

		WTD		
	VOL		NS	SR
VOL	% vs PY	Cycling	NSR	% vs PY

MTD								
	VOL		NS	SR				
VOL	% vs PY	Cycling	NSR	% vs PY				

		QTD			
	VOL		NS	SR	
VOL	% vs PY	Cycling	NSR	% vs PY	

YTD								
	VOL		NS	R				
VOL	% vs PY	Cycling	NSR	% vs PY				

НКТММ	3.4M	4.3%	-4.9%	13.3M	7.3%
+ Korea	5.5M	-5.9%	13.9%	26.2M	-2.2%
☐ China	61.5M	12.4%	-15.2%	132.9M	18.6%
Grain	0.1M	14.0%	40.1%	0.3M	72.9%
Others	0.8M	33.9%	-26.3%	3.3M	4.3%
Water	14.5M	-12.3%	-29.7%	9.4M	-7.6%
Juice	5.4M	12.1%	-12.3%	17.6M	10.5%
Sparkling	40.9M	24.5%	-5.7%	102.2M	23.9%
GC&K	70.5M	10.3%	-12.7%	172.4M	14.0%

6.5M	-3.2%	-16.9%	25.0M	1.0%
10.3M	1.8%	-2.6%	47.4M	5.7%
122.1M	17.6%	-16.8%	266.9M	24.7%
0.1M	66.5%	-28.0%	0.5M	127.9%
1.5M	35.5%	-31.0%	6.3M	9.8%
27.4M	-10.3%	-28.0%	18.0M	-4.3%
10.7M	14.8%	-9.1%	35.2M	14.1%
82.4M	31.3%	-10.9%	206.9M	30.6%
138.8M	15.2%	-15.8%	339.3M	19.6%

-8.5%	-5.1%	111.2M	-4.4%
-2.2%	1.6%	218.9M	2.5%
5.6%	-0.7%	1,156.2M	11.8%
13.4%	-25.2%	2.3M	21.6%
-6.1%	-3.2%	31.1M	-1.4%
-16.0%	-3.0%	86.2M	-17.2%
-8.3%	-1.9%	133.4M	-7.8%
20.4%	1.0%	903.1M	20.1%
4.3%	-0.8%	1,486.3M	9.0%
	-2.2% 5.6% 13.4% -6.1% -16.0% -8.3% 20.4%	-2.2%1.6%5.6%-0.7%13.4%-25.2%-6.1%-3.2%-16.0%-3.0%-8.3%-1.9%20.4%1.0%	-2.2%1.6%218.9M5.6%-0.7%1,156.2M13.4%-25.2%2.3M-6.1%-3.2%31.1M-16.0%-3.0%86.2M-8.3%-1.9%133.4M20.4%1.0%903.1M

62.5M	-7.2%	-0.7%	232.1M	-2.6%
100.6M	-2.3%	1.9%	472.8M	2.2%
1,154.1M	-6.1%	4.6%	2,409.2M	-1.5%
2.0M	30.3%	-23.8%	7.8M	57.8%
11.7M	-22.8%	5.6%	66.7M	-11.0%
290.9M	-21.4%	7.5%	167.6M	-21.4%
99.4M	-17.5%	-0.2%	321.5M	-16.7%
750.2M	3.9%	4.0%	1,845.6M	4.5%
1,317.2M	-5.9%	4.1%	3,114.1M	-1.0%

Latest Performance vs. PY

Volume: WTD total BU is 70.5m uc, +10.3% vs PY, cycling -12.7%. MTD total BU is 138.8m uc, +15.1% vs. PY with Sparkling +28% vs. PY, cycling -11%. Mainland China 122.1m uc, continue the strong Sparkling growth momentum, +31% vs. PY, all 3 brands continue double digit growth in MTD June W2 -Coke +38% cycling -7%, Sprite +26% cycling -16%, Fanta +24% cycling -4%.

CBL: Sparkling keeps strong momentum driven by cooler placement, contract G/S/B store push, and gradual returning of traffic in GT. In water, decline is due to bottler's de-prioritization of ID, and CY has not been able to fully offset the decline from ID. SCCL: In order to alleviate the pressure in month end, bottlers are leveraging price policies and SR incentives to advance the phasing.

System NSR MTD +19.7% vs PY: with +4.6% faster than volume mainly driven by China positive category mix (sparkling mix up and defocus of commodity water). With this, total System NSR QTD is +8.9% growth vs. PY. Closely monitoring HK situation to see the potential impact in coming weeks.

Note:

- *Excl. Monster&Costa; Vol & NSR growth both refer to ADS growth; System NSR translated from LC to US\$ at 2020 monthly exchange rate and growth rate based on CNPY
- *China ML NSR refers to China GAAP while HKTMM & Korea is US GAAP.

