# **Our Board of Directors**

The Board is elected by the share owners to oversee their interest in the long-term health and the overall success of the business and its financial strength. The Board serves as the ultimate decision-making body of the Company, except for those matters reserved to or shared with the share owners. The Board selects and oversees the members of senior management, who are charged by the Board with conducting the business of the Company.

#### Herbert A. Allen<sup>4,5,6</sup>



Mr. Allen is President and Chief Executive Officer of Allen & Company Incorporated, a privately held investment firm, and has held these positions for more than the past five years. Mr. Allen was a Managing Director of Allen & Company LLC, a privately held invest-

Director since: 1982 Age: 63

ment firm, from September 2002 to February 24, 2003. He is a Director of Convera Corporation.

#### Ronald W. Allen<sup>1,7</sup>



Director since: 1991 Age: 62 Mr. Allen is a consultant to and Advisory Director of Delta Air Lines, Inc., a major U.S. air transportation company, and has held these positions since July 1997. He retired as Delta's Chairman of the Board, President and Chief Executive Officer in July 1997, and had been its Chairman of

the Board and Chief Executive Officer since 1987. He is a Director of Aaron Rents, Inc.

#### Cathleen P. Black 1.3



#### Director since: 1993 Age: 59 Chair, Compensation Committee

Ms. Black is President, Hearst Magazines, a unit of The Hearst Corporation, a major media and communications company, and has held this position since November 1995. Ms. Black has been a Director of The Hearst Corporation since January 1996. From May 1991 to

November 1995, she served as President and Chief Executive Officer of Newspaper Association of America, a newspaper industry organization. She served as a Director of the Company from April 1990 to May 1991, and was again elected as a Director in October 1993. Ms. Black is a Director of International Business Machines Corporation and iVillage.com.

#### Warren E. Buffett 1,4,5

Director since: 1989 Age: 73



Mr. Buffett is Chairman of the Board and Chief Executive Officer of Berkshire Hathaway Inc., a diversified holding company, and has held these positions for more than the past five years. He is also a Director of The Washington Post Company.

Douglas N. Daft<sup>4</sup>



Chair, Executive Committee Mr. Daft is Chairman of the Board and Chief Executive Officer of the Company,

Director since: 1999 Age: 60

and has held these positions since February 17, 2000. He served as President and Chief Operating Officer of the Company from December 5, 1999 until February 17, 2000. He previously served

as Senior Vice President of the Company from 1991 until December 5, 1999. Mr. Daft also served as President of the Middle and Far East Group which also included management responsibility for the Africa Group and the Schweppes Beverage Division from October 29, 1999 until December 5, 1999. Mr. Daft joined the Company in 1969, and has held various executive positions since 1984. Mr. Daft is also a Director of SunTrust Banks, Inc. and The McGraw-Hill Companies, Inc.

#### Barry Diller 2,4,5,6



Mr. Diller is Chairman of the Board and Chief Executive Officer of InterActiveCorp, an interactive commerce company, a position with InterActiveCorp or its predecessors he has held since August 1995. He was Chairman of the Board and Chief Executive Officer of QVC,

Director since: 2002 Age: 62

Inc. from December 1992 through December 1994. From 1984 to 1992, Mr. Diller served as the Chairman of the Board and Chief Executive Officer of Fox, Inc. Prior to joining Fox, Inc., Mr. Diller served for ten years as Chairman of the Board and Chief Executive Officer of Paramount Pictures Corporation. He is also a Director of The Washington Post Company.

#### Donald R. Keough®



Mr. Keough is Chairman of the Board of Allen & Company Incorporated, a privately held investment firm, and has held this position for more than the past five years. Mr. Keough retired as President, Chief Operating Officer and a Director of The Coca-Cola Company in April

Director since: 2004 Age: 76

1993. He is also a Director of InterActiveCorp, Convera Corporation and Berkshire Hathaway Inc.

#### Susan Bennett King<sup>2,3</sup>



Director since: 1991 Age: 63

Ms. King is Chairman of the Board of The Leadership Initiative, Terry Sanford Institute of Public Policy, a support corporation of Duke University, charged with the establishment of undergraduate college leadership programs, and has held this position since September 2001. From

September 1999 to September 2001, she served as President of The Leadership Initiative. From January 1995 until September 1999, she served as Leader in Residence, Hart Leadership Program, Sanford Institute of Public Policy, Duke University. She was Senior Vice President-Corporate Affairs of Corning Incorporated from March 1992 through April 1994, and served as President of Corning's Steuben Glass division from 1987 to March 1992. She is a Director of Guidant Corporation.

