



Coca-Cola İçecek AŞ
2019 Annual General Assembly
20 April 2020, İstanbul

Summary financials



(TL million)	2018	2019	YoY Change
Net Sales Revenue	10,623	12,245	15.3%
Gross Profit	3,527	4,207	19.3%
EBIT	1,269	1,521	19.9%
EBITDA	1,919	2,283	19.0%
Net Income / (Loss)	321	966	200.7%
GP Margin	33.2%	34.4%	120 bp
EBIT Margin	11.9%	12.4%	50 bp
EBITDA Margin	18.1%	18.6%	50 bp
EPS (full TL)*	1.26	3.80	201,6%

*EPS in TL per 100 shares

2019 highlights



Sustainable quality growth

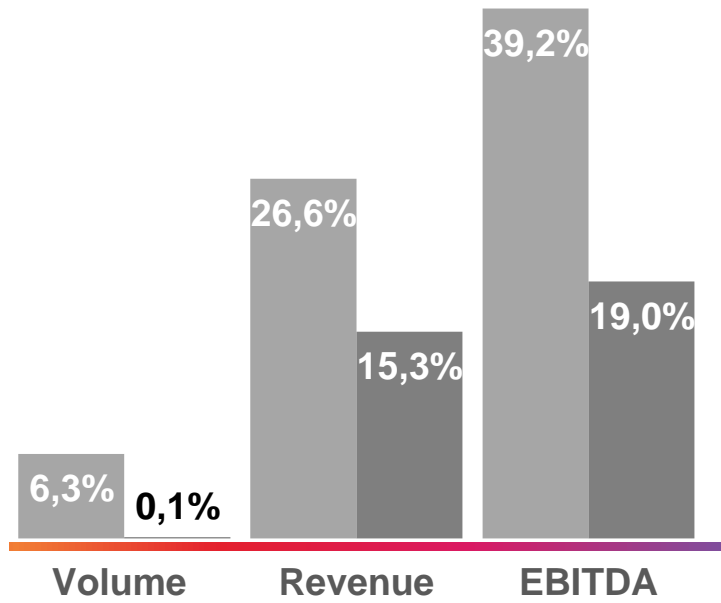
Continued margin expansion

Another year of solid FCF

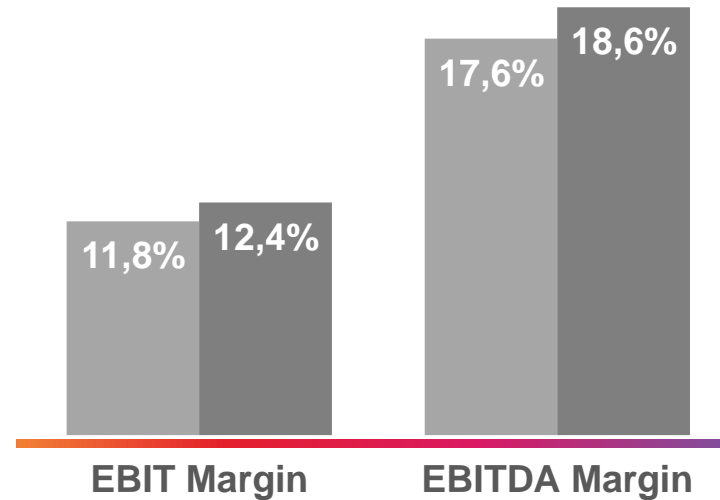
GROWTH YOY %

MARGIN %

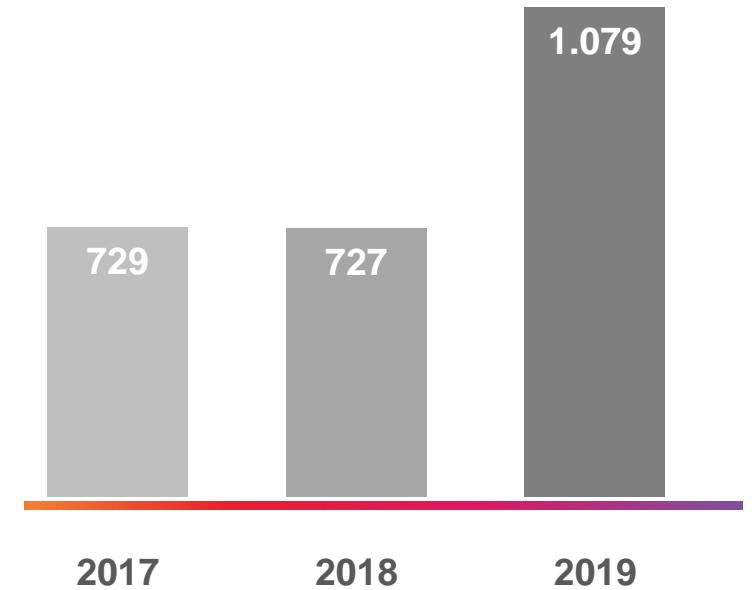
TL MILLION



■ 2018 ■ 2019



■ 2018 ■ 2019

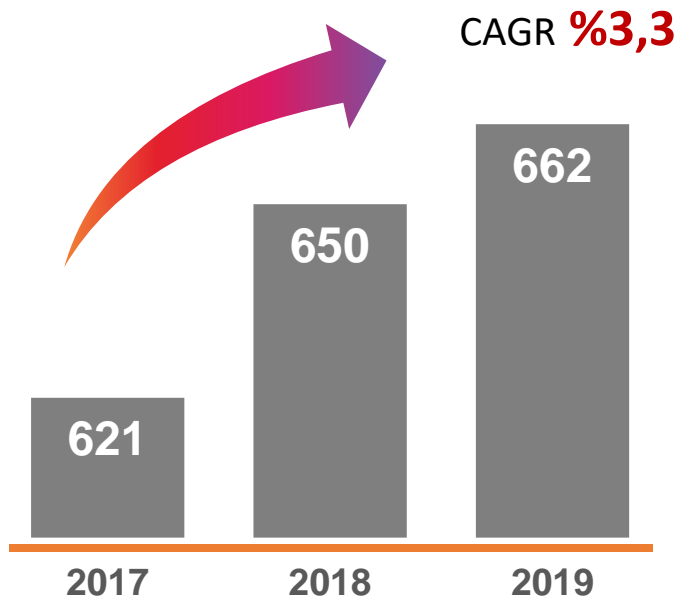


Volume development

TURKEY

12 mn UC incremental volume in 2019

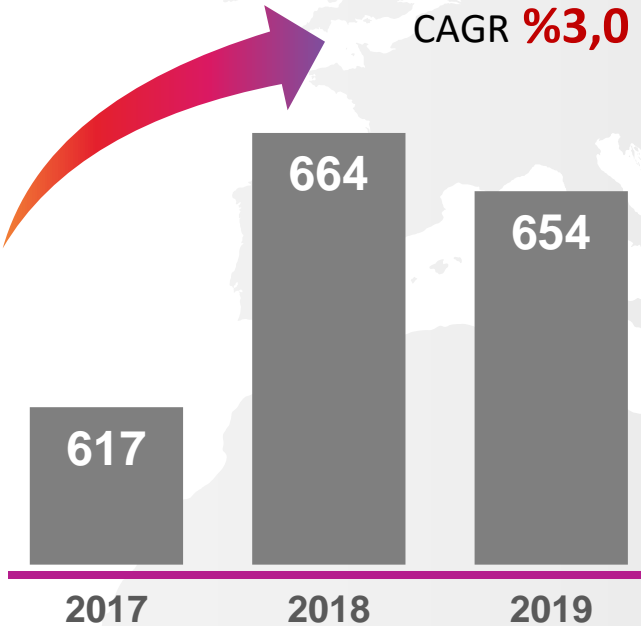
UNIT CASE VOLUME GROWTH YOY



INTERNATIONAL

10 mn UC decreasing volume in 2019

