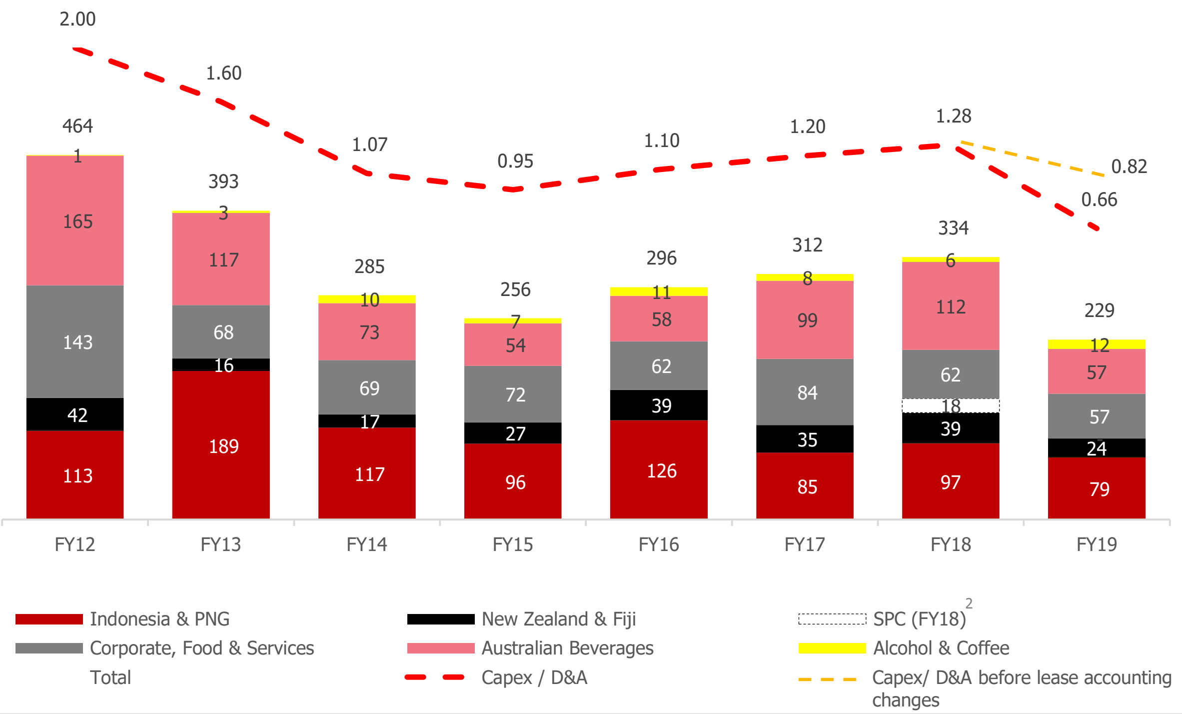
CAPITAL EXPENDITURE[1]

Capex $86.8 million lower than FY18 due to deferral of projects in Australian Beverages, New Zealand and Indonesia to 2020

CAPEX ($ MILLION) AND CAPEX / DEPRECIATION AND AMORTISATION (X TIMES)

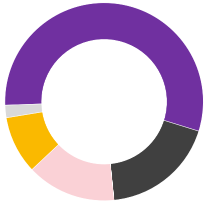


[1] Capex excludes amounts arising due to the lease accounting change being right of use assets and depreciation thereof

[2] From FY12 to FY17, SPC Capex is included in Corporate, Food & Services and in FY18 SPC Capex is presented separately. FY19 is continuing operations capex only.

COMMENTARY

- **Group** capital expenditure $86.8 million lower than FY18 at $229.4m. Lower than anticipated due to payment for projects in Australian Beverages, New Zealand and Indonesia being deferred to 2020
- **Australian Beverages** capex included spend predominantly for completion of projects initiated in prior year i.e. glass bottling line and additional value-added dairy and juice capacity at the Richlands facility in Queensland and updated Transport Management System
- **New Zealand & Fiji** capex included roll-out of additional cold drink equipment across New Zealand and Fiji and completion of warehouse automation project in Auckland
- **Indonesia & PNG** capex included completion of the new Affordable Single Serve Packs ('ASSP') line in Surabaya, a project initiated in the prior year. We also invested in a liquid sugar facility, upgrading our SAP system in Indonesia and commenced construction of a new warehouse in Lae
- **Corporate & Services** capex driven mainly by investment in additional cold drink equipment in Australian Beverages, information technology initiatives and human resources systems