#### Maria Elena Lagomasino<sup>2,3</sup>

Ms. Lagomasino is Chairman and Chief Executive Officer of J.P. Morgan Private Bank, a unit of J.P. Morgan Chase and Co. J.P. Morgan Private Bank is a provider of wealth management services to ultra high net worth individuals. Ms. Lagomasino is a Director of Avon Products, Inc.

Director since: 2003 Age: 54

**Donald F. McHenry<sup>7</sup>** Director since: 1981 Age: 67 Chair, Public Issues and Diversity Review Committee



Mr. McHenry is Distinguished Professor in the Practice of Diplomacy and International Affairs at the School of Foreign Service, Georgetown University, and a principal owner and President of The IRC Group, LLC, a Washington, D.C. consulting firm. He has held these

positions for more than the past five years. He is a Director of AT&T Corporation, FleetBoston Financial Corporation, GlaxoSmithKline plc and International Paper Company.

### Robert L. Nardelli<sup>1,3</sup>



# Sam Nunn<sup>4,5,7</sup>



Director since: 2002 Age: 55

Mr. Nardelli is Chairman of the Board, President and Chief Executive Officer of The Home Depot, Inc., a major home improvement retailer, a position he has held since December 2000. From 1995 to December 2000, he served as President and Chief Executive Officer of GE Power Systems.

Director since: 1997 Age: 65

Mr. Nunn is Co-Chairman and Chief Executive Officer of the Nuclear Threat Initiative, a position he has held since 2001. The Nuclear Threat Initiative is a charitable organization working to reduce the global threats from nuclear, biological and chemical weapons. Mr. Nunn was a part-

ner in the law firm of King & Spalding from 1997 to December 31, 2003. He served as a member of the United States Senate from 1972 through 1996. He is a Director of ChevronTexaco Corporation, Dell Inc., General Electric Company, Internet Security Systems, Inc. and Scientific-Atlanta, Inc.

#### J. Pedro Reinhard<sup>1</sup>



Mr. Reinhard is Executive Vice President and Chief Financial Officer of The Dow Chemical Company, a specialty chemical company, a position he has held for more than the past five years. He is a Director of Dow Chemical Company, Dow Corning Corporation, Royal Bank of

Director since: 2003 Age: 58

Director since: 1975 Age: 68

Canada and Sigma-Aldrich Corporation.

#### James D. Robinson III 2,6,7 Chair, Committee on Directors and Corporate Governance



Mr. Robinson is co-founder and General Partner of RRE Ventures and Chairman of RRE Investors, LLC, private information technology venture firms and has held these positions since 1994. He is also President of JD Robinson, Inc., a strategic advisory firm. Mr. Robinson previously

served as non-executive Chairman of Violy, Byorum & Partners Holdings, LLC from 1996 to 2003. He previously served as Chairman and Chief Executive Officer of American Express Company from 1977 to 1993. Mr. Robinson is a Director of Bristol-Myers Squibb Company, First Data Corporation and Novell, Inc.

#### Peter V. Ueberroth<sup>1,3</sup>

#### Director since: 1986 Age: 66 Chair, Audit Committee



Mr. Ueberroth is an investor and Chairman of the Contrarian Group, Inc., a business management company, and has held this position since 1989. He is also Co-Chairman of Pebble Beach Company. He is Chairman of Ambassadors International, Inc. and is a Director of

Hilton Hotels Corporation and McLeodUSA Incorporated.

#### James B. Williams 4,5,6

Director since: 1979 Age: 70 Chair, Finance Committee Chair, Management Development Committee



Mr. Williams retired in March 1998 as Chairman of the Board and Chief Executive Officer of SunTrust Banks, Inc., a bank holding company, which positions he had held for more than five years. He continues to serve as a Director and Chairman of the Executive

Committee of SunTrust Banks, Inc. and is also a Director of Genuine Parts Company, Georgia-Pacific Corporation, Marine Products Corporation, Rollins, Inc. and RPC, Inc.

