## Consolidated Results For Half Year 2007 Appendix

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## 1. Situation of Consolidated Profit and Loss

(January 1, 2007 to June 30, 2007)

|  | $\text { 1H } 2006$ <br> Actual | (million yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1H 2007 |  |  |  |  |  |
|  |  | Plan | Actual | vs Plan |  | vs Last Year |  |
|  |  |  |  | change | \% change | change | \% change |
| Net Sales | 111,693 | 195,500 | 192,866 | -2,633 | -1.3 | 81,173 | 72.7 |
| Operating Income | 3,129 | 4,300 | 4,137 | -162 | -3.8 | 1,007 | 32.2 |
| Recurring Income | 3,464 | 4,700 | 4,851 | 151 | 3.2 | 1,387 | 40.0 |
| Net Income | 1,729 | 2,700 | 2,690 | -9 | -0.3 | 961 | 55.6 |

* The plan is based on performance projections announced as of Feburary 7, 2007.
$<$ Ref. $>$ Opreating Income: In case of not reviewing of depreciation method
(million yen, \%)

|  | $\text { 1H } 2006$ <br> Actual | (million yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1H2007 |  |  |  |  |  |
|  |  | Plan | Actual | vs Plan |  | vs Last Year |  |
|  |  |  |  | change | \% change | change | \% change |
| Operating Income | 3,129 | 4,300 | 4,606 | 306 | 7.1 | 1,476 | 47.2 |





<Overview of operating results>

## Net Sales

Consolidated net sales increased 81,173 million yen, or $72.7 \%$, year on year to 192,866 million yen. This was primarily the result of scale in terms of sales area and other operational aspects due to integration with Kinki CCBC in July 2006.

Projections of the full fiscal year ended Dec. 2007
CCWH has changed net sales projections to 412,600 million yen (-3,100 million yen), or $25.9 \%$ year on year.

Operating Income
Operating income increased 1,007 million yen, or 32.2\%, to 4,137 million yen.

Projections of the full fiscal year ended Dec. 2007
CCWH has raised operating income projections to 15,000 million yen ( +500 million yen), or 21.7\% year on year.

Recurring Income
Recurring income increased 1,387 million yen, or 40.0\%, to 4,851 million yen.

Projections of the full fiscal year ended Dec. 2007
CCWH has raised recurring income projections to 16,300 million yen ( $+1,000$ million yen), or $23.3 \%$ year on year.

Net Income
Net incomet increased 961 million yen, or $55.6 \%$, to 2,690 million yen.

Projections of the full fiscal year ended Dec. 2007
CCWH has raised net income projections to 9,400 million yen (+500 million yen), or 24.2\% year on year.

## 2. Profits Change Factor (vs Plan)

(January 1, 2007 to June 30, 2007)
(million yen)

