

Consolidated Financial Summary for the Third Quarter Ended September 30, 2014 (Japanese Standard)

October 31, 2014

Listed company name: Coca-Cola West Company, Limited Listed stock exchanges: Tokyo and Fukuoka
 Code number: 2579 URL: <http://www.cctest.co.jp/english>
 Delegate: Title: Representative Director, President Name: Tamio Yoshimatsu
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 Expected date of quarterly report submission: November 7, 2014
 Expected date of the dividend payments: —
 FY 2014 3Q supplementary information: Yes
 FY 2014 3Q financial presentation: Yes

(Fractions of one million yen are round off)

1. Consolidated financial results for the 3rd quarter 2014 (from January 1, 2014 to September 30, 2014)

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

(1) Consolidated financial results

	Net revenues		Operating income		Recurring income		Net income	
	million yen	%	million yen	%	million yen	%	million yen	%
3rd quarter 2014	323,815	(1.0)	7,995	(39.9)	8,015	(42.8)	3,663	(76.9)
3rd quarter 2013	327,218	10.4	13,302	27.2	14,017	34.0	15,832	251.2

Note: Comprehensive income

3Q 2014: 5,581 million yen <(68.9)%>

3Q 2013: 17,941 million yen <276.8%>

	Earnings per share	Diluted earnings per share
	yen	yen
3rd quarter 2014	33.56	—
3rd quarter 2013	150.10	—

(2) Consolidated financial position

	Total assets	Net assets	Net assets (excl. minority interests) to total assets
	million yen	million yen	%
3rd quarter 2014	367,462	252,801	68.7
Full year 2013	374,418	257,936	68.8

Reference: Net assets (excl. minority interests)

3Q 2014: 252,435 million yen

End of 2013: 257,558 million yen

2. Dividends

(Record date)	Dividends per share				
	End of 1Q	End of 2Q	End of 3Q	Year-end	Annual
	yen	yen	yen	yen	yen
Full year 2013	—	20.00	—	21.00	41.00
Full year 2014	—	20.00	—	—	—
Full year 2014 (Forecast)	—	—	—	21.00	41.00

Note: Revisions to the cash dividends forecasts most recently announced: None

3. Forecast of consolidated financial results 2014 (from January 1, 2014 to December 31, 2014)

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

	Net revenues		Operating income		Recurring income		Net income		Earnings per share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
Full year 2014	425,700	(1.4)	10,700	(32.8)	10,600	(36.2)	5,000	(63.3)	45.81

Note: Revisions to the forecasts of consolidated financial results most recently announced: Yes

Notes

- (1) Changes in significant subsidiaries during the current period (changes in specified subsidiaries resulting in change in scope of consolidation) : None
- (2) Application of special accounting for preparing the quarterly consolidated financial statement : None
- (3) 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 : None
 - 2) Changes other than those in 1) above : Yes
 - 3) Changes in accounting estimates : None
 - 4) Restatement of prior period financial statements after error corrections : None
- (4) Number of outstanding shares (common share)
- 1) Number of outstanding shares at the end of period (including treasury shares):
3Q 2014: 111,125,714 shares FY 2013: 111,125,714 shares
 - 2) Number of treasury shares at the end of period:
3Q 2014: 1,983,519 shares FY 2013: 1,982,355 shares
 - 3) Average number of outstanding shares at end of period (nine months):
3Q 2014: 109,142,731 shares 3Q 2013: 105,475,094 shares

* Indication regarding execution of quarterly review procedures

At the time of disclosure of this quarterly financial summary, the review procedures for quarterly 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 The Third-Quarter 2014 Appendix

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***Coca-Cola* West**

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

October 31, 2014

1. Situation of Consolidated Profit and Loss

(January 1, 2014 to September 30, 2014)

(million yen, %)

	3Q 2013 actual	3Q 2014					
		plan*	actual	vs. plan		vs. last year	
				change	% change	change	% change
Net revenues	327,218	345,800	323,815	(21,984)	(6.4)	(3,403)	(1.0)
Operating income	13,302	13,100	7,995	(5,104)	(39.0)	(5,306)	(39.9)
Recurring income	14,017	11,700	8,015	(3,684)	(31.5)	(6,001)	(42.8)
Net income	15,832	5,600	3,663	(1,936)	(34.6)	(12,168)	(76.9)

* The above plan is based on performance forecast announced as of April 30, 2014.

