
High:
Low:
$\qquad$ $\ldots .$. Relative $P$
2-for-1 split $8 / 12$
Options: Yes
Shaded areas in Shaded areas indicate recessions

| 3.74 | 3.82 | 3.82 | 4.01 | 4.12 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 80 | . 96 | . 85 | . 81 | 89 |  |
| . 70 | . 82 | . 71 | 65 | 74 |  |
| . 25 | 28 | . 30 | 32 | 34 |  |
| . 20 | 22 | 18 | . 22 | 15 |  |
| 1.24 | 1.48 | 1.70 | 1.92 | 1.87 |  |
| 4962.0 | 4941.3 | 4931.0 | 4943.2 | 4969.5 | 4972 |
| 32.8 | 38.1 | 51.3 | 47.5 | 37.5 |  |
| 2.05 | 2.20 | 2.67 | 2.71 | 2.44 |  |
| 1.1\% | 9\% | 8\% | 1.0\% | 1.2\% |  |
| CAPITAL STRUCTURE as of 9/28/12 Total Debt $\$ 32.730$ bill. Due in 5 Yrs. $\$ 16.09$ bill. LT Debt $\$ 16.181$ bill. Total Int. $\$ 400.0$ mill. |  |  |  |  |  |


| 1 | 2002 | 2003 | 2004 | 2005E | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3.96 | 4.31 | 4.56 | 4.88 | 5.20 | 6.22 | 6.91 | 6.73 | 7.66 | 10.29 | 10.8 |
|  | . 99 | 1.16 | 1.23 | 1.29 | 1.40 | 1.54 | 1.79 | 1.75 | 2.09 | 2.41 | 2.50 |
|  | . 83 | . 98 | 1.03 | 1.09 | 1.19 | 1.29 | 1.51 | 1.47 | 1.75 | 1.92 | 2.00 |
|  | . 40 | 44 | . 50 | . 56 | . 62 | . 68 | . 76 | . 82 | . 88 | . 94 | 1.02 |
|  | . 17 | . 17 | 16 | 19 | 30 | . 36 | . 43 | 43 | . 48 | . 65 | . 7 |
|  | 2.39 | 2.89 | 3.31 | 3.45 | 3.65 | 4.69 | 4.43 | 5.38 | 6.76 | 6.99 | 7.4 |
|  | 4942.0 | 4883.1 | 4818.7 | 4738.0 | 4636.0 | 4636.0 | 4624.0 | 4606.0 | 4584.0 | 4526.0 | 445 |
|  | 30.2 | 22.6 | 22.6 | 19.7 | 18.5 | 21.0 | 17.8 | 16.6 | 16.2 | 17.4 |  |

(33\% of Cap'l)
Pension Assets-12/11 $\$ 6.17$ bill. Oblig. $\$ 8.26$ bill.

## Pfd Stock None

Common Stock 4,486,000,000 shs.
MARKET CAP: $\$ 170$ billion (Large Cap)

| CURRENT POSITION | 2010 | 2011 | 9/28/12 |
| :---: | :---: | :---: | :---: |
| Cash Assets | 11337 | 14035 | 18083 |
| Receivables |  |  |  |
| Other | 3162 | 3450 | 099 |
| Current Assets | 21579 | 25497 | 2971 |
| A |  | 9009 | 88 |
|  |  |  | 16549 |
| Other <br> Current Liab | $\frac{273}{8508}$ | 362 | 6756 |


| ANNUAL RATES | Past <br> 10 Yrs | Past |  |
| :---: | :---: | :---: | :---: |
|  | 8.0\% | 11.0\% |  |
| ash | 9.0\% | 10.0\% | 9.0\% |
|  |  |  |  |
|  |  |  |  |
| Book Value | 12.0\% | 13.0\% | 6.5 |


