

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.

Directors and officers own 1.5% of stock; Berkshire Hathaway, 9.4%; Vanguard, 6.7%; BlackRock, 5.7% (3/18 Proxy). CEO: James Quincey. Inc.: DE. Address: One Coca-Cola Plaza, Atlanta, GA 30313. Tel.: 404-676-2121. Web: www.coca-cola.com.

27025 31480 26532 27194 Current Liab. Past Est'd '15-'17 **ANNUAL RATES** Past 5 Yrs. -.5% .5% of change (per sh) 10 Yrs. to '21-'23 5.5% 5.5% 5.0% -.5% 5.0% 6.5% Sales "Cash Flow" Earnings Dividends Book Value 8.5% 2.5% 8.0% -6.0% 5.5% -1.5%

34010

2682

7825

16025

36545

16503

2288

8403

38042

2500 19155

**Current Assets** 

Accts Payable Debt Due

Cal- endar	QUARTERLY SALES (\$ mill.) Mar.Per Jun.Per Sep.Per Dec.Per				Full Year
2015	10711	12156	11427	10000	44294
2016	10282	11539	10633	9409	41863
2017	9118	9702	9078	7512	35410
2018	7626	8550	8100	7474	31750
2019	7500	9000	8550	7700	32750
Cal-	EARNINGS PER SHARE A				Full
endar	Mar.Per	Jun.Per	Sep.Per	Dec.Per	
2015	.48	.63	.51	.38	2.00
2016	.45	.60	.49	.37	1.91
2017	.43	.59	.50	.39	1.91
2018	.47	.60	.57	.46	2.10
2019	.50	.67	.59	.49	2.25
Cal-	QUARTERLY DIVIDENDS PAID B =				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2014		.305	.305	.61	1.22
2015		.33	.33	.66	1.32
2016		.35	.35	.70	1.40
2017		.37	.37	.74	1.48
2018		39	39		

The Coca-Cola Company's shift to an asset-light business model continues to weigh on the top line. In particular, the refranchising of North American bot-tling operations, which wrapped up last fall, and other structural changes will likely reduce 2018 revenues by 17%.

Organic revenues, though, are making respectable progress. By this metric, which factors out the effects of refranchising, currency fluctuations, and other items, sales rose 3% last year and 5% in the March quarter. The positive impact of pricing and mix was a little light in the opening stages of 2018 (up 1% in the March quarter versus 3% for the 2017 full year), particularly in North America, though some of the factors at play, such as the timing of product launches and the Easter holiday, should fade going forward. In fact, management expects pricing gains to perk up in upcoming quarters, and reiterated its full-year target of 4% growth in organic revenues.

Earnings are beginning to show some life. Share net rose 9% in the March period, one of Coke's strongest quarterly comparisons in recent years. And even without

the lower-margin bottling operations, operating income rose 9%, helped along by the aforementioned organic revenue growth. The bottom-line advance for the June quarter was likely more modest, owing to a number of headwinds, including new sugar taxes in the U.K. and South Africa, and a difficult comparison in Western Europe. The pace, though, should pick up in the second half of the year, reflecting the timing of expenses and productivity initiatives. In all, we look for share net to advance 10% this year and 7% in 2019.

Coke shares remain in a holding pattern. Restrained by a stagnant bottom line, the stock has been trading sideways for the past several years. The company is showing signs of returning to a moreconsistent profit growth trajectory, but this equity's Below Average rank (4) for Timeliness suggests there is no need for investors to rush in here. That said, this issue still possesses a number of attributes. including a top score for Price Stability above-average dividend and that yield, will to appeal moreconservative accounts. Robert M. Greene July 20, 2018

(A) Based on diluted shares. Next earnings (8¢); '13, (18¢); '14, (44¢ report due July 25th. Excludes nonrecurring (42¢); '17, (\$1.64). (B) Div'i gain/(losses): '02, (22¢); '03, (9¢); '04, (3¢); about the first April, July, '05, (7¢); '06, (11¢); '08, (27¢); '10, 79¢; '11, reinvestment plan available.

(8¢); '13, (18¢); '14, (44¢); '15, (33¢); '16, (C) Includes intangibles. In '17: \$16.6 bill., (42¢); '17, (\$1.64). (B) Div'ds historically paid \$3.91/sh. about the first April, July, Oct., Dec. ■ Div'd (D) In millions, adjusted for stock split.

Company's Financial Strength Stock's Price Stability A++ 100 Price Growth Persistence **Earnings Predictability** 100

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