Coca Cola

Region

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Month 445

Korea

HKTMM

) GC&K View Time Range

2020 ~

Year 445

2020 Jun 🗸

2020 W23 ×

Week 445

GC&K System MTD

Region Grouping			China					Korea					HKTMM					GC&K		
Beverage Category	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj
Sparkling Soft Drinks	82M	31.3 %	-10.9%	206.9M	30.6 %	6M	5.6 %	0.3%	32.1M	11.2 %	4M	3.0 %	-22.3%	15.0M	3.5 %	92M	27.7 %	-10.7%	254.0M	25.9 %
Juice Drinks	11M	15.0 %	-9.1%	35.1M	14.3 %	0M	-16.1 %	-19.0%	2.0M	-17.7 %	0M	-20.9 %	-2.4%	1.4M	-21.8 %	11M	12.4 %	-9.3%	38.5M	10.2 %
Packaged Water	27M	-10.2 %	-27.8%	17.3M	-3.9 %	2M	-4.9 %	-9.8%	2.7M	-3.0 %	1M	-21.4 %	-14.0%	2.6M	-10.4 %	30M	-10.4 %	-26.5%	22.6M	-4.6 %
+ Tea	1M	74.5 %	-55.0%	2.7M	116.3 %	0M	-34.9 %	51.4%	0.5M	-35.4 %	1M	6.5 %	-0.5%	4.9M	11.5 %	2M	18.3 %	-20.6%	8.1M	26.9 %
Sports Drinks	0M	-73.9 %		0.1M	-74.3 %	1M	-1.2 %	-1.5%	4.2M	-4.1 %	0M	-25.2 %	-40.5%	0.4M	-21.2 %	1M	-7.5 %	-0.6%	4.7M	-9.7 %
+ Coffee	0M	-42.3 %	-37.6%	0.2M	-46.2 %	1M	24.0 %	-5.5%	4.3M	18.0 %	0M	2.8 %	-51.5%	0.0M	18.0 %	1M	20.9 %	-7.8%	4.5M	13.3 %
Dairy Beverages	1M	24.1 %	-8.3%	3.4M	18.6 %	0M	-93.5 %	586.2%	0.0M	-93.9 %	0M	-27.4 %		0.0M	-11.9 %	1M	23.8 %	-7.8%	3.4M	18.5 %
H Juices/Nectars	0M	-28.8 %	-13.0%	0.1M	-28.2 %	0M	-7.9 %	0.3%	1.3M	-17.7 %	0M	16.7 %	-20.0%	0.3M	16.7 %	OM	-7.6 %	-4.1%	1.8M	-14.1 %
Enhanced Water Beverages	0M	-14.1 %	-47.5%	0.6M	-14.0 %	0M	-23.6 %	-33.7%	0.2M	-20.8 %	0M	-19.2 %	-40.3%	0.1M	-18.8 %	ОМ	-15.6 %	-45.8%	0.9M	-15.8 %
Plant Based Beverages	0M	66.5 %	-28.0%	0.5M	127.9 %	0M	-53.4 %	51.8%	0.1M	-53.4 %	0M	-3.4 %	-23.0%	0.2M	-4.8 %	ОМ	29.6 %	-19.5%	0.7M	36.0 %
Other Nonalcoholic Beverages		-100.0 %	-92.9%		-100.0 %						0M	-21.9 %	18.8%	0.1M	-16.6 %	OM	-22.0 %	16.3%	0.1M	-16.7 %
± Unassigned				0.0M	-99.9 %		-100.0 %	-100.0%	0.0M	0.0 %				0.0M			-100.0 %	-100.0%	0.1M	-93.4 %
± Energy Drinks							-100.0 %			-100.0 %	0M			0.0M		ОМ	0.0 %		0.0M	0.0 %
Total	122M	17.6 %	-16.8%	266.9M	24.7 %	10M	1.8 %	-2.6%	47.4M	5.7 %	6M	-3.2 %	-16.9%	25.0M	1.0 %	139M	15.2 %	-15.8%	339.3M	19.6 %