CASH FLOW – ONGOING[1]

Strong ongoing free cash flow (before lease accounting changes) improved by $70.8 million on the prior year

$ MILLION	FY19	FY18	VARIANCE
EBIT (before leasing accounting changes)[1]	**628.7**	**634.5**	**(5.8)**
Depreciation and amortisation expenses	279.2	258.4	20.8
Impairment charges	1.5	0.5	1.0
Changes in adjusted working capital	(79.8)	42.3	(122.1)
Net interest and other finance costs paid	(43.0)	(86.9)	43.9
Income taxes paid	(99.9)	(159.6)	59.7
Movement in other items	1.3	16.4	(15.1)
OPERATING CASH FLOWS (before leasing accounting changes)	**688.0**	**705.6**	**(17.6)**
Capital expenditure	(229.4)	(316.2)	86.8
Proceeds from sale of non-current assets	6.1	3.6	2.5
Payments for additions of other intangible assets	(1.3)	(0.4)	(0.9)
FREE CASH FLOWS (before leasing accounting changes)	**463.4**	**392.6**	**70.8**
OPERATING CASH FLOWS	**746.0**	**705.6**	**40.4**
FREE CASH FLOWS	**521.4**	**392.6**	**128.8**
CASH REALISATION (before leasing accounting changes)	**99.5%**	107.0%	(7.5) pts
CASH REALISATION	**98.5%**	107.0%	(8.5) pts

[1] Ongoing refers to continuing operations results adjusted to exclude non-trading items

[2] Leasing accounting changes refers to the introduction of AASB16 lease accounting standard

COMMENTARY

Ongoing free cash flows (before lease accounting changes) increased by $70.8 million from 2018

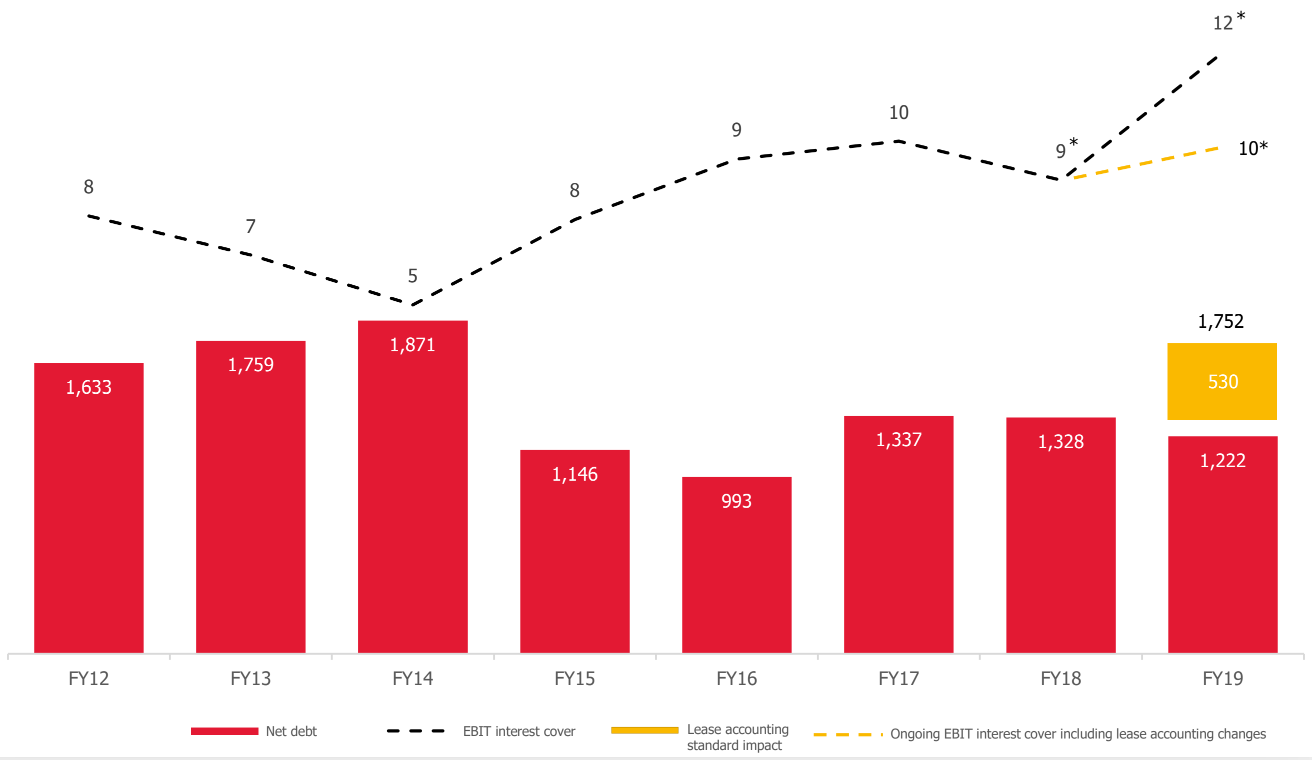
- **Working capital** up due to increased receivables arising from strong sales performance in December in Australian Beverages and Indonesia and increased inventory to support growth in PNG and New Zealand
- **Net finance costs** decreased due to reduced interest rates on Australian borrowings and higher interest rates on Indonesia and PNG deposits
- **Tax payments** decreased driven by utilisation of deferred tax assets arising from prior period impairments, now realised as a result of the sale of the SPC business
- **Capital expenditure** decreased due to deferral of capital expenditure on existing projects to 2020

