



# Results for the Six Months Ended 30 June 2023\*

2 August 2023

\*Unaudited

# Forward looking statements

This document contains statements, estimates or projections that constitute “forward-looking statements” concerning the financial condition, performance, results, guidance and outlook, dividends, consequences of mergers, acquisitions, joint ventures, and divestitures, including the proposed joint venture with Aboitiz Equity Ventures Inc. (AEV) and acquisition of Coca-Cola Beverages Philippines, Inc. (CCBPI), strategy and objectives of Coca-Cola Europacific Partners plc and its subsidiaries (together CCEP or the Group). Generally, the words “ambition”, “target”, “aim”, “believe”, “expect”, “intend”, “estimate”, “anticipate”, “project”, “plan”, “seek”, “may”, “could”, “would”, “should”, “might”, “will”, “forecast”, “outlook”, “guidance”, “possible”, “potential”, “predict”, “objective” and similar expressions identify forward-looking statements, which generally are not historical in nature.

Forward-looking statements are subject to certain risks that could cause actual results to differ materially from CCEP’s historical experience and present expectations or projections. As a result, undue reliance should not be placed on forward-looking statements, which speak only as of the date on which they are made. These risks include but are not limited to:

1. those set forth in the “Risk Factors” section of CCEP’s 2022 Annual Report on Form 20-F filed with the SEC on 17 March 2023 and as updated and supplemented with the additional information set forth in the “Principal Risks and Risk Factors” section of this document;
2. risks and uncertainties relating to the global supply chain, including impact from war in Ukraine and increasing geopolitical tension including in the Asia Pacific region, such as the risk that the business will not be able to guarantee sufficient supply of raw materials, supplies, finished goods, natural gas and oil and increased state-sponsored cyber risks;
3. risks and uncertainties relating to the global economy and/or a potential recession in one or more countries, including risks from elevated inflation, price increases, price elasticity, disposable income of consumers and employees, pressure on and from suppliers, increased fraud, and the perception or manifestation of a global economic downturn;
4. risks and uncertainties relating to potential global energy crisis, with potential interruptions and shortages in the global energy supply, specifically the natural gas supply in our territories. Energy shortages at our sites, our suppliers and customers could cause interruptions to our supply chain and capability to meet our production and distribution targets;
5. risks and uncertainties relating to potential water use reductions due to regulations by national and regional authorities leading to a potential temporary decrease in production volume; and
6. risks and uncertainties relating to the proposed joint venture with AEV and acquisition of CCBPI, including the risk that the proposed transactions may not be consummated on the currently contemplated terms or at all, or that our integration of CCBPI’s business and operations may not be successful or may be more difficult, time consuming or costly than expected.

Due to these risks, CCEP’s actual future financial condition, results of operations, and business activities, including its results, dividend payments, capital and leverage ratios, growth, including growth in revenue, cost of sales per unit case and operating profit, free cash flow, market share, tax rate, efficiency savings, achievement of sustainability goals, including net zero emissions and recycling initiatives, capital expenditures, the results of the acquisition of the minority share of our Indonesian business, our agreements relating to and results of the proposed joint venture with AEV and acquisition of CCBPI, and ability to remain in compliance with existing and future regulatory compliance, may differ materially from the plans, goals, expectations and guidance set out in forward-looking statements. These risks may also adversely affect CCEP’s share price. Additional risks that may impact CCEP’s future financial condition and performance are identified in filings with the SEC which are available on the SEC’s website at [www.sec.gov](http://www.sec.gov). CCEP does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required under applicable rules, laws and regulations. Any or all of the forward-looking statements contained in this filing and in any other of CCEP’s public statements may prove to be incorrect.

## Reconciliation & definition of alternative performance measures

The following presentation includes certain alternative performance measures, or non-GAAP performance measures. Refer to our Unaudited Results for the Second Quarter & Half Year Ended 30 June 2023, issued on 2 August 2023, which details our non-GAAP performance measures and reconciles, where applicable, our 2023 and 2022 results as reported under IFRS to the non-GAAP performance measures included in this presentation. This presentation also includes certain forward looking non-GAAP financial information. We are not able to reconcile forward looking non-GAAP performance measures to reported GAAP measures without unreasonable efforts because it is not possible to predict with a reasonable degree of certainty the actual impact or exact timing of items that may impact comparability.

