## Consolidated Financial Summary for The Third Quarter Ended September 30, 2009

October 28, 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: November 6, 2009

Listed stock exchange listings: Tokyo( $1^{\text {st }}$ section),
Osaka( ${ }^{\text {st }}$ section), Fukuoka
URL http://www.ccwest.co.jp/english
Name: Norio Sueyoshi
Name: Kiyotaka Yamada
Phone: +81-92-641-9199
(Fractions of one million yen are round off)

1. Consolidated financial results for 3rd quarter 2009 (from January 1, 2009 to September 30, 2009)
(Percentages indicate changes over the same period in the prior fiscal year)
(1) Consolidated financial results (nine months ended)

|  | Net sales | Operating income |  | Ordinary income |  | Net income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ |
| $3^{\text {rd }}$ quarter 2009 | 284,221 | - | 1,569 | - | 1,567 | - | $(5,912)$ | - |
| $3^{\text {rd }}$ quarter 2008 | 303,202 | $(2.4)$ | 9,705 | $(15.6)$ | 10,580 | $(16.1)$ | 3,455 | $(52.6)$ |


|  | Earnings per share | Diluted earnings <br> per share |
| :---: | :---: | :---: |
| $3^{\text {rd }}$ quarter 2009 | Yen <br> $3^{\text {rd }}$ quarter 2008 | Yen |

(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 |
| :---: | :---: | :---: | :---: | :---: |
| $3^{\text {rd }}$ quarter 2009 | Million yen | Million yen | Yen |  |
| Full year 2008 | 283,745 | 224,768 | 79.2 | $2,247.51$ |
| 2234,696 | 234,521 | 84.4 | $2,345.03$ |  |

(Reference) Net assets (excl. minority interest) $\quad$ 3Q 2009 224,696 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 |  |
| Yen | Yen |  | Yen | Yen | Yen |  |
| Full year 2008 <br> Full year 2009 | - | 21.00 | - | - | 43.00 |  |
| Full year 2009 <br> (Forecast) | - | - | - | 21.00 | 42.00 |  |

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

3 . Forecast of consolidated financial results 2009 (from January 1, 2009 to December 31, 2009)

|  | Net sales |  | Operating income |  | Recurring income |  | Net income |  | Basic net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | million yen | \% | million yen | \% | million yen | \% | million yen | \% | Yen |
| Full year 2009 | 374,100 | (5.4) | 2,000 | (81.0) | 2,100 | (81.0) | $(10,400)$ | - | (104.02) |

(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): 3Q 2009: 111,125,714 shares Fiscal Year 2008: 111,125,714 shares
4) Treasury shares at the end of period:

3Q 2009: 11,149,844 shares Fiscal Year 2008: 11,148,196 shares
3) Average number of outstanding shares at end of period (nine months)

3Q 2009: 99,976,738 shares 3Q 2008: 104,080,608 shares

* Information about proper usage of forecast of business results, and other special instructions

1. The statements concerning future performance that are presented in this document are based on judgment using information to Coca-Cola West as of release date of this material. Certain risks and uncertainties could cause the results of Coca-Cola West to differ materially from any projections presented herein.
2. From the current fiscal year, the company has applied the "Accounting Standard for Quarterly Financial Reporting" (Accounting Standards Board of Japan (ASBJ) Statement No.12) and the "Guidance on Accounting Standard for Quarterly Financial Reporting (ASBJ Guidance No.14). The company presents its quarterly consolidated financial statements in accordance with the Regulations for Quarterly Consolidated Financial Statements.

