

Consolidated Financial Summary for Fiscal Year Ended December 31, 2016 (Japanese Standard)

February 6, 2017

Listed company name: Coca-Cola West Company, Limited

Listed stock exchanges: Tokyo and Fukuoka

Code number: 2579

URL: <http://www.ccwest.co.jp/english>

Delegate: Title: Representative Director, President

Name: Tamio Yoshimatsu

Contact: Title: Department Manager, Finance Department

Name: Masakiyo Uike Phone: +81-92-641-8585

Expected date of general shareholders meeting: March 22, 2017

Expected date of the dividend payments: March 23, 2017

Expected date of submission of annual securities report: March 23, 2017

FY 2016 supplementary information: Yes

FY 2016 financial presentation: Yes

(Fractions of one million yen are round off)

1. Consolidated financial results for the fiscal year ended December 31, 2016 (from January 1, 2016 to December 31, 2016)

(Percentages indicate changes over the same period in the prior fiscal year)

(1) Consolidated financial results

	Net revenues		Operating income		Recurring income		Profit attributable to owners of parent	
	million yen	%	million yen	%	million yen	%	million yen	%
Year ended								
Dec. 31, 2016	460,455	4.5	21,143	48.3	20,602	50.1	5,245	(47.4)
Dec. 31, 2015	440,476	3.8	14,262	29.6	13,723	29.4	9,970	122.4

Note: Comprehensive income

Fiscal Year 2016: 5,022 million yen < (55.2) %> Fiscal Year 2015: 11,217 million yen < 61.8% >

	Earnings per share	Diluted earnings per share	ROE	ROA	Operating income margin
	yen	yen	%	%	%
Year ended					
Dec. 31, 2016	48.05	—	2.0	5.5	4.6
Dec. 31, 2015	91.35	—	3.9	3.8	3.2

Reference: Equity income of unconsolidated subsidiaries and affiliates

Fiscal Year 2016: 199 million yen Fiscal Year 2015: 88 million yen

(2) Consolidated financial position

	Total assets	Net assets	Net assets (excl. minority interests) to total assets	Net assets (excl. minority interests) per share
	million yen	million yen	%	yen
As of				
Dec. 31, 2016	377,468	261,173	69.1	2,389.28
Dec. 31, 2015	378,105	260,878	68.9	2,386.81

Reference: Net assets (excl. minority interests)

Fiscal Year 2016: 260,758 million yen Fiscal Year 2015: 260,493 million yen

(3) Consolidated cash flows

	Net cash from (used in)			Cash and cash equivalents at end of period
	Operating activities	Investing activities	Financing activities	
Year ended	million yen	million yen	million yen	million yen
Dec. 31, 2016	34,388	(19,921)	(7,546)	86,727
Dec. 31, 2015	40,422	(24,994)	22,416	79,828

2. Dividends

(Record date)	Dividends per share					Total dividend payments (annual)	Dividend payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	1Q	2Q	3Q	Year-end	Annual			
Year ended	yen	yen	yen	yen	yen	million yen	%	%
Dec. 31, 2015	—	20.00	—	21.00	41.00	4,474	44.9	1.7
Dec. 31, 2016	—	22.00	—	24.00	46.00	5,020	95.7	1.9
Dec. 31, 2017 (forecast)	—	—	—	—	—		—	

Note: 1. End of 2Q FY 2016 dividend : an ordinary dividend of 21.00 yen, a commemorative dividend of 1.00 yen

FY 2016 ending dividend : an ordinary dividend of 23.00 yen, a commemorative dividend of 1.00 yen

2. CCW plans to launch a new consolidating company "Coca-Cola Bottlers Japan Inc." on April 1, 2017 as the effective date by integrating businesses with Coca-Cola East Japan Co., Ltd.

Year-end dividend forecast for 2017 ending Dec shall be announced separately once defined.

3. Forecast of consolidated financial results for the fiscal year ended December 31, 2017 (from January 1, 2017 to December 31, 2017)
(Percentages indicate changes over the same period in the prior fiscal year)

	Net revenues		Operating income		Recurring income		Profit attributable to owners of parent		Earnings per share
	million yen	%	million yen	%	million yen	%	million yen	%	Yen
Full year 2017	—	—	—	—	—	—	—	—	—

Note: CCW plans to launch a new consolidating company "Coca-Cola Bottlers Japan Inc." on April 1, 2017 as the effective date by integrating businesses with Coca-Cola East Japan Co., Ltd.
Full-year consolidated performance forecasts for 2017 ending Dec shall be announced separately once defined.

