

RESULTS PRESENTATION

FULL YEAR RESULTS 2019

13 FEBRUARY 2020



Coca-Cola
Hellenic Bottling Company



FORWARD-LOOKING STATEMENT

Unless otherwise indicated, the condensed consolidated interim financial statements and the financial and operating data or other information included herein relate to Coca-Cola HBC AG and its subsidiaries (“Coca-Cola HBC” or the “Company” or “we” or the “Group”).

This document contains forward looking statements that involve risks and uncertainties. These statements may generally, but not always, be identified by the use of words such as “believe”, “outlook”, “guidance”, “intend”, “expect”, “anticipate”, “plan”, “target” and similar expressions to identify forward looking statements. All statements other than statements of historical facts, including, among others, statements regarding our future financial position and results, our outlook for 2020 and future years, business strategy and the effects of the global economic slowdown, the impact of the sovereign debt crisis, currency volatility, our recent acquisitions, and restructuring initiatives on our business and financial condition, our future dealings with The Coca-Cola Company, budgets, projected levels of consumption and production, projected raw material and other costs, estimates of capital expenditure, free cash flow, effective tax rates and plans and objectives of management for future operations, are forward looking statements. By their nature, forward looking statements involve risk and uncertainty because they reflect our current expectations and assumptions as to future events and circumstances that may not prove accurate. Our actual results and events could differ materially from those anticipated in the forward-looking statements for many reasons, including the risks described in the 2018 Integrated Annual Report for Coca-Cola HBC AG and its subsidiaries.

Although we believe that, as of the date of this document, the expectations reflected in the forward-looking statements are reasonable, we cannot assure you that our future results, level of activity, performance or achievements will meet these expectations. Moreover, neither we, nor our directors, employees, advisors nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. After the date of the condensed consolidated interim financial statements included in this document, unless we are required by law or the rules of the UK Financial Conduct Authority to update these forward looking statements, we will not necessarily update any of these forward looking statements to conform them either to actual results or to changes in our expectations.

FULL YEAR HIGHLIGHTS

- FX-neutral revenue growth of 4.4% (3.7% ex Bambi)
- Weather headwind worth c. 1pp of revenue growth in the year
- Volume up 3.3% (2.6% ex Bambi) with strong Q4
- Price/mix up 1.0% (1.1% ex Bambi) driven by price, package and category mix
- Comparable EBIT up 11.5% (9.5% ex Bambi)
- Comparable EBIT margin up 60bps to 10.8% (50bps ex Bambi)
- Comparable EPS up 10% to €1.44
- Free cash flow up 19.6% to €442.6 million
- Proposed dividend per share of €0.62, up 8.8%. On top of €2.00 per share special dividend paid in July 2019



FINANCIAL REVIEW

MICHALIS IMELLOS
CHIEF FINANCIAL OFFICER



Coca-Cola
Hellenic Bottling Company

FINANCIAL PERFORMANCE OVERVIEW

FY volume up 3.3% (2.6% ex Bambi)

Q4 volume up 8.3% (6.8% ex Bambi)

All three segments grew volumes with strong acceleration in Q4

Price/mix up 1.0%, 1.1% ex Bambi and 2.1% ex Nigeria

FX-n NSR per case growth in all 3 segments

- pricing actions
- single-serve mix improvements
- positive category mix

Strong improvement in OPEX as % revenue

	FY '19	FY '18	change
Volume (m u.c.)	2,264.5	2,192.3	3.3%
Net sales revenue (€m)	7,026.0	6,657.1	5.5%
FX-neutral net sales revenue (€m)	7,026.0	6,731.9	4.4%
FX-neutral NSR per case (€)	3.10	3.07	1.0%
Comparable gross profit margin	37.7%	37.9%	-20bps
Comparable OPEX as % of NSR	26.9%	27.7%	-80bps

Financial indicators on a comparable basis exclude the recognition of restructuring costs, unrealised commodity hedging results and non-recurring items.
Certain differences in calculations are due to rounding.

