

Registered number: 01861142

COCA COLA INTERNATIONAL SALES LIMITED

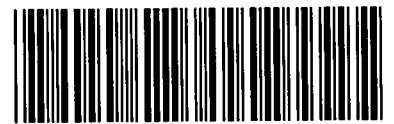
Directors' Report and Financial Statements

For the year ended 31 December 2015

COMPANIES HOUSE

30 SEP 2016

FRIDAY



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COCA COLA INTERNATIONAL SALES LIMITED

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COCA COLA INTERNATIONAL SALES LIMITED

Corporate Information

Registered number

01861142

Directors

D Kearney

S Roche

J Woods

B Hofman (appointed 14 July 2015)

S Hutton

A Rajbhandary (appointed 06 July 2016)

A Beadle (appointed 06 July 2016)

Auditors

Ernst & Young LLP

Bedford House

16 Bedford Street

Belfast

BT2 7DT

Registered office

1A Wimpole Street

London

W1G 0EA

COCA COLA INTERNATIONAL SALES LIMITED

Strategic report

The Directors present their strategic report for the year ended 31 December 2015.

Business review

The profit for the year, after taxation, is £760,443 (2014: £800,376).

The Company's key financial and other performance indicators during the year were as follows:

	2015	2014	Change
	£	£	%
Turnover (continuing operations)	27,036,163	26,198,385	3%
Operating profit	899,686	968,446	(7%)
Profit for the financial year	760,443	800,376	(5%)
Shareholder's equity	12,642,374	11,881,931	6%

Turnover increased by 3% during the year. This increase was caused by an increase in demand for soft drinks.

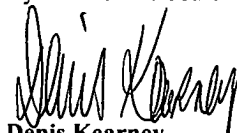
Operating profit decreased by 7% during the year, driven by an increase in the cost of goods sold, partly offset by lower administrative expenses. The reduction in administrative expenses is due to a reduction of our fees for accounting services from European Refreshments.

Principal risks and uncertainties

Competitive Risks

The Company has two principal customers with whom it has agreements. Should there be a termination of these agreements or a change in business relationships, the turnover of the company could decrease by a material amount.

By order of the board



Denis Kearney

Director

Date: 19 September 2016

COCA COLA INTERNATIONAL SALES LIMITED

Directors' report

Registered No. 01861142

The directors present their report for the year ended 31 December 2015.

Directors of the Company

The current directors are shown on page 2.

Principal activities

The principal activities of the company are the manufacture and procurement of soft drinks in the UK.

Future developments

The Company intends to continue operating in line with the current activity.

Events since the balance sheet date

There have been no significant events or developments since the balance sheet date.

Going Concern

The Company's business activities, together with the factors likely to affect its future development, its financial position, and key risks are described in the Strategic Report on page 3 and in Note 14.

After making enquiries, the directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and accounts.

Political and charitable contributions

During the year charitable contributions of £NIL (2014 £NIL) were made to the communities in which the Company operates.

Company's policy for payment of creditors

It is the Company's policy that payments to suppliers are made in accordance with those terms and conditions agreed between the Company and its suppliers, providing that all terms and conditions have been complied with.

At 31 December 2015, the Company had an average of 7 days purchases outstanding in trade creditors (2014: 30).

Research and development

Due to the nature of the Company, the Company does not currently incur expenditure on research or development activities. Should the nature of the business change, the Company will disclose the nature of such in accordance with Companies Act requirements.

Auditors

A resolution to reappoint Ernst & Young LLP as auditors will be put to the members at the Annual General Meeting.

COCA COLA INTERNATIONAL SALES LIMITED

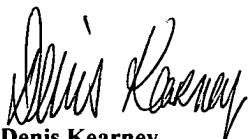
Directors' report (*continued*)

Directors' statement as to disclosure of information to auditors

The directors who were members of the board at the time of approving the directors' report are listed on page 2. Having made enquiries of fellow directors and of the Company's auditors, each of these directors confirms that:

- to the best of each director's knowledge and belief, there is no information (that is, information needed by the Company's auditors in connection with preparing their report) of which the Company's auditors are unaware; and
- each director has taken all the steps a director might reasonably be expected to have taken to be aware of relevant audit information and to establish that the Company's auditors are aware of that information.