2. Profits Change Factor (vs. plan)

(January 1, 2014 to September 30, 2014)

(million yen)

	3Q 2014		change	Main factors for increase/decrease
	plan*	actual		
Net revenues	345,800	323,815	(21,984)	Impact on the soft drink business (18,938) Impact on the healthcare and skincare business (3,046)
Cost of goods sold	170,000	161,770	(8,229)	
Gross profit	175,800	162,044	(13,755)	Impact on the soft drink business (11,286) Impact on the healthcare and skincare business (2,468)
SG&A	162,700	154,048	(8,651)	Decrease in personnel cost (2,775) Decrease of sales equipment cost (812) Decrease of depreciation cost (789) Decrease of business consignment expenses (655) Decrease of repair expenses (236) Decrease of rent expenses (210) Decrease of fuel expenses (209) Decrease of maintenance cost (186) Decrease of transportation expenses (118) Increase of sales promotion & ad expenses 526 Impact on the healthcare and skincare business (1,661)
Operating income	13,100	7,995	(5,104)	
Non-operating income	500	983	483	
Non-operating expenses	1,900	964	(935)	Loss on retirement of fixed assets (1,117)
Recurring income	11,700	8,015	(3,684)	
Extraordinary income	—	261	261	
Extraordinary losses	700	2,129	1,429	Impact on the business restructuring 1,156
Income before income taxes and minority interests	11,000	6,146	(4,853)	
Income taxes	5,325	2,459	(2,865)	
Income before minority interests	5,675	3,686	(1,988)	
Minority interests	75	23	(51)	
Net Income	5,600	3,663	(1,936)	

* The above plan is based on performance forecast announced as of April 30, 2014.

3. Profits Change Factor (vs. last year)

(January 1, 2014 to September 30, 2014)

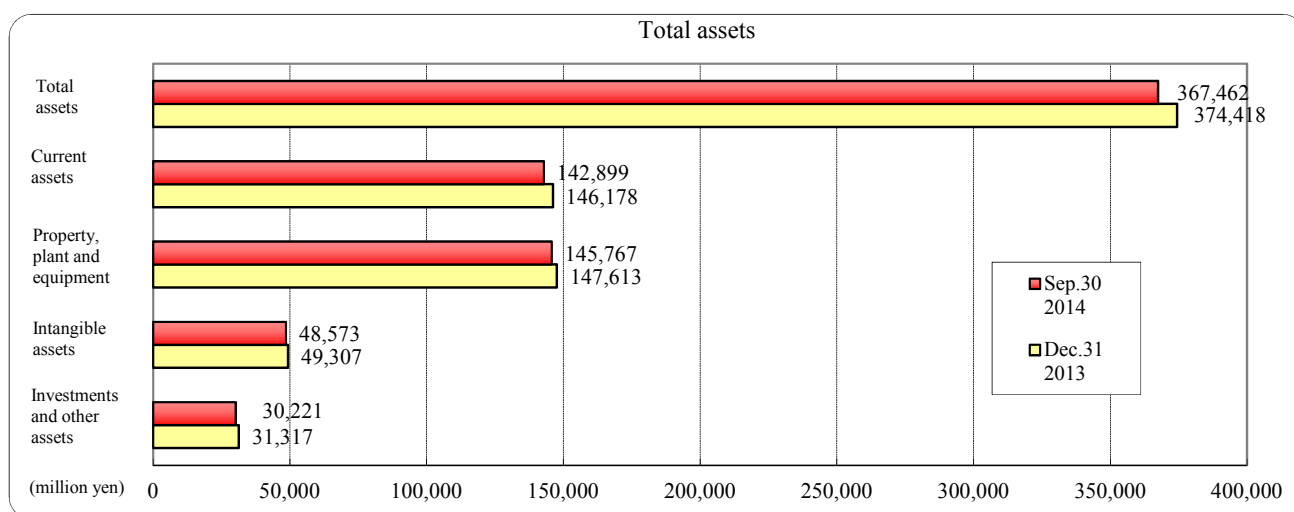
(million yen)

