## Consolidated Financial Summary for The First Quarter Ended March 31, 2010

April 28, 2010

Listed company name: Coca-Cola West Company, Limited

Code number: 2579
Delegate: Title: Representative Director, President
Contact: Title: Manager of Finance
Expected date of quarterly report submission: May 13, 2010

Listed stock exchange listings: Tokyo(1 $1^{\text {st }}$ section), Osaka(1 ${ }^{\text {st }}$ section), Fukuoka
URL http://www.ccwest.co.jp/english
Name: Tamio Yoshimatsu
Name: Makoto Tsunomachi Phone: +81-92-641-8585
Expected date of dividends payment: -
(Fractions of one million yen are round off)

1. Consolidated financial results for 1st quarter 2010 (from January 1, 2010 to March 31, 2010)
(Percentages indicate changes over the same period in the prior fiscal year)
(1) Consolidated financial results

|  | Net revenues |  | Operating income | Ordinary income | Net income |  |
| :---: | :---: | ---: | :---: | :---: | :---: | :---: |
|  | Million yen | \% | Million yen | $\%$ | Million yen | $\%$ |
| 1st quarter 2010 | 77,633 | $(2.9)$ | $(891)$ | - | $(924)$ | - |
| 1st quarter 2009 | 79,952 | - | $(3,742)$ | - | $(3,784)$ | - |
| $(2,953)$ |  |  |  |  |  |  |


|  | Earnings per share | Diluted earnings <br> per share |
| :---: | :---: | :---: |
| 1st quarter 2010 | Yen | Yen |
| 1st quarter 2009 | $(7.52)$ | - |

(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 2010 | Million yen | Million yen | Yen |  |
| Full year 2009 | 321,557 | 220,571 | 68.6 | $2,205.53$ |
| $2,222,816$ | 68.2 | $2,227.96$ |  |  |

(Reference) Net assets (excl. minority interest) 1 Q 2010 220,497 million yen End of 2009 222,741 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 2009 | - | yen | 21.00 | Yen | - | yen |
| Full year 2010 |  |  |  |  |  |  |

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

3 . Forecast of consolidated financial results 2010 (from January 1, 2010 to December 31, 2010)
(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 2010 | 172,800 | (2.5) | $(1,300)$ | - | $(1,700)$ | - | $(1,000)$ | - | (10.00) |
| Full year 2010 | 369,300 | (0.1) | 7,000 | 212.1 | 6,600 | 216.5 | 3,600 | - | 36.00 |

(Note) Revision of forecast of consolidated financial results during this quarter: None
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 : None
2) Changes other than those in 1) above : None
(4) Outstanding shares (common share)
3) Outstanding shares at the end of period (including treasury shares): 1Q 2010: 111,125,714 shares Fiscal Year 2009: 111,125,714 shares
4) Treasury shares at the end of period:

1Q 2010: 11,150,903 shares Fiscal Year 2009: 11,150,278 shares
3) Average number of outstanding shares at end of period (three months) 1Q 2010: 99,975,144 shares 1Q 2009: 99,977,236 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.

## 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)

## 1. Situation of Consolidated Profit and Loss

(January 1, 2010 to March 31, 2010)

|  |  |  |  |  |  |  | iillion yen, \%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1Q |  |  |  |
|  | 1Q 2009 |  |  | vs. p |  | vs. last |  |
|  |  |  |  | change | \% change | change | \% change |
| Net revenues | 79,952 | 78,300 | 77,633 | (666) | (0.9) | $(2,319)$ | (2.9) |
| Operating income (loss) | $(3,742)$ | $(2,000)$ | (891) | 1,108 | - | 2,850 | - |
| Recurring income (loss) | $(3,784)$ | $(2,400)$ | (924) | 1,475 | - | 2,859 | - |
| Net income (loss) | $(2,953)$ | $(1,500)$ | (752) | 747 | - | 2,200 | - |

* The above plan is based on performance forecast announced as of February 3, 2010.


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

(January 1, 2010 to March 31, 2010)

