## Coca Cola Enterprises, Inc.

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## COCA-COLA ENTERPRISES, INC. REPORTS THIRD-QUARTER 2013 RESULTS

- Third-quarter diluted earnings per share totaled \$1.07 on a reported basis, or 82 cents on a comparable basis, including a currency benefit of approximately 2 cents.
- Net sales totaled \$2.2 billion, up 5 percent on a reported basis or up 2½ percent on a currency neutral basis, driven by volume growth of 2½ percent and a net pricing per case increase of ½ percent.
- Operating income totaled \$314 million on a reported basis, or \$320 million on a comparable basis. Operating income grew 2½ percent on a reported basis, 4½ percent on a comparable basis, or 2 percent on a comparable and currency neutral basis.
- CCE will repurchase at least \$1 billion of its shares in 2013, with a year-end net debt to EBITDA ratio within its long-term range of 2½ to 3 times.
- For 2013, CCE affirms comparable earnings per diluted share in the upper half of a range of \$2.45 to \$2.50, which includes a currency benefit of approximately 1½ percent at recent rates.

ATLANTA, October 24, 2013 – Coca-Cola Enterprises, Inc. (NYSE/Euronext Paris: CCE) today reported third-quarter diluted earnings per share of \$1.07 on a reported basis, or 82 cents on a comparable basis. Currency translation had a positive impact of approximately 2 cents per share compared to the same quarter a year ago.

Third-quarter reported net income was \$289 million, or \$221 million on a comparable basis. Items affecting comparability are detailed on pages 10 through 13 of this release.

Net sales totaled \$2.2 billion, up 5 percent on a reported basis, or up 2½ percent on a currency neutral basis. Third-quarter reported operating income totaled \$314 million, an increase of 2½ percent. On a comparable basis, operating income totaled \$320 million, an increase of 4½ percent, or 2 percent on a comparable and currency neutral basis.

"Our return to volume growth in the quarter was driven by our operating strategies, customer and consumer support of our brands, and beneficial weather," said John F. Brock, chairman and chief executive officer. "While we are pleased to return to volume growth, we continue to face persistent macroeconomic headwinds, a challenging consumer and customer environment, and dynamic competitive conditions that are impacting our near-term outlook.

"Long term, we are focused on growth opportunities and realizing the value of our diversified brand portfolio, executing at the highest levels every day, and effectively managing each lever of our business," Mr. Brock said. "We remain fully committed to our ultimate objective – creating growth in shareowner value."

### **OPERATING REVIEW**

In the third quarter, volume increased 2½ percent, reflecting improved weather and ongoing marketing initiatives, including the 'Share a Coke' campaign. Sparkling drinks grew approximately 4 percent, including growth of 5 percent for Coca-Cola trademark brands. This includes growth of 4 percent for Coca-Cola and 23 percent for Coca-Cola Zero. CCE's portfolio of energy brands grew 15 percent, driven by growth of

Monster and Relentless brands. Still beverages declined 5 percent, including a 6 percent decline in water, lapping growth of 21 percent in the same quarter a year ago. Total volume in Great Britain grew 3 percent, and volume in continental Europe (including Norway and Sweden) increased 2½ percent.

Net pricing per case in the third quarter was up ½ percent and cost of sales per case increased 1½ percent. Operating expenses were down approximately 1½ percent. These figures are comparable and currency neutral.

"Although we returned to volume growth in the third quarter, we continue to manage through the current challenges of the marketplace and the impact of sustained macroeconomic headwinds," said Hubert Patricot, executive vice president and president, European Group. "We will meet these challenges by working closely with our customers to create value growth, and by managing our resources effectively."

### Full-Year 2013 Outlook

CCE continues to expect 2013 comparable earnings per diluted share in the upper half of the previously stated range of \$2.45 to \$2.50, including a positive currency translation impact of 1½ percent at recent rates. Including this currency impact, comparable full-year net sales and operating income are now expected to grow in a low single-digit range versus prior year.

CCE continues to repurchase shares under a \$1.5 billion share repurchase program that began in January 2013. The company will repurchase at least \$1 billion of its shares by the end of 2013. The company also expects its year-end net debt to EBITDA ratio to be within its long-term range of 2½ to 3 times, reflecting the impact of its plan to return cash to shareowners and incremental optimization of its capital

structure. These plans may be adjusted depending on economic, operating, or other factors, including acquisition opportunities.

