

COTT CORPORATION
SUPPLEMENTARY INFORMATION - ANALYST CONFERENCE CALL
(in millions of US dollars, except per share amounts)
Unaudited

	<u>For the three months ended</u>		
	<u>October 1</u> 2005	<u>October 2</u> 2004	<u>Variance</u>
Sales			
Consolidated			
<i>Sales revenue</i>			
Reported	\$ 469.9	\$ 442.4	6.2%
Sales increase excluding foreign exchange			5.0%
Sales increase excluding acquisitions and foreign exchange			1.0%
<i>Sales volume (8 oz equivalent cases)</i>			
Full goods	240.8	233.3	3.2%
Concentrates	88.5	68.7	28.8%
USA			
<i>Sales revenue</i>			
Reported	\$ 320.2	\$ 325.3	-1.6%
Sales increase excluding acquisitions			-2.7%
Canada			
<i>Sales revenue</i>			
Reported	\$ 56.4	\$ 49.8	13.3%
Sales increase excluding foreign exchange			3.5%
UK/Europe			
<i>Sales revenue</i>			
Reported	\$ 73.8	\$ 51.1	44.4%
Sales increase excluding acquisition and foreign exchange			18.5%
Sales increase excluding acquisition			16.8%
International			
<i>Sales revenue</i>	\$ 18.4	\$ 15.5	18.7%
Gross Margin			
Consolidated			
Gross margin	\$ 65.4	\$ 71.0	-7.9%
As a percent of sales	13.9%	16.0%	
SG&A			
As a percent of sales	7.3%	7.5%	
Unusual Items			
Asset impairments	\$ 23.7		
Restructuring charges	\$ 2.0		
Total unusual items	<u>\$ 25.7</u>		
Effect of unusual items on EPS	\$ 0.24		
Operating income	\$ 5.5		
Interest expense	\$ 7.7	\$ 6.4	\$ 1.3
Net (loss)	\$ (1.8)		
Earnings (loss) per diluted share	\$ (0.03)	\$ 0.31	
Cash flow from operations	\$ 55.7		
Capital expenditures	(14.1)		
Cash flow from operations, net of capital expenditures	<u>\$ 41.6</u>		
Debt			
Net debt	\$ 418.9	\$ 314.0	
Credit Line Availability			
Total availability	\$ 300.0		
Amount drawn as of October 1, 2005	\$ 146.2		
Guidance - for the year ended December 31, 2005			
Fully diluted earnings per share	\$0.32 to \$0.40		
Charges for unusual items per share	\$0.30 to \$0.35		
Macaw acquisition			
Expected contribution to annual sales	\$ 100.0		
Anticipated realignment pre-tax charges			
	\$60 - \$80 million		
Increase in operating income subsequent to completion of anticipated realignment pre-tax charges			
	\$10 - \$15 million		
Number of North American plants			
	19		
Nielsen Data - U.S. Food & Mass (incl. Wal Mart)			
Nielsen data - 4 week period ending September 3, 2005 - US Division			
	F2005 vs. F2004		
Cott volume growth in fiscal 2004	6.9%		
Cott volume growth	1.7%		
Market share	9.9%		
Increase in price for Cott produced retailer brand products	4.1%		
<i>Nielsen Metric - "Any Display Weeks of Support"</i>			
Increase in Cott produced retailer brands	8%		
Decrease in overall category	1%		
Nielsen data - Year-to-date - US Division			
Cott volume decline on a year-to-date basis	2.6%		
Market share on a year-to-date basis	9.5%		
Retailer brand volumes			
Canadian Grocery Banner			
Over the 12-week period ending September 3, 2005	3% increase		
For the most recent four weeks ending September 3, 2005	7% increase		