

**Chapter 1 : Coca-Cola HBC AG's financial statements | integrated annual report**

*1 COCA-COLA AMATIL LIMITED ANNUAL REPORT FInAnCIAI PERFORMAn CE Coca-Cola Amatil Limited (CCA) reported net profit after tax of \$ million, before significant items, a decline of % on the full year.*

See Note 1 to our consolidated financial statements for financial information about our divisions and geographic areas. Quaker Foods North America Either independently or in conjunction with third parties, QFNA makes, markets, distributes and sells cereals, rice, pasta, dairy and other branded products. These branded products are sold to independent distributors and retailers. PAB also, either independently or in conjunction with third parties, makes, markets and sells ready-to-drink tea and coffee products through joint ventures with Unilever under the Lipton brand name and Starbucks, respectively. Dole and Ocean Spray Cranberries, Inc. PAB operates its own bottling plants and distribution facilities and sells branded finished goods directly to independent distributors and retailers. PAB also sells concentrate and finished goods for our brands to authorized and independent bottlers, who in turn sell our branded finished goods to independent distributors and retailers in certain markets. Europe also, either independently or in conjunction with third parties, makes, markets, distributes and sells beverage concentrates, fountain syrups and finished goods under various beverage brands including Pepsi, Pepsi Max, 7UP, Diet Pepsi and Tropicana. These branded products are sold to authorized bottlers, independent distributors and retailers. In certain markets, however, Europe operates its own bottling plants and distribution facilities. Europe also, either independently or in conjunction with third parties, makes, markets and sells ready-to-drink tea products through an international joint venture with Unilever under the Lipton brand name. In addition, Europe makes, markets, sells and distributes a number of leading dairy products including Domik v Derevne, Chudo and Agusha. Further, either independently or in conjunction with third parties, AMEA makes, markets, distributes and sells many Quaker-branded cereals and snacks. AMEA also makes, markets, distributes and sells beverage concentrates, fountain syrups and finished goods under various beverage brands including Pepsi, Mirinda, 7UP, Mountain Dew, Aquafina and Tropicana. However, in certain markets, AMEA operates its own bottling plants and distribution facilities. AMEA also, either independently or in conjunction with third parties, makes, markets, distributes and sells ready-to-drink tea products through an international joint venture with Unilever under the Lipton brand name. Further, we license the Tropicana brand for use in China on co-branded juice products in connection with a strategic alliance with Tingyi Cayman Islands Holding Corp. See Note 15 to our consolidated financial statements for additional information about our transaction with Tingyi in The distribution system used depends on customer needs, product characteristics and local trade practices. Direct-Store-Delivery We, our independent bottlers and our distributors operate DSD systems that deliver beverages, foods and snacks directly to retail stores where the products are merchandised by our employees or our independent bottlers. DSD enables us to merchandise with maximum visibility and appeal. DSD is especially well-suited to products that are restocked often and respond to in-store promotion and merchandising. Customer Warehouse Some of our products are delivered from our manufacturing plants and warehouses to customer warehouses and retail stores. These less costly systems generally work best for products that are less fragile and perishable, and have lower turnover. Distributor Networks We distribute many of our products through third-party distributors. Third-party distributors are particularly effective when greater distribution reach can be achieved by including a wide range of products on the delivery vehicles. For example, our foodservice and vending business distributes beverages, foods and snacks to restaurants, businesses, schools and stadiums through third-party foodservice and vending distributors and operators. Ingredients and Other Supplies The principal ingredients we use in our beverage, food and snack products are apple, orange and pineapple juice and other juice concentrates, aspartame, corn, corn sweeteners, flavorings, flour, grapefruit and other fruits, oats, oranges, potatoes, raw milk, rice, seasonings, sucralose, sugar, vegetable and essential oils, and wheat. We also use water in the manufacturing of our products. Our key packaging materials include plastic resins, including polyethylene terephthalate PET and polypropylene resins used for plastic beverage bottles and film packaging used for snack foods, aluminum used for cans, glass

bottles, closures, cardboard and paperboard cartons. Fuel and natural gas are also important commodities for us due to their use in our facilities and in the trucks delivering our products. We employ specialists to secure adequate supplies of many of these items and have not experienced any significant continuous shortages. Many of these ingredients, raw materials and commodities are purchased in the open market. The prices we pay for such items are subject to fluctuation, and we manage this risk through the use of fixed-price contracts and purchase orders, pricing agreements and derivative instruments, including swaps and futures. In addition, risk to our supply of certain raw materials is mitigated through purchases from multiple geographies and suppliers. When prices increase, we may or may not pass on such increases to our customers. See Note 10 to our consolidated financial statements for additional information on how we manage our exposure to commodity costs.