The company expects 2013 free cash flow of approximately \$500 million after including a year-over-year increase in cash restructuring expenses in a range of \$100 million to \$125 million. Capital expenditures are expected to be in a range of \$300 million to \$325 million. Weighted average cost of debt is expected to be approximately 3 percent and the comparable effective tax rate for 2013 is now expected to be in a range of 26 percent to 27 percent.

### CONFERENCE CALL

CCE will host a conference call with investors and analysts today at 10 a.m. EDT.

The call can be accessed through the company's website at <a href="https://www.cokecce.com">www.cokecce.com</a>.

### **ABOUT CCE**

Coca-Cola Enterprises, Inc. (CCE) is the leading Western European marketer, producer, and distributor of non-alcoholic ready-to-drink beverages and one of the world's largest independent Coca-Cola bottlers. CCE is the sole licensed bottler for products of The Coca-Cola Company in Belgium, continental France, Great Britain, Luxembourg, Monaco, the Netherlands, Norway, and Sweden. We operate with a local focus and have 17 manufacturing sites across Europe, where we manufacture nearly 90 percent of our products in the markets in which they are consumed. Corporate responsibility and sustainability is core to our business, and we have been recognized by leading organizations in North America and Europe for our progress in water use reduction, carbon footprint reduction, and recycling initiatives. For more information

about our company, please visit our website at www.cokecce.com and follow us on Twitter at @cokecce.

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### FORWARD-LOOKING STATEMENTS

Included in this news release are forward-looking management comments and other statements that reflect management's current outlook for future periods. As always, these expectations are based on currently available competitive, financial, and economic data along with our current operating plans and are subject to risks and uncertainties that could cause actual results to differ materially from the results contemplated by the forward-looking statements. The forward-looking statements in this news release should be read in conjunction with the risks and uncertainties discussed in our filings with the Securities and Exchange Commission ("SEC"), including our Form 10-K for the year ended December 31, 2012 and other SEC filings.

# COCA-COLA ENTERPRISES, INC. CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Unaudited; in millions, except per share data)

	Third Quarter			First Nine Months			nths	
		2013		2012		2013		2012
Net sales	\$	2,174	\$	2,070	\$	6,180	\$	6,146
Cost of sales		1,387		1,295		4,006		3,908
Gross profit		787		775		2,174		2,238
Selling, delivery, and administrative expenses		473		469		1,477		1,460
Operating income		314		306		697		778
Interest expense, net		26		23		75		69
Other nonoperating income (expense)		1		1		(3)		4
Income before income taxes		289		284		619		713
Income tax expense				21		87		136
Net income	\$	289	\$	263	\$	532	\$	577
Basic earnings per share	\$	1.09	\$	0.91	\$	1.96	\$	1.94
Diluted earnings per share	\$	1.07	\$	0.89	\$	1.92	\$	1.90
Dividends declared per share	\$	0.20	\$	0.16	\$	0.60	\$	0.48
Basic weighted average shares outstanding		264		291		271		297
Diluted weighted average shares outstanding		269		297		277		304

## COCA-COLA ENTERPRISES, INC. CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited; in millions)

	Third Quarter			First Nine Months				
	2013			2012		2013		2012
Net income	\$	289	\$	263	\$	532	\$	577
Components of other comprehensive income:								
Currency translations								
Pretax activity, net		204		127		14		119
Tax effect								
Currency translations, net of tax		204		127		14		119
Net investment hedges								
Pretax activity, net		(52)		(31)		(34)		(18)
Tax effect		18		9		12		4
Net investment hedges, net of tax		(34)		(22)		(22)		(14)
Cash flow hedges								
Pretax activity, net		(10)		(15)		18		(18)
Tax effect		3		4		(5)		4
Cash flow hedges, net of tax		(7)		(11)		13		(14)
Pension plan adjustments								
Pretax activity, net		8		4		20		13
Tax effect		(2)		(1)		(4)		(3)
Pension plan adjustments, net of tax		6		3		16		10
Other comprehensive income, net of tax		169		97		21		101
Comprehensive income	\$	458	\$	360	\$	553	\$	678

