



Q4 & FULL YEAR 2021 MARGIN ANALYSIS

February 10, 2022

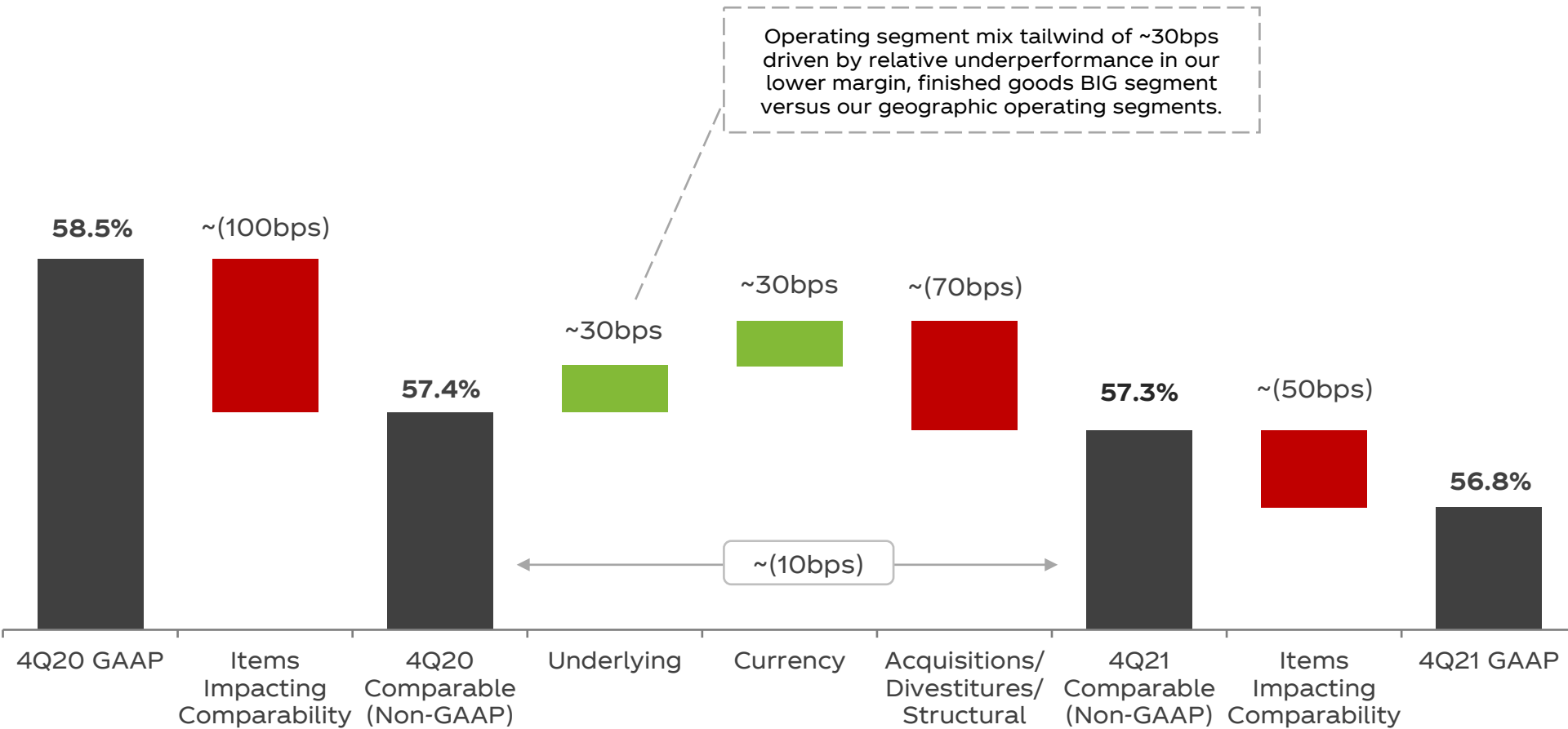
RECONCILIATION TO U.S. GAAP FINANCIAL INFORMATION

The following presentation includes certain "non-GAAP financial measures" as defined in Regulation G under the Securities Exchange Act of 1934. A schedule which reconciles our results as reported under Generally Accepted Accounting Principles and the non-GAAP financial measures included in the following presentation is attached as an appendix hereto.