|  | 1H 2007 |  | change | Main factors for change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Plan (*1) | Actual |  |  |  |
| Net sales | 195,500 | 192,866 | -2,633 | - Increase sales volume to outside of territory <br> - Impact from Sale Companies (*2) <br> decrease by sales mix (*3) <br> sales volume decrease <br> - Decrease in profit from toll fee <br> - Other | $\begin{array}{r} 623 \\ -2,363 \\ -731 \\ -236 \\ 74 \\ \hline \end{array}$ |
| Cost of goods sold | 110,700 | 110,082 | -617 | - Increase sales volume to outside of territory <br> - Impact from Sale Companies (*2) <br> decrease by sales mix (*3) <br> sales volume decrease <br> - Decrease in profit from toll fee <br> - Other | $\begin{array}{r} 587 \\ -1,358 \\ -349 \\ -84 \\ 587 \\ \hline \end{array}$ |
| Gross profit | 84,800 | 82,783 | -2,016 |  |  |
| SG\&A | 80,500 | 78,646 | -1,853 | - Review of depreciation method <br> - Decrease in advertising cost <br> - Increase in sales commisson <br> - Decrease in personnel cost <br> - Decrease of maintenance and repair <br> - Decrease of supplies expenses <br> - Decrease of depreciation cost <br> - Other | $\begin{array}{r} \hline 461 \\ -510 \\ -175 \\ -134 \\ -125 \\ -106 \\ -98 \\ -1,166 \end{array}$ |
| Operating income | 4,300 | 4,137 | -162 |  |  |
| Non-operating income | 900 | 1,224 | 324 | - Impact on Minami Kyushu CCBC <br> - Other | $\begin{aligned} & 154 \\ & 170 \end{aligned}$ |
| Non-operating expenditure | 500 | 510 | 10 |  |  |
| Recurring income | 4,700 | 4,851 | 151 |  |  |
| Extraordinary income | 300 | 277 | -22 | - Gain on sales of property, plant and securities | -22 |
| Extraordinary losses | 300 | 542 | 242 | - Quality problem countermeasure losses <br> - Compensation for retirement of fixed assets <br> - Other | $\begin{aligned} & \hline 157 \\ & 124 \\ & -39 \\ & \hline \end{aligned}$ |
| Income before income taxes, minority interests and other adjustments | 4,700 | 4,586 | -113 |  |  |
| Income taxes | 2,000 | 1,892 | -107 |  |  |
| Minority interests |  | 3 | 3 |  |  |
| Net income | 2,700 | 2,690 | -9 |  |  |

※1. The above plan is based on performance forecast announced as of February 7, 2007.
※2. Sales companies are CCWJ, Kinki CCBC, and Mikasa CCBC.
$※ 3$. Sales mix : Composite of products by brand, channel, package, etc. The difference between budget and actual sales or cost of sales might be affected by a chage in product sales mix as well as a change in unit price.

## 3. Profits Change Factor (vs Last Year)

(January 1, 2007 to June 30, 2007)

|  |  |  |  |  | (million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1H 2006 | 1H 2007 | change | Main factors for change |  |
| Net sales | 111,693 | 192,866 | 81,173 | - Increase of the Kinki group sales <br> - Increase of sales volume <br> - Change in account classification <br> - Increase in profit from toll fee <br> - Decrease by sales mix <br> - Other | $\begin{array}{r} \hline 80,601 \\ 1,033 \\ 202 \\ 103 \\ -1,286 \\ 520 \\ \hline \end{array}$ |
| Cost of goods sold | 62,484 | 110,082 | 47,598 | - Increase of the Kinki group sales <br> - Change in account classification <br> - Increase of sales volume <br> - Increase by purchase price of products <br> - Increase in profit from toll fee <br> - Decrease by sales mix <br> - Other | $\begin{array}{r} \hline 45,029 \\ 2,103 \\ 563 \\ 202 \\ 50 \\ -815 \\ 466 \\ \hline \end{array}$ |
| Gross profit | 49,208 | 82,783 | 33,574 |  |  |
| SG\&A | 46,079 | 78,646 | 32,566 | - Increase of the Kinki group SG\&A <br> - Review of depreciation method <br> - Increase in sales commisson <br> - Change in account classification <br> - Decrease in advertising cost <br> - Other | $\begin{array}{r} \hline 34,423 \\ 317 \\ 313 \\ -1,901 \\ -728 \\ 142 \end{array}$ |
| Operating income | 3,129 | 4,137 | 1,007 |  |  |
| Non-operating income | 696 | 1,224 | 527 |  |  |
| Non-operating expenditure | 361 | 510 | 148 |  |  |
| Recurring income | 3,464 | 4,851 | 1,387 |  |  |
| Extraordinary income |  | 277 | 277 | - Gain on sales of property, plant and securities | 277 |
| Extraordinary losses | 119 | 542 | 422 | - Quality problem countermeasure losses <br> - Compensation for retirement of fixed assets <br> - Expense for antiearthquake procautions <br> - Expense related to integration of operational management <br> - Other | $\begin{array}{r} \hline 157 \\ 152 \\ 108 \\ -64 \\ 69 \\ \hline \end{array}$ |
| Income before income taxes, minority interests and other adjustments | 3,345 | 4,586 | 1,241 |  |  |
| Income taxes | 1,709 | 1,892 | 182 |  |  |
| Minority interests | -94 | 3 | 97 |  |  |
| Net income | 1,729 | 2,690 | 961 |  |  |


