

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

	For the three months ended			For the three	For the six months ended		
	July 2 2005	July 3 2004	Variance	months ended April 2 2005	July 2 2005	July 3 2004	Variance
Sales							
Consolidated							
<i>Sales revenue</i>							
Reported	\$ 492.7	\$ 463.7	6.3%		\$ 888.2	\$ 834.6	6.4%
Sales increase excluding foreign exchange			4.7%				5.0%
Sales increase excluding acquisitions and foreign exchange			3.5%				3.4%
<i>Sales volume (8 oz equivalent cases)</i>							
Full goods	249.7	246.8	1%				
Concentrates	76.3	81.8	-7%				
USA							
<i>Sales revenue</i>							
Reported	\$ 354.4	\$ 340.4	4.1%		\$ 648.7	\$ 613.5	5.7%
Sales increase excluding acquisitions			2.4%				3.6%
UK/Europe							
<i>Sales revenue</i>							
Reported	\$ 57.9	\$ 51.7	12.0%		\$ 101.5	\$ 94.4	7.5%
Sales increase excluding foreign exchange			9.2%				4.7%
Canada							
<i>Sales revenue</i>							
Reported	\$ 59.7	\$ 54.9	8.7%		\$ 100.8	\$ 94.7	6.4%
Sales increase excluding foreign exchange			-0.5%				-1.9%
International							
<i>Sales revenue</i>							
	\$ 20.0	\$ 16.1	24.2%		\$ 35.7	\$ 30.8	15.9%
Mexico							
<i>Sales revenue</i>							
	\$ 14.6	\$ 10.0	46.0%		\$ 25.1		
Gross Margin							
Consolidated							
As a percent of sales	16.4%	18.4%			15.4%	18.7%	
<i>Gross Margin excluding Impact of high fructose corn syrup supplier rebate</i>							
High fructose corn syrup supplier rebate	\$ 4.9	\$ -					
As a percent of sales	15.4%	18.4%		14.2%			
SG&A							
As a percent of sales	\$ 35.5	\$ 34.1	4.1%				
	7.2%	7.4%					
Operating income							
	\$ 45.2	\$ 51.9	-12.9%		\$ 64.5	\$ 83.6	-22.8%
Income tax provision							
Effective tax rate	33.0%	33.0%					
EBITDA							
	\$ 59.8	\$ 65.6	-8.8%				
Interest expense							
	\$ 6.6						
Payments of minority interest							
	\$ 1.4						
Net Income							
	\$ 25.0	\$ 29.4					
Earnings per diluted share							
	\$ 0.35	\$ 0.41			\$ 0.46	\$ 0.62	-25.8%
Cash flow from operations							
Capital expenditures	\$ 34.2	\$ (2.0)					
	(26.7)	(10.0)					
Cash flow from operations, net of capital expenditures							
	\$ 7.5	\$ (12.0)					
Debt							
Net debt	\$ 322.8	\$ 352.0					
For the year ended December 31, 2005 - Guidance							
Sales growth	6% to 8%						
EBITDA	\$209 to \$214						
Fully diluted earnings per share	\$1.06 to \$1.11						
Capital spending	\$ 95						
Credit Line Availability							
Maximum availability	\$ 175.0						
Amount drawn as of July 2, 2005	\$ 48.5						
Second quarter and first half 2004 growth							
USA	22.0%						
CSD and Water volumes							
USA - Nielsen - year to date basis (CSD)	-2.6%						
USA - Nielsen - 12-week basis (CSD)	-3.6%						
Canada - latest 52 week period (CSD)	-2.0%						
Canada - latest 52 week period (Water)	23.0%						
Market Share							
USA	9.4%						