COCA-COLANssE:No



| 000 | , | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |  | 19-21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4.12 | 3.53 | 3.96 | 4.31 | 4.56 | 4.88 | 5.20 | 6.22 | 6.91 | 6.73 | 7.66 | 10.29 | 10.74 | 10.64 | 10.54 | 10.24 | 9.95 | 7.90 | Sales per sh | 8.90 |
| . 89 | . 96 | . 99 | 1.16 | 1.23 | 1.29 | 1.40 | 1.54 | 1.79 | 1.75 | 2.09 | 2.41 | 2.46 | 2.58 | 2.53 | 2.49 | 2.45 | 2.45 | "Cash Flow" per sh | 3.00 |
| . 74 | . 80 | . 83 | . 98 | 1.03 | 1.09 | 1.19 | 1.29 | 1.51 | 1.47 | 1.75 | 1.92 | 1.97 | 2.08 | 2.04 | 2.00 | 1.95 | 2.05 | Earnings per sh A | 2.55 |
| . 34 | . 36 | . 40 | . 44 | . 50 | . 56 | . 62 | . 68 | . 76 | . 82 | . 88 | . 94 | 1.02 | 1.12 | 1.22 | 1.32 | 1.40 | 1.48 | Div'ds Decl'd per sh Bn | 1.85 |
| . 15 | . 15 | . 17 | . 17 | . 16 | . 19 | . 30 | . 36 | . 43 | . 43 | . 48 | . 65 | . 62 | . 58 | . 55 | . 59 | . 65 | . 50 | Cap'l Spending per sh | . 50 |
| 1.87 | 2.29 | 2.39 | 2.89 | 3.31 | 3.45 | 3.65 | 4.69 | 4.43 | 5.38 | 6.76 | 6.99 | 7.34 | 7.54 | 6.94 | 5.91 | 5.90 | 5.70 | Book Value per sh C | 5.20 |
| 4969.5 | 4972.5 | 4942.0 | 4883.1 | 4818.7 | 4738.0 | 4636.0 | 4636.0 | 4624.0 | 4606.0 | 4584.0 | 4526.0 | 4469.0 | 4402.0 | 4366.0 | 4324.0 | 4275.0 | 4200.0 | Common Shs Outst'g | 4000.0 |
| 37.5 | 30.5 | 30. | 22.6 | 22.6 | 19. | 18.5 | 21.0 | 17. | 16.6 | 16.2 | 17.4 | 18 | 19.1 | 20.0 | 20.6 | Bold figures are Value Line estimates |  | Avg Ann'I P/E Ratio | 19.0 |
| 2.44 | 1.56 | 1.65 | 1.29 | 1.19 | 1.05 | 1.00 | 1.11 | 1.07 | 1.11 | 1.03 | 1.09 | 1.20 | 1.07 | 1.05 | 1.04 |  |  | Relative P/E Ratio | 1.20 |
| 1.2\% | 1.5\% | 1.6\% | 2.0\% | 2.2\% | 2.6\% | 2.8\% | 2.5\% | 2.8\% | 3.4\% | $3.1 \%$ | 2.8\% | 2.8\% | 2.8\% | 3.0\% | 3.2\% |  |  | Avg Ann'l Div'd Yield | 3.7\% |
|  |  |  |  |  |  | 24088 | 28857 | 31944 | 30990 | 35123 | 46554 | 48017 | 46854 | 45998 | 44294 | 42500 | 33250 | Sales (\$mill) | 35500 |
|  |  |  |  |  |  | 31.3\% | 30.0\% | 30.3\% | 30.5\% | 31.4\% | 27.9\% | 26.6\% | 28.3\% | 28.1\% | 27.9\% | 28.5\% | 36.0\% | Operating Margin | 37.5\% |
|  |  |  |  |  |  | 938.0 | 1163.0 | 1228.0 | 1236.0 | 1443.0 | 1954.0 | 1982.0 | 1977.0 | 1976.0 | 1970.0 | 1950 | 1550 | Depreciation (\$mill) | 1550 |
|  |  |  |  |  |  | 5568.0 | 5981.0 | 7050.0 | 6824.0 | 8144.0 | 8932.0 | 9019.0 | 9374.0 | 9091.0 | 8797.0 | 8555 | 8830 | Net Profit (\$mill) | 10385 |
| CAPITAL STRUCTURE as of 4/1/16 <br> Total Debt $\$ 46.834$ bill. Due in 5 Yrs. $\$ 28.7$ bill. <br> LT Debt $\$ 26.990$ bill. Total Int. $\$ 510.0$ mill. (Total interest coverage: 21.4x) <br> (52\% of Cap') |  |  |  |  |  | 22.4\% | 24.0\% | 22.2\% | 22.8\% | 22.7\% | 23.9\% | 23.1\% | 23.0\% | 22.5\% | 22.5\% | 22.5\% | 22.5\% | Income Tax Rate | 23.0\% |
| Pension Assets-12/15 $\$ 7.7$ bill. Oblig. $\$ 9.2$ bill. |  |  |  |  |  | 23.1\% | 20.7\% | 22.1\% | 22.0\% | 23.2\% | 19.2\% | 18.8\% | 20.0\% | 19.8\% | 19.9\% | 20.1\% | 26.6\% | Net Profit Margin | 29.3\% |
| Pfd Stock None |  |  |  |  |  | d449.0 | d1120 | d812.0 | 3830.0 | 3071.0 | 1214.0 | 2507.0 | 3493.0 | 612.0 | 6465.0 | 5000 | 5500 | Working Cap'l (\$mill) | 2000 |
|  |  |  |  |  |  | 1314.0 | 3277.0 | 2781.0 | 5059.0 | 14041 | 13656 | 14736 | 19154 | 19063 | 28407 | 28500 | 28500 | Long-Term Debt (\$mill) | 28500 |
| Common Stock 4,332,000,000 shs. |  |  |  |  |  | 16920 | 21744 | 20472 | 24799 | 31003 | 31635 | 32790 | 33173 | 30320 | 25554 | 25160 | 23945 | Shr. Equity (\$mill) | 20815 |
|  |  |  |  |  |  | 30.7\% | 24.2\% | 30.6\% | 23.4\% | 18.5\% | 20.2\% | 19.4\% | 18.3\% | 18.7\% | 16.5\% | 16.0\% | 17.5\% | Return on Total Cap'l | 21.5\% |
| MARKET CAP: $\$ 197$ billion (Large Cap) |  |  |  |  |  | 32.9\% | 27.5\% | 34.4\% | 27.5\% | 26.3\% | 28.2\% | 27.5\% | 28.3\% | 30.0\% | 34.4\% | 34.0\% | 37.0\% | Return on Shr. Equity | 50.0\% |
| CURRENT POSITION (\$MILL.) <br> Cash Assets |  |  |  | 2015 <br> 9900 | 4/1/16 <br> 22211 | $\begin{array}{r} \hline 15.7 \% \\ 52 \% \end{array}$ | $13.0 \%$ $53 \%$ | $17.2 \%$ $50 \%$ | $12.2 \%$ $56 \%$ | $13.1 \%$ $50 \%$ | $14.6 \%$ $48 \%$ | $13.5 \%$ $51 \%$ | $13.3 \%$ $53 \%$ | $12.3 \%$ $59 \%$ | $12.0 \%$ $65 \%$ | 9.5\% $71 \%$ | 10.5\% $72 \%$ | Retained to Com Eq All Div'ds to Net Prof | $13.5 \%$ $73 \%$ |