|  | (million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec. } 31 \\ 2006 \end{gathered}$ | $\begin{gathered} \hline \text { Jun. } 30 \\ 2007 \end{gathered}$ | change | Main factors for change |
| Current assets | 78,173 | 79,211 | 1,038 |  |
| Cash and deposit | 16,311 | 16,242 | -69 |  |
| Trade notes and accounts receivable | 22,280 | 24,471 | 2,190 |  |
| Marketable securities | 10,668 | 11,370 | 702 |  |
| Inventories | 11,778 | 11,331 | -446 |  |
| Deferred tax asset | 2,200 | 1,972 | -228 |  |
| Other | 15,031 | 13,916 | -1,115 | - Decrease of down payment |
| Allowance for doubtful accounts | -97 | -92 | 5 |  |
| Fixed assets | 226,734 | 236,916 | 10,182 |  |
| Property, plant and equipment | 146,243 | 144,779 | -1,463 |  |
| Building and structures | 35,617 | 34,878 | -739 |  |
| Machinery, equipment, vehicles | 20,134 | 19,475 | -659 |  |
| Sales equipment | 30,857 | 30,966 | 108 |  |
| Land | 57,366 | 56,966 | -399 |  |
| Construction in progress | 56 | 432 | 375 |  |
| Other | 2,211 | 2,061 | -150 |  |
| Intangible fixed assets | 5,730 | 5,140 | -589 |  |
| Software | 5,730 | 5,140 | -589 |  |
| Investments and other assets | 74,760 | 86,996 | 12,235 |  |
| Investment in securities | 53,277 | 63,663 | 10,386 | - Increase by purchasing Minami Kyushu CCBC's outstanding shares |
| for retirement | 10,406 | 12,349 | 1,943 | - Donation to a corporate pension fund |
| Other | 6,967 | 6,712 | -255 |  |
| Allowance for doubtful accounts | -594 | -544 | 49 |  |
| Total assets | 304,907 | 316,128 | 11,220 |  |



|  | (million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec. } 31 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { Jun. } 30 \\ 2007 \end{gathered}$ | change | Main factors for change |
| Current liabilities | 30,431 | 41,083 | 10,651 |  |
| Trade notes and account payable Short-term debt Current portion of long-term debt Accrued income taxes Other account payable Note payable for equipment Other | $\begin{array}{r} \hline 3,828 \\ - \\ 2,300 \\ 2,674 \\ 13,866 \\ 702 \\ 7,059 \end{array}$ | $\begin{array}{r} \hline 4,653 \\ 10,512 \\ 2,300 \\ 1,453 \\ 12,662 \\ 138 \\ 9,364 \end{array}$ | $\begin{array}{r} 825 \\ 10,512 \\ - \\ -1,221 \\ -1,204 \\ -564 \\ 2,304 \end{array}$ | - Increase by investment financing for Minami Kyushu CCBC <br> - Decrease by income taxes payment |
| Long-term liabilities | 24,012 | 23,458 | -553 |  |
| Long-term debt | 2,000 | 1,000 | -1,000 |  |
| Deferred tax liabilities | 11,122 | 11,839 | 717 |  |
| Allowance for employee' retirement benefits | 4,770 | 4,982 | 211 |  |
| Liabilities for directors' and corporate auditors' retirement benefits | 249 | 58 | -190 |  |
| Goodwill | 1,867 | 1,659 | -207 |  |
| Other | 4,002 | 3,917 | -84 |  |
| Total liabilities | 54,444 | 64,542 | 10,098 |  |
| Common stock | 15,231 | 15,231 | - |  |
| Additional paid-in capital | 109,072 | 109,073 | 1 |  |
| Retained earnings | 135,623 | 135,978 | 354 |  |
| Treasury stock | -11,229 | -11,249 | -19 |  |
| Net unrealized gains on other marketable securities Minority interests | $1,710$ $54$ | $\begin{array}{r} 2,495 \\ 55 \end{array}$ | $\begin{array}{r} 785 \\ 0 \\ \hline \end{array}$ |  |
| Shareholders' equity | 250,463 | 251,586 | 1,122 |  |
| Total liabilities and shareholders' equity | 304,907 | 316,128 | 11,220 |  |