Coca	Cola	
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Region

China

Month 445

Korea

HKTMM

Time Range

2020 Jun 🗸

2020 W23 ×

Week 445

GC&K System QTD

Region Grouping			Chin	ıa				Korea			HKTMM						GCK					
Beverage Category	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj		
± Coffee	OM	-60.1 %	14.3%	0.7M	-60.3 %	2M	-7.9 %	2.6%	17.6M	5.7 %	OM	-11.8 %	-99.1%	0.0M	12.0 %	2M	-10.9 %	-3.7%	18.3M	-0.8 %		
Dairy Beverages	3M	-18.6 %	-10.5%	12.4M	-20.4 %	0M	-43.6 %	-65.8%	0.0M	55.5 %	OM	10.9 %		0.1M	38.5 %	3M	-18.5 %	-10.3%	12.4M	-20.2 %		
Energy Drinks				0.0M	-85.7 %		-100.0 %	4,903.3%		-100.0 %	OM			0.0M		ОМ	0.0 %	4,903.3%	0.0M	-36.1 %		
Enhanced Water Beverages	1M	-40.0 %	-31.7%	2.4M	-40.3 %	0M	-28.2 %	-34.9%	0.7M	-31.0 %	0M	-18.4 %	-16.9%	0.3M	-24.8 %	1M	-38.1 %	-31.8%	3.4M	-37.5 %		
Juice Drinks	40M	-8.4 %	-1.8%	132.9M	-7.9 %	2M	-20.6 %	-8.5%	8.9M	-24.4 %	1M	-18.1 %	-13.4%	6.1M	-19.9 %	43M	-9.3 %	-2.6%	147.9M	-9.6 %		
Juices/Nectars	0M	16.4 %	-25.8%	0.6M	25.6 %	1M	-2.4 %	-7.3%	6.7M	-13.9 %	0M	84.9 %	-19.5%	1.1M	-2.1 %	2M	8.8 %	-10.7%	8.4M	-10.7 %		
Other Nonalcoholic Beverages	0M	220.6 %	-30.8%	0.0M	-24.7 %						0M	-29.3 %	57.2%	0.5M	-24.1 %	ОМ	-27.9 %	56.1%	0.5M	-24.1 %		
Packaged Water	145M	-15.8 %	-2.7%	83.9M	-16.3 %	7M	-13.3 %	-6.0%	11.8M	-8.0 %	5M	-34.6 %	-2.5%	10.3M	-29.7 %	157M	-16.4 %	-2.8%	105.9M	-16.9 %		
Plant Based Beverages	1M	13.4 %	-25.2%	2.3M	21.6 %	0M	-41.5 %	54.8%	0.4M	-51.4 %	0M	-6.6 %	-17.2%	0.7M	-11.2 %	1M	2.4 %	-18.1%	3.4M	-2.5 %		
Sparkling Soft Drinks	362M	20.4 %	1.0%	903.1M	20.1 %	30M	5.1 %	3.1%	153.4M	9.7 %	18M	1.5 %	-7.5%	68.4M	2.4 %	409M	18.2 %	0.7%	1,124.9M	17.4 %		
Sports Drinks	0M	-83.8 %		0.3M	-82.1 %	3M	-7.8 %	10.8%	17.1M	-11.2 %	OM	-37.7 %	-31.1%	1.6M	-31.7 %	4M	-17.2 %	15.3%	19.1M	-18.6 %		
⊕ Tea	3M	29.0 %	-8.9%	11.4M	56.7 %	1M	-39.7 %	69.6%	2.4M	-36.5 %	5M	-4.8 %	8.9%	21.9M	1.0 %	9M	0.6 %	7.3%	35.7M	9.4 %		
Unassigned				6.3M	24.5 %	0M	-100.0 %	-100.0%	0.1M	0.0 %				0.0M	0.0 %	ОМ	-100.0 %	-100.0%	6.4M	26.7 %		
Total	554M	5.6 %	-0.7%	1,156.2M	11.8 %	47M	-2.2 %	1.6%	218.9M	2.5 %	30M	-8.5 %	-5.1%	111.2M	-4.4 %	631M	4.3 %	-0.8%	1,486.3M	9.0 %		