	3Q 2013	3Q 2014	change	Main factors for increase/decrease
Net revenues	327,218	323,815	(3,403)	Impact on the soft drink business (863) Impact on the healthcare and skincare business (2,539)
Cost of goods sold	163,763	161,770	(1,992)	
Gross profit	163,455	162,044	(1,410)	Impact on the soft drink business 554 Impact on the healthcare and skincare business (1,965)
SG&A	150,152	154,048	3,896	Increase of transportation expenses 2,788 Increase of business consignment expenses 2,282 Increase of sales promotion & ad expenses 2,001 Increase of sales commission 361 Increase of depreciation cost 222 Decrease in personnel cost (2,164) Decrease of sales equipment cost (875) Impact on the healthcare and skincare business (315)
Operating income	13,302	7,995	(5,306)	
Non-operating income	1,625	983	(642)	Investment gain on equity method (923)
Non-operating expenses	911	964	52	
Recurring income	14,017	8,015	(6,001)	
Extraordinary income	14,438	261	(14,177)	Gain from negative goodwill (14,438)
Extraordinary losses	6,791	2,129	(4,661)	Loss on step acquisitions (5,567) Impairment loss (1,008) Impact on the business restructuring 1,156 Restructuring cost 741
Income before income taxes and minority interests	21,664	6,146	(15,517)	
Income taxes	5,795	2,459	(3,336)	
Income before minority interests	15,868	3,686	(12,181)	
Minority interests	36	23	(12)	
Net income	15,832	3,663	(12,168)	

4. Consolidated Balance Sheet and Change Factor

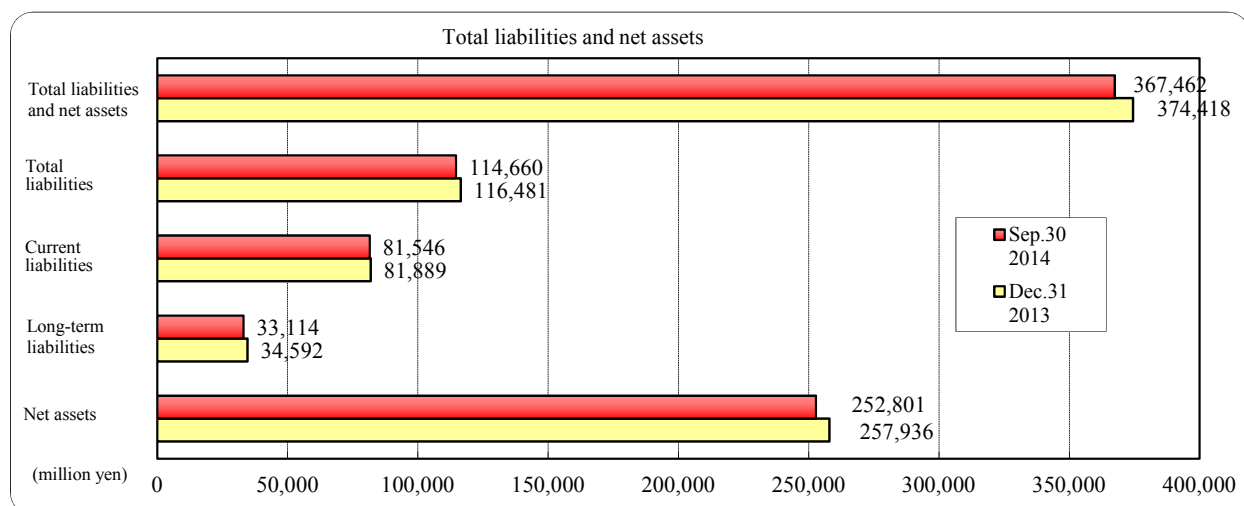
(million yen)