# COCA-COLA ENTERPRISES, INC. CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited; in millions)

	September 27, 2013			December 31, 2012	
ASSETS					
Current:					
Cash and cash equivalents	\$	488	\$	721	
Trade accounts receivable		1,689		1,432	
Amounts receivable from The Coca-Cola Company		80		66	
Inventories		442		386	
Other current assets		230		157	
Total current assets		2,929		2,762	
Property, plant, and equipment, net		2,282		2,322	
Franchise license intangible assets, net		3,927		3,923	
Goodwill		125		132	
Other noncurrent assets		429		371	
Total assets	\$	9,692	\$	9,510	
LIABILITIES Current:					
Accounts payable and accrued expenses	\$	2,060	\$	1,844	
Amounts payable to The Coca-Cola Company	Ψ	140	Ψ	103	
Current portion of debt		594		632	
Total current liabilities		2,794		2,579	
Debt, less current portion		3,321		2,834	
Other noncurrent liabilities		249		276	
Noncurrent deferred income tax liabilities		1,119		1,128	
Total liabilities		7,483		6,817	
SHAREOWNERS' EQUITY		, ,		-,-	
Common stock		3		3	
Additional paid-in capital		3,881		3,825	
Reinvested earnings		1,494		1,126	
Accumulated other comprehensive loss		(409)		(430)	
Common stock in treasury, at cost		(2,760)		(1,831)	
Total shareowners' equity		2,209		2,693	
Total liabilities and shareowners' equity	\$	9,692	\$	9,510	

# COCA-COLA ENTERPRISES, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited; in millions)

	First Nine Months			ths
		2013		2012
Cash Flows from Operating Activities:				
Net income	\$	532	\$	577
Adjustments to reconcile net income to net cash derived from operating activities:				
Depreciation and amortization		231		252
Share-based compensation expense		24		27
Deferred income tax benefit		(66)		(72)
Pension expense less than contributions		(3)		(52)
Net changes in assets and liabilities		(121)		(49)
Net cash derived from operating activities		597		683
Cash Flows from Investing Activities:				
Capital asset investments		(220)		(254)
Capital asset disposals				13
Net cash used in investing activities		(220)		(241)
Cash Flows from Financing Activities:				
Net change in commercial paper		182		
Issuances of debt		459		430
Payments on debt		(220)		(13)
Shares repurchased under share repurchase programs		(888)		(600)
Dividend payments on common stock		(161)		(142)
Other financing activities, net		8		(5)
Net cash used in financing activities		(620)		(330)
Net effect of currency exchange rate changes on cash and cash equivalents		10		7
Net Change in Cash and Cash Equivalents		(233)		119
Cash and Cash Equivalents at Beginning of Period		721		684
Cash and Cash Equivalents at End of Period	\$	488	\$	803
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### COCA-COLA ENTERPRISES, INC. RECONCILIATION OF GAAP TO NON-GAAP (a)

(Unaudited; in millions, except per share data which is calculated prior to rounding)

	Third-Quarter 2013											
Cost of Sales	Selling, Delivery, and Administrative Expenses	Operating Income	Income Tax Expense	Net Income	Diluted Earnings Per Share							
\$ 1,387	473	314	_	\$ 289	\$ 1.07							
1	_	(1)	_	(1)	_							
_	(7)	7	3	4	0.01							
_	_	_	71	(71)	(0.26)							
\$ 1,388	466	320	74	\$ 221	\$ 0.82							

Reported (GAAP) (b)

Items Impacting Comparability:
Mark-to-Market Effects (c)
Restructuring Charges (d)
Net Tax Items (e)

Comparable (non-GAAP)

**Diluted Weighted Average Shares Outstanding** 

269

### Reported (GAAP) (b)

Items Impacting Comparability:
Mark-to-Market Effects (c)
Restructuring Charges (d)
Net Tax Items (e)
Comparable (non-GAAP)

	Third-Quarter 2012												
Cost of Sales	Selling, Delivery, and Administrative Expenses	Operating Income	Income Tax Expense	Net Income	Diluted Earnings Per Share								
\$ 1,295	469	306	21	\$ 263	\$ 0.89								
8	4	(12)	(4)	(8)	(0.03)								
_	(12)	12	5	7	0.02								
_	_	_	50	(50)	(0.17)								
\$ 1,303	461	306	72	\$ 212	\$ 0.71								