7.5 pts decline of ongoing cash realisation (before lease accounting changes) mainly driven by increased working capital

NET DEBT AND INTEREST COVER

Net debt (excluding leasing) reduced by $106.1 million to $1,221.7 million due to improved ongoing free cash flows

NET DEBT ($ MILLION) AND ONGOING EBIT INTEREST COVER (X TIMES)



* Ongoing EBIT and interest expenses

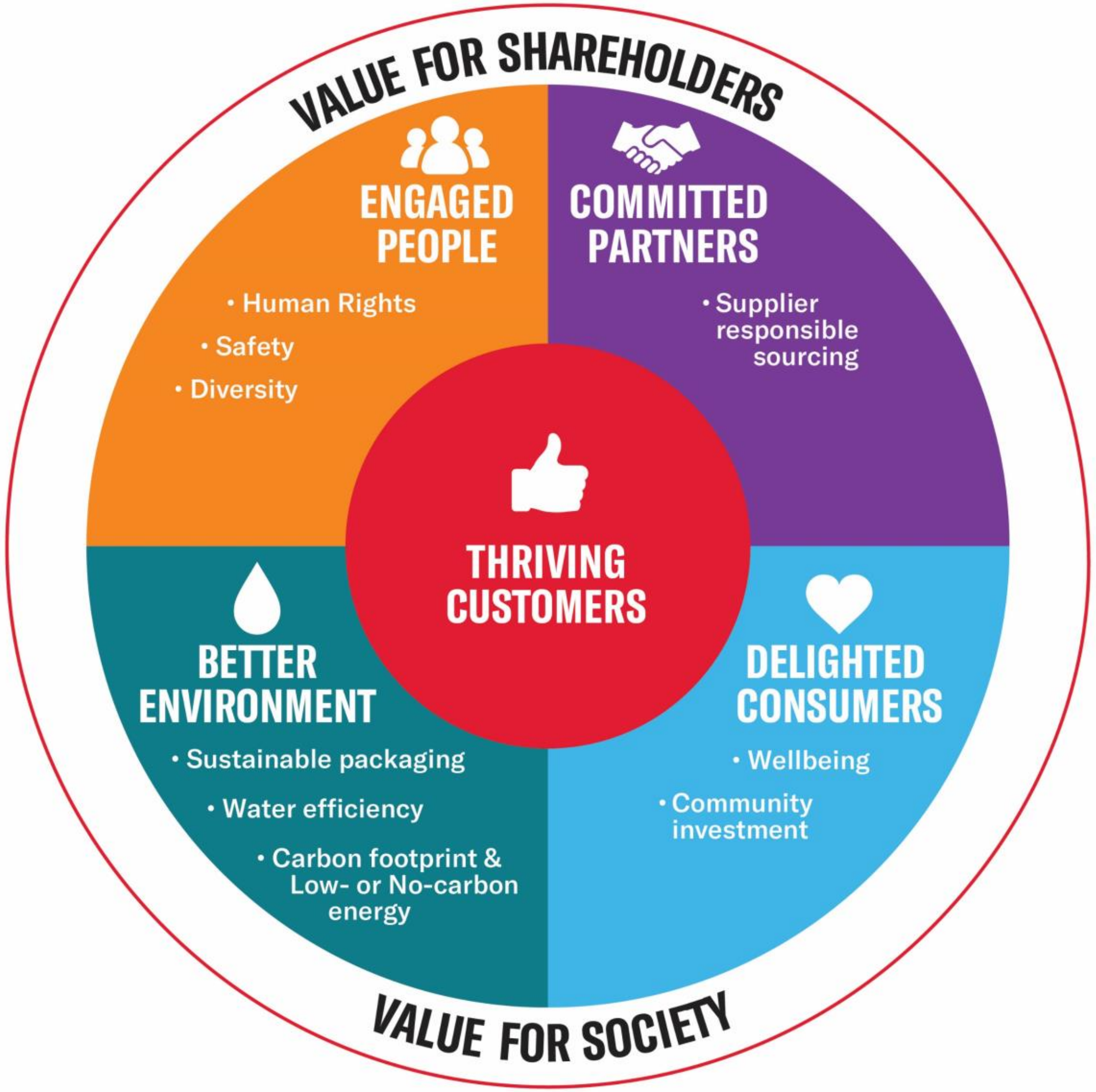
COMMENTARY

- Net debt increased to $1,751.5 million as a result of the introduction of the new lease accounting standard. Excluding this impact, net debt decreased by $106.1 million to $1,221.7 million
- Total available debt facilities at period end was $2.6 billion with average maturity of 5.7 years
- The deposit balance in PNG has decreased by $68.7 million since the peak in June 2018 of $282.6 million reflecting repayments of an intercompany loan and internal dividend payments
- Ongoing EBIT interest cover increased from 8.8 times in FY18 to 9.7 times, reflecting increased interest income from Indonesia and PNG, partly offset by the inclusion of leasing interest in FY19. Excluding the impact of the introduction of the new lease accounting standard, EBIT interest cover increased to 12.4 times
- Ongoing net debt to EBITDA (before lease accounting changes) decreased from 1.5x in 2018 to 1.3x in 2019