Notes

- (1) Changes in significant subsidiaries during the current period : None
(changes in specified subsidiaries resulting in change in scope of consolidation)
- (2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections
- 1) Changes in accounting policies due to revisions to accounting standards and other regulations : Yes
 - 2) Changes other than those in 1) above : None
 - 3) Changes in accounting estimates : Yes
 - 4) Restatement of prior period financial statements after error corrections : None
- (3) Number of outstanding shares (common share)
- 1) Number of outstanding shares at the end of period (including treasury shares):
FY 2016: 111,125,714 shares FY 2015: 111,125,714 shares
 - 2) Number of treasury shares at the end of period:
FY 2016: 1,989,069 shares FY 2015: 1,986,911 shares
 - 3) Average number of outstanding shares during the period:
FY 2016: 109,137,811 shares FY 2015: 109,140,130 shares

* Indication regarding execution of the review procedures

At the time of disclosure of this financial summary, the review procedures for the financial statements in accordance with the Financial Instruments and Exchange Act are in progress.

* 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.

Consolidated Results For Full-Year 2016 Appendix

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***Coca-Cola* West**

Coca-Cola West Co., Ltd. (2579)

February 6, 2017

1. Situation of Consolidated Profit and Loss

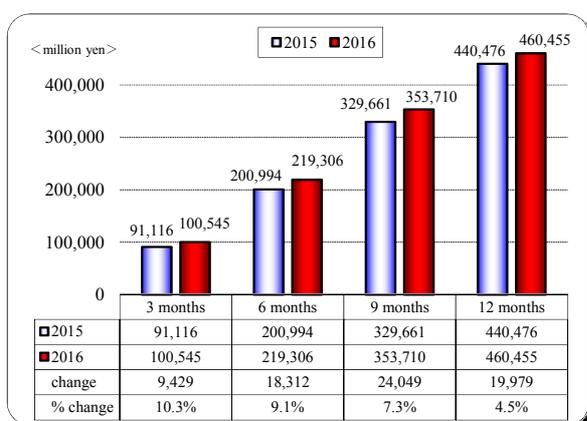
(January 1, 2016 to December 31, 2016)

(million yen, %)

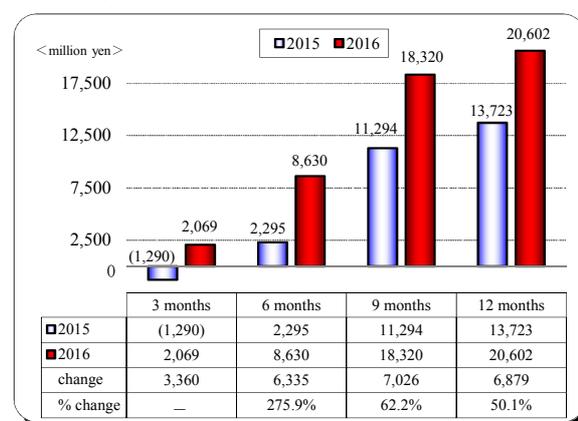
	2015 actual	2016					
		plan*	actual	vs. plan		vs. last year	
				change	% change	change	% change
Net revenues	440,476	460,200	460,455	255	0.1	19,979	4.5
Operating income	14,262	20,500	21,143	643	3.1	6,881	48.3
Recurring income	13,723	18,800	20,602	1,802	9.6	6,879	50.1
Profit attributable to owners of parent	9,970	10,800	5,245	(5,554)	(51.4)	(4,725)	(47.4)

* The above plan is based on performance forecast announced as of August 12, 2016.

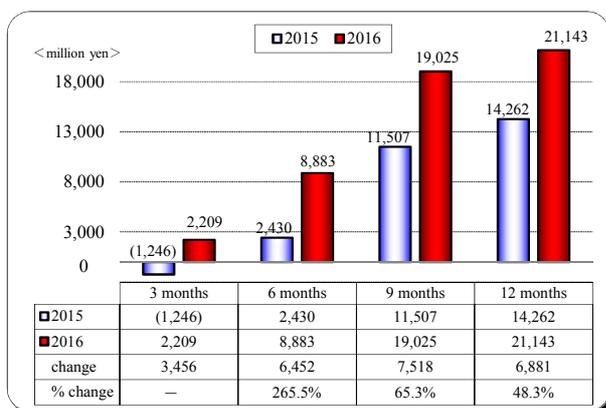
Net revenues



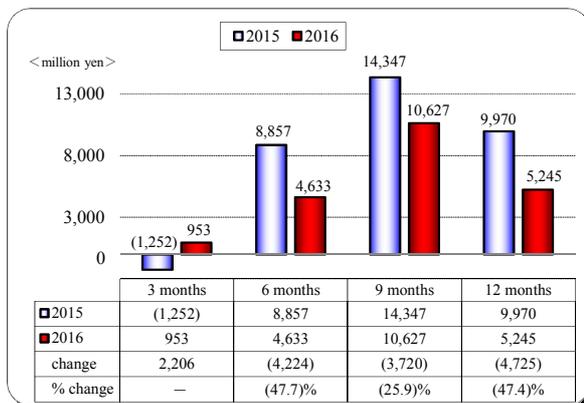
Recurring income (loss)