Q4 2021 MARGIN ANALYSIS

CONSOLIDATED GROSS MARGIN



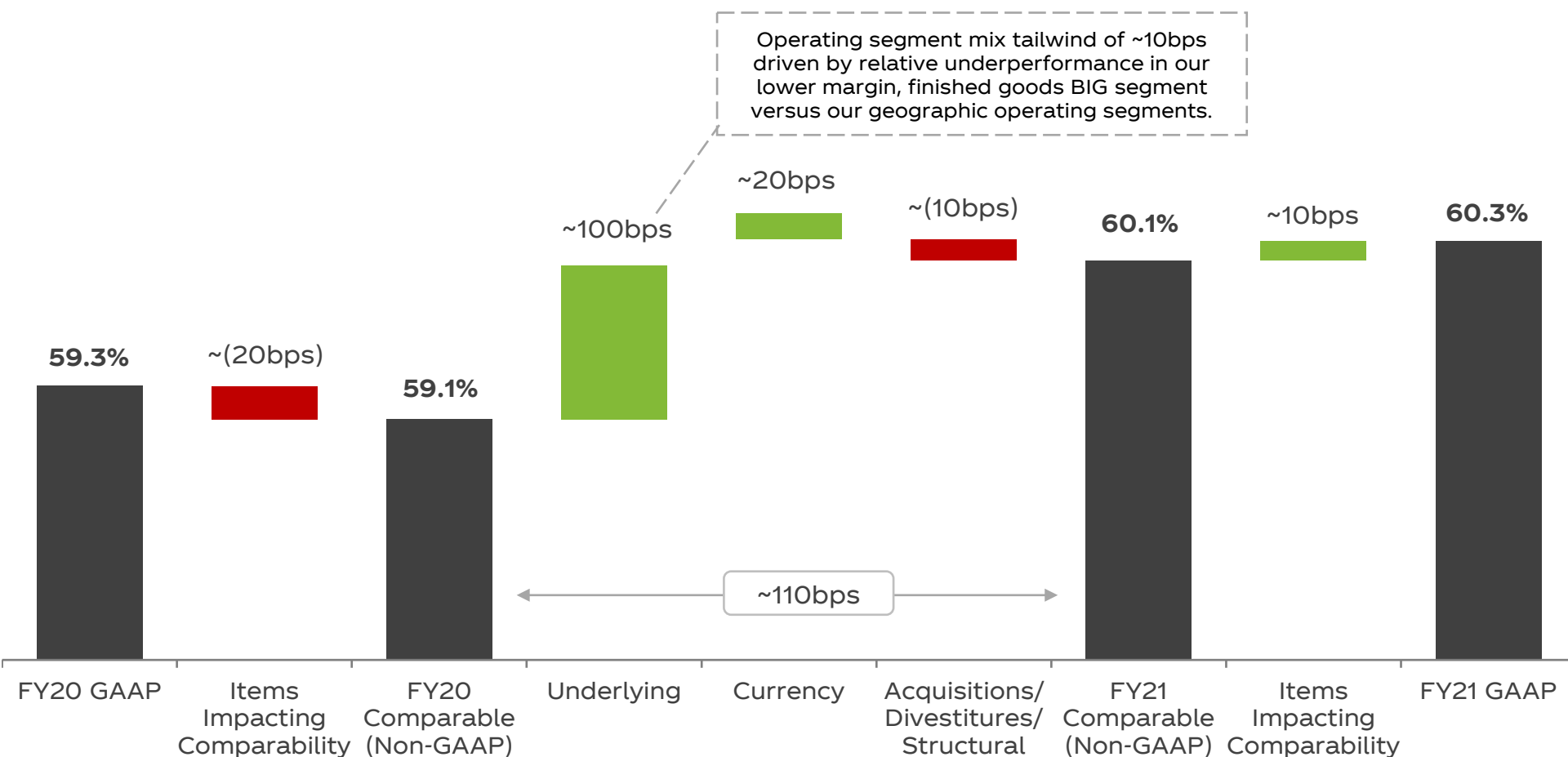
KEY TAKEAWAYS

- Items impacting comparability primarily relate to economic hedging activities.
- Underlying gross margin expanded by ~30 bps driven by pricing initiatives and favorable channel and package mix where coronavirus-related uncertainty is abating, offset by incremental investments to sustain momentum into 2022.
- The acquisition headwind was due to the acquisition of the finished goods BodyArmor business.