- <sup>2</sup> Committee on Directors and Corporate Governance
- <sup>3</sup> Compensation Committee
  - <sup>4</sup> Executive Committee
  - <sup>5</sup> Finance Committee
  - <sup>6</sup> Management Development Committee
  - 7 Public Issues and Diversity Review Committee

<sup>&</sup>lt;sup>1</sup> Audit Committee

# **Our Board Committees**

# Audit Committee

Under the terms of its charter, the Audit Committee represents and assists the Board in fulfilling its oversight responsibility relating to the integrity of the Company's financial statements and the financial reporting process, the systems of internal accounting and financial controls, the internal audit function, the annual independent audit of the Company's financial statements, the Company's compliance with legal and regulatory requirements, and its ethics program, the independent auditors' qualifications and independence and the performance of the Company's internal audit function and independent auditors. In fulfilling its duties, the Audit Committee, among other things, shall: 1) have the sole authority and responsibility to hire, evaluate and where appropriate replace the independent auditors; 2) review with management and the independent auditors, the interim financial statements and the Company's disclosures under Management's Discussion and Analysis of Financial Condition prior to the filing of the Company's Quarterly Reports on Form 10-Q; 3) review with management and the independent auditors the financial statements to be included in the Company's Annual Report on Form 10-K (or the annual report) including (a) their judgment about the quality, not just acceptability, of the Company's accounting principles, including significant financial reporting issues and judgments made in connection with the preparation of the financial statements; (b) the clarity of the disclosures in the financial statements; and (c) the Company's disclosures under Management's Discussion and Analysis of Financial Condition and Results of Operations, including critical accounting policies; 4) review and discuss with management, the internal auditors and the independent auditors the Company's policies with respect to risk assessment and risk management; 5) review and discuss with management, the internal auditors and the independent auditors the Company's internal controls, the results of the internal audit program, and the Company's disclosure controls and procedures and quarterly assessment of such controls and procedures; 6) establish procedures for the receipt, retention and treatment of complaints regarding accounting, internal accounting controls and auditing matters, and procedures for confidential, anonymous submission of concerns by employees regarding accounting and auditing matters; and 7) review and discuss with management, the internal auditors and the independent auditors the adequacy and effectiveness of the Company's legal, regulatory and ethical compliance programs.

# Committee on Directors and Corporate Governance

Under the terms of its charter, the Committee on Directors and Corporate Governance is responsible for considering and making recommendations concerning the function and needs of the Board, management succession plans and review and development of corporate governance guidelines. In fulfilling its duties, the Committee on Directors and Corporate Governance, among other things, shall: 1) identify individuals qualified to be Board members consistent with criteria established by the Board; 2) recommend to the Board nominees for the next annual meeting of share owners; 3) evaluate individuals suggested by share owners; 4) oversee the evaluation of the Board and management; 5) consider issues involving related party transactions with Directors and similar issues; and 6) review and recommend all matters pertaining to fees and retainers paid to Directors.

#### **Compensation Committee**

Under the terms of its charter, the Compensation Committee has overall responsibility for evaluating and approving the executive compensation plans, policies and programs of the Company. In fulfilling its duties, the Compensation Committee, among other things, shall: 1) review and approve all corporate goals and objectives relevant to the compensation of the Chief Executive Officer; 2) evaluate the performance of the Chief Executive Officer and other elected officers in light of approved corporate goals, performance goals and objectives; 3) review and approve compensation of the Chief Executive Officer and other elected officers based on the evaluation of such officers; 4) review and approve any employment agreements, severance agreements or arrangements, change in control agreements/provisions, and any special or supplemental benefits for each officer of the Company; 5) approve, disapprove, modify or amend all non-equity plans designed and intended to provide compensation primarily for officers; 6) make recommendations to the Board regarding adoption of equity plans; and 7) administer, modify or amend the stock option plans and restricted stock plan.

#### **Executive Committee**

The Executive Committee has the authority to exercise the power and authority of the Board of Directors between meetings, except the powers reserved for the Board of Directors or the share owners by the Delaware General Corporation Law.

#### **Finance Committee**

Under the terms of its charter, the Finance Committee is appointed to assist the Board in discharging its responsibilities relating to oversight of the Company's financial affairs. In fulfilling its duties, the Finance Committee, among other things, shall: 1) formulate and recommend for approval to the Board of Directors the financial policies of the Company; 2) maintain oversight of the budget and financial operations of the Company; 3) review and recommend capital expenditures; 4) evaluate the performance of and returns on approved capital expenditures; and 5) recommend dividend policy to the Board.