5. Investment, Depreciation, Cash Flow (consolidated)
(January 1, 2007 to June 30, 2007)
(1) Investment, Depreciation

|  |  | (million yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | 1H 2006 | 1H 2007 |
|  | Land | 415 | 109 |
|  | Buildings | 1,105 | 661 |
|  | Machinery \& Equipment | 912 | 639 |
|  | Sales equipment | 6,996 | 6,829 |
|  | other | 1,855 | 1,923 |
|  | Total | 11,283 | 10,161 |
| Depreciation |  | 6,566 | 11,340 |

(2) Cash flow

|  | (million yen) |  |
| :--- | ---: | ---: |
|  | 1 H 2006 | 1 H 2007 |
| Cash flow from <br> operating activities | 6,963 | 12,066 |
| Cash flow from <br> investing activities | $-12,949$ | $-19,470$ |
| Cash flow from <br> financing activities | $-1,309$ | 7,135 |
| Cash and cash equivalents <br> at end of year | 12,942 | 22,014 |

## 6. Projections (consolidated)

(January 1, 2007 to December 31, 2007)
(1) Earnings
(million yen, \%)

|  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 2006 \\ \text { actual (1) } \end{gathered}$ | 2007 projections |  |  |  | change$(2)-(1)$ | $\begin{gathered} \% \\ (2) /(1) \\ \hline \end{gathered}$ |
|  |  | last time* | this time(2) | change | \% |  |  |
| Net sales | 327,821 | 415,700 | 412,600 | -3,100 | -0.7 | 84,778 | 25.9 |
| Operating income | 12,321 | 14,500 | 15,000 | 500 | 3.4 | 2,678 | 21.7 |
| Recurring income | 13,225 | 15,300 | 16,300 | 1,000 | 6.5 | 3,074 | 23.3 |
| Net income | 7,570 | 8,900 | 9,400 | 500 | 5.6 | 1,829 | 24.2 |

* 'Last time' is based on performance projections announced as of Feburary 7, 2007.
(2) Investment, Depreciation

|  |  |  | (million yen, \%) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 2006 \\ \text { actual } \end{gathered}$ | 2007 projections |  |  |  |
|  |  | last time | this time | change | \% |
|  | Land |  | 828 | 2,108 | 2,169 | 61 | 2.9 |
|  | Buildings | 3,691 | 3,798 | 3,365 | -433 | -11.4 |
|  | Machinery \& Equipment | 2,716 | 1,987 | 4,112 | 2,125 | 106.9 |
|  | Sales equipment | 12,187 | 14,362 | 11,658 | -2,704 | -18.8 |
|  | other | 2,598 | 5,232 | 5,656 | 424 | 8.1 |
|  | Total | 22,020 | 27,489 | 26,962 | -527 | -1.9 |
| Depreciation |  | 19,571 | 24,831 | 22,926 | -1,905 | -7.7 |