|  |  |  |  |  | (million yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2010 |  | change | Main factors for increase/decrease |  |
|  | plan(*) | actual |  |  |  |
| Net Revenues | 78,300 | 77,633 | (666) |  |  |
| Cost of goods sold | 42,300 | 42,125 | (174) |  |  |
| Gross profit | 36,000 | 35,508 | (491) | Impact on decrease of sales volume | (548) |
| SG\&A | 38,000 | 36,399 | $(1,600)$ | Decrease of transportation expenses <br> Decrease of sales promotion \& ad expenses <br> Decrease of sales equipment cost <br> Decrease of business consignment expenses <br> Other | $\begin{aligned} & (440) \\ & (363) \\ & (267) \\ & (233) \\ & (297) \end{aligned}$ |
| Operating income (loss) | $(2,000)$ | (891) | 1,108 |  |  |
| Non-operating income | 200 | 260 | 60 |  |  |
| Non-operating expenses | 600 | 293 | (306) | Loss on retirement of noncurrent assets | (282) |
| Rucurring income (loss) | $(2,400)$ | (924) | 1,475 |  |  |
| Extraordinary income | 200 | 153 | (46) |  |  |
| Extraordinary losses | - | 13 | 13 |  |  |
| Income (loss) before income taxes, minority interests and other adjustments | $(2,200)$ | (784) | 1,415 |  |  |
| Income taxes | (702) | (34) | 667 |  |  |
| Minority interests | 2 | 2 | 0 |  |  |
| Net income (loss) | $(1,500)$ | (752) | 747 |  |  |

* The above plan is based on performance forecast announced as of February 3, 2010.


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

(January 1, 2010 to March 31, 2010)
(million yen)

|  | on yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2009 | 1Q 2010 | change | Main factors for increase/decrease |  |
| Net Revenues | 79,952 | 77,633 | $(2,319)$ |  |  |
| Cost of goods sold | 44,576 | 42,125 | $(2,451)$ |  |  |
| Gross profit | 35,376 | 35,508 | 131 | Impact on a new consolidated company <br> Increase of sales to other bottlers <br> Impact on decrease of sales volume | $\begin{gathered} 397 \\ 225 \\ (489) \\ \hline \end{gathered}$ |
| SG\&A | 39,119 | 36,399 | $(2,719)$ | Decrease in personnel cost <br> Decrease of depreciation <br> Decrease of transportation expenses <br> Decrease of sales equipment cost Other | $(1,311)$ <br> (390) <br> (365) <br> (272) <br> (381) |
| Operating income (loss) | $(3,742)$ | (891) | 2,850 |  |  |
| Non-operating income | 211 | 260 | 48 |  |  |
| Non-operating expenses | 252 | 293 | 40 |  |  |
| Recurring income (loss) | $(3,784)$ | (924) | 2,859 |  |  |
| Extraordinary income | 165 | 153 | (12) |  |  |
| Extraordinary losses | 985 | 13 | (972) | Group restructuring expenses <br> Expense for provision for sales equipment installation <br> Loss on retirement of noncurrent assets <br> Other | $\begin{array}{r} (472) \\ (323) \\ (96) \\ (81) \end{array}$ |
| Income (loss) before income taxes, minority interests and other adjustments | $(4,603)$ | (784) | 3,818 |  |  |
| Income taxes | $(1,651)$ | (34) | 1,616 |  |  |
| Minority interests | 1 | 2 | 1 |  |  |
| Net income (loss) | $(2,953)$ | (752) | 2,200 |  |  |

(million yen)

|  | $\begin{gathered} \text { Dec. } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Mar. } 31 \\ 2010 \end{gathered}$ | change | Main factors for increase/decrease |
| :---: | :---: | :---: | :---: | :---: |
| Current assets | 136,164 | 133,999 | $(2,165)$ |  |
| Cach and deposit <br> Trade notes and account receivable <br> Marketable securities <br> Merchandise and <br> finished goods <br> Work in progress <br> Raw material and supplies <br> Other <br> Allowance for doubtful accounts | 20,634 21,630 51,335 22,861 0 2,055 17,779 $(131)$ | $\begin{array}{r} \hline 32,689 \\ 18,714 \\ 41,235 \\ 23,706 \\ 157 \\ 1,833 \\ 15,797 \\ (134) \end{array}$ | $\begin{array}{r} 12,055 \\ (2,915) \\ (10,099) \\ 845 \\ 157 \\ (222) \\ (1,981) \\ (3) \end{array}$ |  |
| Fixed assets | 190,653 | 187,557 | $(3,096)$ |  |
| Property, plant and equipment | 137,622 | 134,756 | $(2,866)$ |  |
| Building and structures, net Machinery, equipment, vehicle, net Sales equipment, net Land Lease assets, net Construction in progress Other, net | $\begin{array}{r} \hline 34,907 \\ 19,010 \\ 23,905 \\ 53,006 \\ 4,605 \\ 385 \\ 1,801 \\ \hline \end{array}$ | $\begin{array}{r} \hline 34,450 \\ 17,941 \\ 23,099 \\ 53,006 \\ 4,147 \\ 439 \\ 1,671 \\ \hline \end{array}$ | $\begin{array}{r} (456) \\ (1,069) \\ (806) \\ - \\ (457) \\ 54 \\ (129) \\ \hline \end{array}$ |  |
| Intangible fixed assets | 6,457 | 5,806 | (650) |  |
| Goodwill Software | $\begin{aligned} & 2,112 \\ & 4,344 \end{aligned}$ | $\begin{aligned} & 1,537 \\ & 4,268 \end{aligned}$ | $\begin{array}{r} (574) \\ (75) \end{array}$ | Assignment of WEX business in Tokyo |
| Investment and other assets | 46,573 | 46,994 | 420 |  |
| Investment in securities <br> Advanced payments for retirement expenses Other <br> Allowance for doubtful accounts | $\begin{array}{r} 27,658 \\ 11,606 \\ 7,753 \\ (445) \end{array}$ | $\begin{array}{r} 28,342 \\ 11,231 \\ 7,864 \\ (443) \end{array}$ | 683 <br> (375) <br> 110 <br> 1 |  |
| Total assets | 326,818 | 321,557 | $(5,261)$ |  |