#### Management Development Committee

The Management Development Committee is responsible for succession planning and talent development for senior positions.

#### **Public Issues and Diversity Review Committee**

Under the terms of its charter, the Public Issues and Diversity Review Committee is appointed by the Board to aid the Board in discharging its responsibilities relating to public issues and diversity. In fulfilling its duties, the Public Issues and Diversity Review Committee, among other things, shall: 1) review the Company's policy and practice relating to significant public issues of concern to share owners, the Company, the business community and the general public; 2) monitor the Company's progress towards its diversity goals, compliance with its responsibilities as an equal opportunity employer and compliance with any legal obligation arising out of employment discrimination class action litigation; and 3) review and recommend the Board of Directors' position on share-owner proposals in the annual proxy statement.

Committee charters and corporate governance guidelines can be found at our Web site, www.coca-cola.com

# **Our Management**

(as of February 19, 2004)

# **Corporate Officers**

Executive Committee Douglas N. Daft<sup>1</sup> Chairman, Board of Directors, and Chief Executive Officer

**Steven J. Heyer<sup>1</sup>** President and Chief Operating Officer

Alexander R.C. (Sandy) Allan<sup>1</sup> Executive Vice President President and Chief Operating Officer, Europe, Eurasia & Middle East

Alexander B. Cummings<sup>1</sup> Executive Vice President President and Chief Operating Officer, Africa

J. Alexander M. Douglas, Jr.<sup>1</sup> Senior Vice President and Chief Customer Officer

**Gary P. Fayard**<sup>1</sup> Executive Vice President and Chief Financial Officer

# Operations

North America Steven J. Heyer President and Chief Operating Officer

> Foodservice and Hospitality Division Willis E. (Chris) Lowe President

Retail Sales Division Donald R. Knauss President

#### Africa

Alexander B. Cummings President and Chief Operating Officer

> North & West Africa Division Rafik J. Cressaty President

Southern & East Africa Division Douglas A. Jackson President

#### Asia

Mary E. Minnick President and Chief Operating Officer

East & South Asia Group Patrick T. Siewert President Mary E. Minnick<sup>1</sup> Executive Vice President President and Chief Operating Officer, Asia

**Daniel P. Palumbo**<sup>1</sup> Senior Vice President and Chief Marketing Officer

**Deval L. Patrick**<sup>1</sup> Executive Vice President General Counsel and Secretary

José Octavio Reyes<sup>1</sup> Executive Vice President President and Chief Operating Officer, Latin America

Danny L. Strickland<sup>1</sup> Senior Vice President and Chief Innovation/Research and Development Officer

**Clyde C. Tuggle**<sup>1</sup> Senior Vice President Worldwide Public Affairs and Communications

> China Division Steve K.W. Chan Chairman Paul K. Etchells President

India Division Sanjiv Gupta President

Southeast & West Asia Division James M. Adams President

Philippines Division Alexander P.M. von Behr President

Japan Division Masahiko Uotani President

South Pacific & Korea Division Michael A. Clarke President

#### Europe, Eurasia & Middle East

Alexander R. C. (Sandy) Allan President and Chief Operating Officer

Central Europe, Eurasia & Middle East Group Cem M. Kozlu President

### **Executive Vice Presidents**

Alexander R. C. (Sandy) Allan<sup>1</sup> Alexander B. Cummings<sup>1</sup> Gary P. Fayard<sup>1</sup> Mary E. Minnick<sup>1</sup> Deval L. Patrick<sup>1</sup> José Octavio Reyes<sup>1</sup>

#### Senior Vice Presidents

J. Alexander M. Douglas, Jr.<sup>1</sup> Ingrid Saunders Jones Geoffrey J. Kelly Daniel P. Palumbo<sup>1</sup> Patricia V. Powell Coretha M. Rushing Danny L. Strickland<sup>1</sup> Clyde C. Tuggle<sup>1</sup>

#### **Vice Presidents**

Harry L. Anderson Jean-Michel R. Arès Rudy M. Beserra Ellen Bovarnick Ralph K. Carlton Sharon R. B. Case Charles B. Fruit Ed Gadsden Eddie R. Hays