Operating income (loss)



Profit (loss) attributable to owners of parent



2. Profits Change Factor (vs. plan)

(January 1, 2016 to December 31, 2016)

(million yen)

	2016		change	Main factors for increase/decrease
	plan*	actual		
Net revenues	460,200	460,455	255	Impact from the soft drink business 2,794 Impact from the healthcare and skincare business (2,538)
Cost of goods sold	220,400	221,844	1,444	
Gross profit	239,800	238,611	(1,188)	Impact from the soft drink business 1,195 Impact form the healthcare and skincare business (2,383)
SG&A	219,300	217,467	(1,832)	Decrease of sales commission (364) Decrease of depreciation cost (117) Decrease of sales promotion & ad expenses (101) Increase in personnel cost 494 Increase of repair expenses 175 Impact from the healthcare and skincare business (1,758)
Operating income	20,500	21,143	643	
Non-operating income	900	1,239	339	
Non-operating expenses	2,600	1,780	(819)	
Recurring income	18,800	20,602	1,802	
Extraordinary income	—	1,131	1,131	
Extraordinary losses	700	9,025	8,325	Impairment loss 6,857 (Include impairment loss of goodwill of 6,792) Loss on abandonment of inventories 930 Loss on disaster 475
Profit before income taxes	18,100	12,707	(5,392)	
Total income taxes	7,200	7,404	204	
Profit	10,900	5,303	(5,596)	
Profit attributable to non-controlling interests	100	58	(41)	
Profit attributable to owners of parent	10,800	5,245	(5,554)	

* The above plan is based on performance forecast announced as of August 12, 2016.

3. Profits Change Factor (vs. last year)

(January 1, 2016 to December 31, 2016)

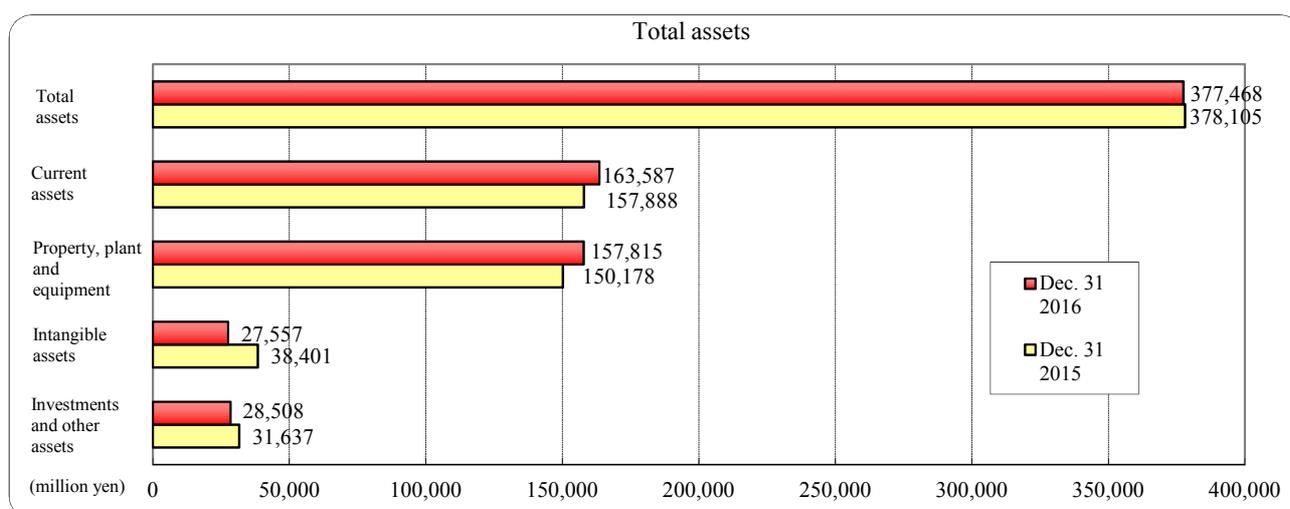
(million yen)