3. Situation of Consolidated Profit and Loss .....  1
2 . Profits Change Factor (vs. plan) ..... 2
3 . Profits Change Factor (vs. last year) .....  3
4 . Consolidated Balance Sheet and Change Factor .....  4
5 . Investment, Depreciation, Cash Flow (Consolidated) .....  6
6 . Projections .....  7
7 . Sales Information .....  8
8 . Number of Vending Machines, Market Share .....  11
9 . Home Market Share .....  11

## 1. Situation of Consolidated Profit and Loss

(January 1, 2009 to September 30, 2009)
(million yen, \%)

|  | $\begin{gathered} \text { 3Q } 2008 \\ \text { actual } \end{gathered}$ | 3Q 2009 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | plan(*) | actual | vs. plan |  | vs. last year |  |
|  |  |  |  | change | \% change | change | \% change |
| Net Sales | 303,202 | 293,700 | 284,221 | $(9,478)$ | (3.2) | $(18,980)$ | (6.3) |
| Operating Income | 9,705 | 5,500 | 1,569 | $(3,930)$ | (71.5) | $(8,136)$ | (83.8) |
| Recurring Income | 10,580 | 5,700 | 1,567 | $(4,132)$ | (72.5) | $(9,013)$ | (85.2) |
| Net Income (loss) | 3,455 | 1,900 | $(5,912)$ | $(7,811)$ | - | $(9,368)$ |  |

* The above plan is based on performance forecast announced as of May 1, 2009.

Net Sales


Recurring Income


Net Income


Operating Income


* Projections for the fiscal year ending December 31, 2009 are based on performance forecast announced as of October 28, 2009.


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

(January 1, 2009 to September 30, 2009)

|  | (million yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2009 |  | change | Major factors for increase/decrease |  |
|  | plan(*) | actual |  |  |  |
| Net Sales | 293,700 | 284,221 | $(9,478)$ |  |  |
| Cost of goods sold | 161,900 | 159,029 | $(2,870)$ |  |  |
| Gross profit | 131,800 | 125,192 | $(6,607)$ | Impact on decrease of sales volume Sales to other bottlers <br> Other | $\begin{array}{r} (6,101) \\ (589) \\ 83 \end{array}$ |
| SG\&A | 126,300 | 123,623 | $(2,676)$ | Decrease in personnel cost Decrease in sales commission Decrease in advertising cost Decrease of fuel cost Other | $(1,414)$ <br> (757) <br> (252) <br> (179) <br> (74) |
| Operating income | 5,500 | 1,569 | $(3,930)$ |  |  |
| Non-operating income | 1,000 | 742 | (257) |  |  |
| Non-operating expenses | 800 | 744 | (56) |  |  |
| Rucurring income | 5,700 | 1,567 | $(4,132)$ |  |  |
| Extraordinary income | 200 | 165 | (35) |  |  |
| Extraordinary losses | 2,300 | 8,502 | 6,202 | Impairment loss <br> Head office relocation expenses <br> Loss on retirement of noncurrent assets <br> Expense for provision for sales equipment installation <br> Group restructuring expenses <br> Other | $\begin{array}{r} 6,092 \\ 346 \\ 311 \\ (346) \\ (246) \\ 45 \end{array}$ |
| Income (loss) before income taxes, minority interests and other adjustments | 3,600 | $(6,769)$ | $(10,368)$ |  |  |
| Income taxes | 1,690 | (861) | $(2,550)$ |  |  |
| Minority interests | 10 | 5 | (5) |  |  |
| Net income (loss) | 1,900 | $(5,912)$ | $(7,811)$ |  |  |

* The above plan is based on performance forecast announced as of May 1, 2009.


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

(January 1, 2009 to September 30, 2009)
(million yen)

