## Consolidated Financial Summary for The First Quarter Ended March 31, 2009

Listed company name: Coca-Cola West Company, Limited

Code number: 2579
Delegate: Title: Representative Director, President \& CEO Contact: Title: Corporate Officer, Manager of Finance Expected date of quarterly report submission: May 15, 2009 Expected date of dividends payment:

May 1, 2009 Listed stock exchange listings: Tokyo( $1^{\text {st }}$ section),

Osaka(1 ${ }^{\text {st }}$ section), Fukuoka
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(Fractions of one million yen are round off)

1. Consolidated financial results for 1st quarter 2009 (from January 1, 2009 to March 31, 2009)
(Percentages indicate changes over the same period in the prior fiscal year)
(1) Consolidated financial results

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ |
| 1st quarter 2009 | 79,952 | - | $(3,742)$ | - | $(3,784)$ | - | $(2,953)$ | - |
| 1st quarter 2008 | 88,296 | $(1.8)$ | 242 | $(76.5)$ | 376 | $(70.0)$ | 188 | $(75.9)$ |


|  | Earnings per share | Diluted earnings <br> per share |
| :---: | :---: | :---: |
| 1st quarter 2009 | Yen | Yen |
| 1st quarter 2008 | $(29.54)$ | - |

(2) Consolidated financial position

|  | Total assets | Net assets | Net assets (excl. <br> minority interests) to <br> total assets | Net assets (excl. <br> minority interests) <br> per share |
| :---: | :---: | :---: | :---: | :---: |
| 1st quarter 2009 | Million yen | Million yen | Yen <br> Full year 2008 | 286,933 |
| 277,696 | 229,191 | 79.9 | $2,291.75$ |  |

(Reference) Net assets (excl. minority interest) 1Q 2009 229,123 million yen End of 2008 234,450 million yen
2. Dividends

|  | Cash dividends per share |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Record date) | End of 1Q | End of 2Q | End of 3Q | End of year | Yearly |  |
| Full year 2008 | - | yen | 21.00 | Yen | yen | yen |
| Full year 2009 |  |  |  |  |  |  |

(Note) Revision of dividend forecast during this quarter: None

3 . Forecast of consolidated financial results 2009 (from January 1, 2009 to December 31, 2009)
(percentages represent changes from previous year)

|  | Net revenues |  | Operating income |  | Recurring income |  | Net income |  | Basic net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | million yen | \% | million yen | \% | million yen | \% | million yen | \% | Yen |
| 1st half 2009 | 178,200 | - | $(2,200)$ | - | $(2,100)$ | - | $(2,300)$ | - | (23.00) |
| Full year 2009 | 387,200 | (2.1) | 6,500 | (38.2) | 6,900 | (37.5) | 1,900 | - | 19.00 |

(Note) Revision of forecast of consolidated financial results during this quarter: Applicable
4. Other
(1) Changes to significant subsidiaries during the period (changes in certain specified : None subsidiaries resulting in revised scope of consolidation)
Newly consolidated companies: - Newly unconsolidated companies: -
(2) Adoption of simplified accounting method and special accounting method for consolidated : Applicable quarterly financial statements
(3) Change in accounting policies, procedures, and methods of presentation, etc associated with preparation of consolidated quarterly financial statements (Changes in important items fundamental to the preparation of consolidated financial statements)

1) Changes due to amendment of accounting standards : Applicable
2) Changes other than those in 1) above : Applicable
(4) Outstanding shares (common share)
3) Outstanding shares at the end of period (including treasury shares): 1Q 2009: 111,125,714 shares Fiscal Year 2008: 111,125,714 shares
4) Treasury shares at the end of period:

1Q 2009: 11,148,623 shares Fiscal Year 2008: 11,148,196 shares
3) Average number of outstanding shares at end of period (three months) 1Q 2009: 99,977,236 shares 1Q 2008: 105,819,536 shares

## * Explanation regarding appropriate use of the forecast, other special instructions

Figures in the above forecast are based on information available to management at the time of announcement. Due to number of inherent uncertainties in the forecast, actual results may differ materially from the forecast. In terms of forecast for the fiscal year ending December 31, 2009, there are changes from forecast which released on February 6, 2009.