**Diluted Weighted Average Shares Outstanding** 

297

- (a) These non-GAAP measures are provided to allow investors to more clearly evaluate our operating performance and business trends. Management uses this information to review results excluding items that are not necessarily indicative of ongoing results. The adjusting items are based on established defined terms and thresholds and represent all material items management considered for year-over-year comparability.
- (b) As reflected in CCE's U.S. GAAP Condensed Consolidated Financial Statements.
- (c) Amounts represent the net out of period mark-to-market impact of non-designated commodity hedges.
- (d) Amounts represent non-recurring restructuring charges.
- (e) Amounts represent the deferred tax benefit related to the enactment of corporate income tax rate reductions in the United Kingdom.

### COCA-COLA ENTERPRISES, INC. RECONCILIATION OF GAAP TO NON-GAAP (a)

(Unaudited; in millions, except per share data which is calculated prior to rounding)

	First Nine Months 2013											
Cost of Sales	Selling, Delivery, and Administrative Expenses	Operating Income	Income Tax Expense	Net Income	Diluted Earnings Per Share							
\$ 4,006	1,477	697	87	\$ 532	\$ 1.92							
(8)	_	8	2	6	0.02							
(4)	(105)	109	31	78	0.29							
_	_	_	71	(71)	(0.26)							
\$ 3,994	1,372	814	191	\$ 545	\$ 1.97							

Net Tax Items (e)

Items Impacting Comparability:
Mark-to-Market Effects (c)
Restructuring Charges (d)

Reported (GAAP) (b)

Comparable (non-GAAP)

**Diluted Weighted Average Shares Outstanding** 

277

### Reported (GAAP) (b)

Items Impacting Comparability:
Mark-to-Market Effects (c)
Restructuring Charges (d)
Net Tax Items (e)

Comparable	(non-GAAP)
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First Nine Months 2012												
Cost of Sales	Selling, Delivery, and Administrative Expenses	Operating Income	Income Tax Expense	Net Income	Diluted Earnings Per Share							
\$ 3,908	1,460	778	136	\$ 577	\$ 1.90							
3	_	(3)	(1)	(2)	(0.01)							
_	(34)	34	11	23	0.08							
_	_	_	50	(50)	(0.17)							
\$ 3,911	1,426	809	196	<b>\$</b> 548	\$ 1.80							

**Diluted Weighted Average Shares Outstanding** 

304

- (a) These non-GAAP measures are provided to allow investors to more clearly evaluate our operating performance and business trends. Management uses this information to review results excluding items that are not necessarily indicative of ongoing results. The adjusting items are based on established defined terms and thresholds and represent all material items management considered for year-over-year comparability.
- (b) As reflected in CCE's U.S. GAAP Condensed Consolidated Financial Statements.
- (c) Amounts represent the net out of period mark-to-market impact of non-designated commodity hedges.
- (d) Amounts represent non-recurring restructuring charges.
- (e) Amounts represent the deferred tax benefit related to the enactment of corporate income tax rate reductions in the United Kingdom.

## COCA-COLA ENTERPRISES, INC. RECONCILIATION OF GAAP TO NON-GAAP SEGMENT INCOME (a)

(Unaudited; in millions)

### Reported (GAAP) (b)

Items Impacting Comparability: Mark-to-Market Effects (c) Restructuring Charges (d)

### Comparable (non-GAAP)

Third-Quarter 2013										
	Europe			Corporate		Operating Income				
\$		350	\$	(36)	\$	314				
		_		(1)		(1)				
		7		_		7				
\$		357	\$	(37)	\$	320				

### Reported (GAAP) (b)

Items Impacting Comparability: Mark-to-Market Effects (c) Restructuring Charges (d)

### Comparable (non-GAAP)

Third-Quarter 2012									
Europe Corporate Operating Income									
\$		322 \$	(16)	\$ 306					
			(12)	(12)					
		_	(12)	(12)					
		12	_	12					
\$		334 \$	(28)	\$ 306					