FY 2021 MARGIN ANALYSIS

CONSOLIDATED GROSS MARGIN



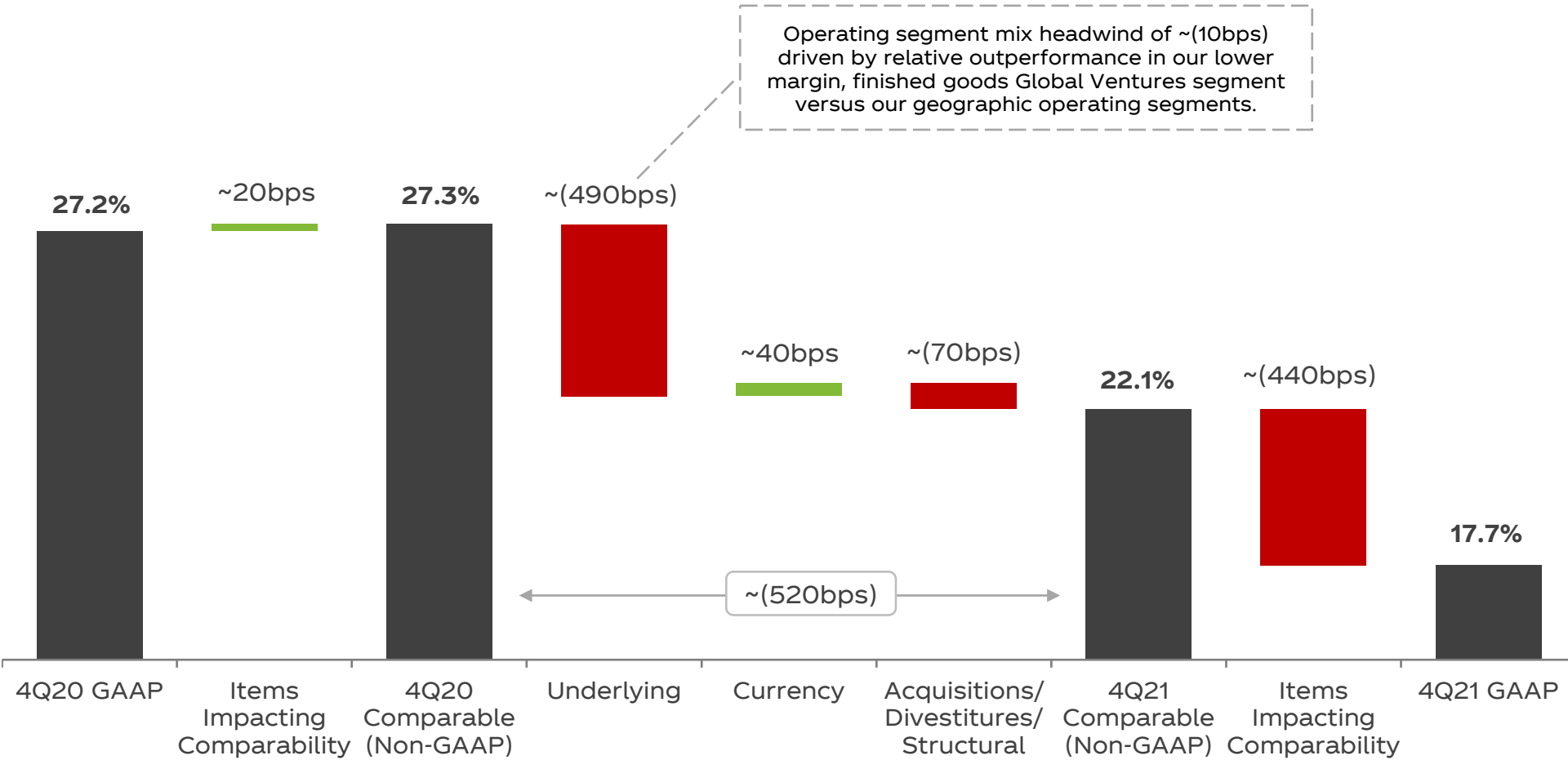
KEY TAKEAWAYS

- Items impacting comparability primarily relate to economic hedging activities.
- Underlying gross margin expanded by ~100 bps driven by pricing initiatives and favorable channel and package mix where coronavirus-related uncertainty is abating.
- The acquisition headwind was due to the acquisition of the finished goods BodyArmor business finalized in Q4 2021, partially offset by the divestiture tailwind from the discontinuation of the finished goods Odwalla business.