	2015	2016	change	Main factors for increase/decrease
Net revenues	440,476	460,455	19,979	Impact from the soft drink business 20,758 Impact from the healthcare and skincare business (778)
Cost of goods sold	216,524	221,844	5,320	
Gross profit	223,951	238,611	14,659	Impact from the soft drink business 15,405 Impact from the healthcare and skincare business (746)
SG&A	209,689	217,467	7,777	Increase in personnel cost 5,366 Increase of sales promotion & ad expenses 3,000 Increase of bussiness consignment expenses 2,863 Increase of sales commission 1,300 Increase of repair expenses 489 Decrease of depreciation cost (5,916) Decrease of sales equipment cost (187) Impact from the healthcare and skincare business (468)
Operating income	14,262	21,143	6,881	
Non-operating income	1,209	1,239	29	
Non-operating expenses	1,748	1,780	31	
Recurring income	13,723	20,602	6,879	
Extraordinary income	8,177	1,131	(7,046)	Gain from negative goodwill (8,099) Gain on sales of non-current assets 921
Extraordinary losses	6,672	9,025	2,353	Impairment loss 1,666 Loss on disaster 1,081 Loss on abandonment of inventories 930 Loss on retirement of fixed assets (1,113)
Profit before income taxes	15,228	12,707	(2,520)	
Total income taxes	5,239	7,404	2,164	
Profit	9,989	5,303	(4,685)	
Profit attributable to non-controlling interests	18	58	39	
Profit attributable to owners of parent	9,970	5,245	(4,725)	

4. Consolidated Balance Sheet and Change Factor

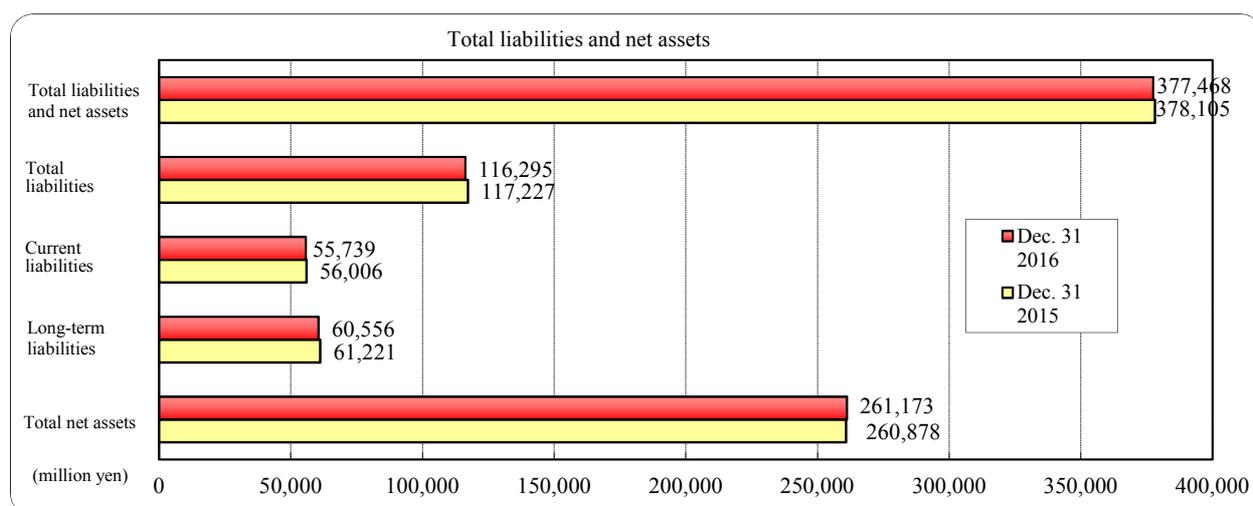
(million yen)

	Dec. 31 2015	Dec. 31 2016	change	Main factors for increase/decrease
Current assets	157,888	163,587	5,699	
Cash and deposits	49,955	63,849	13,893	Decrease by redemption of marketable securities
Trade notes and accounts receivable	30,086	29,649	(437)	
Marketable securities	30,001	23,112	(6,888)	
Merchandise and finished goods	27,735	27,279	(455)	
Work in process	600	652	51	
Raw materials and supplies	2,305	1,998	(306)	
Deferred tax assets	2,817	2,572	(244)	
Other	14,758	14,761	3	
Allowance for doubtful accounts	(372)	(287)	84	
Fixed assets	220,217	213,881	(6,336)	
Property, plant and equipment	150,178	157,815	7,636	
Buildings and structures, net	33,230	31,162	(2,067)	Increase by scaling investments for vending machines
Machinery, equipment, vehicles, net	21,381	22,688	1,306	
Sales equipment, net	30,313	39,999	9,685	
Land	63,204	62,128	(1,075)	
Construction in progress	69	5	(63)	
Other, net	1,978	1,829	(148)	
Intangible assets	38,401	27,557	(10,844)	
Goodwill	31,762	22,668	(9,094)	Decrease of impairment loss of goodwill
Other	6,638	4,889	(1,749)	
Investments and other assets	31,637	28,508	(3,129)	
Investment securities	22,382	20,144	(2,238)	Decrease by the decline of market capitalization of investment securities
Deferred tax assets	1,512	1,367	(144)	
Net defined benefit asset	—	123	123	
Other	8,317	7,392	(925)	
Allowance for doubtful accounts	(574)	(519)	55	
Total assets	378,105	377,468	(636)	



(million yen)