 Receivable Other
Current Assets Accts Payable Debt Due Other Current Liab.

| ANNUAL RATES | Past | Past | Est'd '13-'15 |
| :--- | ---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '19.'21 |
| Sales | $8.5 \%$ | $8.0 \%$ | $-2.5 \%$ |
| "Cash Flow" | $7.5 \%$ | $6.0 \%$ | $3.0 \%$ |
| Earnings | $7.0 \%$ | $5.5 \%$ | $4.0 \%$ |
| Dividends | $9.5 \%$ | $8.5 \%$ | $7.0 \%$ |
| Book Value | $8.0 \%$ | $4.0 \%$ | $-4.5 \%$ |


| $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | $\begin{array}{c}\text { QUARTERLY SALES (\$ mill. }\end{array}$ |
| :---: | :---: |
| Mar.Per Jun.Per Sep.Per De |  | | endar | Mar.Per Jun.Per Sep.Per Dec.Per | Yuear |
| :--- | :--- | :--- | 201311035127491203011040 | 2014 | 10576 | 12574 | 11976 | 10872 | 45998 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2015 | 10711 | 12156 | 11427 | 10000 | 44294 | | 2016 | 10282 | 11750 | 11000 | 9468 | 42500 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2017 | 8000 | 9250 | 8500 | 7500 | 33250 | | Cal- |
| :---: | :---: | :---: |
| endar | \(\begin{gathered}EARNNGGS PERSHARE A \\