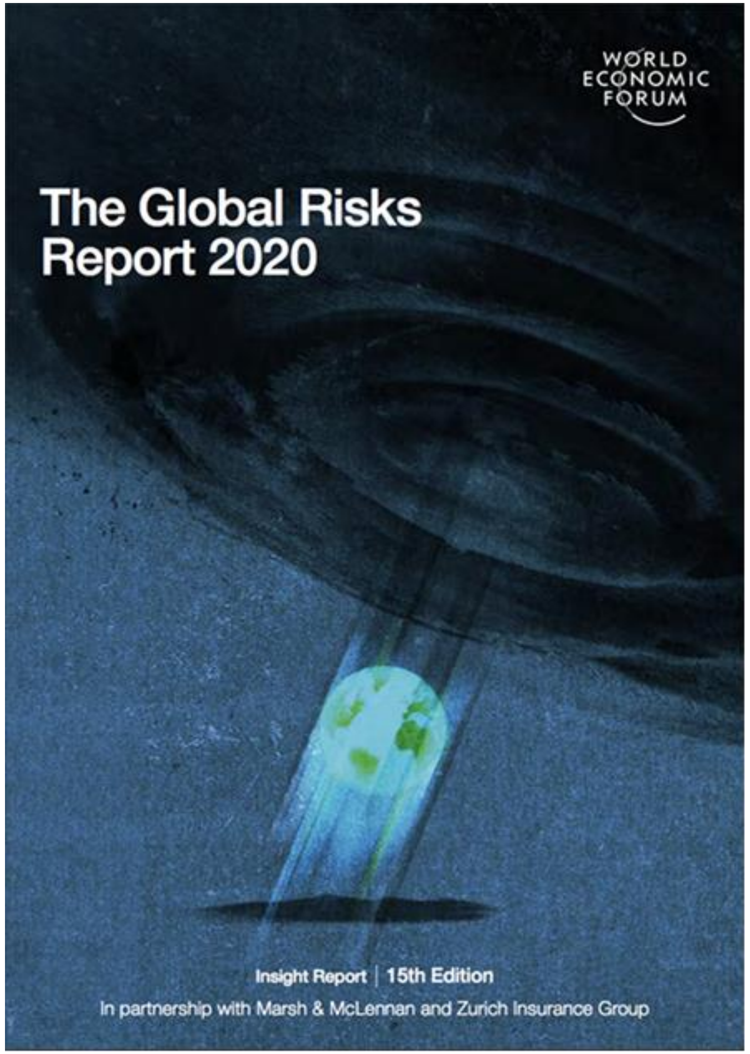
SUSTAINABILITY & OUTLOOK

Alison Watkins Group Managing Director

OUR 2020 SUSTAINABILITY GOALS



CLIMATE RISK DISCLOSURE



Our Climate Change Response

"*Coca-Cola Amatil recognises the importance of disclosing climate related risks and opportunities in line with the recommendations of the Task Force on Climate Related Financial Disclosures (TCFD), and will continue to improve its assessment, management and disclosure approach in line with these recommendations.*"

Coca-Cola Amatil's 2019 *Operating and Financial Review*
Business and Sustainability Risks

OUTLOOK

2020 AND BEYOND

- Expect to deliver mid-single digit earnings per share growth in 2020 and over the medium term
- Expect higher earnings growth in the second half of 2020 than the first half
- We remain on watch for flow-on effects on the economy of the bushfires in Australia and coronavirus (COVID-19)

CAPITAL EXPENDITURE

- Expect Group capex to be approximately $300 million in 2020

DIVIDENDS

- Dividend payout ratio above 80 per cent over the medium term
- Expect dividends to return to being franked in 2021 at above 50 per cent

BALANCE SHEET

- Balance sheet to remain conservative with flexibility to fund future growth opportunities
- Expect to maintain strong return on capital employed

QUESTIONS & ANSWERS

APPENDIX

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IMPACT OF AASB 16 LEASING STANDARD

Net debt has increased by $529.8 million and profit for the year has decreased by $3.0 million as a result of adoption of the new standard.

Impact on the Group's **balance sheet** at transition (1 January 2019) and 31 December 2019 is shown below as increases in the noted items:

Balance sheet $M	31 December 2019	1 January 2019
Right of use assets	462.9	454.1
Lease liabilities	**529.8**	**506.9**
Deferred tax assets	20.1	15.8
