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# Strong Q4 Drives Coca-Cola Consolidated to Record FY2025 Results

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Coca-Cola Consolidated reported record operating results for the fourth quarter and fiscal year ended December 31, 2025, delivering the highest revenue, gross profit and operating income in the companyâ??s history.

Chairman and CEO J. Frank Harrison III said 2025 marked another successful year, highlighting strong marketplace execution and incremental investments in front-line teammates as key drivers of performance.

Fourth-quarter 2025 volume increased 4.6 per cent, supported by one additional selling day compared to Q4 2024, which contributed approximately 1.1 per cent to the increase. For the full fiscal year, volume rose 0.3 per cent, despite one fewer selling day, which negatively impacted annual volume by roughly 0.3 per cent.

Sparkling category volume increased 3.5 per cent in Q4, driven by zero-sugar and flavoured offerings, alongside improved demand for Coca-Cola Original Taste.

Still, category volume surged 8.7 per cent in Q4, with brands such as Monster, Dasani, Powerade, BODYARMOR, Topo Chico and Core Power delivering growth.

For fiscal year 2025, Sparkling volume remained flat, while Still volume increased 1.0 per cent.

Net sales rose 9.0 per cent to $1.9 billion in Q4 and 4.8 per cent to $7.2 billion for the full year. The additional selling day contributed approximately $20 million to fourth-quarter sales growth. Pricing actions and strong Q4 volume performance were the primary drivers of sales expansion.

Sparkling and Still net sales grew 6.4 per cent and 10.0 per cent, respectively, in Q4. For the full year, Sparkling net sales increased 3.5 per cent and Still net sales rose 6.1 per cent, supported by multi-pack take-home packages and solid retail and convenience channel performance.

Gross profit for Q4 reached $754.2 million, up 8.1 per cent, while gross margin declined 40 basis points to 39.6 per cent, primarily due to higher aluminium costs, including the impact of elevated import tariffs. Supply chain and go-to-market efficiencies partially offset these pressures.

For fiscal 2025, gross profit increased 4.3 per cent to $2.9 billion.

Selling, delivery and administrative (SD&A) expenses increased 6.9 per cent in Q4, largely driven by higher labour costs, including annual wage adjustments and additional base wage investments for front-line employees. However, SD&A expenses as a percentage of net sales improved by 50 basis points to 26.9 per cent in the quarter. For the full year, SD&A rose 4.8 per cent, while remaining stable at 26.6 per cent of net sales.

Income from operations climbed 10.7 per cent in Q4 to $242.1 million, with operating margin expanding 20 basis points to 12.7 per cent. For fiscal 2025, operating income increased 3.3 per cent to $950.7 million, despite the impact of one fewer selling day.

President and COO Dave Katz noted that strong portfolio performance and team execution helped navigate a dynamic regulatory and cost environment. He also expressed optimism for 2026, citing the companyâ??s partnership with The Coca-Cola Company and upcoming opportunities tied to America250 and the FIFA World Cup.

With record financial results and continued portfolio strength across Sparkling and Still categories, Coca-Cola Consolidated enters 2026 with solid momentum and strategic confidence.