By order of the board



Denis Kearney
Director

Date: 19 September 2016

COCA COLA INTERNATIONAL SALES LIMITED

Directors' responsibilities statement

Statement of directors' responsibilities for the financial statements

The directors are responsible for preparing the Strategic Report, Directors' Report and the financial statements in accordance with applicable UK law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under Company Law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss for that period.

In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on a going concern basis, unless they consider that to be inappropriate.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF COCA-COLA INTERNATIONAL SALES LIMITED

We have audited the financial statements of Coca-Cola International Sales Limited for the year ended 31 December 2015 which comprise the Income Statement, the Statement of Comprehensive Income, the Balance Sheet and the Statement of Changes in Equity and the related notes 1 to 15. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 101 'Reduced Disclosure Framework'.

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 6, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' Report and Financial Statements to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2015 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Continued.....

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF COCA-COLA INTERNATIONAL
SALES LIMITED

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.



Ian Gibson (Senior statutory auditor)
for and on behalf of Ernst & Young LLP, Statutory Auditor
Belfast

Date: 30 September 2016

COCA COLA INTERNATIONAL SALES LIMITED

Statement of Comprehensive Income

for the year ended 31 December 2015

	<i>Notes</i>	<i>Continuing Operations 2015 £</i>	<i>Continuing Operations 2014 £</i>
Turnover	3	27,036,163	26,198,385
Cost of sales		<u>(26,070,461)</u>	<u>(25,114,197)</u>
<i>Gross profit</i>		965,702	1,084,188
Administrative expenses	4	<u>(66,016)</u>	<u>(115,742)</u>
<i>Operating profit</i>		899,686	968,446
Interest receivable and similar income	6	54,171	51,169
Interest payable and similar charges	7	<u>-</u>	<u>(162)</u>
<i>Profit on ordinary activities before taxation</i>		953,857	1,019,453
Tax expense	8	<u>(193,414)</u>	<u>(219,077)</u>
<i>Profit for the year</i>		760,443	800,376

There were no items of other comprehensive income during the year.

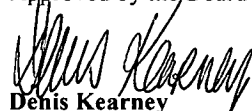
COCA COLA INTERNATIONAL SALES LIMITED

Balance Sheet

for the year ended 31 December 2015

		31 December 2015	31 December 2014
	Notes	Total £	Total £
Current assets			
Debtors	9	12,129,970	12,719,987
Deferred tax asset	8	3,387	4,589
Cash at bank and in hand		2,944,028	1,885,500
		<u>15,077,385</u>	<u>14,610,076</u>
Creditors: amounts falling due within one year	10	(2,435,011)	(2,728,145)
Net current assets		<u>12,642,374</u>	<u>11,881,931</u>
Net assets		<u>12,642,374</u>	<u>11,881,931</u>
Capital and reserves			
Called up share capital	11	9,148,686	9,148,686
Profit and loss account		3,493,688	2,733,246
Total equity		<u>12,642,374</u>	<u>11,881,932</u>

Approved by the Board on:



Denis Kearney

Director

Date: 19 September 2016

COCA COLA INTERNATIONAL SALES LIMITED

Statement of Changes in Equity

for the year ended 31 December 2015

	<i>Equity share capital</i>	<i>Profit and loss account</i>	<i>Total Equity</i>
	£	£	£
At 1 January 2014	9,148,686	1,932,870	11,081,556
Profit for the year	-	800,376	800,376
Other comprehensive income	-	-	-
Total comprehensive income for the year	-	800,376	800,376
At 31 December 2014	9,148,686	2,733,246	11,881,932
Profit for the year	-	760,443	760,443
Other comprehensive income	-	-	-
Total comprehensive income for the year	-	760,443	760,443
At 31 December 2015	9,148,686	3,493,689	12,642,375

COCA COLA INTERNATIONAL SALES LIMITED

Notes to the financial statements

at 31 December 2015

1. Authorisation of financial statements and statement of compliance with FRS 101

The financial statements of Coca Cola International Sales Limited (the "Company") for the year ended 31 December 2015 were authorised for issue by the board of directors on 12 September 2016 and the balance sheet was signed on the board's behalf by Denis Kearney. Coca Cola International Sales Limited is incorporated and domiciled in England and Wales.