# Continued execution of our clear strategy

**Unwavering**  
commitment to  
stakeholder  
value creation

**#1**  
retail  
value  
creator

**109<sup>2</sup>%**  
TSR

**Strong**  
first half

**Unparalleled**  
in-market  
execution

**Further**  
geographic  
diversification

**Further**  
portfolio  
simplification

**Focused**  
productivity  
mindset

**Solid**  
alignment  
with TCCC  
& our brand  
partners

**Coca-Cola**  
EUROPACIFIC  
PARTNERS

1. The Coca-Cola Company  
2. Total Shareholder Return (share price appreciation + dividends) (30/05/16-28/07/23)

# Agenda

- **Strong first half**
- Proposed acquisition of Coca-Cola Beverages Philippines
- Closing remarks
- Q&A



# H1: Key messages



Strong first half,  
volume supporting  
great top & bottom-line growth



Raising  
full year guidance

*Coca-Cola*  
**EUROPACIFIC  
PARTNERS**



Continued to invest  
in the business  
for growth



Supported by highly  
engaged colleagues

# Great People, Great Service, Great Beverages

## GREAT PEOPLE

Highly engaged colleagues in an inclusive & diverse workplace



## GREAT SERVICE

Invested in our supply chain & digital capabilities to maintain our high level of customer service



## GREAT BEVERAGES

Created excitement through innovation in our core portfolio & entry into ARTD



# Strategic portfolio choices

Further simplification & alignment with TCCC

**Beam Suntory in Australia**  
(partnership to run until 30 June 2025<sup>1</sup>)

ARTD attractive & dynamic category,  
complementary to core business

CCEP to launch new & scalable ARTD  
offerings aligned with TCCC<sup>2</sup>

Maximising extensive knowledge  
(>16 years)

**Capri Sun in Europe**  
(partnership to end during 2024)

Enables CCEP to focus  
even more  
on growing within its  
priority categories

Business today margin dilutive

**Insignificant impact to CCEP volume, revenue & operating profit**



# Done sustainably, for a better shared future

Progressed our packaging initiatives

Invested in sustainable technology & electric vehicles

Created new sustainability partnerships

Maintained recognition as an industry leader in sustainability



# H1: Performance highlights

## STRONG TOP-LINE

Volume<sup>1</sup> **+1.0%** (inc. Europe +2.5%)

Revenue/UC<sup>2</sup> **+10.0%**

Revenue<sup>2</sup> **+10.5%**

## STRONG BOTTOM-LINE & FCF

Operating profit<sup>2</sup> **+13.0%**

FCF<sup>4</sup> **€850M**

## VALUE SHARE GAINS<sup>3</sup>

NARTD

- In-store **+10bps**
- Online **+90bps**

## FOCUSED ON EFFICIENCY

On track to close out FY21-FY23 efficiency programmes

## WINNING WITH CUSTOMERS

**#1** customer value creator<sup>3</sup>

Maintaining high customer service levels

Fantastic activation

## RAISING FY GUIDANCE<sup>5</sup>

Revenue:  
comparable growth of **8-9%**

Operating profit:  
comparable growth of **12-13%**

FCF<sup>4</sup>:  
at least **€1.7bn**

1. Comparable vs 2022; non-GAAP performance measure - refer to slide 2  
2. Comparable & FX-neutral vs 2022; non-GAAP performance measure - refer to slide 2  
3. External data sources: Nielsen & IRI P6 YTD  
4. Non-GAAP performance measure - refer to slide 2  
5. The outlook for FY23 reflects our current assessment of market conditions. Unless stated otherwise, guidance is on a comparable & FX-neutral basis. FX is expected to decrease FX-neutral guidance by approximately 200 basis points for the full year