CONTINUED MARGIN EXPANSION

11.5% growth in Comparable EBIT (9.5% ex Bambi)

60 bps of EBIT margin expansion

- 10bps from Bambi

Net profit and EPS saw strong growth despite increase in finance charges

Excellent free cash flow, up 19.6%

	FY '19	FY '18	change
Comparable EBIT (€m)	758.7	680.7	11.5%
Comparable EBIT margin	10.8%	10.2%	60bps
Comparable net profit (€m)	522.2	480.4	8.7%
Comparable EPS(€)	1.436	1.306	10.0%
Free cash flow (€m)	442.6	370.0	19.6%

Financial indicators on a comparable basis exclude the recognition of restructuring costs, unrealised commodity hedging results and non-recurring items.
Certain differences in calculations are due to rounding.

INPUT COSTS IN LINE

FX-n input cost per case up 0.6%, in-line with low-single digit guidance

- Sugar and aluminium input costs improved
- PET resin costs deteriorated
- Shifts to low/no-sugar variants and light-weighting initiatives are helping the input cost mix



STRONG OPERATING LEVERAGE

OPEX as % of revenue improved by 80bps

- 30bps is due to operational leverage on logistics and admin costs
- 50bps is due to cycling FIFA World Cup related marketing expenses and other one-off items

	FY '19	FY '18	change
Volume (m u.c.)	2,264.5	2,192.3	3.3 %
Net sales revenue (€m)	7,026.0	6,657.1	5.5 %
Comparable operating expenses (€m)	1,889.3	1,842.6	2.5 %
Comparable OPEX as % of NSR	26.9%	27.7%	-80bps

GROWTH AND MARGIN EXPANSION ACROSS ALL SEGMENTS

Revenue change

	FY '19 vs FY'18 excl. Bambi	FY '19 vs FY'18
Total CCH		
Volume	2.6%	3.3%
FXN-NSR per case	1.1%	1.0%
Established markets		
Volume	0.8%	0.8%
FXN-NSR per case	0.4%	0.4%
Developing markets		
Volume	0.5%	0.5%
FXN-NSR per case	3.7%	3.7%
Emerging markets		
Volume	4.4%	5.7%
FXN-NSR per case	1.2%	1.3%

Comparable EBIT margin

	FY '19 vs FY'18 excl. Bambi	FY '19 vs FY'18
Total CCH		
EBIT margin	10.7%	10.8%
EBIT margin expansion	50bps	60bps
Established markets		
EBIT margin	10.2%	10.2%
EBIT margin expansion	40bps	40bps
Developing markets		
EBIT margin	10.8%	10.8%
EBIT margin expansion	30bps	30bps
Emerging markets		
EBIT margin	11.0%	11.3%
EBIT margin expansion	50 bps	80bps

CONTINUED FOCUS ON EFFICIENCY

FY 2019

- €37.8m of pre-tax restructuring costs in the period
- Restructuring mostly benefiting our Established and Emerging segment with a focus on Italy and Nigeria
- Benefits from 2018 and 2019 efforts €30m

FY 2020

Going forward we expect:

- Pre-tax restructuring charges of €15m for 2020
- Total annualised benefits from 2020 initiatives c. €7m
- Savings in 2020 from 2019 and 2020 initiatives c. €32m



STRONG GROWTH IN CASH FLOW

Free cash flow generation up 19.6% while investing in the business

- EBITDA up 14.7% on higher operating profit
- Working capital improved and remains at a triple digit negative balance, in line with targets
- Capex at 6.9% of revenue, within the targeted range of 6.5% to 7.5%

	FY '19	FY '18	change
EBITDA (€m)	1,110.7	968.7	142
Working capital change (€m)	33.2	-45.5	78.8
Net capital expenditure (€m)	-483.6	-426.6	-57
Free cash flow (€m)	442.6	370.0	72.5

Differences in the absolute year-on-year change are due to rounding.

NEW DEBT RAISED AT LOWER INTEREST RATES

- Raised €1.8b of gross debt (€1,563m net), with 3 new bonds at an average effective interest rate of 1.3%
- Blended interest rate on bonds lowered to 2.1% from 2.7%
- Net finance costs increased by €25.8m to €67.1m due to higher gross debt
- Current net debt/EBITDA at 1.54X, up from 0.61X last year

Debt maturity profile (€m)



OPERATIONAL REVIEW & STRATEGY

ZORAN BOGDANOVIC
CHIEF EXECUTIVE OFFICER



Coca-Cola
Hellenic Bottling Company

CONTINUED GROWTH IN SPARKLING

Strong Sparkling momentum continues driven by areas of strategic focus:

- Low and no-sugar variants up 26.7%
- Adult Sparkling up 7.1%

Energy saw another year of strong growth, up 28.3%

Water volume grew by 1.4%, with healthy package mix as single serve volume expanded 4.7%

RTD tea impacted by final Nestea delisting and heavy promotional competition in a few markets

YoY growth	FY '19	FY'18
Sparkling	3.5%	4.3%
Trademark Coca-Cola	5.6%	5.0%
Coca-Cola Zero	26.2%	29.1%
Schweppes	8.3%	5.0%
Water	1.4%	3.2%
Juice	-1.7%	0.3%
Energy	28.3%	30.6%
Tea	-8.4%	1.5%

COSTA - EXCITING PLANS ACROSS MULTIPLE MARKETS & CHANNELS

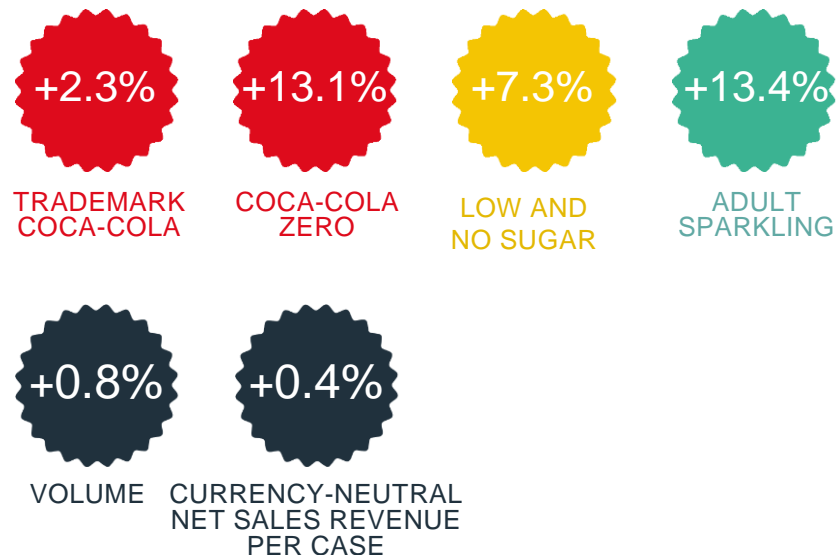
COSTA
COFFEE



DISCIPLINED, PURPOSEFUL INNOVATION



EXCELLENT PROGRESS IN ESTABLISHED MARKETS



SWITZERLAND

- Lower volume attributed to poor weather
- Good progress on price mix due to pack/price architecture changes

GREECE

- Good volume performance helped by the country's economic recovery
- Juice and RTD tea declined

ITALY

- Volumes return to growth in the year
- Doubled our market share in RTD tea
- Good performance in sparkling, driven by Coca-Cola Trademark

All figures refer to full-year 2019, unless otherwise stated



Coca-Cola
Hellenic Bottling Company

STRONG PRICE/MIX DRIVES DEVELOPING MARKETS



TRADEMARK
COCA-COLA



COCA-COLA
ZERO



LOW AND
NO SUGAR



ADULT
SPARKLING



VOLUME



CURRENCY-NEUTRAL
NET SALES REVENUE
PER CASE

CZECH REPUBLIC

- Volumes impacted by adverse summer weather
- Strong price/mix improvements

POLAND

- Good growth in Sparkling and Energy
- Double digit growth in Adult sparkling
- Strong growth in Energy, with Monster up +49% and Coke Energy launch

HUNGARY

- Volume declined
- Gained value share in Sparkling – good performance in Trademark Coke