These financial statements were prepared in accordance with Financial Reporting Standard 101 Reduced Disclosure Framework (FRS 101). The financial statements are prepared under the historical cost convention.

The accounting policies which follow set out those policies which apply in preparing the financial statements for the year ended 31 December 2015. The financial statements are prepared in Pounds Sterling and are rounded to the nearest Pound (£).

2. Accounting policies

2.1 Basis of preparation

The Company has taken advantage of the following disclosure exemptions under FRS 101:

- a) the requirements of IFRS 7 Financial Instruments: Disclosures;
- b) the requirements of paragraphs 91-99 of IFRS 13 Fair Value Measurement;
- c) the requirement in paragraph 38 of IAS 1 'Presentation of Financial Statements' to present comparative information in respect of paragraph 79(a)(iv) of IAS 1;
- d) the requirements of paragraphs 10(d), 10(f), 39(c) and 134-136 of IAS 1 Presentation of Financial Statements;
- e) the requirements of IAS 7 Statement of Cash Flows;
- f) the requirements of paragraphs 30 and 31 of IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors;

- g) the requirements in IAS 24 Related Party Disclosures to disclose related party transactions entered into between two or more members of a group, provided that any subsidiary which is a party to the transaction is wholly owned by such a member.

2.2 Trade and other debtors

Trade debtors, which generally have 30 day terms, are recognised and carried at the lower of their original invoiced value and recoverable amount. Where the time value of money is material, receivables are carried at amortised cost. Provision is made when there is objective evidence that the Company will not be able to recover balances in full. Balances are written off when the probability of recovery is assessed as being remote.

COCA COLA INTERNATIONAL SALES LIMITED

Notes to the financial statements

at 31 December 2015

2. Accounting policies (*continued*)

2.3 *Income taxes*

Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities based on tax rates and laws that are enacted or substantively enacted by the balance sheet date.

Deferred income tax is recognised on all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements, with the following exceptions:

- where the temporary difference arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss;
- in respect of taxable temporary differences associated with investments in subsidiaries, associates and joint ventures, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future; and
- deferred income tax assets are recognised only to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, carried forward tax credits or tax losses can be utilised.

Deferred income tax assets and liabilities are measured on an undiscounted basis at the tax rates that are expected to apply when the related asset is realised or liability is settled, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

The carrying amount of deferred income tax assets is reviewed at each balance sheet date.

2.4 *Foreign currencies*

The Company's functional currency and presentation currency is Pounds Sterling. Transactions in foreign currencies are initially recorded in the functional currency by applying the spot exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange ruling at the balance sheet date. All differences are taken to the profit and loss account.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

2.5 *Revenue recognition*

Revenue is recognised to the extent that the Company obtains the right to consideration in exchange for its performance. Revenue is measured at the fair value of the consideration received, excluding discount, rebates, VAT and other sales taxes or duty.

Interest income is recognised as interest accrues using the effective interest method.

COCA COLA INTERNATIONAL SALES LIMITED
Notes to the financial statements
at 31 December 2015

3. Turnover

The whole of the Company's turnover is attributable to one continuing activity, the promotion and sale of soft drinks.

All turnover arose within the United Kingdom.

4. Operating profit

	2015	2014
	£	£
This is stated after charging/ (crediting):		
<i>Included in administrative expenses:</i>		
Auditors' remuneration		
– Audit services	22,576	26,930
– Taxation services	7,182	8,618
Foreign currency exchange gain	<u>(5,535)</u>	<u>(3,440)</u>

5. Staff costs and directors' remuneration

The Company has no employees other than the directors, who did not receive any remuneration (2014 - £NIL). This is a result of having 2 principal customers in the UK which are administratively served by the UK contract manufacturer of the soft drinks.