# H1: Financial summary



**€9.0bn<sup>1</sup>**  
up 10.5%<sup>2</sup>

**REVENUE**



up **9.0%<sup>2</sup>**

**COGS/UC**



**€1.2bn<sup>1</sup>**  
up 13.0%<sup>2</sup>

**OPERATING  
PROFIT**



**€1.85<sup>1</sup>**  
up 17.0%<sup>2</sup>

**EARNINGS  
PER SHARE<sup>3</sup>**



**€850m**

**FCF<sup>4</sup>**



**€0.67**

**DIVIDEND  
PER SHARE<sup>5</sup>**

1. Comparable (non-GAAP performance measure - refer to slide 2)

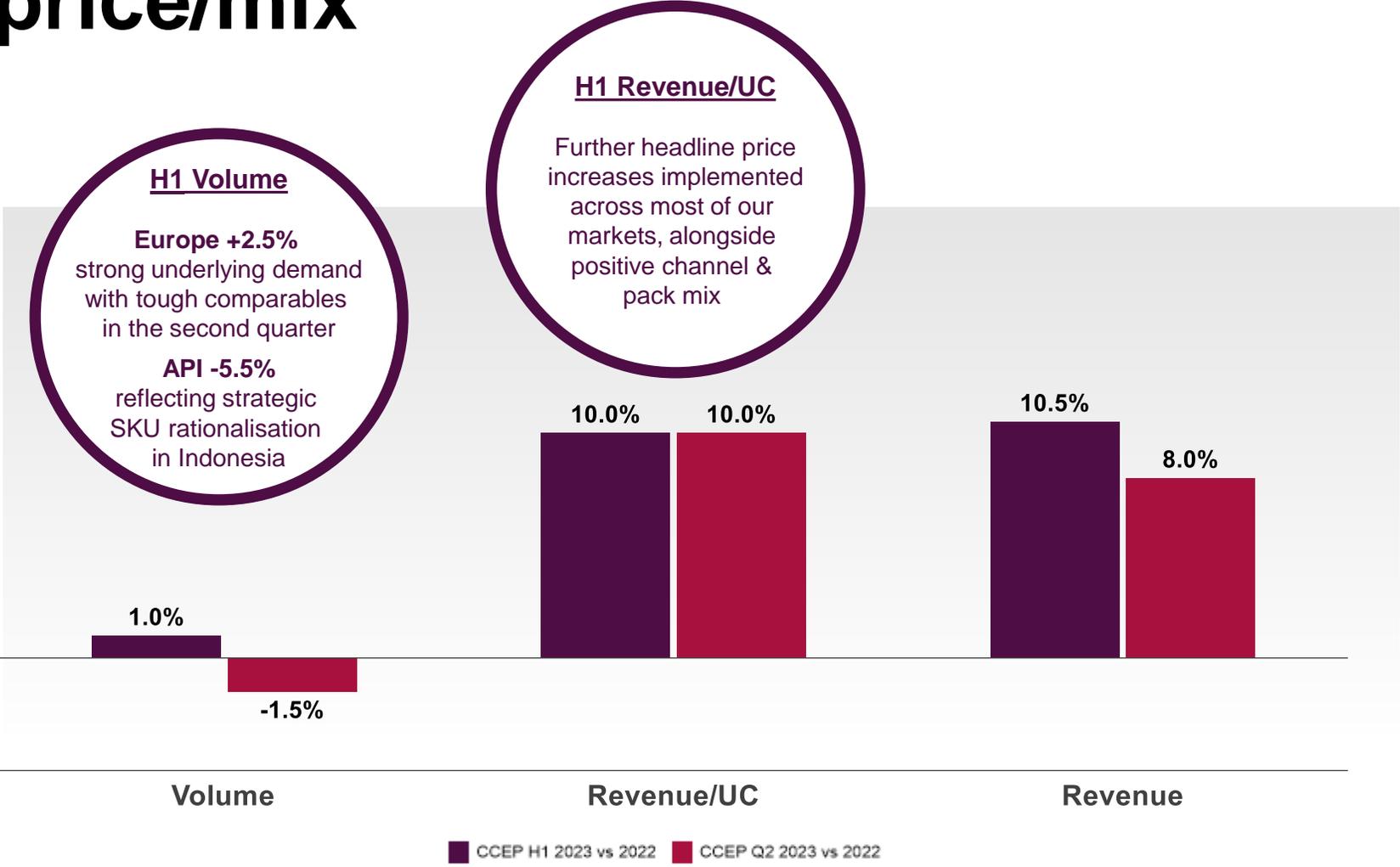
2. Comparable and Fx-neutral (non-GAAP performance measure - refer to slide 2)