	Dec. 31 2015	Dec. 31 2016	change	Main factors for increase/decrease
Current liabilities	56,006	55,739	(267)	
Trade notes and accounts payable	19,532	15,990	(3,542)	
Current portion of long-term loans payable	2,517	17	(2,500)	
Accrued income taxes	2,112	5,717	3,604	
Other accounts payable	21,426	25,042	3,615	
Provision for promotion expenses	355	308	(46)	
Other	10,061	8,662	(1,398)	
Long-term liabilities	61,221	60,556	(664)	
Bonds payable	50,000	50,000	—	
Long-term loans payable	201	183	(17)	
Deferred tax liability	3,381	2,965	(416)	
Net defined benefit liability	3,375	3,505	130	
Liabilities for directors' retirement benefits	163	191	27	
Other	4,099	3,709	(389)	
Total liabilities	117,227	116,295	(931)	
Shareholders' equity	256,569	257,114	545	
Capital stock	15,231	15,231	—	
Capital surplus	109,072	109,072	—	
Retained earnings	136,851	137,404	552	
Treasury stock	(4,586)	(4,593)	(6)	
Accumulated other comprehensive income	3,924	3,643	(280)	
Valuation difference on available-for-sale securities	5,217	4,092	(1,125)	Decrease by the decline of market capitalization of investment securities
Deferred gains or losses on hedges	(177)	77	255	
Foreign currency translation adjustment	17	(3)	(20)	
Remeasurements of defined benefit plans	(1,132)	(522)	609	
Non-controlling interests	384	414	30	
Total net assets	260,878	261,173	295	
Total liabilities and net assets	378,105	377,468	(636)	



5. Investment, Depreciation, Cash Flow (consolidated)

(January 1, 2016 to December 31, 2016)

(1) Investment, Depreciation

(million yen)

		2015	2016
Investment	Land	0	14
	Building & Structure	650	1,408
	Machinery & Equipment	2,887	6,111
	Sales equipment	10,817	15,167
	Other	1,826	3,026
	Total	16,181	25,727
Depreciation		24,048	17,491

(2) Cash Flow

(million yen)

	2015	2016
Cash flow from operating activities	40,422	34,388
Cash flow from investing activities	(24,994)	(19,921)
Cash flow from financing activities	22,416	(7,546)
Cash and cash equivalents at end of year	79,828	86,727

6. Projections (consolidated)

(January 1, 2017 to December 31, 2017)

CCW plans to launch a new consolidating company "Coca-Cola Bottlers Japan Inc." on April 1, 2017 as the effective date by integrating businesses with Coca-Cola East Japan Co., Ltd. Full-year consolidated performance forecasts for 2017 ending Dec shall be announced separately once defined.

Note that the current estimation of CCW under consolidated format shall be as follows.

(1) Earnings

	2016 actual	2017 estimation	change	% change
Net revenues	460,455	462,500	2,044	0.4
Operating income	21,143	22,000	856	4.0
Recurring income	20,602	20,600	(2)	(0.0)
Profit attributable to owners of parent	5,245	12,500	7,254	138.3

(2) Investment, Depreciation

		(million yen)	
		2016 actual	2017 estimation
Investment	Land	14	1,652
	Building & Structure	1,408	3,048
	Machinery & Equipment	6,111	5,089
	Sales equipment	15,167	16,511
	Other	3,026	4,041
	Total	25,727	30,344
Depreciation		17,491	19,309