6. Interest receivable and similar income

	2015	2014
	£	£
Interest income	<u>54,171</u>	<u>51,169</u>
Total interest receivable and similar income	<u>54,171</u>	<u>51,169</u>

7. Interest payable and similar charges

	2015	2014
	£	£
Other interest payable	<u>-</u>	<u>162</u>
Total interest payable and similar costs	<u>-</u>	<u>162</u>

8. Taxation

	2015	2014
	£	£
<i>Tax charged in the income statement:</i>		
Current income tax	192,212	218,070
Deferred tax	1,202	1,007
Tax expense in the income statement	<u>193,414</u>	<u>219,077</u>

COCA COLA INTERNATIONAL SALES LIMITED
Notes to the financial statements
at 31 December 2015

8. Taxation (continued)

The deferred tax included in the balance sheet is as follows:

	<i>31 December 2015</i>	<i>31 December 2014</i>
	£	£
<i>Deferred tax assets</i>		
Decelerated capital allowances	3,387	4,589
	<u>3,387</u>	<u>4,589</u>
Net asset disclosed in the balance sheet	<u>3,387</u>	<u>4,589</u>

	£
Net Deferred tax asset at 1 January 2014	5,596
Deferred tax charge in the income statement	<u>(1,007)</u>
Net Deferred tax asset at 31 December 2014	4,589
Deferred tax charge in the income statement	<u>(1,202)</u>
Net Deferred tax asset at 31 December 2015	<u>3,387</u>

Reconciliation of the total tax charge

The tax expense in the income statement for the period is lower/higher than the standard rate of corporation tax in the UK of 20.25% (2014: 21.50). The differences are reconciled below:

	<i>2015</i>	<i>2014</i>
	£	£
Profit on ordinary activities before tax	953,857	1,019,453
Tax calculated at UK standard rate of corporation tax of 20.25% (2014: 21.50%)	<u>193,156</u>	<u>219,182</u>
Expenses not deductible for tax purposes	(38)	-
Deferred tax movement at lower rate	(93)	(75)
Impact of rate change on opening DT balance	459	-
Adjustments in respect of previous periods	(70)	(30)
Total tax expense reported in the income statement	<u>193,414</u>	<u>219,077</u>

COCA COLA INTERNATIONAL SALES LIMITED

Notes to the financial statements

at 31 December 2015

9. Debtors

Amount falling due after more than one year

	31 December 2015	31 December 2014
	£	£
Amounts owed by Group undertakings	-	9,295,721

Amount falling due within one year

Trade debtors	-	-
Amounts owed by Group undertakings	11,611,180	12,057,744
Other debtors	518,790	662,243
Total	12,129,970	12,719,97

On 15 April 2015, Coca-Cola International Sales Limited entered into a loan agreement with its parent company, Coca-Cola Holdings (UK) Limited wherein the Company agreed to lend a sum of £14,000,000, with the option for the amount to be drawn down in multiple tranches of £100,000. The loan has continued to be rolled forward from of the previously existing loans. The loan is to be repaid on 28 April 2017.

All of the loans incur/incurred interest at the 3 month LIBOR rate, which was/shall be reset quarterly to reflect the then current 3 month LIBOR. On each reset date, all accrued and unpaid interest was/shall be added to the principal sum, such that thereafter itself incurs/incurred interest.

As a result of the revised agreement entered into on 15 April 2015, all amounts outstanding at 31 December 2013 under the 2009, 2012 and 2013 loan agreements have been disclosed as being receivable within one year.