Q4 2021 MARGIN ANALYSIS

CONSOLIDATED OPERATING MARGIN



KEY TAKEAWAYS

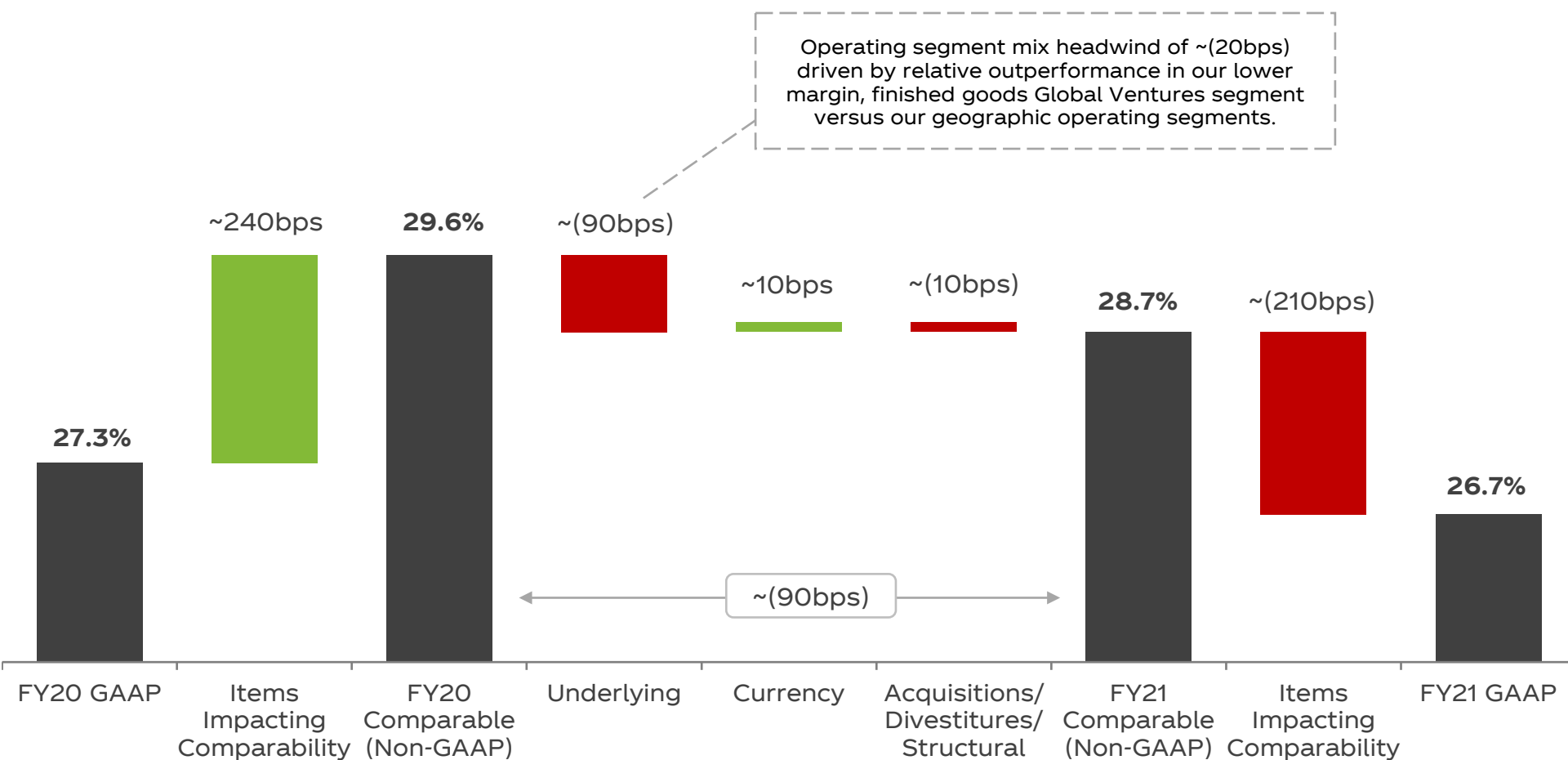
- Items impacting comparability primarily relate to productivity & reinvestment initiatives, transaction gains & losses, asset impairments, and strategic realignment.
- Underlying operating margin compression of ~490 bps was primarily driven by a significant increase in marketing investments versus the prior year. Additionally, operating margin was impacted by topline pressure from six fewer days in the quarter.
- The acquisition headwind was due to the acquisition of the finished goods BodyArmor business.