## Note:

1. The format for the consolidated financial summary has been changed from May 1, 2009.
2. All information has been prepared in accordance with accounting principles and practices generally accepted in Japan.

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Coca-Cola West Co., Ltd (2579)
May 1, 2009

## 1. Situation of Consolidated Profit and Loss

(January 1, 2009 to March 31, 2009)


* The above plan is based on performance forecast announced as of February 6, 2009.


## 2. Profits Change Factor (vs. plan)

(January 1, 2009 to March 31, 2009)

|  |  |  |  |  | (million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2009 |  | change | Main factors for increase/decrease |  |
|  | plan(*) | actual |  |  |  |
| Net Sales | 85,900 | 79,952 | $(5,947)$ |  |  |
| Cost of goods sold | 47,000 | 44,576 | $(2,423)$ |  |  |
| Gross profit | 38,900 | 35,376 | $(3,523)$ | Impact on decrease of sales volume Sales to other bottlers Other | $(3,257)$ <br> (175) (91) |
| SG\&A | 40,000 | 39,119 | (880) | Decrease in sales commission <br> Decrease by cost-cutting, such as supplies expenses, etc | $\begin{aligned} & (369) \\ & (511) \end{aligned}$ |
| Operating income (loss) | $(1,100)$ | $(3,742)$ | $(2,642)$ |  |  |
| Non-operating income | 300 | 211 | (88) |  |  |
| Non-operating expenses | 300 | 252 | (47) |  |  |
| Rucurring income (loss) | $(1,100)$ | $(3,784)$ | $(2,684)$ |  |  |
| Extraordinary income | - | 165 | 165 | Subsidy income by investment | 165 |
| Extraordinary losses | 1,200 | 985 | (214) | Group restructuring expenses <br> Expense for provision for sales equipment installation Other | $\begin{gathered} (165) \\ (132) \\ 83 \end{gathered}$ |
| Income (loss) before income taxes, minority interests and other adjustments | $(2,300)$ | $(4,603)$ | $(2,303)$ |  |  |
| Income taxes | (900) | $(1,651)$ | (751) |  |  |
| Minority interests | 0 | 1 | 1 |  |  |
| Net income (loss) | $(1,400)$ | $(2,953)$ | $(1,553)$ |  |  |

* The above plan is based on performance forecast announced as of February 6, 2009.


## 3. Profits Change Factor (vs. last year)

(January 1, 2009 to March 31, 2009)
(million yen)

|  |  |  |  | (million yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2008 | 1Q 2009 | change | Main factors for increase/decrease |  |
| Net sales | 88,296 | 79,952 | $(8,343)$ |  |  |
| Cost of goods sold | 50,643 | 44,576 | $(6,067)$ |  |  |
| Gross profit | 37,652 | 35,376 | $(2,275)$ | Impact on reform of SCM system <br> Sales to other bottlers <br> Impact on decrease of sales volume <br> Impact from sales of subsidiary companies <br> Other | $\begin{array}{r} \hline 2,373 \\ 232 \\ (4,202) \\ (474) \\ (204) \end{array}$ |
| SG\&A | 37,409 | 39,119 | 1,709 | Impact on reform of SCM system <br> Increase of employee retirement benefit <br> Impact from sales of consolidated companies <br> Decrease in sales commission <br> Decrease of sales equipment cost <br> Other | $\begin{array}{r} \hline 2,373 \\ 585 \\ (496) \\ (323) \\ (319) \\ (111) \end{array}$ |
| Operating income (loss) | 242 | $(3,742)$ | $(3,985)$ |  |  |
| Non-operating income | 379 | 211 | (168) |  |  |
| Non-operating expenses | 245 | 252 | 6 |  |  |
| Recurring income (loss) | 376 | $(3,784)$ | $(4,160)$ |  |  |
| Extraordinary income | 329 | 165 | (163) | Subsidy income by investment <br> Gain on sales of investment securities <br> Gain on sales of property, plant, equipment | $\begin{array}{r} 165 \\ (259) \\ (70) \end{array}$ |
| Extraordinary losses | 218 | 985 | 767 | Group restructuring expenses <br> Expense for provision for sales equipment installation Impairment loss <br> Other | $\begin{array}{r} 416 \\ 162 \\ 96 \\ 93 \end{array}$ |
| Income (loss) before income taxes, minority interests and other adjustments | 487 | $(4,603)$ | $(5,091)$ |  |  |
| Income taxes | 294 | $(1,651)$ | $(1,946)$ |  |  |
| Minority interests | 4 | 1 | (2) |  |  |
| Net income (loss) | 188 | $(2,953)$ | $(3,142)$ |  |  |