* 'Last time' is based on performance projections announced as of Feburary 7, 2007.
(3)Cash Flow

|  | (million yen, \%) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2006 | 2007 projections |  |  |  |
|  | actual | last time | this time | change | $\%$ |
| Cash flow from <br> operating activities | 21,806 | 32,199 | 30,076 | $-2,123$ | -6.6 |
| Cash flow from <br> investing activities | $-14,956$ | $-22,915$ | $-36,279$ | $-13,364$ | - |
| Cash flow from <br> financing activities | $-9,244$ | $-8,901$ | 3,611 | 12,512 | - |
| Cash and cash equivalents <br> at end of year | 22,284 | 22,667 | 19,692 | $-2,975$ | -13.1 |

* 'Last time' is based on performance projections announced as of Feburary 7, 2007.


## 7. Sales information

(January 1, 2007 to June 30, 2007)
<Sales Volume by brand>

|  | (thousand cases, \%) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1H2006 | 1H2007 | \% change |
| Coca-Cola | 6,771 | 7,387 | +9.1 |
| Georgia | 21,123 | 21,125 | +0.0 |
| Sokenbicha | 6,438 | 6,843 | +6.3 |
| Aquarius | 7,700 | 7,810 | +1.4 |
| Sprite | 301 | 668 | +122.1 |
| Fanta | 3,713 | 3,498 | -5.8 |
| - Real gold | 913 | 938 | +2.8 |
| Huang oolong tea, Karada Meguricha | 767 | 1,142 | +48.8 |
| h Marocha, Hajime(Japanese teas) | 4,065 | 3,406 | -16.2 |
| Kocha kaden | 2,760 | 2,590 | -6.1 |
| Qoo, HI-C, Minute Maid | 2,277 | 2,591 | +13.8 |
| Water | 2,658 | 3,519 | +32.4 |
| other | 3,629 | 3,050 | -15.9 |
| Syrup, powder, food | 21,717 | 21,965 | +1.1 |
| Total | 84,832 | 86,532 | +2.0 |

* Actuals are the sum of CCWJ, Kinki CCBC and Mikasa CCBC.

Changing quantity equivalent in some products, we adjust sales volume as far back as 2006.
<Percentage by brand>

<Sales volume by package>


* Actuals are the sum of CCWJ, Kinki CCBC and Mikasa CCBC.

Changing quantity equivalent in some products, we adjust sales volume as far back as 2006.
<Percentage by package>

<Sales volume by channel>

|  |  | (thousand cases, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1H2006 | 1H 2007 | \% change |
| Vending | ※1 | 27,979 | 28,015 | +0.1 |
| Chain store | ※2 | 16,131 | 17,222 | +6.8 |
| CVS | ※3 | 8,745 | 8,751 | +0.1 |
| Retail | ※4 | 12,641 | 12,080 | -4.4 |
| Food service | ※5 | 7,826 | 8,345 | +6.6 |
| Distributor | ※6 | 775 | 788 | +1.7 |
| Other |  | 10,735 | 11,332 | +5.6 |
| Total |  | 84,832 | 86,532 | +2.0 |

* Actuals are the sum of CCWJ, Kinki CCBC and Mikasa CCBC.

Changing quantity equivalent in some products, we adjust sales volume as far back as 2006.
※1 Vending : Retail sale business to distribute products through vending machine to consumers ※2 Chain store : wholesale business for supermarket chains $※ 3$ CVS : Wholesale business for convenience store chain
※4 Retail : Wholesales business for grocery store, liquor shop and other over-the-counter outlet $※ 5$ Food service : Syrop sale business for fast food restaurants, movie theaters, sports arenas, 'family restaurants,' and theme parks
※6 Distributor : Middleman who works for Coca-Cola to hundle our products in remote areas and islands
<Percentage by channel>