Accumulated losses	40.0	37.0
Other liabilities	(6.8)	-

Impact on the Group's **income statement** for 2019:

Income statement (continuing operations) $million	2019
Operating lease expenses (previous lease accounting)	79.5
Depreciation of right of use assets	(68.9)
EBIT	**10.6**
Net finance costs	(14.8)
Profit before income tax	(4.2)
Income tax expense	1.2
Profit for the year	**(3.0)**

Impact on the Group's **statement of cash flows**:

Statement of cash flows $million	2019	2018
Operating cash flows -		
Operating lease payments	-	(68.9)
Lease payments (interest component)	(14.8)	-
	(14.8)	(68.9)
Financing cash flows -		
Lease payments (principal component)	**(58.2)**	-
	(73.0)	(68.9)

COMMENTARY

- Amatil transitioned to AASB 16 on 1 January 2019, not restating comparatives for practical reasons (as permitted)
- AASB 16 brings majority of leases on balance sheet as a right of use asset (ROU) and corresponding lease liability
- Amatil's leases mainly relate to properties located in Australia and New Zealand
- Adoption of the standard had no significant impact on Amatil's ability to pay or frank dividends, credit ratings or ability to obtain finance or any tax related matters
- The standard increases Amatil's net debt for lease liabilities by $529.8 million as at 31 December 2019
- The impact on the income statement is an increase in EBIT of $10.6 million and a reduction in NPAT of $3.0 million for the year.
- Operating cashflow for 2019 has been increased by $58.2 million due to reclassification of the principal component of lease payments into 'financing' activities
- Other non-IFRS metrics such as return on capital employed (ROCE) have been impacted and disclosed on a before (comparable) and after lease accounting change basis, enabling transition of reporting to the leasing inclusive basis for 2020

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