| Calendar | QUARTERLY SALES (\$ mill.)Mar.Per Jun.Per Sep.Per Dec.Per |  |  |  | Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 7169 | 8267 | 8044 | 7510 | 30990 |
| 2010 | 7525 | 8674 | 8426 | 10498 | 35123 |
| 2011 | 10545 | 12729 | 12243 | 11037 | 46554 |
| 2012 | 11137 | 13085 | 12340 | 11438 | 48000 |
| 2013 | 11750 | 13500 | 13250 | 12000 | 50500 |
| $\begin{array}{\|c\|} \hline \begin{array}{c} \text { Cal- } \\ \text { endar } \end{array} \\ \hline \end{array}$ | EARNNGG PER SHARE AMar.Per Jun.Per Sep.Per Dec.Per |  |  |  | Full <br> Year |
| 2009 | . 29 | . 44 | . 41 | .33 | 1.47 |
| 2010 | . 40 | 53 | 46 | 36 | 1.75 |
| 2011 | . 42 | . 59 | . 52 | . 39 | 1.92 |
| 2012 | . 45 | . 61 | . 50 | . 44 | 2.00 |
| 2013 | 48 | . 65 | . 59 | . 48 | 2.20 |
|  | QUARTERLY DIVIDENDS PAID ${ }^{\text {B }}$ |  |  |  |  |
| en | Mar.31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2008 | -. | . 19 | . 19 | 38 | 76 |
| 2009 |  | . 205 | . 205 | . 41 |  |
| 2010 |  | . 22 | . 22 | . 44 | 88 |
| 2011 | - | . 235 | . 235 | . 47 | 94 |
| 2012 | $\cdots$ | . 255 | . 255 | . 255 |  |

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 September quarter was something of a mixed bag for The CocaCola Company. The headline numbers for the world's largest beverage company were relatively unexciting, with revenues inching ahead $1 \%$, to $\$ 12.3$ billion, while share net came in at $\$ 0.50$, $\$ 0.02$ below the tally in the prior-year period and $\$ 0.05$ short of our estimate. Currency headwinds had a big influence on the quarter, dragging down sales and operating income by $5 \%$ and $7 \%$, respectively. Otherwise,
Volumes continue to push ahead at a solid clip. The September interim increase of $4 \%$ was just below the first-half rate (up 5\%), as each geographic operating group contributed to the advance in the latest three months. Progress in the developed world was respectable (up 2\%), with trends in Europe showing nice improvement. Volumes there shifted from a 4\% decline in the June period to a $1 \%$ improvement year over year in the latest three months. Still, emerging markets remain the big growth story, with big gains in Thailand ( $+19 \%$ ) and India (15\%) driving volumes up $7 \%$, overall, in these parts of the world. Results from China,

Business outside the U.S. accounted for $60 \%$ of 2011 net sales; Advertising expenses, $7.0 \%$ of 2011 revenues. Has approximately 146,200 employees. Directors and Officers own $5.7 \%$ of stock; Berkshire Hathaway, 8.8\% (3/12 Proxy). Chairman and CEO: Muhtar Kent. Inc.: DE. Address: One Coca-Cola Plaza, Atlanta, Georgia 30313. Tel.: 404-676-2121. Internet: www.coca-cola.com.
though, were rather lackluster, as growth slowed to 2\% from 7\% in the J une period.
Coke figures to finish 2012 on a positive note. Third-quarter operating profit rose just 1\%, but the company should fare much better in the December interim, with two extra days in the quarter and a variety of other factors helping to drive a doubledigit increase over the prior-year period. In view of this, we are keeping our earnings estimate for the final three months of 2012 at $\$ 0.44$ a share, up 13\% from the prior-year period. For 2013, we expect growth to approach 10\%, lifting earnings to \$2.20.
This timely stock offers good, riskadjusted total return potential to 2015-2017. Efforts to further penetrate emerging markets (including stepped-up investments in India) should help to keep sales and earnings moving forward at a respectable clip in the 3 to 5 years ahead. In the meantime, this equity carries our top rank (1) for Safety, and and its quarterly payout, which should rise roughly in line with profits, provides a yield in excess of the Value Line median.
Robert M. Greene, CFA
October 26, 2012

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[^0]:    (A) Based on primary shs. through ' 96 , diluted shs. thereafter. Next earnings report due early