> Central Europe & Russia Division Robert P. Leechman President

Eurasia & Middle East Division Ahmet C. Bozer President

Italy & Alpine Division Kyriakos (Kerry) Anastassiadis President

Southeast Europe ど Gulf Division

**Michael Holm Johansen** President

Germany & Nordic Division Deryck van Rensburg President

> Germany Division Göetz-Michael Mueller President

Northwest Europe Division N. Thompson (Tom) Long President

> Great Britain Division Charlotte Oades President

Janet A. Howard Iames A. Hush Carolyn Jackson Juan D. Johnson Esther Lee Vicki Lostetter Marc Mathieu Connie D. McDaniel<sup>1</sup> Michael G. McQueeney Mark M. O'Shaughnessy Marie D. Quintero Barclay T. Resler Mary M.G. Riddle Donald W. Short David M. Taggart Steven J. Vonderhaar Steve M. Whaley Frederick P. Yochum

Gary P. Fayard<sup>1</sup> Chief Financial Officer

David M. Taggart Treasurer

**Connie D. McDaniel**<sup>1</sup> Controller

Deval L. Patrick<sup>1</sup> Secretary

*Iberian Division* **Marcos de Quinto** President

European Public Affairs José Nuñez-Cérvera President

#### Latin America

José Octavio Reyes President and Chief Operating Officer

> **Glenn Jordan** Executive Vice President and Operations Director

> > Brazil Division Brian J. Smith President

*Latin Center Division* **Dan Sayre** President

Mexico Division Martín Machinandiarena President

South Latin Division James Quincey President

# Beverage Partners Worldwide\*

Hans Savonije Chief Executive Officer

<sup>1</sup> Officers subject to the reporting requirements of Section 16 of the Securities Exchange Act of 1934. \*A joint venture in which The Coca-Cola Company owns a 50 percent equity interest.

# **Brands**

# **Our Top-Ten Worldwide Volume Leaders**



Listed below are some brands included in our 2003 unit case volume. Some are licensed and many are sold only in select locations.

Frisco

Frucci

A&W Accent Ades Alhambra Alive Almdudler Ambasa American Andifrut Appletiser Aquactive Aquana Aquapure Aquarius Aqvaris Arwa Avbal-Kin Bacardi Mixers Barq's Beat Belté Beverly Bibo Bimbo Bimbo Break Bingooo Bistrone Bjare BlackFire Boco Bom Bit Maesil Bonaqua/Qa BPM Bright And Early Bubbly Burn Caffeine Free Barq's Caffeine Free Coca-Cola Caffeine Free Coke II Caffeine Free Diet/Light Coca-Cola Cal King Calypso Canada Dry Cannings Cappy Carvers Chaho Charrua Chaudfontaine Cheers Cherry Coke Chinotto Chinotto Light Chippewa Chivalry Ciel Citra Club Coca-Cola Cocoteen Coke II Cresta Cristal Crush

Crystal Cumberland Gap Dannon Dasani Delaware Punch DESCA Diet A&W Diet Almdudler Diet/Light Andifrut Diet/Light Andina Nectar Diet Barq's Diet Canada Dry Diet Cherry Coca-Cola Diet/Light Coca-Cola Diet/Light Coke with Lemon Diet Crush Diet Dr Pepper Diet Fanta Diet Ikon Diet Inca Kola Diet Kia Ora Diet Krest Diet Lift Diet Lilt Diet Mello Yello Diet Minute Maid Soft Drink Diet Mr Pibb Diet/Light Nestea Diet Nestea Cool Diet Oasis Diet Pop Diet Sasi Diet Schweppes Diet Sprite Diet Squirt Diet Tai Diet Vanilla Coke Disney Hundred Acre Wood Disney Mickey's Adventure Disney Winnie The Pooh Disney Xtreme Cooler Dorna Drim Dr Pepper E2 Earth & Sky Eight O'Clock Escuis Escuis Light Eva Water Evian Fanta Finley Fioravanti Five Alive Flavor Rage Floatz Fontana Fraser & Neave Freezits Fresca Frescolita Freskyta Fresquinha Frestea