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Region

China

Korea

HKTMM

GC&K View

Time Range

Year 445 2020

Month 445

2020 Jun

2020 W23 ×

GC&K System YTD

Week 445

Region Grouping			China					Korea					HKTMN	1		GC&K					
Beverage Category	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD) ▼	NSR % vs PY adj	
Sparkling Soft Drinks	750M	3.9 %	4.0%	1,845.6M	4.5 %	65M	2.3 %	4.7%	336.8M	6.9 %	37M	1.8 %	-2.6%	143.6M	3.3 %	852M	3.7 %	3.8%	2,326.0M	4.8 %	
Juice Drinks	99M	-17.6 %	-0.2%	320.3M	-16.8 %	4M	-18.7 %	-3.7%	20.0M	-22.0 %	3M	-13.1 %	-6.7%	13.5M	-14.2 %	106M	-17.5 %	-0.5%	353.9M	-17.0 %	
Packaged Water	290M	-21.2 %	7.7%	163.8M	-20.5 %	17M	-8.1 %	-7.6%	25.7M	-2.9 %	10M	-31.4 %	1.6%	21.6M	-28.1 %	316M	-21.0 %	6.7%	211.2M	-19.6 %	
⊤ Tea	4M	-8.5 %	34.6%	15.8M	15.7 %	1M	-34.0 %	55.3%	5.4M	-28.2 %	11M	0.6 %	10.0%	44.5M	4.3 %	17M	-5.3 %	19.4%	65.7M	2.9 %	
± Coffee	0M	-41.0 %	63.4%	2.6M	-43.2 %	5M	-9.7 %	-4.3%	34.6M	8.0 %	0M	-98.2 %	-63.8%	0.1M	8.8 %	5M	-15.1 %	-7.3%	37.3M	1.7 %	
	0M	-66.7 %		0.7M	-63.4 %	6M	-3.4 %	12.8%	32.6M	-5.8 %	0M	-34.3 %	-25.6%	3.0M	-29.2 %	7M	-9.4 %	13.7%	36.3M	-10.7 %	
□ Dairy Beverages	7M	-27.5 %	-9.4%	31.6M	-26.1 %	0M	-83.4 %	-14.5%	0.0M	-65.4 %	0M	160.8 %		0.1M	159.1 %	7M	-27.3 %	-9.3%	31.7M	-25.9 %	
Juices/Nectars	0M	15.2 %	-19.4%	1.1M	18.6 %	3M	-4.1 %	-9.1%	15.3M	-11.9 %	1M	-3.7 %	10.7%	2.2M	-9.6 %	4M	-2.5 %	-7.3%	18.6M	-10.2 %	
Unassigned				15.7M	31.3 %	1E-13	-100.1 %	-100.0%	0.1M	0.0 %				0.0M	0.0 %	1E-13	-101.0 %	-100.0%	15.8M	32.2 %	
	2M	30.3 %	-23.8%	7.8M	57.8 %	0M	-46.2 %	50.7%	0.8M	-57.4 %	0M	-3.9 %	-13.9%	1.6M	-7.5 %	2M	16.7 %	-17.9%	10.3M	18.7 %	
Enhanced Water Beverages	1M	-46.1 %	-22.9%	3.8M	-45.9 %	OM	-17.3 %	-38.4%	1.5M	-25.4 %	OM	-24.8 %	-19.4%	0.6M	-28.1 %	1M	-42.1 %	-25.0%	5.8M	-40.2 %	
Other Nonalcoholic Beverages	0M	80.7 %	-34.1%	0.0M	-22.5 %						0M	-19.4 %	74.4%	1.1M	-17.3 %	OM	-18.7 %	72.3%	1.1M	-17.3 %	
Energy Drinks				0.3M	48.2 %	OM	-76.2 %	208.2%	0.0M	-69.7 %	OM			0.1M		ОМ	0.0 %	208.2%	0.4M	83.2 %	
Total	1,154M	-6.1 %	4.6%	2,409.2M	-1.5 %	101M	-2.3 %	1.9%	472.8M	2.2 %	63M	-7.2 %	-0.7%	232.1M	-2.6 %	1,317M	-5.9 %	4.1%	3,114.1M	-1.0 %	



