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## COCA-COLA ENTERPRISES, INC. REPORTS THIRD-QUARTER 2014 RESULTS AND FULL-YEAR EARNINGS OUTLOOK

- Third-quarter earnings per diluted share totaled 96 cents on a reported basis, or 92 cents on a comparable basis, including a currency benefit of approximately 3 cents.
- Net sales totaled \$2.1 billion, down 1½ percent on a reported basis, or down 3½ percent on a currency-neutral basis; volume declined 4 percent.
- Operating income totaled \$345 million on a reported basis, or \$338 million on a comparable basis. Operating income grew 10 percent on a reported basis, 5½ percent on a comparable basis, or 2½ percent on a currency-neutral basis.
- For 2014, CCE expects comparable and currency-neutral earnings per diluted share growth of approximately 10 percent. Currency translation would be a benefit of approximately 3 percent based on recent rates.

ATLANTA, October 23, 2014 – Coca-Cola Enterprises, Inc. (NYSE/Euronext Paris: CCE) today reported third-quarter operating income of \$345 million on a reported basis, or \$338 million on a comparable basis. In the quarter, reported earnings per diluted share totaled 96 cents, or 92 cents on a comparable basis. Currency translation had a positive impact of approximately 3 cents on comparable earnings per diluted share compared to the same quarter a year ago. Items affecting comparability are detailed on pages 10 through 13 of this release.

Net sales totaled \$2.1 billion in the quarter, down 1½ percent on a reported basis versus the same quarter a year ago, or down 3½ percent on a currency-neutral basis.

"We continue to face operating challenges, including sustained macroeconomic softness, a difficult retail environment, and poor weather early in the quarter," said John F. Brock, chairman and chief executive officer.

"We expect most of these operating conditions will persist, and as we have done in the past, we will manage each element of our business to position our company to achieve our primary objective – delivering shareowner value," Mr. Brock said. "At every level of our company, we are committed to the operating excellence necessary to reach this goal."

#### **OPERATING REVIEW**

Third-quarter volume declined 4 percent, reflecting the impact of weather, particularly in France, prior-year hurdles, ongoing macroeconomic trends, and marketplace pressures. Both sparkling and still brands declined 4 percent. Coca-Cola trademark brands declined 3½ percent. Energy grew 5½ percent. Volume in Great Britain declined 2½ percent, and volume in continental Europe (including Norway and Sweden) declined 5 percent.

Net pricing per case in the third quarter was flat, while cost of sales per case declined 1 percent. Operating expenses declined 3 percent. These figures are comparable and currency-neutral.

"Continuing to provide world-class service to our customers, solid support for our industry-leading brand portfolio, and the highest levels of execution is essential," said Hubert Patricot, executive vice president and president, European Group. "With new

brand and product initiatives such as Coca-Cola Life and smartwater, impactful promotions, and a range of package innovations, we remain confident in our ability to execute and deliver value to customers and consumers."

#### FULL-YEAR 2014 OUTLOOK

For 2014, CCE expects comparable and currency-neutral earnings per diluted share growth of approximately 10 percent. Based on recent rates, currency translation would benefit full-year 2014 earnings per diluted share by approximately 3 percent.

Net sales for 2014 are now expected to be essentially flat and operating income is now expected to grow in a low single-digit range, both on a comparable and currency-neutral basis. This guidance is driven by the impact of ongoing challenging macroeconomic, customer, and consumer conditions.

The company continues to expect 2014 free cash flow of approximately \$650 million. Capital expenditures are now expected to be approximately \$325 million. Weighted-average cost of debt is expected to be approximately 3 percent, and the comparable effective tax rate for 2014 is expected to be approximately 27 percent.

Through the third quarter of 2014, the company has repurchased approximately \$800 million of its shares, reaching the previously disclosed full-year target. Share repurchase plans may be adjusted depending on economic, operating, or other factors, including acquisition opportunities.

"While our revised operating outlook is below our original expectations for the year, we remain focused on seeking ways to improve growth, generate cash from operations, optimize our balance sheet, and importantly, use cash to create shareowner value," said Nik Jhangiani, senior vice president and chief financial officer.