|  | (million yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Mar. } 31 \\ 2010 \end{gathered}$ | change | Main factors for increase/decrease |
| Current liabilities | 41,105 | 38,750 | $(2,354)$ |  |
| Trade notes and account payable <br> Lease obligation <br> Accrued income taxes <br> Other account payable <br> Other | $\begin{array}{r} 17,309 \\ 2,645 \\ 783 \\ 13,925 \\ 6,440 \end{array}$ | $\begin{array}{r} 15,956 \\ 2,454 \\ 523 \\ 12,511 \\ 7,304 \end{array}$ | $\begin{array}{r} (1,352) \\ (190) \\ (260) \\ (1,414) \\ 863 \end{array}$ |  |
| Long-term liabilities | 62,897 | 62,235 | (661) |  |
| Bonds payable <br> Lease obligations <br> Allowance for employee' retirement benefits <br> Liabilities for directors' and corporate auidtors' retirement benefits <br> Goodwill <br> Other | $\begin{array}{r} 50,000 \\ 2,050 \\ 5,512 \\ \\ 16 \\ 622 \\ 4,694 \\ \hline \end{array}$ | $\begin{array}{r} 50,000 \\ 1,782 \\ 5,421 \\ 17 \\ 518 \\ 4,495 \\ \hline \end{array}$ | (268) <br> (91) <br> 0 <br> (103) <br> (199) |  |
| Total liabilities | 104,002 | 100,985 | $(3,016)$ |  |
| Shareholders' equity | 222,718 | 219,865 | $(2,853)$ |  |
| Common stock <br> Capital surplus <br> Retained earnings <br> Treasury stock | $\begin{gathered} \hline 15,231 \\ 109,072 \\ 124,174 \\ (25,759) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 15,231 \\ 109,072 \\ 121,321 \\ (25,760) \end{gathered}$ | $\begin{array}{r} - \\ (0) \\ (2,852) \\ (0) \end{array}$ | Decrease by dividents payment |
| Valuation and translation adjustments | 23 | 632 | 609 |  |
| Net unrealized gains on other marketable secrities | 23 | 632 | 609 |  |
| Minority interests | 74 | 73 | (1) |  |
| Net assets | 222,816 | 220,571 | $(2,245)$ |  |
| Total liabilities and net assets | 326,818 | 321,557 | $(5,261)$ |  |


5. Investment, Depreciation, Cash Flow (consolidated)
(January 1, 2010 to March 31, 2010)
(1) Investment, Depreciation

|  |  | (million yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | 1Q 2009 | 1Q 2010 |
| E呙0000 | Land | - | - |
|  | Buildings | 119 | 213 |
|  | Machinery \& Equipment | 839 | 108 |
|  | Sales equipment | 3,674 | 1,755 |
|  | Other | 4,181 | 610 |
|  | Total | 8,813 | 2,688 |
| Depreciation |  | 5,175 | 5,408 |

(2) Cash Flow

|  | (million yen) |  |
| :--- | ---: | ---: |
|  | 1Q 2009 | 1Q 2010 |
| Cash flow from <br> operating activities | 5,666 | 6,508 |
| Cash flow from <br> investing activities | $(7,936)$ | $(2,064)$ |
| Cash flow from <br> financing activities | $(2,925)$ | $(2,494)$ |
| Cash and cash equivalents <br> at end of 1Q | 17,428 | 73,171 |

## 6. Projections (consolidated)

(January 1, 2010 to December 31, 2010)
(1)Earnings

|  | (million yen, \%) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2009 <br> actual | 2010 <br> plan | change | $\%$ |
| Net revenues | 369,698 | 369,300 | $(398)$ | $(0.1)$ |
| Operating income | 2,242 | 7,000 | 4,757 | 212.1 |
| Recurring income | 2,085 | 6,600 | 4,514 | 216.5 |
| Net income (loss) | $(7,594)$ | 3,600 | 11,194 |  |