Frugos Frugos Fresh Fruitia Fruitlabo Fruitopia Fruitopa Freeze Fruktime Frutina Frutonic Genki No Moto Georgia Georgia Club Georgia Gold Gini Gold Spot Golden Crush Grapette Guarana Jesus H2OK Happy Valley Haru no Mint Shukan Hawai Hi-C Hi Spot Hit Horizon Huang Ice Dew Ice Mountain Ikon Inca Kola Izvorul Alb Jaz Cola Jet Tonic Iinmeile Jolly Juice Joy Jozuni Yasai Jurassic Well Just Juice Iuta Kapo Kapo Axion Kapo Super Power Keri Kia Ora Kidsfruitz Kilimanjaro Kin Kin Light Kinley Kiwi Blue KMX Kochakaden Koumisoukai Krest Kuat Kuat Light Kuli Leed Lift Lilt Limca

Limonade Linnuse Love Body Maaza Mad River Magnolia Magnolia Funch Magnolia Zip Malvern Manzana Mia Mare Rosso Marocha Master Chill Master Pour Mazoe Meijin Mello Mello Yello Mer Mezzo Mix Miami Mickey Mouse Migoro-Nomigoro Milo Minaqua Minute Maid Minute Maid Juice To Go Minute Maid Soft Drink Mireille Mone Monsoon Mori No Mizudayori Mr. Pibb Multivita Nagomi Nalu Namthip Nativa Naturaqua Nature's Own Nectar Andina Nectarin Nestea Nestea Cool Nevada Neverfail Nordic Mist Northern Neck Nusta Oasis Odwalla Old Colony Orchy Oyu Paani Pacific Orchard Pampa Pams Parle Peats Ridge Springs Pepe Rico Pibb Xtra Piko Pilskalna Planet Java

Play Pocarrot Pocket Dr. Poiana Negri Poms Ponkana Pop Cola Portello Powerade Powerade Light Pulp Ananas Pump Ooo Quatro Quwat Jabal Ramblin' Root Beer Real Gold Red Flash Red Lion Refresh Tea Rimzim Rio Gold Ripe N Ready Risco Riwa Robinson Brothers Roses Royal Tru Safaa Safety First Safia Samantha Samurai Santiba Santolin Sarsi Sarvusaisai Schweppes Scorpion Seagrams Seasons Seltz Sensation Sensun Senzao Shichifukuzen Shock Signature Sim Simba Simply Apple Simply Orange Sintonia Slap Smart Sobo Sodafruit Caprice Oranges Sokenbicha Solo Sonfil Soonsoo 100 Sparkle Sparkletts Sparletta Sparletta Iron Brew

Splash Splice Sport Cola Sport Plus Spring Water Sprite Sprite Ice Sprite Ice Cube Sprite Remix Sprite Zero Spur Squirt Stoney Ginger Beer Sun Valley Sundrop Sunfill Sunfilled & Fruit Tree Sunkist Supa Superkools Superpac Surge Swerve Tab Tab X-Tra Tahitian Treat Tai Tarumi Tavern The Tea for Dining Tea World Collection Ten Ren Thextons Thums Up Tian Tey Tian Yu Di Tiky Top Toppur Tops Tropical Tuborg Squash Turkuaz Urge Valpre Valser Vanilla Coke Vegitabeta Vica Vita Vital Vital O Vitingo Viva Water Salad Wilkin's Distilled Water Wink Winnie The Pooh Junior Juice Yang Guang Yang Guang Juicy T Youki Yumi 187168

# **Glossary of Terms**

#### **Bottling Partner or Bottler**

Businesses that buy concentrates, beverage bases or syrups from the Company, convert them into finished packaged products and sell them to customers.

### CAGR

Compound annual growth rate over a defined period of time.

#### **Carbonated Soft Drink**

Nonalcoholic carbonated beverage containing flavorings and sweeteners. Excludes, among others, waters and flavored waters, juices and juice drinks, sports drinks, and teas and coffees.

#### The Coca-Cola System

The Company and its bottling partners.

#### Company

The Coca-Cola Company together with its subsidiaries.

# Concentrate

Material manufactured from Companydefined ingredients and sold to bottlers to prepare finished beverages through the addition of sweeteners and/or water and marketed under trademarks of the Company.

#### Consumer

Person who drinks Company products.

#### Customer

Retail outlet, restaurant or other operation that sells or serves Company products directly to consumers.

#### **Dividend Payout Ratio**

Cash dividends on common stock divided by net income.

### Fountain

System used by retail outlets to dispense product into cups or glasses for immediate consumption.

# KO

The ticker symbol for common stock of The Coca-Cola Company.

#### Market

When used in reference to geographic areas, territory in which the Company and its bottling partners do business, often defined by national boundaries.

# Net Captial

Share-owners' equity added to net debt.