#### 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.

#### 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 most recent Form 10-K 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	
		2014	2013		2014		2013
Net sales	\$	2,136	\$ 2,174	\$	6,339	\$	6,180
Cost of sales		1,328	1,387		4,035		4,006
Gross profit		808	 787		2,304		2,174
Selling, delivery, and administrative expenses		463	473		1,480		1,477
Operating income		345	314		824		697
Interest expense, net		31	26		89		75
Other nonoperating income (expense)			1				(3)
Income before income taxes		314	 289		735		619
Income tax expense		76			184		87
Net income	\$	238	\$ 289	\$	551	\$	532
Basic earnings per share	\$	0.97	\$ 1.09	\$	2.21	\$	1.96
Diluted earnings per share	\$	0.96	\$ 1.07	\$	2.17	\$	1.92
Dividends declared per share	\$	0.25	\$ 0.20	\$	0.75	\$	0.60
Basic weighted average shares outstanding		244	264		249		271
Diluted weighted average shares outstanding		248	269		254		277

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

	Third Quarter			First Nine Months		
		2014	2013		2014	2013
Net income	\$	238	\$ 289	\$	551 \$	532
Components of other comprehensive income:						
Currency translations						
Pretax activity, net		(279)	204		(255)	14
Tax effect		_				
Currency translations, net of tax		(279)	204		(255)	14
Net investment hedges						
Pretax activity, net		153	(52	)	169	(34)
Tax effect		(54)	18		(59)	12
Net investment hedges, net of tax	-	99	(34	)	110	(22)
Cash flow hedges						
Pretax activity, net		(9)	(10	)	(15)	18
Tax effect		2	3		3	(5)
Cash flow hedges, net of tax		(7)	(7	)	(12)	13
Pension plan adjustments						
Pretax activity, net		7	8		20	20
Tax effect		(1)	(2	)	(4)	(4)
Pension plan adjustments, net of tax		6	6		16	16
Other comprehensive (loss) income, net of tax		(181)	169		(141)	21
Comprehensive income	\$	57	\$ 458	\$	410 \$	553

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

	September 26, 2014		December 31, 2013	
ASSETS				
Current:				
Cash and cash equivalents	\$ 218	\$	343	
Trade accounts receivable	1,800		1,515	
Amounts receivable from The Coca-Cola Company	95		89	
Inventories	410		452	
Other current assets	305		169	
Total current assets	 2,828		2,568	
Property, plant, and equipment, net	2,167		2,353	
Franchise license intangible assets, net	3,824		4,004	
Goodwill	115		124	
Other noncurrent assets	352		476	
Total assets	\$ 9,286	\$	9,525	
LIABILITIES				
Current:				
Accounts payable and accrued expenses	\$ 1,994	\$	1,939	
Amounts payable to The Coca-Cola Company	124		145	
Current portion of debt	729		111	
Total current liabilities	2,847		2,195	
Debt, less current portion	3,419		3,726	
Other noncurrent liabilities	183		221	
Noncurrent deferred income tax liabilities	1,107		1,103	
Total liabilities	 7,556		7,245	
SHAREOWNERS' EQUITY				
Common stock	4		3	
Additional paid-in capital	3,940		3,899	
Reinvested earnings	1,940		1,577	
Accumulated other comprehensive loss	(472)		(331)	
Common stock in treasury, at cost	(3,682)		(2,868)	
Total shareowners' equity	 1,730		2,280	
Total liabilities and shareowners' equity	\$ 9,286	\$	9,525	

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

	First Nine Months		
		2014	2013
Cash Flows from Operating Activities:			
Net income	\$	551 \$	532
Adjustments to reconcile net income to net cash derived from operating activities:			
Depreciation and amortization		231	231
Share-based compensation expense		21	24
Deferred income tax expense (benefit)		60	(66)
Pension expense less than contributions		(5)	(3)
Net changes in assets and liabilities		(267)	(121)
Net cash derived from operating activities		591	597
Cash Flows from Investing Activities:			_
Capital asset investments		(239)	(220)
Capital asset disposals		27	
Settlement of net investment hedges		21	_
Net cash used in investing activities		(191)	(220)
Cash Flows from Financing Activities:			
Net change in commercial paper		242	182
Issuances of debt		347	459
Payments on debt		(111)	(220)
Shares repurchased under share repurchase programs		(800)	(888)
Dividend payments on common stock		(185)	(161)
Other financing activities, net		(1)	8
Net cash used in financing activities		(508)	(620)
Net effect of currency exchange rate changes on cash and cash equivalents		(17)	10
Net Change in Cash and Cash Equivalents		(125)	(233)
Cash and Cash Equivalents at Beginning of Period		343	721
Cash and Cash Equivalents at End of Period	\$	218 \$	488

