# Consolidated Financial Summary For The Third Quarter Ended September 30, 2010 (Japanese Standard) 

October 29, 2010
Listed company name: Coca-Cola West Company, Limited Code number: 2579
Delegate: (Title) Representative Director, President (Name) Tamio Yoshimatsu
Contact: (Title) Manager of Finance (Name) Makoto Tsunomachi (Phone) +81-92-641-8585
Scheduled date for filing of quarterly financial report: November 10, 2010
Scheduled dividend payments:
FY 2010 3Q supplementary information: Yes
FY 2010 3Q financial presentation: Yes
(Fractions of one million yen are round off)

1. Consolidated financial results for 3Q 2010 (from January 1, 2010 to September 30, 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 | $\%$ | Million yen | $\%$ |
| 3Q 2010 | 281,279 | $(1.0)$ | 9,262 | 490.1 | 9,989 | 537.4 | 6,202 | - |
| 3Q 2009 | 284,221 | - | 1,569 | - | 1,567 | - | $(5,912)$ | - |


|  | Earnings per share | Diluted earnings <br> per share |
| :---: | :---: | :---: |
| 3Q 2010 | Yen | Yen |
| 3Q 2009 | 62.04 | - |

(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 |
| :---: | :---: | :---: | :---: | :---: |
| End of 3Q 2010 | Million yen | Million yen | Yen |  |
| End of 2009 | 330,460 | 224,469 | 67.9 | $2,244.45$ |
| 226,818 | 222,816 | 68.2 | $2,227.96$ |  |

(Ref.) Net assets (excl. minority interest) End of 3Q 2010 224,388 million yen End of 2009 222,741 million yen
2. Dividends

|  | Cash dividends per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of 1Q | End of 2Q | End of 3Q | End of year | Yearly |
|  | yen | Yen | yen | Yen | Yen |
| FY 2009 | - | 21.00 | - | 21.00 | 42.00 |
| FY 2010 | - | 20.00 | - |  |  |
| FY 2010 (Forecast) |  |  |  | 20.00 | 40.00 |

(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 |
| Full year 2010 | 376,900 | 1.9 | 10,800 | 381.5 | 11,500 | 451.5 | 6,800 | - | 68.01 |

(Note) Revision of forecast of consolidated financial results during this quarter: Yes
4. Other
(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries : None accompanying changes in scope of consolidation)
(2) Adoption of simplified accounting policies and typical accounting procedures for preparation : Yes of the quarterly consolidated financial statements
(3) Change in accounting principle, procedures, and presentation for preparation of the quarterly consolidated financial statements

1) Changes due to amendment of accounting standard : None
2) Changes due to other than the above : None
(4) Number of outstanding shares (common share)
3) Number of outstanding shares at the end of period (including treasury shares): 3Q 2010: 111,125,714 shares FY 2009: 111,125,714 shares
4) Number of treasury shares at the end of period: 3Q 2010: 11,151,295 shares FY 2009: 11,150,278 shares
5) Average number of outstanding shares at end of period (six months)

3Q 2010: 99,974,839 shares 3Q 2009: 99,976,738 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.


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Coca-Cola West Co., Ltd. (2579)
October 29, 2010

## 1. Situation of Consolidated Profit and Loss

(January 1, 2010 to September 30, 2010)


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


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

(January 1, 2010 to September 30, 2010)


* 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 September 30, 2010)
(million yen)


## 4. Consolidated Balance Sheet and Change Factor

(million yen)