	Dec.31 2013	Sep.30 2014	change	Main factors for increase/decrease
Current assets	146,178	142,899	(3,279)	
Cash and deposits	45,632	42,672	(2,959)	Decrease by maturity of marketable securities
Trade notes and accounts receivable	26,876	29,628	2,751	
Marketable securities	25,132	23,612	(1,520)	
Merchandise and finished goods	26,621	23,912	(2,708)	
Work in process	566	616	50	
Raw materials and supplies	2,071	3,748	1,676	
Other	19,630	19,070	(559)	
Allowance for doubtful accounts	(352)	(362)	(10)	
Fixed assets	228,239	224,562	(3,676)	
Property, plant and equipment	147,613	145,767	(1,846)	
Buildings and structures, net	35,826	33,992	(1,834)	
Machinery, equipment, vehicles, net	24,818	22,750	(2,067)	
Sales equipment, net	25,390	27,304	1,913	
Land	59,908	59,566	(342)	
Construction in progress	14	487	473	
Other, net	1,654	1,666	12	
Intangible assets	49,307	48,573	(733)	
Goodwill	42,189	40,201	(1,987)	
Other	7,118	8,372	1,253	
Investments and other assets	31,317	30,221	(1,095)	
Investment securities	17,306	18,505	1,198	Impact from the early application of revised accounting standard for retirement benefits
Advanced payments for retirement expenses	4,479	—	(4,479)	
Other	9,950	12,117	2,166	
Allowance for doubtful accounts	(418)	(400)	18	
Total assets	374,418	367,462	(6,955)	



(million yen)

	Dec.31 2013	Sep.30 2014	change	Main factors for increase/decrease
Current liabilities	81,889	81,546	(342)	
Trade notes and accounts payable	16,278	17,772	1,493	
Current portion of bonds	30,000	30,000	—	
Current portion of long-term loans payable	2,517	2,517	—	
Accrued income taxes	3,165	1,143	(2,022)	
Other accounts payable	17,624	19,306	1,681	
Provision for sales promotion expenses	203	242	39	
Provision for loss on liquidation of subsidiaries and affiliates	—	404	404	
Other	12,098	10,159	(1,938)	Decrease in accrued expense by payments for restructuring cost (lump-sum allowance for employee transfer, etc.)
Long-term liabilities	34,592	33,114	(1,478)	
Bonds payable	20,000	20,000	—	
Long-term loans payable	5,237	2,724	(2,513)	
Allowance for employees' retirement benefits	2,048	—	(2,048)	Impact from the early application of revised accounting standard for retirement benefits
Net defined benefit liability	—	4,193	4,193	Impact from the early application of revised accounting standard for retirement benefits
Liabilities for directors' and corporate auditors' retirement benefits	149	148	(0)	
Other	7,156	6,047	(1,109)	
Total liabilities	116,481	114,660	(1,820)	
Shareholders' equity	255,346	250,260	(5,085)	
Common stock	15,231	15,231	—	
Capital surplus	109,072	109,072	—	
Retained earnings	135,619	130,536	(5,083)	Impact from the early application of revised accounting standard for retirement benefits and decrease by dividend payments
Treasury stock	(4,577)	(4,579)	(1)	
Accumulated other comprehensive income	2,212	2,174	(38)	
Net unrealized gains (loss) on other marketable securities	2,214	3,003	788	
Deferred gains or losses on hedges	(1)	76	78	
Foreign currency translation adjustment	—	3	3	
Remeasurements of defined benefit plans	—	(908)	(908)	Impact from the early application of revised accounting standard for retirement benefits
Minority interests	377	366	(11)	
Net assets	257,936	252,801	(5,134)	
Total liabilities and net assets	374,418	367,462	(6,955)	



5. Investment, Depreciation, Cash Flow (consolidated)

(January 1, 2014 to September 30, 2014)

(1) Investment, Depreciation

(million yen)

		3Q 2013	3Q 2014
Investment	Buildings	492	715
	Machinery & Equipment	5,637	2,757
	Sales equipment	7,875	9,371
	Other	3,967	4,028
	Construction in progress	(2,205)	473
	Total	15,767	17,345
Depreciation		17,553	17,035

(2) Cash Flow

(million yen)

	3Q 2013	3Q 2014
Cash flow from operating activities	34,100	18,965
Cash flow from investing activities	(25,436)	(10,437)
Cash flow from financing activities	(8,077)	(7,336)
Cash and cash equivalents at end of 3Q	45,558	61,469

6. Projections (consolidated)

(January 1, 2014 to December 31, 2014)

(1) Earnings

(million yen, %)

	2013 actual	2014 plan	change	% change
Net revenues	431,711	425,700	(6,011)	(1.4)
Operating income	15,927	10,700	(5,227)	(32.8)
Recurring income	16,606	10,600	(6,006)	(36.2)
Net income	13,625	5,000	(8,625)	(63.3)

(2) Investment, Depreciation

(million yen)