Mar.Per Jun.Per Sep.Per Dec Per\end{gathered}\) Full endar Mar.Per Jun.Per Sep.Per Dec.Per

| 2013 | .46 | .63 | .53 | .46 | 2.08 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2014 | .44 | .64 | .53 | .43 | 2.04 |
| 2015 | .48 | .63 | .51 | .38 | 2.00 |
| 2016 | .5 | .60 | .50 | .40 | 1.95 |
| 2017 | .47 | .62 | .53 | .43 | 2.05 |


| Cal- <br> endar | QUARTERLY DIVIIENDS PAID ${ }^{\text {B }}$ |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { Yar } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar.31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2012 | $\cdots$ | 255 | . 255 | . 51 | 1.02 |
| 2013 | $\cdots$ | . 28 | . 28 | . 56 | 1.12 |
| 2014 | $\cdots$ | . 305 | . 305 | . 61 | 1.22 |
| 2015 | $\cdots$ | . 33 | . 33 | . 66 | 1.32 |
| 2016 | $\cdots$ | . 35 | . 35 |  |  |

BUSINESS: The Coca-Cola Company is the world's largest
beverage company. Markets over 500 nonalcoholic beverage brands through a network of company-owned and independent bottlers/distributors, wholesalers, and retailers. Leading company/licensed brands include Coca-Cola, Diet Coke, Sprite, Fanta Fresca, Dasani, glaceau vitaminwater, Powerade, and Minute Maid
The Coca-Cola Company has been turning in mixed results. Foreign currency translation once again provided a big headwind in the March quarter, clipping sales and pre-tax income by $5 \%$ and $12 \%$, respectively. Meanwhile, volumes have been climbing at a lackluster pace ( $2 \%$ in the March quarter), though stronger pricing and a favorable mix shift have been working to the company's advantage. M oreover, absent currency effects and structural changes (e.g., asset sales, etc.), the picture looks brighter. As it stands, full-year revenues and pre-tax income ought to climb $4 \%-5 \%$ and $6 \%-8 \%$, respectively, roughly consistent with the management's long-term targets.
The business model will look considerably different in a few several years. In particular, revenues are set to shrink considerably, as the beverage giant refranchises most of its in-house bottling operations, which currently account for about $18 \%$ of total volume, to its independent partners. Coke, though, should emerge from the transition period as a highermargin, less capital intensive business.
(A) Based on diluted shares. Next earnings (27c); '10, 79c' '11, (8c); '13, (18c); '14, (44c); '15: \$24.1 bill., \$5.58/sh
A) Based on diluted shares. Next earnings eport due July 27th. Excludes nonrecurring gain/(losses): '00, (30¢); '01, (1ф); '02, (22¢);
 15, (\$0.33). (B) Div'ds historically paid about 03, (9¢); '04, (3¢); '05, (7¢); '06, (11¢); '08,, ment plan avail. (C) Includes intangibles. In
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Int'I markets accounted for 54\% of 2015 net sales; Advertising expenses, $9.0 \%$ of 2015 revenues. Has about 123,250 employees. Directors and Officers own 1.5\% of stock; Berkshire Hathaway, 9.2\%; Vanguard, 6.1\%; BlackRock, 5.4\% (3/16 Proxy). Chairman and CEO: Muhtar Kent. Inc.: DE. Address: One Coca-Cola Plaza, Atlanta, GA 30313. Tel.: 404-676-2121. Web: www.coca-cola.com.
company's products in a negative light. A tax on sugary drinks was recently passed in Philadelphia, and voters in a number of other cities, such as San Francisco, will be weighing in on similar measures later this year. Any damage to demand in these areas probably won't move the needle much in terms of overall revenues. Still, the publicity resulting from this regulatory scrutiny certainly doesn't help by highlighting the possible role of soft drinks in contributing to obesity and other health problems arising from poor diets.
This stock has a number of defensive qualities. These attributes, including a top mark for Price Stability and an above average dividend yield, would likely take on added appeal should the recent turbulence in global equity markets continue. On the down side, this equity's P/E multiple is at the high end of its historic range. Too, we remain concerned that increased health consciousness will make it more difficult to drive volumes higher. Given these factors, total return potential to 2019-2021 looks unexciting, in our view.
Robert M. Grene

