

COTT CORPORATION
SUPPLEMENTARY INFORMATION - ANALYST CONFERENCE CALL
(in millions of US dollars)
Unaudited

	For the three months ended		
	April 2 2005	April 3 2004	Variance
Sales -			
Consolidated			
<i>Sales revenue</i>			
Reported	\$ 395.5	\$ 370.9	7%
Sales increase excluding foreign exchange			5%
Sales increase excluding acquisitions and foreign exchange			3%
<i>Sales volume (8 oz equivalent cases)</i>			
Full goods	204		2%
Concentrates	69		(3%)
USA			
<i>Sales revenue</i>			
Reported	\$ 294.3	\$ 273.1	7.8%
Sales increase excluding acquisitions			5.1%
UK/Europe			
<i>Sales revenue</i>			
Reported	\$ 43.6	\$ 42.7	2.1%
Sales increase excluding foreign exchange			(0.7%)
Reported increase in Q1 2004			45%
Canada			
<i>Sales revenue</i>			
Reported	\$ 41.1	\$ 39.8	3.3%
Sales increase excluding foreign exchange			(4%)
International			
<i>Sales revenue</i>	15.7	14.7	6.8%
Mexico			
<i>Sales revenue</i>	\$ 10.5	\$ 9.0	
Gross Margin	\$ 56.0	\$ 70.4	(20%)
As a percent of sales	14.2%	19.0%	
SG&A	\$ 36.9		
As a percent of sales	9.3%		
Operating income	\$ 19.3	\$ 31.7	(39%)
Income tax provision			
Effective tax rate	30.8%	34.9%	
EBITDA	\$ 35.3	\$ 45.3	(22%)
Cash flow from operations	\$ 21.3	\$ 19.0	
Capital expenditures	(28.1)	(9.5)	18.6
Cash flow from operations, net of capital expenditures	<u>\$ (6.8)</u>	<u>\$ 9.5</u>	
Earnings per diluted share	\$ 0.12	\$ 0.21	
Debt -			
Net debt	\$ 328.2		
Volume Trends - USA			
<i>Food and Mass Merchandiser Channel (52 weeks)</i>			
Channel share	9.5%		
Channel share point gain	0.7		
<i>Food and Mass Merchandiser Channel (12 weeks 2005)</i>			
Total category growth	(1.5%)		
U.S. Merchandising support increase in the quarter	4%		
U.S. Display support increase in the quarter	20%		
For the year ended January 1, 2005 - Guidance			
Sales growth	8% to 10%		
EBITDA	\$220 to \$230		
Fully diluted earnings per share	\$1.14 to \$1.18		
Capital spending	\$ 95		