## 8. Number of vending machines, Share

(1) Number of vending machines (Actual)

|  | End of 2006 | (No. of Vending machine) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 6 months |  | End of 1H |
|  |  | Installed | Retired | 2007 |
| O Regular (cans) | 93,592 | 4,783 | -7,657 | 90,718 |
| Full service (cans) | 142,825 | 17,750 | -17,561 | 143,014 |
| Cup machine | 20,663 | 886 | -1,291 | 20,258 |
| d Subtotal | 257,080 | 23,419 | -26,509 | 253,990 |
| No. of machines sold (cans) | 1,364 | 0 | -250 | 1,114 |
| Total | 258,444 | 23,419 | -26,759 | 255,104 |

* The above numbers are the sum of total number of CCWJ, Kinki CCBC, and Mikasa CCBC.
(2) Share

|  | (\%) |  |  |
| :--- | ---: | ---: | ---: |
|  | 2006 | 2007 | - |
| Out market | 36.3 |  |  |

* Source : ACNielsen Corporation Japan Store Audit (Survey period: June)


## 9. Home market share

(January 1, 2007 to June 30, 2007)
(1) Home market share by category
(\%)

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 1 H 2006 |  |
|  | 1 H 2007 |  |
| Total | 22.4 | 21.5 |
| Carbonates | 47.5 | 48.2 |
| Cola | 76.4 | 78.5 |
| Flavored | 53.6 | 50.8 |
| Fruit juices | 6.1 | 5.2 |
| Coffee | 20.5 | 18.6 |
| Canned coffee | 50.5 | 49.8 |
| Non-sugared tea | 22.0 | 21.1 |
| Chinese | 6.5 | 9.5 |
| Japanese | 9.9 | 6.6 |
| Blended | 76.2 | 71.8 |
| English teas | 12.1 | 10.7 |
| Sports drinks | 51.1 | 51.2 |
| Fitness drinks | 17.1 | 17.9 |
| Lactic drinks | 5.4 | 4.1 |
| Mineral water | 13.8 | 13.5 |

(Source: Intage Inc. of Store Audit)

* The home market share is a manufacturer's share at supermarkets, convenience stores, liquor shops, and grocery stores.
(2) Home market share by industry
(\%)

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 1 H 2006 | 1 H 2007 |
| Total | 22.4 | 21.5 |
| Supermarkets | 21.6 | 21.0 |
| Convenience stores | 20.2 | 19.2 |
| Liquor stores | 24.2 | 22.7 |
| Grocery stores | 38.3 | 37.9 |
| Drug stores | 18.6 | 19.5 |

(Source: Intage Inc. of Store Audit)

* The home market share is a manufacturer's share at supermarkets, convenience stores, liquor shops, and grocery stores.


## 10. Stock Information

<By type and Number of shares held>
(entities, thousand shares, \%)

|  | 31-Dec-06 |  |  |  | 30-Jun-07 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# of shareholders | Ratio | $\begin{gathered} \text { \# of } \\ \text { shares } \end{gathered}$ | Ratio | \# of shareholders | Ratio | $\begin{gathered} \text { \# of } \\ \text { shares } \end{gathered}$ | Ratio |
| Financial institutions | 84 | 0.4 | 18,676 | 16.8 | 80 | 0.34 | 16,195 | 14.6 |
| Securities firms | 28 | 0.1 | 822 | 0.7 | 30 | 0.1 | 599 | 0.5 |
| Other corporations | 510 | 2.2 | 48,839 | 44.0 | 502 | 2.2 | 48,696 | 43.8 |
| Foreign corporations | 248 | 1.0 | 25,008 | 22.5 | 257 | 1.1 | 28,317 | 25.5 |
| Individuals, others | 22,873 | 96.3 | 12,845 | 11.6 | 22,377 | 96.3 | 12,377 | 11.1 |
| Treasury stock | 1 | 0.0 | 4,932 | 4.4 | 1 | 0.0 | 4,939 | 4.5 |
| Total | 23,744 | 100.0 | 111,125 | 100.0 | 23,247 | 100.0 | 111,125 | 100.0 |