3. Comparable diluted Earnings per share (non-GAAP performance measure - refer to slide 2)

4. Non-GAAP performance measure - refer to slide 2

5. 25 April 2023 declared first half interim dividend of €0.67 dividend per share, paid 25 May 2023

# Strong top-line performance led by price/mix



		H1	Q2
Europe	Volume	2.5%	0.5%
	Revenue	12.0%	10.0%
API	Volume	(5.5%)	(11.0%)
	Revenue	7.0%	0.5%
CCEP	Volume	1.0%	(1.5%)
	Revenue	10.5%	8.0%



Volume comparable; revenue & revenue per UC comparable & FX-neutral (non-GAAP performance measures - refer to slide 2)

# FY23: Raising guidance

## Reflects current assessment of market conditions

**Revenue:** comparable growth of 8-9%<sup>1,2</sup> (raised)



**Cost of sales per unit case:** comparable growth of ~8%<sup>1,2</sup> (unchanged)



**Operating profit:** comparable growth of 12-13%<sup>1,2</sup> (raised)



**Comparable effective tax rate:** ~24%<sup>1,2</sup> (updated)



**Dividend payout ratio:** c.50%<sup>3</sup> (unchanged)



**Free cash flow:** at least €1.7bn<sup>2</sup> (raised)



**Capex:** 4-5% of revenue<sup>4</sup> (unchanged)



1. Unless stated otherwise, guidance is on a comparable & FX-neutral basis. FX is expected to decrease FX-neutral guidance by approximately 200 basis points for the full year

2. Non-GAAP performance measure - refer to slide 2

3. Dividends subject to Board approval

4. Excluding payment of principal on lease obligations

# Agenda

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- **Proposed acquisition of Coca-Cola Beverages Philippines**
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# Proposed acquisition of Coca-Cola Beverages Philippines (CCBPI)

- Strategic rationale
- CCBPI business & local market dynamics
- Transaction overview
- Aboitiz Equity Ventures, valued local partner
- Governance
- Next steps



# Strategic rationale: a great next step

①

Further diversification opportunity, underpinning our mid-term objectives

②

Acquiring a majority stake in an established & well-run business in a highly attractive & growing market

③

Opportunity to leverage best practice & talent, including supporting our transformation journey in Indonesia

④

Strong local partner with a shared focus on people, sustainability & a long-term mindset

⑤

Further strengthens our relationship with The Coca-Cola Company

**Solidifies our position as the largest Coca-Cola bottler globally by both revenue & volume**

# Philippines

Highly attractive & growing NARTD category with strong long-term macros

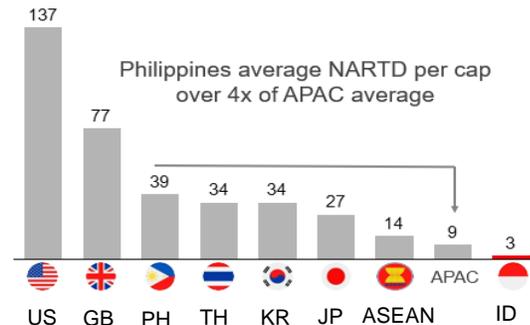
**~6%**  
5-year  
GDP  
CAGR<sup>4</sup>