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STRONG GROWTH IN SPARKLING DRIVES EMERGING MARKETS



TRADEMARK
COCA-COLA



COCA-COLA
ZERO



LOW AND
NO SUGAR



ADULT
SPARKLING



VOLUME



CURRENCY-NEUTRAL
NET SALES REVENUE
PER CASE

ROMANIA

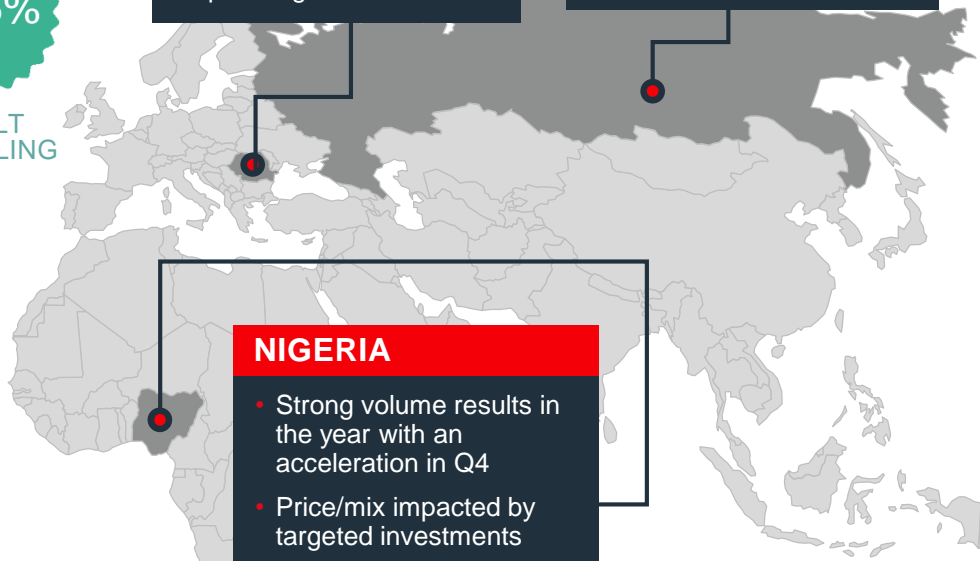
- Volume growth in all categories except for RTD tea
- Innovations in Sparkling spurred growth

RUSSIA

- Volumes marginally up despite tough comparable
- Good growth in Sparkling and Energy

NIGERIA

- Strong volume results in the year with an acceleration in Q4
- Price/mix impacted by targeted investments



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unless otherwise stated



EUROPE'S MOST SUSTAINABLE BEVERAGE COMPANY

KPI	FY '19	2025 target
Energy-efficient coolers for our customers (%)	28	50
Renewable electricity used in our production sites in EU/Switzerland (%)	89	100
Primary packaging collected for recovery (%)	48	75

MEMBER OF
Dow Jones Sustainability Indices
In collaboration with 



LOOKING AHEAD

A year of stronger FX-neutral revenue growth combined with ongoing EBIT margin expansion

- Faster volume growth in all segments
- Continued improvement in FX-neutral revenue per case
- Low-single digit input cost inflation
- Impact on EBIT from FX expected break-even in the year
- Continued improvement in OPEX as a % of revenue

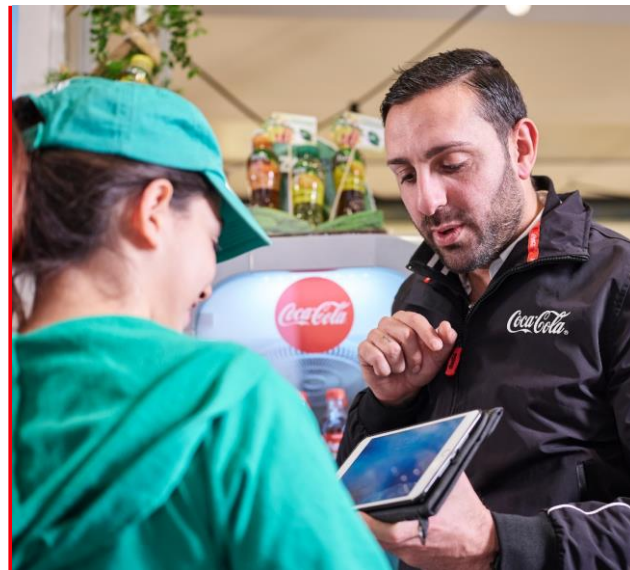


Q&A

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Significant **growth opportunities**
across **high-value occasions and categories**

Diverse, balanced **country portfolio**
with **very low per-capita consumption**

Strongest, broadest, most flexible,
24/7 portfolio of brands

Relentless focus on **cost and efficiency**
to fuel **investments for growth**

Strong balance sheet
with opportunity to leverage for
geographic expansion and
bolt-on acquisitions

Leader in the
dynamic, **growing**
NARTD industry