#### **Net Debt**

Debt less the sum of cash, cash equivalents and current marketable securities.

#### **Noncarbonated Beverages**

Nonalcoholic noncarbonated beverages including, but not limited to, waters and flavored waters, juices and juice drinks, sports drinks, and teas and coffees.

## Per Capita Consumption

Average number of servings consumed per person, per year in a specific market. Per capita consumption of Company products is calculated by multiplying our unit case volume by 24, and dividing by the population.

### **Return on Capital**

Income before changes in accounting principles (adding back interest expense, net of related taxes) divided by average total capital.

#### **Return on Common Equity**

Income before changes in accounting principles divided by average common share-owner's equity.

### Serving

Eight U.S. fluid ounces of a finished beverage.

# Syrup

Concentrate mixed with sweetener and water, sold to bottlers and customers who add carbonated water to produce finished carbonated soft drinks.

#### **Total Capital**

Share-owners' equity plus interestbearing debt.

# Total Market Value of Common Stock

Stock price as of a date multiplied by the number of shares outstanding as of the same date.

#### Trademark Coca-Cola

All beverage products that include Coca-Cola or Coke in their name.

### Unit Case

Unit of measurement equal to 192 U.S. fluid ounces of finished beverage (24 servings).

#### **Unit Case Volume, or Volume**

The number of unit cases (or unit case equivalents) of Company trademark or licensed beverage products directly or indirectly sold by the Coca-Cola system to customers. Volume primarily consists of beverage products bearing Company trademarks. Also included in volume are certain products licensed to our Company or owned by our bottling partners, for which our Company provides marketing support and derives profit from the sales. Such products licensed to our Company or owned by our bottling partners account for a minimal portion of total unit case volume.

Forward-Looking Statements

This report contains statements, estimates or projections that constitute "forward-looking statements" as defined under U.S. federal securities laws. Generally, the words "believe," "expect," "intend," "estimate," "anticipate," "project," "will" and similar expressions identify forward-looking statements, which generally are not historical in nature. Forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from The Coca-Cola Company's historical experience and our present expectations or projections. These risks include, but are not limited to, changes in economic and political conditions; changes in the nonalcoholic beverages business environment, including actions of competitors and changes in consumer preferences; product boycotts; foreign currency and interest rate fluctuations; adverse weather conditions; the effectiveness of our advertising and marketing programs; fluctuations in the cost and availability of raw materials or necessary services; our ability to avoid production output disruptions; our ability to achieve earnings forecasts; our ability to effectively align ourselves with our bottling system; regulatory and legal changes; our ability to penetrate developing and emerging markets; litigation uncertainties; and other risks discussed in our Company's filings with the Securities and Exchange Commission (the "SEC"), including our Annual Report on Form 10-K, which filings are available from the SEC. You should not place undue reliance on forwardlooking statements, which speak only as of the date they are made. The Coca-Cola Company undertakes no obligation to publicly update or revise any forward-looking statements.

# **Share-owner Information**

# **Common Stock**

Ticker symbol: KO The Coca-Cola Company is one of 30 companies in the Dow Jones Industrial Average. Share owners of record at year end: 350,186 Shares outstanding at year end: 2.44 billion

#### United States Stock Exchanges:

Common stock listed and traded: New York Stock Exchange, the principal market for our common stock. Common stock traded: Boston, Chicago, National, Pacific and Philadelphia stock exchanges.

#### Dividends

At its February 2004 meeting, our Board increased our quarterly dividend to \$0.25 per share, equivalent to an annual dividend of \$1.00 per share. The Company has increased dividends in each of the last 42 years.

The Coca-Cola Company normally pays dividends four times a year, usually on April 1, July 1, October 1 and December 15. The Company has paid 331 consecutive quarterly dividends, beginning in 1920.

# **Dividend and Cash Investment Plan**

The Dividend and Cash Investment Plan permits share owners of record to reinvest dividends from Company stock in shares of The Coca-Cola Company. The Plan provides a convenient, economical and systematic method of acquiring additional shares of our common stock. All share owners of record are eligible to participate. Share owners also may purchase Company stock through voluntary cash investments of up to \$125,000 per year.

At year end, 74 percent of the Company's share owners of record were participants in the Plan. In 2003, share owners invested \$38.2 million in dividends and \$25.7 million in cash in the Plan.