**2<sup>nd</sup>**  
**largest**  
market in  
South East  
Asia after  
Indonesia

**~115m**  
Population<sup>4</sup>

**~1.5% p.a.**  
population  
growth<sup>4</sup> &  
fast-growing  
middle  
class

**Solid**  
emerging market per caps  
with headroom for growth<sup>3</sup>



Large market<sup>1</sup> **~\$8bn**

Expected to grow<sup>2</sup> **~10% p.a.**

**Established**  
Sparkling  
category<sup>1</sup>  
**~55%**

Market  
value by category<sup>1</sup>

**Cola**  
~25%

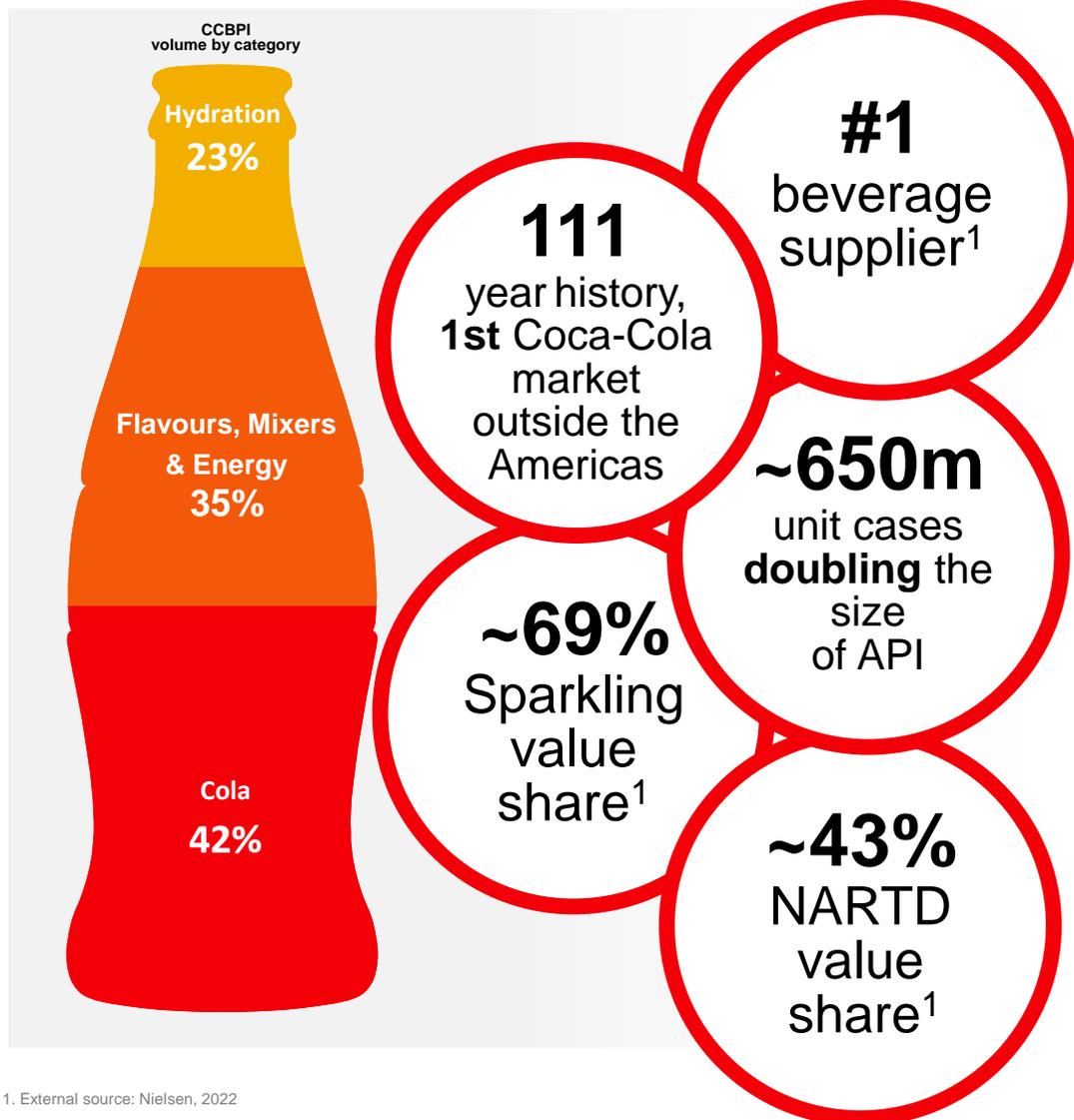
**Flavours, Mixers &  
Energy**  
~30%

**RTD  
Tea/Coffee,  
Juices & Other**  
~20%

**Hydration**  
~25%

# Coca-Cola Beverages Philippines

A well-run business with a solid track record



Solid financial performance



Large supply chain footprint,  
**19** manufacturing plants



**~1m** outlets



**~9k** highly engaged colleagues



Solid sustainability credentials



# Opportunity to leverage best practice sharing & talent



Even more diverse culture, providing more opportunity for our people to grow



Ability to leverage proven integration & value creation capabilities



Benefits of scale through digital, technology, procurement, sustainability etc.