|  | $\begin{gathered} \text { Dec. } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Sep. } 30 \\ 2010 \end{gathered}$ | change | Main factors for increase/decrease |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Current assets | 136,164 | 145,871 | 9,706 |  |  |
| Cash and deposits <br> Trade notes and accounts receivable <br> Marketable securities <br> Merchandise and <br> finished goods <br> Work in process <br> Raw materials and supplies <br> Other <br> Allowance for doubtful accounts | $\begin{array}{r} \hline 20,634 \\ 21,630 \\ 51,335 \\ 22,861 \\ 0 \\ 2,055 \\ 17,779 \\ (131) \end{array}$ | $\begin{array}{r} \hline 73,157 \\ 26,274 \\ 5,536 \\ 21,091 \\ 87 \\ 1,769 \\ 18,095 \\ (141) \end{array}$ | 52,523 4,644 $(45,798)$ $(1,770)$ 87 $(286)$ 316 $(10)$ | Negotiable deposit redemption <br> Negotiable deposit redemption |  |
| Fixed assets | 190,653 | 184,589 | $(6,064)$ |  |  |
| Property, plant and equipment | 137,622 | 133,812 | $(3,810)$ |  |  |
| Buildings and structures, net Machinery, equipment, vehicles, net Sales equipment, net Land Lease assets, net Construction in progress Other, net | $\begin{array}{r} \hline 34,907 \\ 19,010 \\ 23,905 \\ 53,006 \\ 4,605 \\ 385 \\ 1,801 \end{array}$ | $\begin{array}{r} \hline 34,369 \\ 19,376 \\ 22,648 \\ 52,625 \\ 3,301 \\ 5 \\ 1,486 \end{array}$ | $\begin{array}{r} \hline(538) \\ 365 \\ (1,257) \\ (380) \\ (1,303) \\ (380) \\ (314) \end{array}$ | Investment of lines in the Akashi plant |  |
| Intangible assets | 6,457 | 5,568 | (889) |  |  |
| Goodwill <br> Software, etc | $\begin{aligned} & \hline 2,112 \\ & 4,344 \end{aligned}$ | $\begin{aligned} & 1,424 \\ & 4,143 \end{aligned}$ | $\begin{aligned} & \hline(688) \\ & (201) \\ & \hline \end{aligned}$ | Assignment of WEX business in Tokyo |  |
| Investments and other assets | 46,573 | 45,208 | $(1,365)$ |  |  |
| Investment securities Advanced payments for retirement expenses Other <br> Allowance for doubtful accounts | $\begin{array}{r} 27,658 \\ 11,606 \\ 7,753 \\ (445) \end{array}$ | $\begin{array}{r} 27,226 \\ 10,884 \\ 7,472 \\ (375) \end{array}$ | $\begin{array}{r} (432) \\ (722) \\ (280) \\ 70 \end{array}$ |  |  |
| Total assets | 326,818 | 330,460 | 3,641 |  |  |



|  |  |  |  | (million yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. } 31 \\ 2009 \end{gathered}$ | $\begin{gathered} \text { Sep. } 30 \\ 2010 \end{gathered}$ | change | Main factors for increase/decrease |
| Current liabilities | 41,105 | 42,714 | 1,609 |  |
| Trade notes and accounts payable <br> Lease obligations <br> Accrued income taxes <br> Other accounts payable <br> Other | $\begin{array}{r} 17,309 \\ 2,645 \\ 783 \\ 13,925 \\ 6,440 \end{array}$ | $\begin{array}{r} 16,322 \\ 1,979 \\ 1,279 \\ 13,861 \\ 9,272 \end{array}$ | $\begin{gathered} (987) \\ (666) \\ 495 \\ (64) \\ 2,831 \end{gathered}$ |  |
| Long-term liabilities | 62,897 | 63,275 | 378 |  |
| Bonds payable <br> Lease obligations <br> Allowance for employee' retirement benefits <br> Liabilities for directors' and corporate auidtors' retirement benefits <br> Negative goodwill <br> Other | $\begin{array}{r} 50,000 \\ 2,050 \\ 5,512 \\ \\ 16 \\ \\ 622 \\ 4,694 \\ \hline \end{array}$ | $\begin{array}{r} 50,000 \\ 1,401 \\ 5,494 \\ \\ 8 \\ 311 \\ 6,059 \\ \hline \end{array}$ | $\begin{array}{r} - \\ (648) \\ (17) \\ (7) \\ (311) \\ 1,364 \end{array}$ |  |
| Total liabilities | 104,002 | 105,990 | 1,988 |  |
| Shareholders' equity | 222,718 | 224,821 | 2,102 |  |
| Common stock <br> Capital surplus <br> Retained earnings <br> Treasury stock | $\begin{array}{r} \hline 15,231 \\ 109,072 \\ 124,174 \\ (25,759) \\ \hline \end{array}$ | $\begin{gathered} \hline 15,231 \\ 109,072 \\ 126,277 \\ (25,760) \\ \hline \end{gathered}$ | $\begin{array}{r} - \\ (0) \\ 2,103 \\ (1) \\ \hline \end{array}$ |  |
| Valuation and translation adjustments | 23 | (433) | (456) |  |
| Net unrealized gains (loss) on other marketable secrities | 23 | (433) | (456) |  |
| Minority interests | 74 | 81 | 6 |  |
| Net assets | 222,816 | 224,469 | 1,653 |  |
| Total liabilities and net assets | 326,818 | 330,460 | 3,641 |  |



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

(January 1, 2010 to September 30, 2010)
(1) Investment, Depreciation

|  |  | (million yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | 3Q 2009 | 3Q 2010 |
| E00000 | Land | 918 | 13 |
|  | Buildings | 4,350 | 1,482 |
|  | Machinery \& Equipment | 6,237 | 3,935 |
|  | Sales equipment | 7,877 | 6,224 |
|  | Other | 2,956 | 1,809 |
|  | Total | 22,338 | 13,465 |
| Depreciation |  | 16,233 | 16,596 |