4. Consolidated Balance Sheet and Change Factor

|  | (million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { Mar. } 31 \\ 2009 \end{gathered}$ | change | Main factors for increase/decrease |
| Current assets | 82,074 | 84,523 | 2,449 |  |
| Cach and deposit <br> Trade notes and account receivable <br> Marketable securities <br> Merchandise and finished goods <br> Work in progress <br> Raw material and supplies <br> Other <br> Allowance for doubtful accounts | 18,592 21,527 4,559 11,979 0 658 24,872 $(116)$ | $\begin{array}{r} 15,682 \\ 19,464 \\ 2,559 \\ 24,884 \\ 189 \\ 1,889 \\ 19,963 \\ (110) \end{array}$ | $\begin{array}{r} \hline(2,910) \\ (2,062) \\ (1,999) \\ 12,905 \\ 189 \\ 1,230 \\ (4,908) \\ 5 \end{array}$ | Cancellation of investment trust fund Increase by reform of the SCM system <br> Decrease of down payment |
| Fixed assets | 195,622 | 202,410 | 6,787 |  |
| Property, plant and equipment | 136,005 | 146,765 | 10,759 |  |
| Building and structures, net Machinery, equipment, vehicle, net Sales equipment, net Land Lease assets, net Construction in progress Other, net | $\begin{array}{r} \hline 33,271 \\ 17,553 \\ 26,099 \\ 56,082 \\ - \\ 1,097 \\ 1,900 \end{array}$ | $\begin{array}{r} \hline 32,776 \\ 17,434 \\ 27,100 \\ 56,271 \\ 6,633 \\ 4,760 \\ 1,788 \end{array}$ | $\begin{array}{r} (494) \\ (119) \\ 1,000 \\ 188 \\ 6,633 \\ 3,662 \\ (111) \end{array}$ | Increase by introduction of lease accounting system $\left\{\begin{array}{l}\text { New production line in Akashi factory } \\ \text { New head office building }\end{array}\right.$ |
| Intangible fixed assets | 4,449 | 4,305 | (144) |  |
| Software | 4,449 | 4,305 | (144) |  |
| Investment and other assets | 55,166 | 51,339 | $(3,826)$ |  |
| Investment in securities <br> Advanced payments for retirement expenses <br> Other <br> Allowance for doubtful accounts | $\begin{array}{r} 32,136 \\ 13,307 \\ 10,244 \\ (522) \end{array}$ | $\begin{array}{r} 30,663 \\ 12,879 \\ 8,325 \\ (528) \end{array}$ | $\begin{array}{r} (1,473) \\ (428) \\ (1,919) \\ (5) \end{array}$ |  |
| Total assets | 277,696 | 286,933 | 9,236 |  |