7. Sales Information

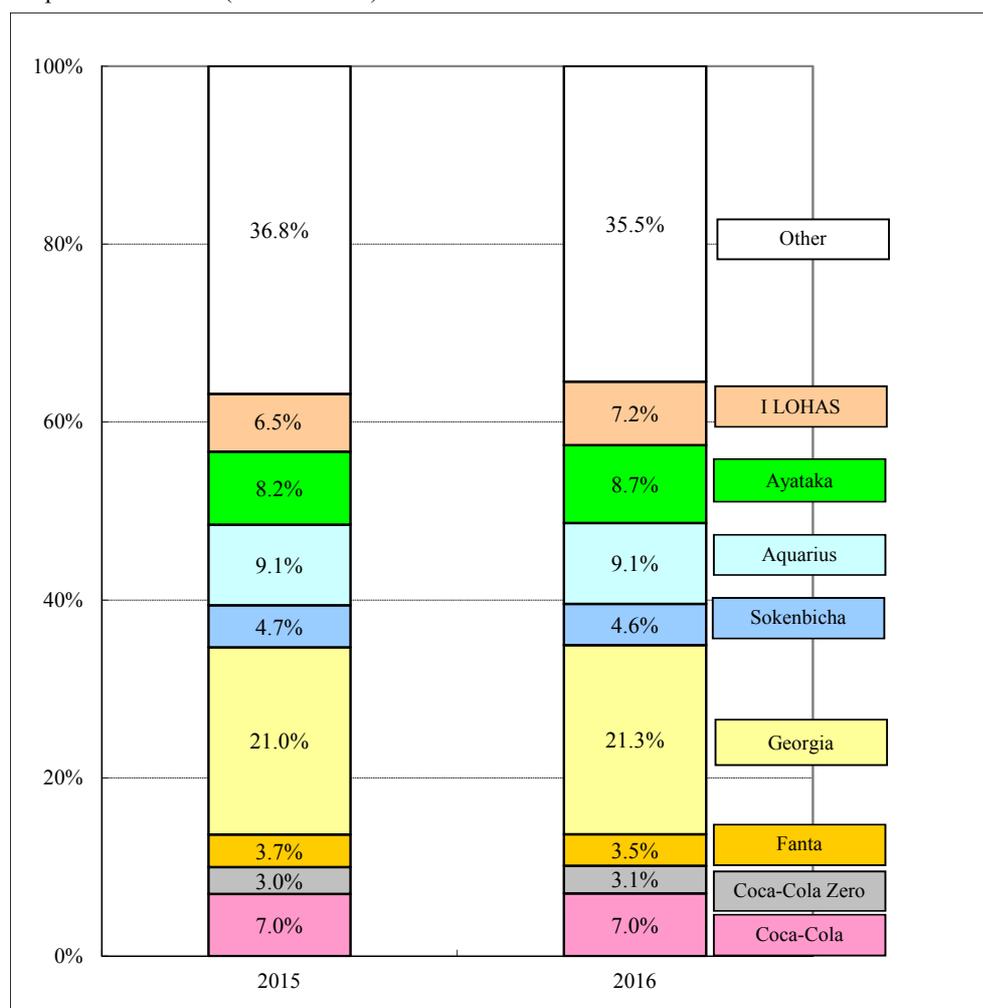
(January 1, 2016 to December 31, 2016)

<Sales volume by brand>

		(thousand cases, %)		
		2015	2016	% change
Core 8	Coca-Cola	14,986	15,621	4.2
	Coca-Cola Zero	6,478	6,880	6.2
	Fanta	7,904	7,842	(0.8)
	Georgia	45,215	47,103	4.2
	Sokenbicha	10,174	10,286	1.1
	Aquarius	19,492	20,054	2.9
	Ayataka	17,642	19,387	9.9
	I LOHAS	13,994	15,862	13.3
Other		79,164	78,568	(0.8)
Total (excl. Shikoku)		215,048	221,603	3.0
Shikoku		10,586	19,399	83.2

Note: Sales volume in 2015 is revised retroactively due to changes of counting segmentation in some products and calculation method in the affiliated company.

<Composition of brand (excl. Shikoku)>



<Sales volume by channel>

(thousand cases, %)

	2015	2016	% change
Vending *1	68,341	68,010	(0.5)
Supermarket, etc. *2	66,823	70,312	5.2
CVS *3	27,144	29,134	7.3
Retail *4	11,401	11,240	(1.4)
Food service *5	25,213	25,668	1.8
Other	16,126	17,237	6.9
Total (excl. Shikoku)	215,048	221,603	3.0
Shikoku	10,586	19,399	83.2

Note: Sales volume in 2015 is revised retroactively due to changes of calculation method in the affiliated company.

*1 Vending : Retail sales business to distribute products through vending machine to consumers

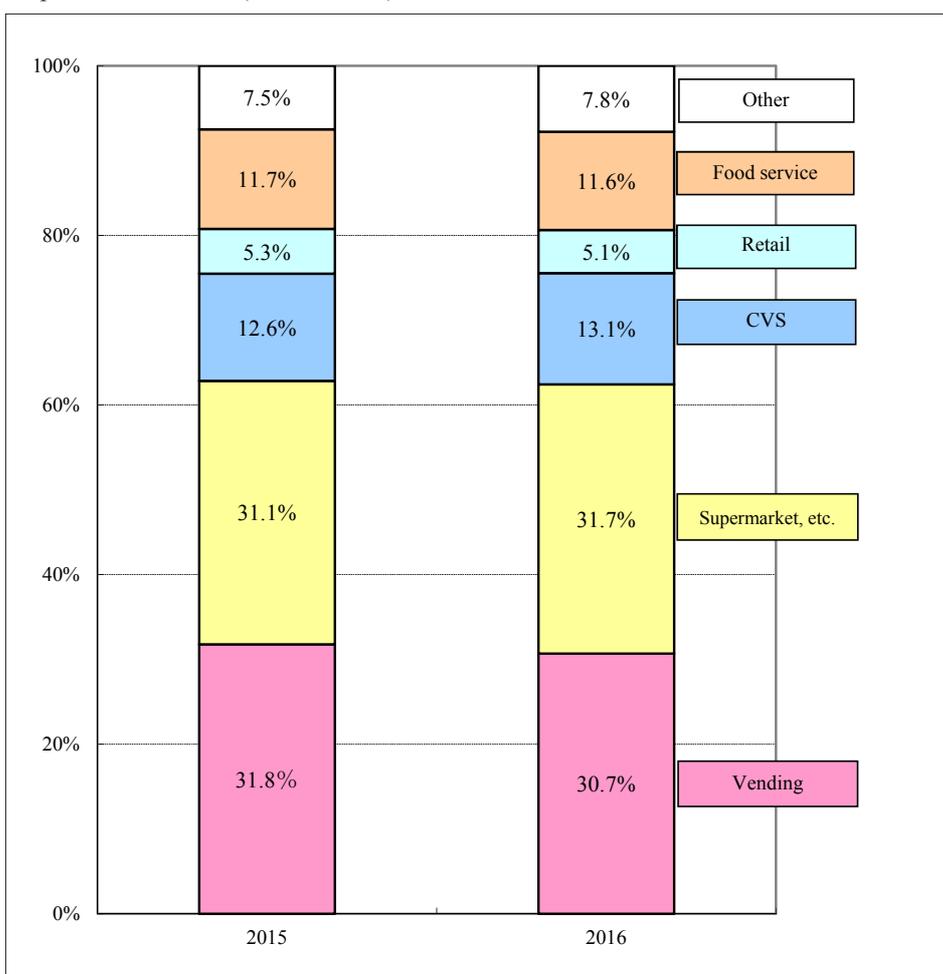
*2 Supermarket, etc. : Wholesale business for supermarket, drug store, discount store, etc.