**Risk Factors** – Our business, financial condition or results of operations may be adversely affected by increased costs, disruption of supply or shortages of raw materials or other supplies. We also hold long-term licenses to use valuable trademarks in connection with our products in certain markets, including Dole and Ocean Spray. Trademarks remain valid so long as they are used properly for identification purposes, and we emphasize correct use of our trademarks. We have authorized, through licensing arrangements, the use of many of our trademarks in such contexts as snack food joint ventures and beverage bottling appointments. In addition, we license the use of our trademarks on merchandise that is sold at retail, which enhances brand awareness. We either own or have licenses to use a number of patents which relate to certain of our products, their packaging, the processes for their production and the design and operation of various equipment used in our businesses. Some of these patents are licensed to others.

**Risk Factors** – Our intellectual property rights could be infringed or challenged and reduce the value of our products and brands and have an adverse impact on our business, financial condition or results of operations. For instance, our beverage sales are higher during the warmer months and certain food and dairy sales are higher in the cooler months. Weekly beverage and snack sales are generally highest in the third quarter due to seasonal and holiday-related patterns, and generally lowest in the first quarter. However, taken as a whole, seasonality does not have a material impact on our consolidated financial results. We normally grant our independent bottlers exclusive contracts to sell and manufacture certain beverage products bearing our trademarks within a specific geographic area. These arrangements provide us with the right to charge our independent bottlers for concentrate, finished goods and Aquafina royalties and specify the manufacturing process required for product quality. We also grant distribution rights to our independent bottlers for certain beverage products bearing our trademarks for specified geographic areas. Since we do not sell directly to the consumer, we rely on and provide financial incentives to our customers to assist in the distribution and promotion of our products. For our independent distributors and retailers, these incentives include volume-based rebates, product placement fees, promotions and displays. For our independent bottlers, these incentives are referred to as bottler funding and are negotiated annually with each bottler to support a variety of trade and consumer programs, such as consumer incentives, advertising support, new product support, and vending and cooler equipment placement. Consumer incentives include coupons, pricing discounts and promotions, and other promotional offers. Advertising support is directed at advertising programs and supporting independent bottler media. New product support includes targeted consumer and retailer incentives and direct marketplace support, such as point-of-purchase materials, product placement fees, media and advertising. Vending and cooler equipment placement programs support the acquisition and placement of vending machines and cooler equipment. The nature and type of programs vary annually.

**Risk Factors** – The loss of any key customer or changes to the retail landscape could adversely affect our business, financial condition or results of operations. These percentages include concentrate sales to our independent bottlers, which were used in finished goods sold by them to these retailers. See Note 8 to our consolidated financial statements for more information on our customers, including our independent bottlers.

**Our Competition** Our beverage, food and snack products are in highly competitive industries and markets and compete against products of international beverage, food and snack companies that, like us, operate in multiple geographies, as well as regional, local and private label manufacturers and other value competitors. In many countries in which our products are sold, including the United States, The Coca-Cola Company is our primary beverage competitor. Many of our food and snack products hold