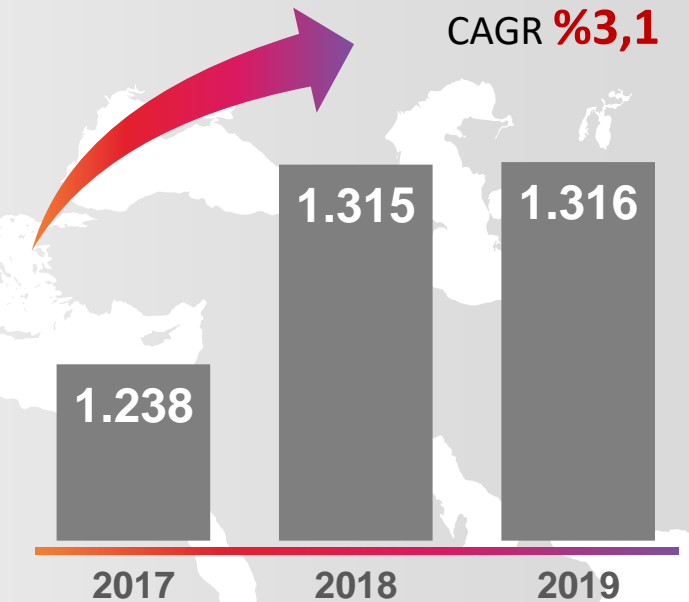
CAGR %3,0



CONSOLIDATED

2 mn UC incremental volume in 2019

CAGR %3,1



Volume growth by category



UNIT CASE
VOLUME GROWTH
YOY

SPARKLING

STILLS

WATER

NRTD TEA

TOTAL

2019

0.3%

5.1%

-0.1%

-4.9%

0.1%

% in Total Mix
(2019)*

71%



7%



14%



8%



3 mn UC
incremental
Sparkling
volume in
2019

* Totals may not foot due to rounding differences

Summary Balance Sheet



(million TL)

	31.12.2018	31.12.2019
Total Assets	14,155	15,960
Current Assets	4,537	5,465
Cash and Cash Equivalents	2,290	2,823
Other	2,248	2,642
Non-Current Assets	9,617	10,495
Property, Plant and Equipment	6,489	6,899
Intangible Assets	2,689	3,018
Other	439	577
Total Liabilities	14,155	15,960
Current Liabilities	2,696	3,536
Non-Current Liabilities	5,035	5,054
Total Equity	6,424	7,369
Equity of the Parent	5,599	6,515
Minority Interest	826	854



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