Bottler
Time Range

CBL

SCCL

Zhuhai

Year 445

2020

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Month 445

2020 W23 ×

China System MTD

Week 445

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Bottler Group			CBL					SCCL					Zhuhai					Total China		^
Beverage Category	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD) ▼	NSR % vs PY adj
□ Sparkling Soft Drinks	33M	34.5 %	-6.0%	80M	34.0 %	48M	28.3 %	-13.2%	123M	27.7 %	2M	63.9 %	-32.0%	4M	61.2 %	82M	31.3 %	-10.9%	207M	30.6 %
Coca-Cola	16M	42.5 %	-2.7%	39M	44.3 %	21M	33.9 %	-8.8%	57M	34.0 %	1M	66.6 %	-25.7%	2M	64.6 %	38M	38.1 %	-6.9%	98M	38.5 %
Sprite	14M	30.5 %	-9.8%	32M	28.8 %	20M	22.3 %	-18.9%	48M	20.9 %	1M	70.1 %	-39.5%	1M	66.8 %	34M	26.0 %	-16.0%	81M	24.4 %
Fanta	3M	14.6 %	-2.9%	8M	13.7 %	6M	29.5 %	-3.3%	16M	27.7 %	0M	30.5 %	-40.0%	0M	34.3 %	9М	23.8 %	-3.8%	24M	22.7 %
Schweppes	0M	26.9 %	-34.7%	1M	30.3 %	0M	0.5 %	-26.4%	1M	0.2 %	0M	0.7 %	-45.5%	0M	-1.4 %	ОМ	8.7 %	-30.2%	1M	9.7 %
Smart	0M	48.7 %	3.3%	1M	20.1 %	0M	198.1 %	26.6%	0M	235.1 %						1M	72.8 %	6.5%	1M	60.7 %
Chivalry						1M	19.6 %	-21.6%	1M	27.1 %						1M	19.6 %	-21.6%	1M	27.1 %
Unassigned	OM					0M			0M							ОМ			0M	
 Juice Drinks	4M	47.0 %	-9.2%	13M	47.0 %	7M	4.1 %	-9.6%	22M	2.5 %	OM	-37.1 %	6.4%	OM	-31.9 %	11M	15.0 %	-9.1%	35M	14.3 %
□ Packaged Water	15M	-11.2 %	-25.8%	8M	-2.4 %	12M	-8.9 %	-30.5%	9M	-5.1 %	OM	-11.0 %	-20.7%	OM	-13.8 %	27M	-10.2 %	-27.8%	17M	-3.9 %
Ice Dew	13M	-15.9 %	-29.9%	6M	-15.7 %	8M	-16.9 %	-41.2%	4M	-18.1 %	OM	-6.4 %	-28.0%	0M	-7.3 %	21M	-16.2 %	-34.6%	10M	-16.6 %
Chun Yue	2M	23.6 %	30.4%	2M	54.0 %	4M	14.4 %	43.4%	4M	13.0 %	OM	-30.7 %	63.6%	0M	-32.3 %	6M	17.3 %	38.4%	6M	24.7 %
Schweppes	0M	25.7 %	76.3%	1M	23.5 %	0M	-4.1 %	-3.3%	1M	-0.7 %			-100.0%			ОМ	6.1 %	10.8%	1M	7.8 %
Chivalry						0M	-0.9 %	-11.7%	0M	88.8 %						ОМ	-0.9 %	-11.7%	0M	88.8 %
Sensation						0M	-38.9 %	-50.6%	0M	-39.1 %						ОМ	-38.9 %	-50.6%	0M	-39.1 %
Unassigned	0M															ОМ				
⊞ Dairy Beverages	OM	5.8 %	-17.5%	1M	6.2 %	1M	30.5 %	-2.7%	3M	23.6 %	OM	-9.5 %	-56.0%	OM	-30.7 %	1M	24.1 %	-8.3%	3M	18.6 %
⊞ Tea	OM	127.3 %	-68.7%	1M	243.9 %	OM	49.0 %	-44.9%	2M	72.1 %	OM	393.5 %	150.6%	0M	583.6 %	1M	74.5 %	-55.0%	3M	116.3 %
Enhanced Water Beverages	0M	-22.6 %	-54.4%	0M	-20.3 %	OM	-13.1 %	-45.2%	1M	-12.7 %	0M	137.2 %	-58.4%	0M	19.5 %	ОМ	-14.1 %	-47.5%	1M	-14.0 %
⊞ Coffee	0M	-36.2 %	-38.9%	0M	-40.2 %	OM	-47.2 %	-36.4%	0M	-50.7 %			-100.0%			ОМ	-42.3 %	-37.6%	0M	-46.2 %
⊞ Plant Based Beverages	0M		-100.0%	0M		0M	258.8 %	82.3%	0M	390.8 %			-100.0%			ОМ	326.5 %	58.7%	0M	484.7 %
∃ Juices/Nectars	0M	-28.0 %	20.5%	OM	-28.2 %			-100.0%					-100.0%			ОМ	-28.0 %	-10.8%	OM	-28.2 %
E Sports Drinks	0M	-88.6 %		0M	-88.9 %	0M	-61.5 %		0M	-61.4 %						ОМ	-73.9 %		0M	-74.3 %
Unassigned					-100.0 %				0M										ОМ	-99.9 %
Total <	53M	17.6 %	-15.4%	104M	29.7 %	67M	17.3 %	-17.6%	158M	21.2 %	2M	32.5 %	-25.8%	5 M	37.1 %	122M	17.6 %	-16.8%	267M	24.6 %