(2)Investment, Depreciation

|  |  | (million yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} 2009 \\ \text { actual } \end{gathered}$ | $\begin{aligned} & 2010 \\ & \text { plan } \end{aligned}$ |
|  | Land | 918 | 14 |
|  | Buildings | 5,500 | 2,689 |
|  | Machinery \& Equipment | 6,829 | 6,567 |
|  | Sales equipment | 8,760 | 7,771 |
|  | Other | 3,194 | 3,514 |
|  | Total | 25,201 | 20,555 |
| Depreciation |  | 21,900 | 21,825 |

## 7. Sales information

(January 1, 2010 to March 31, 2010)
<Sales Volume by brand>

|  |  | (thousand cases, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q 2009 | 1Q 2010 | \% change |
| $\begin{aligned} & \dot{\circ} \\ & \stackrel{\rightharpoonup}{a} \\ & \sigma \end{aligned}$ | Coca-Cola | 2,526 | 2,578 | +2.1 |
|  | Coca-Cola Zero | 993 | 1,124 | +13.2 |
|  | Fanta | 1,625 | 1,526 | (6.1) |
|  | Georgia | 10,470 | 9,782 | (6.6) |
|  | Sokenbicha | 2,406 | 2,263 | (5.9) |
|  | Aquarius | 2,592 | 2,533 | (2.3) |
| + | I LOHAS / MINAQUA / Morinomizudayori | 1,624 | 1,840 | +13.3 |
|  | Ayataka | 132 | 716 | +440.8 |
| Other |  | 15,650 | 14,197 | (9.3) |
| Total |  | 38,017 | 36,560 | (3.8) |

* Changing quantity equivalent in some products, we adjust sales volume as far as 2009.


## <Composition of brand>


<Sales volume by channel>

|  | (thousand cases, \%) |  |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  | 1Q 2009 |  | 1Q 2010 | \% change |
| Vending | $* 1$ | 13,919 | 12,819 | $(7.9)$ |
| Supermarket | $* 2$ | 8,505 | 8,240 | $(3.1)$ |
| CVS | $* 3$ | 4,305 | 4,398 | +2.2 |
| Retail | $* 4$ | 2,659 | 2,509 | $(5.6)$ |
| Food service | $* 5$ | 3,942 | 3,951 | +0.2 |
| Other | 4,687 | 4,643 | $(0.9)$ |  |
| Total | 38,017 | 36,560 | $(3.8)$ |  |

* Changing quantity equivalent in some products, we adjust sales volume as far as 2009.
*1 Vending : Retail sales business to distribute products through vending machine to consumers
*2 Supermarket : Wholesale business for supermarket, drug store, discount store, home center 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 2009 | 1Q 2010 | \% change |
| Bottle |  | 408 | 413 | +1.2 |
| PET | Small-sized (less than 1001ml) | 7,526 | 7,649 | +1.6 |
|  | Large-sized (more than 1,001ml) | 5,994 | 5,797 | (3.3) |
|  | Subtotal | 13,519 | 13,446 | (0.5) |
| Can (include bottle can) |  | 13,585 | 12,450 | (8.4) |
| Other |  | 1,197 | 1,568 | +31.0 |
| Syrup, powder |  | 9,307 | 8,683 | (6.7) |
| Total |  | 38,017 | 36,560 | (3.8) |

* Changing quantity equivalent in some products, we adjust sales volume as far as 2009.
<Composition of package>



## 8. Number of vending machines, Market share

(1) Number of vending machines

|  | (Units) |  |  |
| :--- | ---: | ---: | ---: |
|  | End of <br> 2009 | End of <br> $1 Q 2010$ | change |
|  | 234,032 | 232,950 | $(1,082)$ |
| Can vending machine | 18,029 | 17,810 | $(219)$ |
| Cup vending machine | 252,061 | 250,760 | $(1,301)$ |
| Total |  |  |  |

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

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 2009 | 2010 |
| Out market share | 33.7 |  |

(Source : Survey of vending machines (covering May to June), conducted by Intage Inc.)

## 9. Home market share

(January 1, 2010 to March 31, 2010)

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 1Q 2009 | 1Q 2010 |
| Total | 23.1 | 22.2 |
| Supermarkets | 23.7 | 22.7 |
| CVS | 20.0 | 20.1 |
| Retail stores | 27.6 | 24.9 |
| Drug stores | 24.6 | 22.6 |

(Source : Store Audit conducted by Intage Inc.)