|  | 3Q 2008 | 3Q 2009 | change | Main factors for increase/decrease |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 303,202 | 284,221 | $(18,980)$ |  |  |
| Cost of goods sold | 176,286 | 159,029 | $(17,257)$ |  |  |
| Gross profit | 126,916 | 125,192 | $(1,723)$ | 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 | $\begin{array}{r} 9,198 \\ 1,748 \\ (12,128) \\ (543) \\ 2 \end{array}$ |
| SG\&A | 117,210 | 123,623 | 6,412 | Impact on reform of SCM system <br> Increase of employee retirement benefit <br> Decrease in personnel cost <br> Decrease in sales commission <br> Impact from sales of consolidated companies <br> Decrease of fuel cost <br> Decrease of sales equipment cost <br> Decrease in advertising cost <br> Other | $\begin{array}{r} \hline 9,198 \\ 1,711 \\ (2,163) \\ (900) \\ (664) \\ (454) \\ (199) \\ (142) \\ 25 \end{array}$ |
| Operating income | 9,705 | 1,569 | $(8,136)$ |  |  |
| Non-operating income | 1,541 | 742 | (799) |  |  |
| Non-operating expenses | 666 | 744 | 78 |  |  |
| Recurring income | 10,580 | 1,567 | $(9,013)$ |  |  |
| Extraordinary income | 700 | 165 | (534) | Subsidy income by investment <br> Gain on sales of investment securities <br> Gain on sales of property, plant, equipment | $\begin{gathered} 165 \\ (459) \\ (241) \end{gathered}$ |
| Extraordinary losses | 3,417 | 8,502 | 5,084 | Impairment loss <br> Head office relocation expenses <br> Group restructuring expenses <br> Loss on sales of investment securities <br> Expense for provision for sales equipment installation <br> Loss on valuation of investment securities <br> Loss on retirement of noncurrent assets <br> Loss on sales of noncurrent assets <br> Other | $\begin{array}{r} \hline 6,092 \\ 358 \\ 159 \\ (401) \\ (352) \\ (306) \\ (241) \\ (237) \\ 12 \end{array}$ |
| Income (loss) before income taxes, minority interests and other adjustments | 7,863 | $(6,769)$ | $(14,632)$ |  |  |
| Income taxes | 4,396 | (861) | $(5,258)$ |  |  |
| Minority interests | 10 | 5 | (5) |  |  |
| Net income (loss) | 3,455 | $(5,912)$ | $(9,368)$ |  |  |

## 4. Consolidated Balance Sheet and Change Factor

|  | $\begin{gathered} \text { Dec. } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { Sep. } 30 \\ 2009 \end{gathered}$ | change | Main factors for increase/decrease |
| :---: | :---: | :---: | :---: | :---: |
| Current assets | 82,074 | 88,154 | 6,080 |  |
| 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 | $\begin{array}{r} \hline 18,592 \\ 21,527 \\ 4,559 \\ 11,979 \\ 0 \\ 658 \\ 24,872 \\ (116) \end{array}$ | 19,133 24,116 1,254 22,443 87 2,169 19,074 $(124)$ | 540 2,589 $(3,304)$ 10,463 87 1,510 $(5,798)$ $(8)$ | Cancellation of investment trust fund Increase by reform of the SCM system <br> Decrease of down payment |
| Fixed assets | 195,622 | 195,591 | (31) |  |
| Property, plant and equipment | 136,005 | 141,502 | 5,496 |  |
| Building and structures, net Machinery, equipment, vehicle, net Sales equipment, net Land Lease assets, net Construction in progress Other, net | $\begin{array}{r} \hline 33,271 \\ 17,553 \\ 26,099 \\ 56,082 \\ - \\ 1,097 \\ 1,900 \end{array}$ | $\begin{array}{r} \hline 34,544 \\ 19,801 \\ 25,974 \\ 52,816 \\ 5,360 \\ 1,075 \\ 1,930 \end{array}$ | $\begin{array}{r} \hline 1,273 \\ 2,247 \\ (125) \\ (3,266) \\ 5,360 \\ (22) \\ 29 \end{array}$ | Investment <br> New head office, new production line in Akashi factory <br> Impairment loss <br> Fixed assets related to the restructuring of sales \& logistics offices <br> Increase by introduction of lease accounting system |
| Intangible fixed assets | 4,449 | 4,015 | (434) |  |
| Software | 4,449 | 4,015 | (434) |  |
| Investment and other assets | 55,166 | 50,073 | $(5,093)$ |  |
| Investment in securities <br> Advanced payments for retirement expenses <br> Other <br> Allowance for doubtful accounts | $\begin{array}{r} 32,136 \\ 13,307 \\ 10,244 \\ (522) \end{array}$ | $\begin{array}{r} 30,755 \\ 12,032 \\ 7,760 \\ (475) \end{array}$ | $\begin{array}{r} (1,381) \\ (1,275) \\ (2,484) \\ 47 \end{array}$ |  |
| Total assets | 277,696 | 283,745 | 6,049 |  |