Bottler

CBL

SCCL

Zhuhai

Time Range 2020

2020 ~

2020 Jun 🗸

Month 445

2020 W23 ~

China System QTD

Week 445

Bottler Group			CBL			SCCL							Zhuhai			Total China				
Beverage Category	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY adj
□ Sparkling Soft Drinks	160M	18.2 %	6.3%	386M	19.6 %	193M	22.4 %	-2.9%	499M	20.9 %	8M	16.5 %	-5.8%	18M	9.1 %	362M	20.4 %	1.0%	903M	20.1 %
Coca-Cola	79M	27.5 %	13.4%	192M	29.9 %	93M	30.1 %	6.1%	246M	29.1 %	5M	19.4 %	-2.8%	11M	12.2 %	177M	28.6 %	8.9%	449M	28.9 %
Sprite	63M	9.7 %	2.4%	148M	10.3 %	74M	15.4 %	-9.4%	183M	13.1 %	3M	10.5 %	-10.4%	5M	1.6 %	139M	12.7 %	-4.3%	336M	11.7 %
Fanta	15M	9.0 %	-2.1%	38M	6.1 %	22M	21.0 %	-4.2%	61M	18.8 %	1M	25.4 %	-0.4%	1M	22.4 %	38M	15.8 %	-3.2%	100M	13.7 %
Schweppes	0M	-20.6 %	-28.6%	2M	-16.3 %	1M	-19.0 %	-25.5%	3M	-19.4 %	OM	-11.0 %	-34.9%	OM	-13.4 %	1M	-19.3 %	-27.1%	6M	-18.1 %
Smart	2M	71.4 %	-9.6%	4M	65.8 %	0M	148.7 %	-5.1%	1M	172.9 %						2M	79.9 %	-9.1%	6M	79.9 %
Chivalry						4M	5.3 %	-22.8%	5M	2.3 %						4M	5.3 %	-22.8%	5M	2.3 %
Unassigned	0M			2M	0.0 %	0M			0M							OM			2M	0.0 %
∃ Juice Drinks	15M	-4.2 %	-3.5%	50M	-1.4 %	24M	-10.4 %	-0.6%	80M	-11.2 %	1M	-16.7 %	-8.1%	3M	-17.1 %	40M	-8.4 %	-1.8%	133M	-7.9 %
☐ Packaged Water	92M	-12.8 %	3.2%	45M	-13.2 %	52M	-20.2 %	-10.8%	38M	-19.4 %	1M	-32.3 %	-4.6%	1M	-34.6 %	145M	-15.8 %	-2.7%	84M	-16.3 %
Ice Dew	77M	-19.2 %	0.5%	31M	-26.0 %	35M	-28.7 %	-19.9%	19M	-32.4 %	1M	-33.1 %	-7.5%	1M	-35.7 %	113M	-22.6 %	-7.6%	50M	-28.7 %
Chun Yue	15M	48.6 %	38.3%	12M	63.5 %	16M	9.5 %	45.8%	15M	5.6 %	0M	-27.9 %	20.5%	0M	-30.4 %	30M	24.8 %	42.4%	27M	24.3 %
Schweppes	0M	3.5 %	7.5%	2M	0.2 %	1M	-22.8 %	39.9%	3M	-21.1 %			-100.0%			1M	-15.4 %	27.8%	5M	-15.0 %
Unassigned	0M			1M	-49.6 %											ОМ			1M	-49.6 %
Chivalry						1M	-7.7 %	-6.1%	0M	13.2 %						1M	-7.7 %	-6.1%	ОМ	13.2 %
Sensation						0M	-40.1 %	-42.5%	0M	-42.2 %						ОМ	-40.1 %	-42.5%	ОМ	-42.2 %
Dairy Beverages	1M	-27.2 %	-18.3%	3M	-25.9 %	2M	-13.5 %	-7.9%	9M	-16.2 %	0M	-60.8 %	9.3%	0M	-72.6 %	3M	-18.6 %	-10.5%	12M	-20.4 %
⊞ Tea	1M	14.1 %	-17.8%	3M	81.8 %	2M	32.2 %	-4.3%	8M	42.4 %	0M	684.1 %	197.5%	0M	974.4 %	3M	29.0 %	-8.9%	11M	56.7 %
Unassigned				0M	-95.5 %				6M	63.0 %									6M	24.5 %
Enhanced Water Beverages	ОМ	-49.8 %	-45.7%	0M	-50.2 %	1M	-37.5 %	-26.6%	2M	-37.7 %	OM	-15.0 %	-33.2%	ОМ	-42.2 %	1M	-40.0 %	-31.7%	2M	-40.3 %
⊞ Coffee	ОМ	-67.7 %	80.7%	0M	-66.8 %	ОМ	-52.9 %	-14.7%	OM	-55.0 %			-100.0%			0M	-60.1 %	14.3%	1M	-60.3 %
∃ Juices/Nectars	ОМ	3.4 %	-28.6%	1M	25.6 %			-100.0%					-100.0%			ОМ	3.4 %	-33.3%	1M	25.6 %
H Plant Based Beverages	ОМ		-100.0%	0M		ОМ	90.3 %	72.7%	0M	154.9 %	0M		-100.0%	ОМ		ОМ	125.6 %	18.5%	ОМ	208.6 %
Example 2 Sports Drinks	ОМ	-81.6 %		0M	-81.0 %	ОМ	-84.8 %		0M	-82.7 %						ОМ	-83.8 %		ОМ	-82.1 %
Energy Drinks				0M	-85.7 %														ОМ	-85.7 %
Total	268M	3.9 %	4.1%	489M	12.3 %	275M	7.4 %	-4.9%	643M	11.8 %	10M	3.5 %	-5.7%	23M	2.1 %	554M	5.6 %	-0.7%	1,154M	11.8 %