		2013 actual	2014 plan
Investment	Buildings	770	789
	Machinery & Equipment	6,368	4,927
	Sales equipment	9,501	13,221
	Other	3,602	4,565
	Total	20,242	23,504
Depreciation		23,758	23,193

7. Sales information

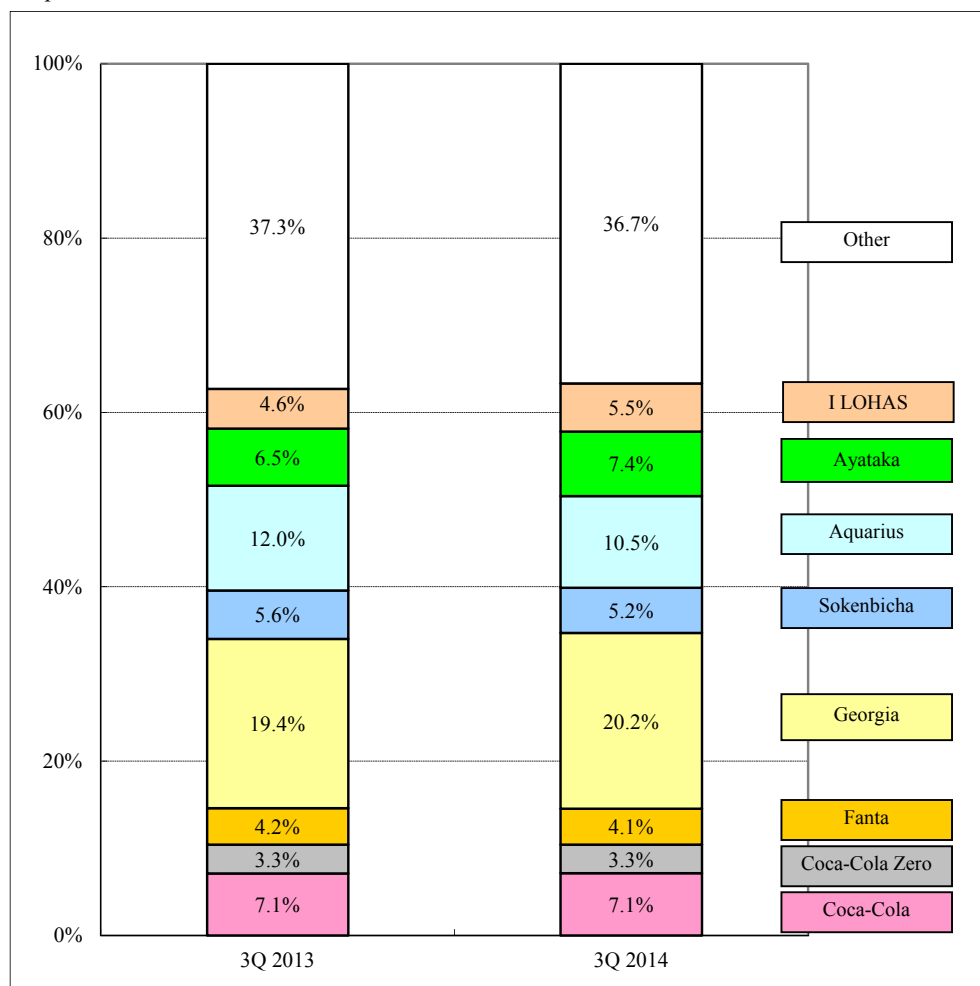
(January 1, 2014 to September 30, 2014)

<Sales volume by brand>

		(thousand cases, %)		
		3Q 2013	3Q 2014	% change
Core 8	Coca-Cola	11,740	11,851	0.9
	Coca-Cola Zero	5,443	5,377	(1.2)
	Fanta	6,888	6,835	(0.8)
	Georgia	31,980	33,501	4.8
	Sokenbicha	9,157	8,624	(5.8)
	Aquarius	19,785	17,467	(11.7)
	Ayataka	10,781	12,274	13.9
	I LOHAS	7,544	9,185	21.7
Other		61,328	60,953	(0.6)
Total		164,647	166,068	0.9

Notes : Sales volume in 2013 is revised retroactively due to standardization of counting method in the affiliated company.