*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 : Wholesale business in the food-service market such as fast food restaurants, 'family restaurants', etc.

<Composition of channel (excl. Shikoku)>



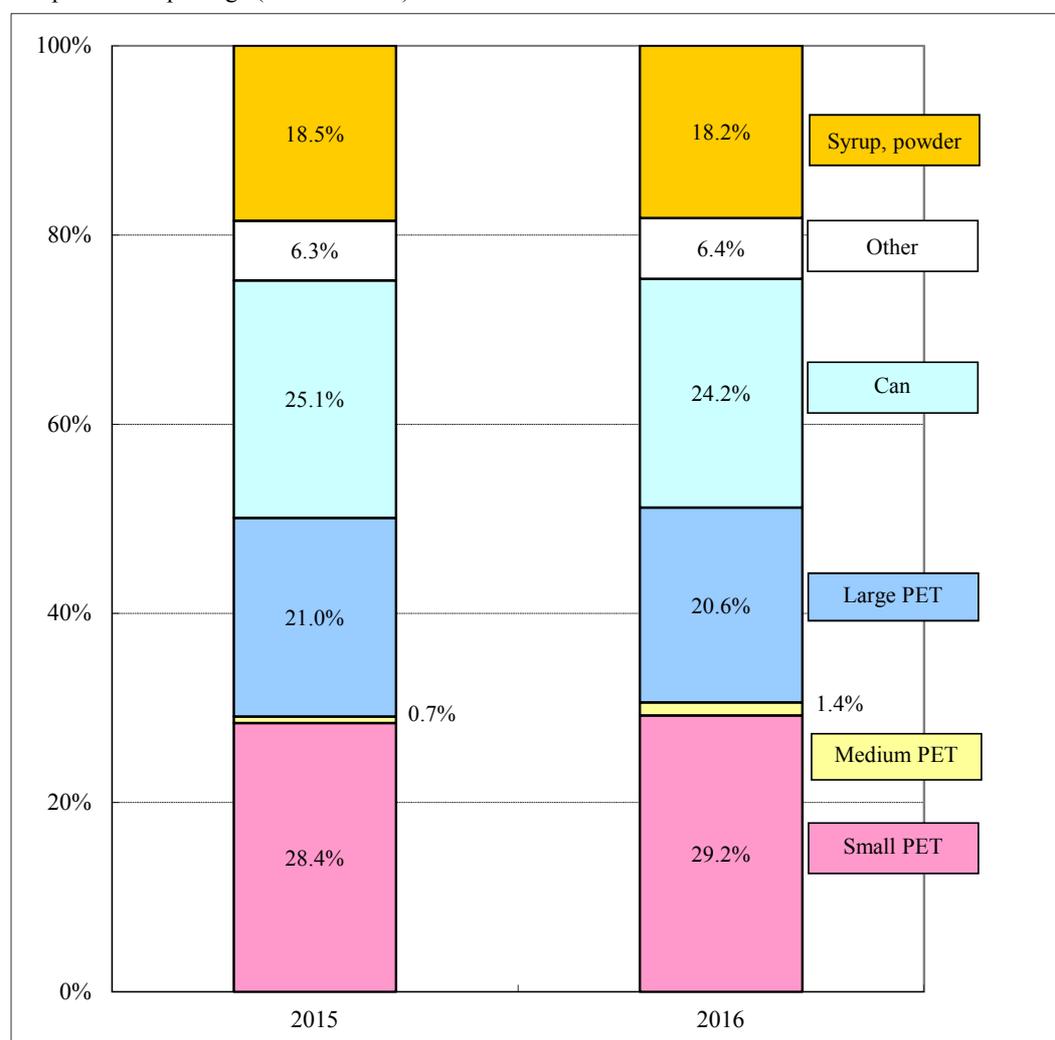
<Sales volume by package>

(thousand cases, %)