Bottler

CBL

SCCL

Week 445

Zhuhai

Time Range

Year 445 2020 ~

2020 Jun 🗸

Month 445

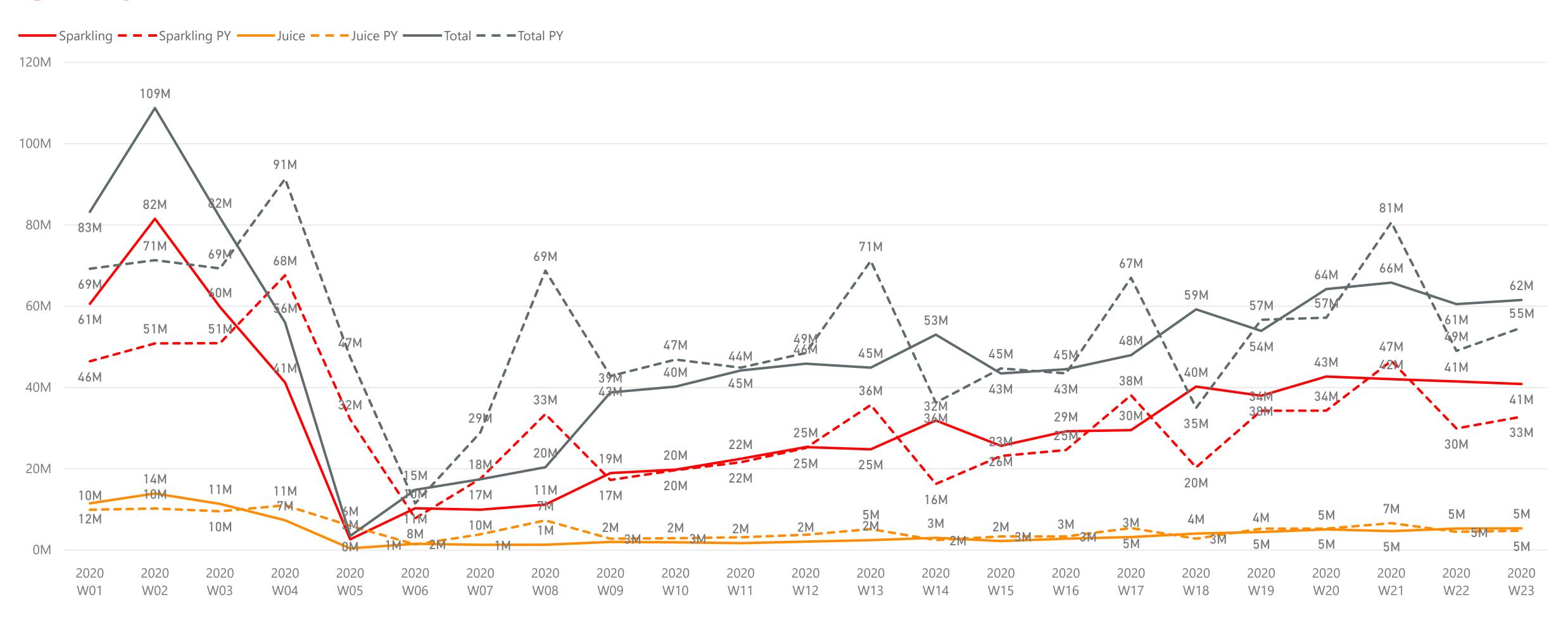
2020 W23 V

China System YTD

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Bottler Group	CBL SCCL Zhuhai																	Total China	a	
Beverage Category	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY Adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY Adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD)	NSR % vs PY Adj	Vol	Vol % vs PY adj	Vol % Cycling (CD)	NSR (USD) ▼	NSR % vs PY Adj
□ Sparkling Soft Drinks	372M	3.7 %	7.3%	884M	4.0 %	366M	4.5 %	1.0%	932M	5.5 %	13M	-6.0 %	-0.2%	29M	-9.6 %	750M	3.9 %	4.0%	1,846M	4.5 %
Coca-Cola	183M	11.9 %	11.9%	438M	13.2 %	178M	13.0 %	8.2%	463M	14.7 %	8M	-2.6 %	3.1%	18M	-5.8 %	369M	12.1 %	9.9%	919M	13.5 %
Sprite	152M	-3.7 %	4.8%	349M	-5.4 %	143M	-2.4 %	-4.5%	350M	-2.6 %	4M	-12.4 %	-6.0%	9M	-17.5 %	299M	-3.2 %	0.0%	708M	-4.2 %
Fanta	32M	-1.4 %	0.8%	79M	-2.0 %	37M	1.8 %	-0.4%	103M	2.3 %	1M	0.0 %	7.3%	2M	-2.3 %	69M	0.3 %	0.2%	184M	0.4 %
Smart	4M	18.5 %	-0.8%	9M	17.0 %	1M	106.7 %	-6.5%	2M	134.8 %						5M	25.4 %	-1.3%	10M	28.2 %
Schweppes	1M	-33.4 %	-28.5%	3M	-28.9 %	1M	-26.4 %	-31.1%	6M	-25.4 %	0M	-27.0 %	-24.1%	0M	-27.5 %	2M	-29.1 %	-29.9%	10M	-26.8 %
Chivalry						6M	-22.8 %	-5.8%	8M	-24.4 %						6M	-22.8 %	-5.8%	8M	-24.4 %
Unassigned	OM			6M	247.5 %	0M			0M							ОМ			6M	248.9 %
∃ Juice Drinks	39M	-19.4 %	-0.4%	126M	-18.0 %	58M	-16.0 %	1.0%	189M	-15.7 %	2M	-25.5 %	-20.2%	6M	-26.1 %	99M	-17.6 %	-0.2%	320M	-16.8 %
□ Packaged Water	182M	-16.8 %	11.1%	88M	-17.5 %	105M	-27.6 %	2.8%	74M	-23.6 %	3M	-31.1 %	20.8%	2M	-30.0 %	290M	-21.2 %	7.7%	164M	-20.5 %