|  | (million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { Mar. } 31 \\ 2009 \end{gathered}$ | change | Main factors for increase/decrease |
| Current liabilities | 25,767 | 39,419 | 13,652 |  |
| Trade notes and account payable Current portion of long-term debt <br> Lease obligation <br> Accrued income taxes <br> Other account payable <br> Other | $\begin{array}{r} 3,854 \\ - \\ - \\ 2,769 \\ 13,977 \\ 5,164 \end{array}$ | $\begin{array}{r} 17,051 \\ 88 \\ 2,445 \\ 156 \\ 13,096 \\ 6,581 \end{array}$ | $\begin{array}{r} 13,196 \\ 88 \\ 2,445 \\ (2,613) \\ (881) \\ 1,416 \\ \hline \end{array}$ | Increase by reform of the SCM system <br> Increase by newly consolidation of Chugoku-Piano co.,Itd <br> Increase by introduction of lease accounting system <br> Decrease by income taxes payment |
| Long-term liabilities | 17,407 | 18,323 | 915 |  |
| Lease obligations <br> Allowance for employee' retirement benefits <br> Liabilities for directors' and corporate auidtors' retirement benefits <br> Goodwill <br> Other | 5,394 $\begin{array}{r} 1,037 \\ 10,968 \end{array}$ | $\begin{array}{r} 4,266 \\ 5,365 \\ 9 \\ 677 \\ 8,004 \\ \hline \end{array}$ | $\begin{array}{r} 4,266 \\ (29) \\ \\ 2 \\ (360) \\ (2,963) \\ \hline \end{array}$ | Increase by introduction of lease accounting system |
| Total liabilities | 43,174 | 57,742 | 14,567 |  |
| Common stock <br> Capital surplus <br> Retained earnings <br> Treasury stock <br> Valuation difference on available-for-sale securities <br> Minority interests | $\begin{array}{r} 15,231 \\ 109,073 \\ 136,067 \\ (25,756) \\ (165) \end{array}$ | $\begin{array}{r} 15,231 \\ 109,072 \\ 130,914 \\ (25,757) \end{array}$ <br> (339) $68$ | (0) $(5,153)$ (0) <br> (173) | $\left\{\begin{array}{l}\text { Decrease by dividents payment } \\ \text { Net loss }\end{array}\right.$ |
| Total shareholders' equity | 234,521 | 229,191 | $(5,330)$ |  |
| Total liabilities and net assets | 277,696 | 286,933 | 9,236 |  |



## 5. Investment, Depreciation, Cash Flow (consolidated)

(January 1, 2009 to March 31, 2009)
(1) Investment, Depreciation

|  |  | (million yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | 1Q 2008 | 1Q 2009 |
|  | Land | - | - |
|  | Buildings | 176 | 119 |
|  | Machinery \& Equipment | 180 | 839 |
|  | Sales equipment | 3,675 | 3,674 |
|  | Other | 1,170 | 4,181 |
|  | Total | 5,201 | 8,813 |
| Depreciation |  | 5,277 | 5,175 |

* Investment and depreciation of lease assets are as follow.
(million yen)

|  |  | (million yen) |  |
| :--- | :--- | ---: | ---: |
|  |  | 1Q 2008 | 1Q 2009 |
| Lease assets | Investment | - | 5,773 |
|  | Depreciation | - | 587 |

(2) Cash Flow

|  | (million yen) |  |
| :--- | ---: | ---: |
|  | 1Q 2008 | 1Q 2009 |
| Cash flow from <br> operating activities | 3,929 | 5,666 |
| Cash flow from <br> investing activities | 6,457 | $(7,936)$ |
| Cash flow from <br> financing activities | $(18,159)$ | $(2,925)$ |
| Cash and cash equivalents <br> at end of 1Q | 27,792 | 17,428 |

## 6. Projections(consolidated)

(January 1, 2009 to December 31, 2009)
(1)Earnings

|  | $\begin{gathered} 2008 \\ \text { actual (1) } \end{gathered}$ | 2009 plan |  |  |  | change(2) - (1) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | initial | revise (2) | change | \% change |  |
| Net sales | 395,556 | 416,400 | 387,200 | $(29,200)$ | (7.0) | $(8,356)$ |
| Operating income | 10,521 | 13,000 | 6,500 | $(6,500)$ | (50.0) | $(4,021)$ |
| Recurring income | 11,048 | 13,700 | 6,900 | $(6,800)$ | (49.6) | $(4,148)$ |
| Net income | 129 | 5,800 | 1,900 | $(3,900)$ | (67.2) | 1,770 |

* There are changes from earning projections which released on February 6, 2009.

Initial numbers are performance projections announced as of February 6, 2009.
(2)Investment, Depreciation

|  |  |  |  |  | (million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 2008 \\ \text { actual } \end{gathered}$ | $\begin{gathered} 2009 \\ \text { plan (1) } \end{gathered}$ | $\begin{aligned} & 2009 \text { initial } \\ & \text { plan (2) } \end{aligned}$ | change (1) - (2) |
| $\begin{aligned} & \text { EV } \\ & 0 \\ & 0 \\ & \underset{B}{0} \\ & 0 \end{aligned}$ | Land | 15 | 930 | 930 | - |
|  | Buildings | 1,015 | 5,396 | 5,984 | $\triangle 588$ |
|  | Machinery \& Equipment | 1,433 | 7,543 | 7,094 | 449 |
|  | Sales equipment | 10,359 | 9,994 | 10,832 | $\triangle 838$ |
|  | Other | 5,210 | 2,862 | 3,837 | $\triangle 975$ |
|  | Total | 18,032 | 26,725 | 28,677 | $\triangle 1,952$ |
| Depreciation |  | 21,741 | 21,473 | 21,896 | $\triangle 423$ |