COCA COLA INTERNATIONAL SALES LIMITED
Notes to the financial statements
at 31 December 2015

9. Debtors (continued)

The credit quality of loans and receivables and the ageing analysis follow:

31 December 2015

	*Neither Past due nor Impaired	Past due but not Impaired				Impaired	Total
		Over 1 month	Over 3 months	Over 9 months	Over 1 year		
Trade debtors	-	-	-	-	-	-	
Amounts owed by Group undertakings	11,611,180	-	-	-	-	11,611,180	
Other debtors	518,790	-	-	-	-	518,790	
Total	12,129,970	-	-	-	-	12,129,970	

31 December 2014

	*Neither Past due nor Impaired	Past due but not Impaired				Impaired	Total
		Over 1 month	Over 3 months	Over 9 months	Over 1 year		
Trade debtors	-	-	-	-	-	-	
Amounts owed by Group undertakings	12,057,744	-	-	-	-	12,057,744	
Other debtors	662,243	-	-	-	-	662,243	
Total	12,719,987	-	-	-	-	12,719,987	

* The credit quality of trade receivables that are neither past due nor impaired is considered good.

10. Creditors

Amounts falling due within one year

	31 December 2015	31 December 2015
	£	£
Trade creditors	2,097,060	2,614,901
Amount owed to the group undertakings	103,298	45,355
Corporation Tax	98,119	56,066
Accruals and deferral income	136,534	11,823
	<u>2,435,011</u>	<u>2,728,145</u>

COCA COLA INTERNATIONAL SALES LIMITED

Notes to the financial statements

at 31 December 2015

11. Called up share capital

	2015	2014	2015	2014
	Number	Number	£	£
<i>Allotted, called up and fully paid:</i>				
Ordinary shares of £1 each	9,148,686	9,148,686	9,148,686	9,148,686
At 31 December	9,148,686	9,148,686	9,148,686	9,148,686

12. Post balance sheet event

There have been no significant events or developments since the balance sheet date.

13. Other related party transactions

The Company has taken advantage of the exemption under paragraph 8(k) of FRS101 not to disclose transactions with fellow wholly owned subsidiaries.

14. Financial instruments

Credit risk

There are no significant concentrations of credit risk within the Company unless otherwise disclosed. The maximum credit risk exposure relating to financial assets is represented by carrying value as at the balance sheet date.

The Company has established procedures to minimise the risk of default by trade debtors including detailed credit checks undertaken before a customer is accepted. Historically, these procedures have proved effective in minimising the level of impaired and past due debtors.

Liquidity risk

The table below summarises the maturity profile of the Company's financial liabilities at 31 December 2015 and 2014 based on contractual undiscounted payments. In the table below interest rates on variable rate loans have been based on a forward curve.

Year ended 31 December 2015

	<i>On demand</i>	<i>Less than 3 months</i>	<i>3 to 12 months</i>	<i>1 to 5 years</i>	<i>Over 5 years</i>	<i>Total</i>
	£	£	£	£	£	£
Non-derivative financial liabilities						
Trade creditors	-	2,097,060	-	-	-	2,097,060
Amount owed to the group undertakings	60,550	42,748	-	-	-	103,298
Corporation Tax	-	-	98,119	-	-	98,119
Accruals and deferral income	-	-	136,534	-	-	136,534
Total	60,550	2,139,808	234,653	-	-	2,435,011

COCA COLA INTERNATIONAL SALES LIMITED
Notes to the financial statements
at 31 December 2015

14. Financial instruments (continued)

Year ended 31 December 2014

	<i>On demand</i>	<i>Less than 3 months</i>	<i>3 to 12 months</i>	<i>1 to 5 years</i>	<i>Over 5 years</i>	<i>Total</i>
	£	£	£	£	£	£
Non-derivative financial liabilities						
Trade and other creditors	- 2,614,901		-	-		- 2,614,901
Amount owed to the group undertakings	- 45,355		-	-		- 45,355
Corporation Tax	-	-	56,066	-		- 56,066
Accruals and deferral income	-	-	11,823	-		- 11,823
Total	- 2,660,256		67,889	-		- 2,728,145

15. Parent undertaking and controlling parties

The immediate parent undertaking is Coca Cola Holdings (United Kingdom) Limited. The parent undertaking of the largest group of undertakings for which group financial statements are drawn up, and of which the company is a member, is The Coca Cola Company, incorporated in Delaware, USA. The parent undertaking of the smallest such group is Coca Cola Holdings (United Kingdom) Limited, registered in England and Wales. Copies of both companies' financial statements can be obtained from this company's registered office.