<Composition of brand>



<Sales volume by channel>

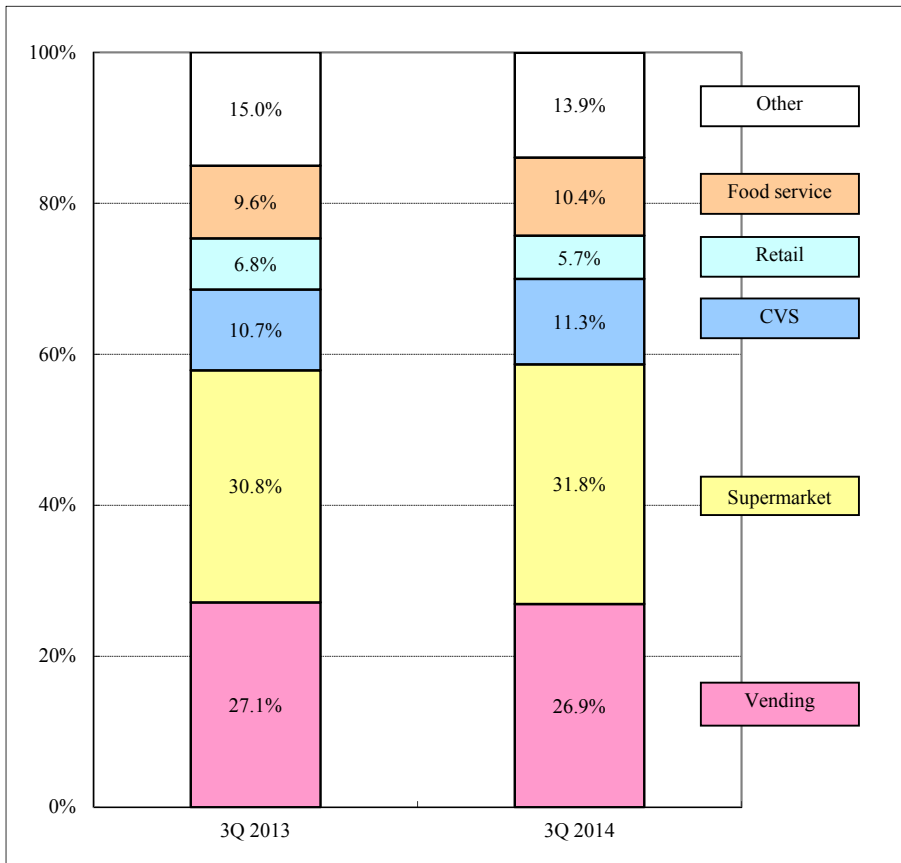
(thousand cases, %)

		3Q 2013	3Q 2014	% change
Vending	*1	44,643	44,770	0.3
Supermarket	*2	50,664	52,775	4.2
CVS	*3	17,618	18,778	6.6
Retail	*4	11,175	9,494	(15.0)
Food service	*5	15,827	17,230	8.9
Other		24,720	23,021	(6.9)
Total		164,647	166,068	0.9

Notes : Sales volume in 2013 is revised retroactively due to standardization of counting method in the affiliated company.