### Reported (GAAP) (b)

Items Impacting Comparability: Mark-to-Market Effects (c) Restructuring Charges (d)

### Comparable (non-GAAP)

First Nine Months 2013										
	Europe		Corporate		Operating Income					
\$	804	\$	(107)	\$	697					
	_	-	8		8					
	109	)	_		109					
\$	913	\$	(99)	\$	814					

### Reported (GAAP) (b)

Items Impacting Comparability: Mark-to-Market Effects (c) Restructuring Charges (d)

### Comparable (non-GAAP)

First Nine Months 2012					
	Europe		Corporate	Op	erating Income
\$	879	\$	(101)	\$	778
	_		(3)		(3)
	34				34
\$	913	\$	(104)	\$	809

- (a) These non-GAAP measures are provided to allow investors to more clearly evaluate our operating performance and business trends. Management uses this information to review results excluding items that are not necessarily indicative of ongoing results. The adjusting items are based on established defined terms and thresholds and represent all material items management considered for year-over-year comparability.
- (b) As reflected in CCE's U.S. GAAP Condensed Consolidated Financial Statements.
- (c) Amounts represent the net out of period mark-to-market impact of non-designated commodity hedges.
- (d) Amounts represent non-recurring restructuring charges.

### COCA-COLA ENTERPRISES, INC. RECONCILIATION OF NON-GAAP MEASURES

(Unaudited; in millions, except percentages)

Not	Sales	Dor	Caca
net	Sales	rer	Case

Change in Net Sales per Case

Impact of Excluding Post Mix, Non-Trade, and Other

**Bottle and Can Net Pricing Per Case** 

Impact of Currency Exchange Rate Changes

**Currency-Neutral Bottle and Can** 

**Net Pricing Per Case(a)** 

### Cost of Sales Per Case

Change in Cost of Sales per Case

Impact of Excluding Post Mix, Non-Trade, and Other

**Bottle and Can Cost of Sales Per Case** 

Impact of Currency Exchange Rate Changes

**Currency-Neutral Bottle and Can** 

Cost of Sales Per Case(a)

### **Physical Case Bottle and Can Volume**

Change in Volume

Impact of Selling Day Shift

Comparable Bottle and Can Volume(b)

Third-Quarter 2013 Change Versus Third- Quarter 2012	First Nine Months 2013 Change Versus First Nine Months 2012
3.0%	1.5%
—%	—%
3.0%	1.5%
(2.5)%	(1.0)%
0.5%	0.5%
4.5%	3.5%
(0.5)%	(0.5)%
4.0%	3.0%
(2.5)%	(1.0)%
1.5%	2.0%
2.5%	(1.0)%
<u> </u>	0.5%
2.5%	(0.5)%

### Reconciliation of Free Cash Flow (c)

Net Cash Derived From Operating Activities

Less: Capital Asset Investments

Add: Capital Asset Disposals

Free Cash Flow

2013		20
	 Φ.	

2013	2012
\$ 597 \$	683
(220)	(254)
_	13
\$ 377 \$	442

First Nine Months

	Sep	tember 27,	December 31,
		2013	2012
	\$	594 \$	632
		3,321	2,834
<b>S</b>		(488)	(721)
	\$	3,427 \$	2,745

### Reconciliation of Net Debt (d) Current Portion of Debt

Debt, Less Current Portion

Less: Cash and Cash Equivalents

Net Debt

- (a) The non-GAAP financial measures "Currency-Neutral Bottle and Can Net Pricing Per Case" and "Currency-Neutral Bottle and Can Cost of Sales per Case" are used to more clearly evaluate bottle and can pricing and cost trends in the marketplace. These measures exclude items not directly related to bottle and can pricing or cost and currency exchange rate changes.
- (b) The non-GAAP measure "Comparable Bottle and Can Volume" is used to analyze the performance of our business on a constant period basis. There were the same number of selling days in the third quarter of 2013 versus the third quarter of 2012. There was one less selling day in the first nine months of 2013 versus the first nine months of 2012.
- (c) The non-GAAP measure "Free Cash Flow" is provided to focus management and investors on the cash available for debt reduction, dividend distributions, share repurchase, and acquisition opportunities.
- (d) The non-GAAP measure "Net Debt" is used to more clearly evaluate our capital structure and leverage.