Supporting our transformation journey in Indonesia



# Transaction overview



- Acquiring a majority stake
- EV<sup>1</sup> of **\$1.8bn**  
on a debt free cash free basis
- Attractive & growing:  
FY22<sup>2</sup> Revenue ~**\$1.7bn**, PBT ~**\$90m**

Great deal for our shareholders,  
best use of our cash

Immediately EPS accretive

Enabled by our strong &  
flexible balance sheet

Modest impact on our leverage

Strong growth plans aligned with  
The Coca-Cola Company

# Strong local partner

## Leading conglomerate in South East Asia

**aboitiz**

- Publicly listed (~\$5bn market cap) with large family ownership (>56%)
  - Well respected business with >100 years experience across multiple sectors
  - Solid focus on governance, & corporate & social responsibility
  - Strong local connections
- ✓ Shared long-term investment mindset
  - ✓ Knowledge of local market & cultural dynamics
  - ✓ Heightens credibility with local stakeholders

**Endorsed by The Coca-Cola Company**

# Strong & aligned governance plans



- Governed by a Board of 5 directors
- CEO appointed by CCEP
- Exit mechanism agreed
- Reported into API business unit
- Supported by strong local leadership team



# Next steps on the transaction

- Complete customary due diligence (well underway)
- Enter into definitive agreements with all parties
- Obtain regulatory approvals for the proposed joint acquisition
- Complete the transaction (expected around the end of FY23)



**Updates to be provided in due course**

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# Excitement ahead

Fantastic activation for the Women's World Cup



Exciting new flavours for Fanta & a reformulation for Sprite in Indonesia



Even more innovation for Monster



Continuing our future in ARTD with Jack & Coke



Boosting our presence in Sports with Powerade



Great summer campaigns for Costa

# Closing remarks



Extremely pleased  
with our strong  
first half &  
to be raising our  
full year guidance



Excited about  
adding a large &  
growing market to  
further diversify  
our footprint



Remain committed  
to shareholder  
value creation

- ✓ Proposed transaction accretive to earnings
- ✓ Modest impact to leverage



**Thank you**  
**Q&A**

# Investor Relations contacts

**Sarah Willett**

Vice President

[Sarah.Willett@ccep.com](mailto:Sarah.Willett@ccep.com)



**Awais Khan**

Associate Director

[Awais.Khan@ccep.com](mailto:Awais.Khan@ccep.com)



**Claire Copps**

Associate Director

[Claire.Copps@ccep.com](mailto:Claire.Copps@ccep.com)



## Upcoming events

**1 November 2023:** Q3 Trading update

## Further information

**Website:** [here](#)

**Factsheet:** [here](#)

# Key metrics

2022 Operational <sup>1</sup>	Europe	API			 (including proposed acquisition)	2022 Financial <sup>1</sup>	Europe	API	Philippines
		Excluding Indonesia	Indonesia	Philippines					
<b>Markets<sup>2</sup></b>	13	15	1	1	30	<b>Revenue</b>	€13.5bn	€3.8bn	\$1.7bn
<b>Consumers</b>	>300m	>30m	>270m	>100m	>700m	<b>Volume (mUC)</b>	2,631	669	650
<b>Coolers</b>	~0.9m	~0.1m	~0.3m	~0.1m	~1.4m	<b>Revenue / Case<sup>3</sup></b>	€5.14	€5.42	\$2.60
<b>Plants</b>	45	27	9	19	100				
<b>Employees</b>	~22k	~6k	~5k	~9k	~42k				

1. Data based on either 2022 CCEP Integrated Report (if related to CCEP) or management information. Average 2022 USD/PHP FX rate of 54.4
2. CCEP Europe: Spain, Portugal, Great Britain, France, Germany, Iceland, Belgium, Netherlands, Norway, Sweden, Andorra, Luxembourg & Monaco; CCEP API: Australia, New Zealand, Indonesia, Papua New Guinea, Niue, Tuvalu, Nauru, Tonga, Kiribati, Vanuatu, Solomon Islands, Samoa, Fiji, Wallis & Futuna, Tokelau, Cooks Islands
3. Comparable & FX-neutral; Non-GAAP performance measure - refer to the Reconciliation & definition of alternative performance measures at the beginning of this presentation for further detail