- *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>



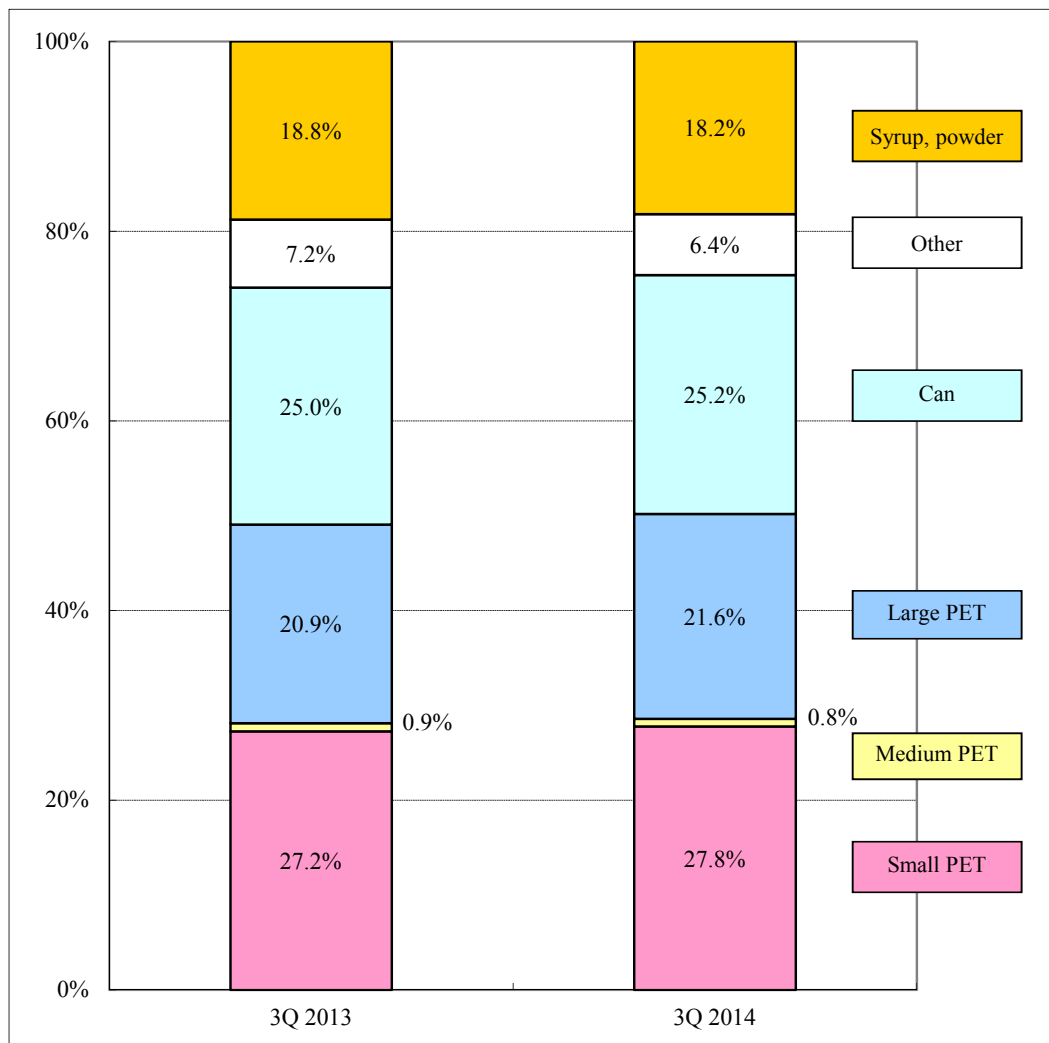
<Sales volume by package>

(thousand cases, %)

		3Q 2013	3Q 2014	% change
PET	Small-sized (less than 1,000ml)	44,851	46,115	2.8
	Medium-sized (less than 1,500ml)	1,425	1,356	(4.8)
	Large-sized (1,500ml or more)	34,437	35,870	4.2
	Subtotal	80,713	83,341	3.3
Can		41,252	41,813	1.4
Other		11,797	10,686	(9.4)
Syrup, powder		30,884	30,228	(2.1)
Total		164,647	166,068	0.9

Notes : Sales volume in 2013 is revised retroactively due to standardization of counting method in the affiliated company.

<Composition of package>



8. Number of Vending Machines, Market Share

(1) Number of vending machines

	(thousands units)		
	End of 2013	End of 3Q 2014	change
Can vending machine	309	309	0
Cup vending machine	25	23	(1)
Total	333	332	(1)

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

(2) Market share of vending machines

	(%)	
	2013	2014
Out market share	30.8	31.7

(Source : Survey of vending machines conducted by McNET Inc. from June to July in 2013, from May to June in 2014.)

9. Home Market Share

(January 1, 2014 to September 30, 2014)

	(%)	
	3Q 2013	3Q 2014
Total	22.5	22.8
Supermarkets	23.2	22.8
CVS	21.4	22.0
Retail stores	20.3	20.3
Drug stores	23.3	23.2
Discount stores	22.0	24.2

(Source : Store Audit conducted by Intage Inc.)

10. Segment Information

(January 1, 2014 to September 30, 2014)

	3Q 2013			3Q 2014		
	Soft drink	Healthcare and skincare	Total	Soft drink	Healthcare and skincare	Total
Net revenues	299,324	27,893	327,218	298,461	25,353	323,815
To outside customers and consumers	299,324	27,893	327,218	298,461	25,353	323,815
Intersegment sales or transfers	—	—	—	—	—	—
Segment profit	9,360	3,942	13,302	5,703	2,292	7,995

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