Ice Dew	157M	-22.0 %	8.5%	63M	-27.9 %	67M	-38.9 %	-7.7%	35M	-41.0 %	2M	-39.5 %	17.4%	1M	-40.4 %	226M	-28.1 %	2.3%	99M	-33.3 %
Chun Yue	25M	42.6 %	53.2%	19M	47.9 %	35M	11.9 %	70.7%	34M	9.0 %	1M	21.1 %	53.4%	1M	12.1 %	61M	22.9 %	63.9%	54M	20.5 %
Schweppes	1M	4.1 %	14.2%	3M	1.8 %	1M	-19.7 %	50.5%	5M	-18.3 %			-100.0%			2M	-12.4 %	35.7%	8M	-12.0 %
Unassigned	OM			2M	-18.7 %											ОМ			2M	-18.7 %
Chivalry						1M	-22.8 %	23.5%	0M	-32.0 %						1M	-22.8 %	23.5%	ОМ	-32.0 %
Sensation						1M	-46.4 %	-32.1%	0M	-45.9 %						1M	-46.4 %	-32.1%	ОМ	-45.9 %
⊞ Dairy Beverages	2M	-27.5 %	-9.2%	10M	-21.5 %	5 M	-26.7 %	-9.7%	22M	-27.1 %	OM	-60.2 %	2.2%	ОМ	-67.4 %	7M	-27.5 %	-9.4%	32M	-26.1 %
⊞ Tea	1M	-14.9 %	12.1%	4M	45.1 %	3 M	-8.8 %	48.0%	11M	2.2 %	OM	696.8 %	117.5%	1M	0.0 %	4M	-8.5 %	34.6%	16M	15.7 %
Unassigned				OM	-97.3 %				16M	46.8 %									16M	31.3 %
Enhanced Water Beverages	OM	-55.3 %	-26.7%	1M	-55.7 %	1M	-43.3 %	-21.6%	3M	-42.8 %	OM	-24.5 %	-16.1%	OM	-38.7 %	1M	-46.1 %	-22.9%	4M	-45.9 %
□ Coffee	OM	-45.2 %	235.3%	1M	-46.6 %	0M	-37.6 %	16.5%	2M	-40.7 %			-100.0%			OM	-41.0 %	63.6%	3M	-43.2 %
Georgia	OM	-45.2 %	235.3%	1M	-46.7 %	0M	-37.6 %	16.8%	2M	-40.7 %			-100.0%			ОМ	-41.0 %	63.9%	3M	-43.3 %
Unassigned				0M	13.6 %														ОМ	13.6 %
Hot Point							-100.0 %	-95.5%		-100.0 %							-100.0 %	-95.5%		-100.0 %
⊞ Plant Based Beverages	ОМ	0.0 %	-100.0%	OM	0.0 %	ОМ	256.5 %	-52.5%	1M	364.8 %	-1E-15		-100.0%	OM		ОМ	282.3 %	-63.2%	1M	401.7 %
Total	596M	-5.4 %	7.9%	1,116M	-1.5 %	538M	-6.7 %	1.5%	1,249M	-1.2 %	18M	-13.1 %	-0.3%	37M	-13.4 %	1,152M	-6.1 %	4.6%	2,403M	-1.6 %



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