(million yen)

|  | $\begin{gathered} \text { Dec. } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { Sep. } 30 \\ 2009 \end{gathered}$ | change | Main factors for increase/decrease |
| :---: | :---: | :---: | :---: | :---: |
| Current liabilities | 25,767 | 42,376 | 16,609 |  |
| Trade notes and account payable Current portion of long-term debt <br> Lease obligation <br> Accrued income taxes <br> Other account payable <br> Other | $\begin{array}{r} 3,854 \\ - \\ - \\ 2,769 \\ 13,977 \\ 5,164 \end{array}$ | $\begin{array}{r} 12,870 \\ 3,800 \\ 2,178 \\ 528 \\ 15,878 \\ 7,119 \end{array}$ | $\begin{gathered} 9,016 \\ 3,800 \\ 2,178 \\ (2,241) \\ 1,901 \\ 1,954 \end{gathered}$ | Increase by reform of the SCM system <br> Increase by introduction of lease accounting system <br> Decrease by income taxes payment |
| Long-term liabilities | 17,407 | 16,600 | (807) |  |
| Lease obligations <br> Allowance for employee' retirement benefits <br> Liabilities for directors' and corporate auidtors' retirement benefits <br> Goodwill <br> Other | 5,394 <br> 7 $\begin{array}{r} 1,037 \\ 10,968 \end{array}$ | $\begin{array}{r} 3,273 \\ 5,509 \\ 13 \\ 496 \\ 7,308 \end{array}$ | $\begin{array}{r} 3,273 \\ 115 \\ \\ 5 \\ (540) \\ (3,660) \\ \hline \end{array}$ | Increase by introduction of lease accounting system |
| Total liabilities | 43,174 | 58,976 | 15,802 |  |
| Common stock <br> Capital surplus <br> Retained earnings <br> Treasury stock <br> Valuation difference on available-for-sale securities <br> Minority interests | $\begin{array}{r} 15,231 \\ 109,073 \\ 136,067 \\ (25,756) \\ (165) \\ 71 \end{array}$ | $\begin{array}{r} 15,231 \\ 109,072 \\ 125,855 \\ (25,758) \\ 295 \\ 71 \end{array}$ | (0) $(10,211)$ <br> (1) <br> 461 <br> 0 | $\left\{\begin{array}{l}\text { Decrease by dividents payment } \\ \text { Net loss }\end{array}\right.$ |
| Total shareholders' equity | 234,521 | 224,768 | $(9,752)$ |  |
| Total liabilities and net assets | 277,696 | 283,745 | 6,049 |  |



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

(January 1, 2009 to September 30, 2009)
(1) Investment, Depreciation

|  |  | (million yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | 3Q 2008 | 3Q 2009 |
| E000000 | Land | 13 | 918 |
|  | Buildings | 629 | 4,350 |
|  | Machinery \& Equipment | 832 | 6,237 |
|  | Sales equipment | 8,997 | 7,877 |
|  | Other | 4,031 | 2,956 |
|  | Total | 14,502 | 22,338 |
| Depreciation |  | 16,209 | 16,233 |

(2) Cash Flow

|  | (million yen) |  |
| :--- | ---: | ---: |
| Cash flow from <br> operating activities | 12,227 | 17,211 |
| Cash flow from <br> investing activities | 4,772 | $(17,548)$ |
| Cash flow from <br> financing activities | $(28,849)$ | $(2,424)$ |
| Cash and cash equivalents <br> at end of 3Q | 23,715 | 19,862 |

## 6. Projections (consolidated)

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


* There are changes from earning projections which released on May 1, 2009.
'Last time' are performance projections announced as of May 1, 2009.
(2)Investment, Depreciation

|  |  |  |  |  | (million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 2008 \\ \text { actual } \end{gathered}$ | 2009 plan |  |  |
|  |  | last time* (1) | this time (2) | change (2)-(1) |
| $$ | Land |  | 15 | 930 | 918 | (12) |
|  | Buildings | 1,015 | 5,396 | 5,470 | 74 |
|  | Machinery \& Equipment | 1,433 | 7,543 | 7,361 | (182) |
|  | Sales equipment | 10,359 | 9,994 | 9,511 | (483) |
|  | Other | 5,210 | 2,862 | 2,833 | (29) |
|  | Total | 18,032 | 26,725 | 26,093 | (632) |
| Depreciation |  | 21,741 | 21,473 | 22,083 | 610 |

* There are changes from projections which released on May 1, 2009.
'Last time' are projections announced as of May 1, 2009.