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

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

Reported	(GAAP)	<b>(b)</b>
reported	$(\mathbf{o}_{m}, \mathbf{n}_{m})$	(v)

Comparable (non-GAAP)

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

	Third-Quarter 2014							
Cost of Sales	Selling, Delivery, and Administrative Expenses	Operating Income	Income Tax Expense	Net Income	Diluted Earnings Per Share			
\$ 1,328	463	345	76	\$ 238	\$ 0.96			
8	_	(8)	(2)	(6)	(0.02)			
_	(1)	1	_	1	_			
_	_	_	6	(6)	(0.02)			
\$ 1,336	462	338	80	<b>\$</b> 227	\$ 0.92			

**Diluted Weighted Average Shares Outstanding** 

248

#### Reported (GAAP) (b)

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

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		

**Diluted Weighted Average Shares Outstanding** 

269

- (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 tax impact of both changes in underlying rates and cumulative nonrecurring items on the quarter.

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

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

Reported	(GA	AP)	(b)

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

Restructuring Charges (d) Net Tax Items

Comparable (non-GAAP)

First Nine Months 2014							
Cost of Sales	Selling, Delivery, and Administrative Expenses	Operating Income	Income Tax Expense	Net Income	Diluted Earnings Per Share		
\$ 4,035	1,480	824	184	\$ 551	\$ 2.17		
14	_	(14)	(4)	(10)	(0.04)		
_	(63)	63	21	42	0.16		
_	_	_	6	(6)	(0.02)		
\$ 4,049	1,417	873	207	\$ 577	\$ 2.27		

**Diluted Weighted Average Shares Outstanding** 

254

#### Reported (GAAP) (b)

Comparable (non-GAAP)

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

	First Nine Months 2013							
Cos	st 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		

**Diluted Weighted Average Shares Outstanding** 

277

- (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 tax impact of both changes in underlying rates and cumulative nonrecurring items on the quarter.

## 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 2014						
	Europe		Corporate	Operati	ing Income	
\$		366 \$	(21)	\$	345	
			(8)		(8)	
		1	_		1	
\$		367 \$	(29)	\$	338	

#### 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)

First Nine Months 2014					
Europe	Corporate	Operating Income			
\$ 911 3	§ (87)	\$ 824			
_	(14)	(14)			
63	_	63			
\$ 974 3	§ (101)	\$ 873			

#### 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		Q	
	109	· · · · · · · · · · · · · · · · · · ·		109	
\$	913 \$	(99)	\$	814	

- (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.

First Nine Months

2013

2014

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

(Unaudited; in millions, except percentages)

		First Nine Months 2013
Net Sales Per Case		
Change in Net Sales per Case	2.5%	3.5%
Impact of Excluding Post Mix, Non-Trade, and Other	(0.5)%	0.5%
Bottle and Can Net Pricing Per Case	2.0%	4.0%
Impact of Currency Exchange Rate Changes	(2.0)%	(4.0)%
Currency-Neutral Bottle and Can		
Net Pricing Per Case (a)	<b>%</b>	<b>%</b>
Cost of Sales Per Case		
Change in Cost of Sales per Case	(0.5)%	2.0%
Impact of Excluding Post Mix, Non-Trade, and Other	1.0%	1.0%
Bottle and Can Cost of Sales Per Case	0.5%	3.0%
Impact of Currency Exchange Rate Changes	(1.5)%	(3.5)%
Currency-Neutral Bottle and Can		
Cost of Sales Per Case (a)	(1.0)%	(0.5)%
Physical Case Bottle and Can Volume		
Change in Volume	(4.0)%	(1.0)%
Impact of Selling Day Shift	<u> </u>	0.5%
Comparable Bottle and Can Volume (b)	(4.0)%	(0.5)%

Reconciliation	of Erron	Coch	Flory	(0)
Reconciliation	oi Free	Casn	FIOW	(C)

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ree Cash Flow	\$ 379 \$	377
Add: Capital Asset Disposals	 27	
ess: Capital Asset Investments	(239)	(220)
let Cash Derived From Operating Activities	\$ 591 \$	597

	Sep	tember 26,	December 31,	
Reconciliation of Net Debt (d)	2014		2013	
Current Portion of Debt	\$	729 \$	111	
Debt, Less Current Portion		3,419	3,726	
Less: Cash and Cash Equivalents		(218)	(343)	
Net Debt	\$	3,930 \$	3,494	

- (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 2014 versus the third quarter of 2013. There was one less selling day in the first nine months of 2014 versus the first nine months of 2013.
- (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.