## 7. Sales information

(January 1, 2009 to March 31, 2009)
<Sales Volume by brand>
(thousand cases, \%)

|  |  | 1Q 2008 | 1Q 2009 | \% change |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \dot{\Omega} \\ \Omega \end{gathered}$ | Coca-Cola | 2,357 | 2,526 | 7.2 |
|  | Coca-Cola Zero | 650 | 991 | 52.6 |
|  | Fanta | 1,409 | 1,625 | 15.4 |
|  | Georgia | 10,825 | 10,468 | (3.3) |
|  | Soukenbicha | 2,764 | 2,411 | (12.8) |
|  | Aquarius | 2,816 | 2,593 | (7.9) |
| Other |  | 18,549 | 17,390 | (6.3) |
| Total |  | 39,370 | 38,005 | (3.5) |

* Sales volume of food is excluded.
<Composition of brand>

<Sales volume by channel>

|  | (thousand cases, \%) |  |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  | 1Q 2008 |  | 1Q 2009 | \% change |
| Vending | $* 1$ | 14,946 | 13,917 | $(6.9)$ |
| Chain store | $* 2$ | 8,080 | 8,518 | 5.4 |
| CVS | $* 3$ | 4,226 | 4,301 | 1.8 |
| Retail | $* 4$ | 3,074 | 2,653 | $(13.7)$ |
| Food service | $* 5$ | 3,874 | 3,929 | 1.4 |
| Other | 5,170 | 4,687 | $(9.3)$ |  |
| Total | 39,370 | 38,005 | $(3.5)$ |  |

* Sales volume of food is excluded.
*1 Vending : Retail sales business to distribute products through vending machine to consumers
*2 Chain store : Wholesale business for supermarket chains
*3 CVS : Wholesale business for convenience store chains
*4 Retail : Wholesale business for grocery stores, liquor shops and other over-the-counter outlets
*5 Food service : Syrup sale business for fast food restaurants, movie theaters, sports arena, 'family restaurants,' and theme parks


## <Composition of channel>


<Sales volume by package>

|  |  | (thousand cases, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q 2008 | 1Q 2009 | \% change |
| Bottle |  | 426 | 408 | -4.1 |
| PET | Small-sized (less than 1001ml) | 8,184 | 7,525 | -8.0 |
|  | Large-sized (more than 1,001ml) | 5,757 | 5,998 | +4.2 |
|  | Subtotal | 13,941 | 13,523 | -3.0 |
| Can (include bottle can) |  | 14,163 | 13,583 | -4.1 |
| Other |  | 1,308 | 1,198 | -8.4 |
| Syrup, powder |  | 9,533 | 9,293 | -2.5 |
| Total |  | 39,370 | 38,005 | -3.5 |

* Sales volume of food is excluded.
<Composition of package>



## 8. Number of vending machines, Share

(1) Number of vending machines

|  | (Units) |  |  |
| :---: | :---: | :---: | :---: |
|  | End of 2008 | $\begin{gathered} \text { End of } \\ \text { 1Q } 2009 \end{gathered}$ | change |
| Can machine | 234,127 | 232,207 | $(1,920)$ |
| Cup machine | 18,813 | 18,417 | (396) |
| Total | 252,940 | 250,624 | $(2,316)$ |

(2) Market Share

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 2008 | 2009 |
| Out market share | 35.1 |  |

(Source : Intage Vending machine survey)

## 9. Home market share

(January 1, 2009 to March 31, 2009)

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 1Q 2008 | 1Q 2009 |
| Total | 22.3 | 23.1 |
| Supermarkets | 22.3 | 23.7 |
| CVS | 19.6 | 20.0 |
| Retail stores | 27.9 | 27.6 |
| Drug stores | 20.3 | 24.6 |

(Source : Intage Inc. of Store Audit)

* The home market share is a manufacturer's share at supermarkets, convenience stores, other retail stores.

