

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.

ployees. Directors and Officers own 1.4% of stock; Berkshire Hathaway, 9.1%; BlackRock, 5.5% (3/14 Proxy). Chairman and CEO: Muhtar Kent. Inc.: DE. Address: One Coca-Cola Plaza, Atlanta, GA 30313. Tel.: 404-676-2121. Internet: www.coca-cola.com.

ANNUAL RATES Past f change (per sh) 'Cash Flow" Earnings Dividends Book Value 8.5%

9009

14912 362

24283

1969

17874 7978

27821

1933 17925

27811

Accts Payable Debt Due

Current Liab.

Cal- endar	QUARTERLY SALES (\$ mill.) Mar.Per Jun.Per Sep.Per Dec.Per				Full Year
2011	10545	12729	12243	11037	46554
2012	11137	13085	12340	11455	48017
2013	11035	12749	12030	11040	46854
2014	10576	12700	12324	11400	47000
2015	11250	13100	12800	12100	49250
Cal-	EARNINGS PER SHARE A				Full
endar	Mar.Per	Jun.Per	Sep.Per	Dec.Per	
2011	.42	.59	.52	.39	1.92
2012	.45	.61	.50	.41	1.97
2013	.46	.63	.53	.46	2.08
2014	.44	.64	.54	.48	2.10
2015	.47	.68	.58	.52	2.25
Cal-	QUARTERLY DIVIDENDS PAID B .				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2010	-	.22	.22	.44	.88
2011		.235	.235	.47	.94
2012		.255	.255	.51	1.02
2013		.28	.28	.56	1.12
2014		.305			

The Coca-Cola Company got off to a **slow start in 2014.** March-quarter sales declined 4%, while earnings also fell 4%, to \$0.44 a share. Currency headwinds were a big challenge, clipping 4% from revenues and reducing comparable operating income by 10%. The company increased its global market share, though unit case volume rose only 2%, weighed down by ongoing weakness in sparkling drinks (down 2%). And, operating income, absent currency effects, increased 4%, even while the company stepped up spending on its brandbuilding initiatives.

Earnings for 2014 are likely to show little improvement from last year. Notably, we have reduced our full-year estimate by \$0.15 a share, to \$2.10, since our January report. As was the case in the first quarter, currency effects stand to be a stiff headwind, with management indicating that changes in exchange rates, especially the devaluation of Venezuela's bolivar, would likely reduce operating income by 7%.

The company is taking steps to get its momentum back. For starters, Coke is accelerating its productivity initiatives,

with the goal of generating \$1 billion in additional savings by 2016 that will support additional marketing behind its brands. The company has also put down a stake in the at-home beverage system market. It spent \$1.25 billion to acquire a 10% stake in Keurig Green Mountain Coffee, which is introducing a cold drink system that will feature brands from Coke's

portfolio. The stock has been stuck in a holding pattern for some time. Wall Street has generally become more pessimistic about the company's 2014 prospects of late, though KO shares did rally some after first-quarter earnings matched the market's reduced expectations. For the year ahead, we peg this equity to lag the broader markets, as we await more evidence that recent moves will help Coke to regain its sales and earnings momentum in the face of challenging conditions in the sparkling drinks market. Conservative investors with a long-term view may want to take a closer look here, as these highquality shares offer good total return potential to 2017-2019. Robert M. Greene April 25, 2014

(A) Based on diluted shares. Next earnings report due mid-July. Excludes nonrecurring gain/(losses): '99, (16¢); '00, (30¢); '01, (1¢);

(11¢); '08, (27¢); '10, 79¢; '11, (8¢); '13, (18¢). (B) Div'ds historically paid about the first April, July, Oct., Dec. • Div'd reinvestment plan avail. gain/(losses): '99, (16¢); '00, (30¢); '01, (1¢); July, Oct., Dec. ■ Div'd reinvestment plan avail. '02, (22¢); '03, (9¢); '04, (3¢); '05, (7¢); '06, (C) Includes intangibles. In '13: \$27.6 bill.,

mnany's Financial Strength Stock's Price Stability Price Growth Persistence **Earnings Predictability**

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