		2015	2016	% change
PET	Small-sized (less than 850ml)	61,130	64,755	5.9
	Medium-sized (less than 1,500ml)	1,502	2,967	97.5
	Large-sized (1,500ml or more)	45,005	45,632	1.4
	Subtotal	107,637	113,354	5.3
Can		54,020	53,652	(0.7)
Other		13,598	14,223	4.6
Syrup, powder		39,792	40,373	1.5
Total (excl. Shikoku)		215,048	221,603	3.0
Shikoku		10,586	19,399	83.2

Note: Sales volume in 2015 is revised retroactively due to changes of calculation method in the affiliated company.

<Composition of package (excl. Shikoku)>



8. Number of Vending Machines, Market Share

(1) Number of vending machines

(thousand units)

	Dec.31 2015	Dec. 31 2016	change
Can vending machine	297	292	(4)
Cup vending machine	22	19	(3)
Total (excl. Shikoku)	319	311	(7)

Note: Figures are the combined total of Coca-Cola West Co., Ltd. and its affiliated company Nishinon Beverage Co., Ltd.

Shikoku	42	37	(4)
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Note: Figures are the number of can and cup vending machines of Shikoku Coca-cola bottling Co.,Ltd. and its affiliated company Shikoku Canteen Co., Ltd.

(2) Market share of vending machines

(%)

	2015	2016
Out market share (excl. Shikoku)	31.3	31.0

(Source : McNET Inc., May to June)

9. Home Market Share

(January 1, 2016 to December 31, 2016)

(%)

	2015	2016
Total (excl. Shikoku)	22.5	22.5
Supermarkets	22.5	22.1
CVS	22.7	22.3
Retail stores	18.1	17.8
Drug stores	23.0	22.2
Discount stores	23.2	25.0
Shikoku	—	23.2

Note: Market share in 2015 is revised retroactively due to changes in data acquisition candidates by the research company.

(Source : Intage Inc.)

10. Stock Information

<By type and Number of shares held>

(entities, thousand shares, %)

	Dec.31, 2015				Dec.31, 2016			
	Number of shareholders	Ratio	Number of shares	Ratio	Number of shareholders	Ratio	Number of shares	Ratio
Financial institutions	61	0.1	17,352	15.6	62	0.1	19,577	17.6
Securities firms	28	0.1	2,094	1.9	28	0.1	1,503	1.4
Other corporations	470	0.9	46,357	41.7	453	1.0	45,147	40.6
Foreign corporations	328	0.6	28,746	25.9	359	0.8	30,169	27.1
Individuals, others	51,162	98.3	14,587	13.1	44,625	98.0	12,738	11.5
Treasury stock	1	0.0	1,986	1.8	1	0.0	1,989	1.8
Total	52,050	100.0	111,125	100.0	45,528	100.0	111,125	100.0

<Dividends and Dividend payout ratios (consolidated)>

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Earning per share (yen)	82.22	88.29	1.25	(75.96)	75.84	69.99	60.33	128.15	41.07	91.35	48.05
Equity per share (yen)	2,358.05	2,391.83	2,345.03	2,227.96	2,260.03	2,275.55	2,307.44	2,359.82	2,325.19	2,386.81	2,389.28
Annual dividend per share (yen)	42.00	43.00	43.00	42.00	40.00	41.00	41.00	41.00	41.00	41.00	46.00
Interim dividend (yen)	20.00	21.00	21.00	21.00	20.00	20.00	20.00	20.00	20.00	20.00	22.00
Year-end dividend (yen)	22.00	22.00	22.00	21.00	20.00	21.00	21.00	21.00	21.00	21.00	24.00
Payout ratio (%)	51.1	48.7	3,440.0	—	52.7	58.6	68.0	32.0	99.8	44.9	95.7

11. Segment Information

(million yen)

	2015			2016		
	Soft drink	Healthcare and skincare	Total	Soft drink	Healthcare and skincare	Total
Net revenues	407,635	32,840	440,476	428,394	32,061	460,455
To outside customers and consumers	407,635	32,840	440,476	428,394	32,061	460,455
Intersegment sales or transfers	—	—	—	—	—	—
Segment profit	11,209	3,052	14,262	18,369	2,774	21,143

Notes: Net revenues and segment profit are based on net revenues and operating income reported in the consolidated statements of income.