If your shares are held in street name by your broker and you are interested in participating in the Dividend and Cash Investment Plan, you may have your broker transfer the shares electronically to EquiServe Trust Company, N.A., through the Direct Registration System.

For more details on the Dividend and Cash Investment Plan, please contact the Plan Administrator, EquiServe, or visit the investor section of our Company's Web site, www.coca-cola.com, for more information.

#### Share-owner Account Assistance

For address changes, dividend checks, direct deposit of dividends, account consolidation, registration changes, lost stock certificates, stock holdings and information about the Dividend and Cash Investment Plan, please contact: Registrar and Transfer Agent EquiServe Trust Company, N.A. P.O. Box 43070 Providence, RI 02940-3070 U.S. toll-free: (888) COKESHR (265-3747) or (781) 575-2725 For the hearing impaired: (800) 490-1493 or (781) 575-2692 E-mail: cocacola@equiserve.com Internet: www.equiserve.com

#### Share-owner Internet Account Access

Share owners of record may access their accounts via the Internet to obtain their share balance, conduct secure transactions, request printable forms and view the current market value of their investment as well as historical stock prices. To log on to this secure site and request your initial password, go to www.equiserve.com and click on "Account Access."

# **Corporate Offices**

The Coca-Cola Company One Coca-Cola Plaza Atlanta, Georgia 30313 (404) 676-2121

Institutional Investor Inquiries (404) 676-5766

#### Information Resources Internet

Our Web site, www.coca-cola.com, offers information about our financial performance, news about the Company and brand experiences.

# Publications

The Company's Annual Report on Form 10-K, Proxy Statement, Summary Annual Report, Form 10-Q reports and other publications covering our citizenship, environmental and workplace principles are available free of charge upon request from our Industry and Consumer Affairs Department at the Company's corporate address, listed above. They also can be accessed at www.coca-cola.com.

### Hotline

The Company's hotline, (800) INVSTKO (468-7856), offers taped highlights from the most recent quarter and may be used to request the most up-to-date quarterly results news release.

### Audio Summary Annual Report

An audiocassette version of this report is available without charge as a service to the visually impaired. To receive a copy, please contact our Industry and Consumer Affairs Department at (800) 438-2653.

#### **Duplicate Mailings**

If you are receiving duplicate or unwanted copies of our 2003 Form 10-K Report, please contact EquiServe at (888) COKESHR (265-3747).

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For more information about The Coca-Cola Company, our beliefs and policies, and additional stories about our operations in more than 200 countries, please visit us at www.coca-cola.com. An online version of this publication as well as our Annual Report on Form 10-K can be found at www.summaryannualreport.coca-cola.com.

Figure This report was printed on 100 percent post-consumer waste recycled paper that is also process chlorine free (PCF). The paper, paper mill and printer are all certified by The Forest Stewardship Council, which promotes environmentally appropriate, socially beneficial and economically viable management of the world's forests. The report was produced in a totally enclosed printing facility that results in nearly zero volatile organic compound (VOC) emissions. Anderson Lithograph's certification number is SCS-COC-0533.

**Environmental Statement:** Our Company's commitment to environmental issues is guided by a simple principle: We will conduct our business in ways that protect and preserve the environment. Throughout our organization, our employees at all levels are proactively integrating our Company's environmental management system (eKOsystem) throughout all business units worldwide. We use the results of research and new technology to minimize the environmental footprint of our operations, products and packages. We seek to cooperate with public, private and governmental organizations in pursuing solutions to environmental challenges. We direct our Company's skills, energies and resources to activities and issues where we can make a positive and effective contribution.

Equal Opportunity Policy: The Coca-Cola Company and its subsidiaries maintain a long-standing commitment to equal opportunity, affirmative action and valuing the diversity of our employees, share owners, customers and consumers. The Company strives to create a working environment free of discrimination and harassment with respect to race, sex, color, national origin, religion, age, sexual orientation, disability, status as a special disabled veteran, a veteran of the Vietnam era, or other covered veteran. The Company also makes reasonable accommodations in the employment of qualified individuals with disabilities. The Company maintains ongoing contact with labor and employee associations to develop relationships that foster responsive and mutually beneficial discussions pertaining to labor issues. These associations have provided a mechanism for positive industrial relations. In addition, we provide fair marketing opportunities to all suppliers and maintain programs to increase transactions with firms that are owned and operated by minorities and women.



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