(2) Cash Flow

|  | (million yen) |  |
| :--- | ---: | ---: |
|  | 3Q 2009 | 3Q 2010 |
| Cash flow from <br> operating activities | 17,211 | 23,333 |
| Cash flow from <br> investing activities | $(17,548)$ | $(11,250)$ |
| Cash flow from <br> financing activities | $(2,424)$ | $(5,264)$ |
| Cash and cash equivalents <br> at end of 3Q | 19,862 | 78,039 |

## 6. Projections (consolidated)

(January 1, 2010 to December 31, 2010)
(1)Earnings
(million yen, \%)

|  | $\begin{gathered} 2009 \\ \text { actual (1) } \end{gathered}$ | (million yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 plan |  |  |  | $\begin{gathered} \text { change (3) } \\ (2)-(1) \end{gathered}$ | \% change <br> (3) / (1) |
|  |  | last time | this time (2)* | change | \% change |  |  |
| Net revenues | 369,698 | 369,300 | 376,900 | 7,600 | 2.1 | 7,201 | 1.9 |
| Operating income | 2,242 | 7,000 | 10,800 | 3,800 | 54.3 | 8,557 | 381.5 |
| Recurring income | 2,085 | 6,600 | 11,500 | 4,900 | 74.2 | 9,414 | 451.5 |
| Net income (loss) | $(7,594)$ | 3,600 | 6,800 | 3,200 | 88.9 | 14,394 |  |

* There are changes from earning projections which released on February 3, 2010.
(2)Investment, Depreciation

|  |  | (million yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & 2009 \\ & \text { actual } \end{aligned}$ | $\begin{gathered} 2010 \\ \text { plan } \end{gathered}$ |
|  | 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 September 30, 2010)
<Sales Volume by brand>

|  |  | (thousand cases, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q 2009 | 3Q 2010 | \% change |
| $\stackrel{\leftrightarrow}{\square}$ | Coca-Cola | 10,036 | 10,699 | +6.6 |
|  | Coca-Cola Zero | 4,333 | 4,848 | +11.9 |
|  | Fanta | 7,321 | 6,903 | (5.7) |
|  | Georgia | 30,064 | 27,785 | (7.6) |
|  | Sokenbicha | 10,516 | 9,683 | (7.9) |
|  | Aquarius | 14,979 | 17,716 | +18.3 |
| $\stackrel{\text { + }}{\text { N }}$ | I LOHAS / MINAQUA / Morinomizudayori | 8,012 | 9,342 | +16.6 |
|  | Ayataka | 1,489 | 3,543 | +137.9 |
| Other |  | 51,502 | 47,486 | (7.8) |
| Total |  | 138,251 | 138,005 | (0.2) |

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


## <Composition of brand>



## <Sales volume by channel>

|  |  | (thousand cases, \%) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 3Q 2009 | 3Q 2010 | \% change |
| Vending | *1 | 46,204 | 44,480 | (3.7) |
| Supermarket | *2 | 38,016 | 39,025 | +2.7 |
| CVS | *3 | 14,161 | 14,780 | +4.4 |
| Retail | *4 | 10,367 | 9,912 | (4.4) |
| Food service | *5 | 13,573 | 13,923 | +2.6 |
| Other |  | 15,931 | 15,886 | (0.3) |
| Total |  | 138,251 | 138,005 | (0.2) |

* 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, \%) |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 3Q 2009 |  | 3Q 2010 | \% change |
| Bottle |  | 1,512 |  | +2.8 |
| PET | Small-sized (less than 1001 ml ) | 30,239 | 32,294 | +6.8 |
|  | Large-sized (more than $1,001 \mathrm{ml})$ | 26,792 | 28,013 | +4.6 |
|  | Subtotal | 57,031 | 60,307 | +5.7 |
| Can | 44,723 | 41,225 | $(7.8)$ |  |
| Other | 4,638 | 5,778 | +24.6 |  |
| Syrup, powder | 30,347 | 29,140 | $(4.0)$ |  |
| Total | 138,251 | 138,005 | $(0.2)$ |  |

* 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> $3 Q 2010$ | change |
|  | 234,032 | 233,151 | $(881)$ |
| Can vending machine | 18,029 | 17,586 | $(443)$ |
| Cup vending machine | 252,061 | 250,737 | $(1,324)$ |
| 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 | 33.6 |

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

## 9. Home Market Share

(January 1, 2010 to September 30, 2010)

|  | (\%) |  |
| :--- | ---: | ---: |
|  | 3Q 2009 | 3Q 2010 |
| Total | 22.3 | 22.1 |
| Supermarkets | 23.0 | 22.9 |
| CVS | 19.0 | 20.0 |
| Retail stores | 25.8 | 23.5 |
| Drug stores | 23.2 | 21.2 |

(Source : Store Audit conducted by Intage Inc.)