Note: Numbers may not add due to rounding.



FY 2021 MARGIN ANALYSIS

CONSOLIDATED OPERATING MARGIN



KEY TAKEAWAYS

- Items impacting comparability primarily relate to productivity & reinvestment initiatives, transaction gains & losses, asset impairments, and strategic realignment.
- Underlying operating margin compression of ~90 bps) was primarily driven by a significant increase in marketing investments versus the prior year.
- The acquisition headwind was due to the acquisition of the finished goods BodyArmor business finalized in Q4 2021, partially offset by the divestiture tailwind from the discontinuation of the finished goods Odwalla business.



APPENDIX

RECONCILIATIONS OF GAAP AND NON-GAAP FINANCIAL MEASURES

THE COCA-COLA COMPANY AND SUBSIDIARIES

Reconciliation of GAAP and Non-GAAP Financial Measures

(UNAUDITED)

Gross Margin:

	Three Months Ended December 31, 2021	Three Months Ended December 31, 2020	Basis Point Growth (Decline)
Reported Gross Margin (GAAP)	56.81%	58.45%	(164)
Items Impacting Comparability (Non-GAAP)	(0.51%)	1.01%	
Comparable Gross Margin (Non-GAAP)	57.32%	57.44%	(12)
Comparable Currency Impact (Non-GAAP)	0.29%	0.00%	
Comparable Currency Neutral Gross Margin (Non-GAAP)	57.03%	57.44%	(41)
Impact of Acquisitions, Divestitures and Structural Changes on Comparable Currency Neutral Gross Margin (Non-GAAP)	(0.71%)	0.01%	
Underlying Gross Margin (Non-GAAP)	57.74%	57.43%	31

	Year Ended December 31, 2021	Year Ended December 31, 2020	Basis Point Growth
Reported Gross Margin (GAAP)	60.27%	59.31%	96
Items Impacting Comparability (Non-GAAP)	0.13%	0.22%	
Comparable Gross Margin (Non-GAAP)	60.14%	59.09%	105
Comparable Currency Impact (Non-GAAP)	0.17%	0.00%	
Comparable Currency Neutral Gross Margin (Non-GAAP)	59.97%	59.09%	88
Impact of Acquisitions, Divestitures and Structural Changes on Comparable Currency Neutral Gross Margin (Non-GAAP)	(0.18%)	(0.04%)	
Underlying Gross Margin (Non-GAAP)	60.15%	59.13%	102

THE COCA-COLA COMPANY AND SUBSIDIARIES

Reconciliation of GAAP and Non-GAAP Financial Measures

(UNAUDITED)

Operating Margin:

	Three Months Ended December 31, 2021	Three Months Ended December 31, 2020	Basis Point Growth (Decline)
Reported Operating Margin (GAAP)	17.67%	27.15%	(948)
Items Impacting Comparability (Non-GAAP)	(4.43%)	(0.20%)	
Comparable Operating Margin (Non-GAAP)	22.10%	27.35%	(525)
Comparable Currency Impact (Non-GAAP)	0.37%	0.00%	
Comparable Currency Neutral Operating Margin (Non-GAAP)	21.73%	27.35%	(562)
Impact of Acquisitions, Divestitures and Structural Changes on Comparable Currency Neutral Operating Margin (Non-GAAP)	(0.72%)	0.03%	
Underlying Operating Margin (Non-GAAP)	22.45%	27.32%	(487)

	Year Ended December 31, 2021	Year Ended December 31, 2020	Basis Point Growth (Decline)
Reported Operating Margin (GAAP)	26.67%	27.25%	(58)
Items Impacting Comparability (Non-GAAP)	(2.07%)	(2.36%)	
Comparable Operating Margin (Non-GAAP)	28.74%	29.61%	(87)
Comparable Currency Impact (Non-GAAP)	0.11%	0.00%	
Comparable Currency Neutral Operating Margin (Non-GAAP)	28.63%	29.61%	(98)
Impact of Acquisitions, Divestitures and Structural Changes on Comparable Currency Neutral Operating Margin (Non-GAAP)	(0.20%)	(0.09%)	
Underlying Operating Margin (Non-GAAP)	28.83%	29.70%	(87)