## 7. Sales information

(January 1, 2009 to September 30, 2009)
<Sales Volume by brand>

|  |  | (thousand cases, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q 2008 | 3Q 2009 | \% change |
| $\begin{gathered} 0 \\ \Omega \\ \Omega \end{gathered}$ | Coca-Cola | 9,937 | 10,036 | +1.0 |
|  | Coca-Cola Zero | 3,097 | 4,333 | +39.9 |
|  | Fanta | 7,356 | 7,321 | (0.5) |
|  | Georgia | 30,802 | 30,064 | (2.4) |
|  | Sokenbicha | 11,156 | 10,516 | (5.7) |
|  | Aquarius | 16,176 | 14,979 | (7.4) |
| Other |  | 64,031 | 61,002 | (4.7) |
| Total |  | 142,555 | 138,251 | (3.0) |

* Changing quantity equivalent in some products, we adjust sales volume as far as 2008.
<Composition of brand>

<Sales volume by channel>

|  | (thousand cases, \%) |  |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  | 3Q 2008 |  | 3Q 2009 | \% change |
| Vending | $* 1$ | 50,398 |  | $(8.3)$ |
| Chain store | $* 2$ | 35,768 | 38,016 | +6.3 |
| CVS | $* 3$ | 14,286 | 14,161 | $(0.9)$ |
| Retail | $* 4$ | 11,392 | 10,367 | $(9.0)$ |
| Food service | $* 5$ | 13,934 | 13,573 | $(2.6)$ |
| Other | 16,778 | 15,931 | $(5.0)$ |  |
| Total | 142,555 | 138,251 | $(3.0)$ |  |

* Changing quantity equivalent in some products, we adjust sales volume as far as 2008.
*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, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q 2008 | 3Q 2009 | \% change |
| Bottle |  | 1,534 | 1,512 | (1.4) |
| PET | Small-sized (less than 1001ml) | 30,862 | 30,239 | (2.0) |
|  | Large-sized (more than 1,001ml) | 25,672 | 26,792 | +4.4 |
|  | Subtotal | 56,534 | 57,031 | +0.9 |
| Can (include bottle can) |  | 47,765 | 44,723 | (6.4) |
| Other |  | 5,004 | 4,630 | (7.5) |
| Syrup, powder |  | 31,719 | 30,354 | (4.3) |
| Total |  | 142,555 | 138,251 | (3.0) |

* Changing quantity equivalent in some products, we adjust sales volume as far as 2008.
<Composition of package>



## 8. Number of vending machines, Market share

(1) Number of vending machines

|  | (Units) |  |  |
| :--- | ---: | ---: | ---: |
|  | End of <br> 2008 | End of <br> $3 Q 2009$ | change |
| Can machine | 234,127 | 235,396 | $+1,269$ |
| Cup machine | 18,813 | 18,172 | $(641)$ |
| Total | 252,940 | 253,568 | +628 |

* The above units are the number of vending machines Coca-Cola West holds.
(2) Market Share

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 2008 | 2009 |
| Out market share | 35.1 | 33.7 |

(Source : Intage Vending machine survey)

## 9. Home market share

(January 1, 2009 to September 30, 2009)

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 3Q 2008 | 3Q 2009 |
| Total | 22.1 | 22.3 |
| Supermarkets | 22.5 | 23.0 |
| CVS | 18.6 | 19.0 |
| Retail stores | 27.6 | 25.8 |
| Drug stores | 21.0 | 23.2 |

(Source : Intage Inc. of Store Audit)

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