significant leadership positions in the food and snack industry worldwide. Our beverage, food and snack products compete primarily on the basis of brand recognition, taste, price, quality, product variety, distribution, advertising, marketing and promotional activity, packaging, convenience, service and the ability to anticipate and respond to consumer trends. Success in this competitive environment is dependent on effective promotion of existing products, introduction of new products and the effectiveness of our advertising campaigns, marketing programs, product packaging, pricing, increased efficiency in production techniques, new vending and dispensing equipment and brand and trademark development and protection. We believe that the strength of our brands, innovation and marketing, coupled with the quality of our products and flexibility of our distribution network, allows us to compete effectively. Risk Factors “ Our business, financial condition or results of operations could suffer if we are unable to compete effectively. The above charts include data from most major retail chains including Wal-Mart but exclude data from certain retailers that do not report to this service. Research and Development We engage in a variety of research and development activities and continue to invest to accelerate growth to drive innovation globally. These activities principally involve production, processing and packaging and include: Our research centers are located around the world, including in Brazil, China, Germany, India, Mexico, Russia, the United Arab Emirates, the United Kingdom and the United States, and leverage nutrition science, food science, engineering and consumer insights to meet our strategy to develop nutritious, convenient beverages, foods and snacks. In , we continued to refine our beverage, food and snack portfolio to meet changing consumer needs by developing a broader portfolio of product choices, including building on our important nutrition platforms and brands “ Quaker grains , Tropicana fruits and vegetables , Gatorade sports nutrition for athletes and Naked Juice super-premium juice and protein smoothies “ and expanding our portfolio of nutritious products in growing categories, such as dairy, hummus and other fresh dips, and baked grain snacks. We also made investments to minimize our impact on the environment, including innovation in our packaging to make it increasingly sustainable, and developed and implemented new technologies to enhance the quality and value of our current and future products, as well as made investments to incorporate into our operations best practices and technology to support sustainable agriculture and to minimize our impact on the environment. We continue to make investments to conserve energy and raw materials, reduce waste in our facilities, recycle containers, use renewable resources and optimize package design to use fewer materials. Consumer research is excluded from research and development costs and included in other marketing costs. Risk Factors “ Demand for our products may be adversely affected by changes in consumer preferences or any inability on our part to innovate or market our products effectively and any significant reduction in demand could adversely affect our business, financial condition or results of operations. It is our policy to abide by the laws and regulations around the world that apply to our businesses.

### Chapter 2 : Coca-Cola Releases Global Sustainability Report | [theinnatdunvilla.com](http://theinnatdunvilla.com)

*The Coca-Cola Company (NYSE: KO) is a total beverage company, offering over brands in more than countries and territories. In addition to the company's Coca-Cola brands, our portfolio includes some of the world's most valuable beverage brands, such as AdeS soy-based beverages, Ayataka green tea, Dasani waters, Del Valle juices and nectars, Fanta, Georgia coffee, Gold Peak teas and.*

### Chapter 3 : “ç Coca-Cola sales figures | Statista

*(7) Dividends paid during the year based on the prior year's net income, using 2, million outstanding ordinary shares on and and 2, and 1, million outstanding ordinary shares on and , respectively.*

### Chapter 4 : Integrated Annual Report | Coca-Cola HBC

*Annual Review. Our , and Annual Reviews do not include, and are not intended as a substitute for, the information*

contained in our , and Annual Reports on Form K, referred to above.

### Chapter 5 : FEMSA Annual Report | FEMSA

*Results from Operations for the Year Ended December 31, Compared to the Year Ended December 31, CONSOLIDATED RESULTS. Total Revenues Our reported consolidated total revenues decreased % to Ps. , million in driven by the negative translation effect resulting from using the SICAD II exchange rate to translate the results of our Venezuelan operation.*

### Chapter 6 : COCA COLA CO (KO) 10K Annual Reports & 10Q SEC Filings | Last10K

*Millions of Mexican pesos and U.S. dollars as of December 31, (except volume and per share data). Results under International Financial Reporting Standards. Figures do not include results of Coca-Cola Bottlers.*

### Chapter 7 : Coca-Cola Reports | Coca-Cola HBC

*The Coca-Cola Company has always placed high value on good citizenship. At the heart of business is a mission statement called the Coca-Cola Promise "The Coca-Cola Company exists to benefit and refresh everyone that it touches."*

### Chapter 8 : The Coca-Cola Company Annual Review: The Coca-Cola Company

*Integrated Annual Report 'The Best is Yet to Come' is Coca-Cola HBC's second integrated report. It shows how our Play to Win strategic framework creates value not only for our business and shareholders, but for the communities and society in which we live and operate.*

### Chapter 9 : Annual Report | CocaCola

*Coca-Cola Great Britain is responsible for marketing 20 brands and more than 80 drinks to consumers across Great Britain including the Coca-Cola portfolio - Coca-Cola Classic, Coca-Cola Zero Sugar and Diet Coke.*