

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

	For the three months ended			For the six months ended		
	July 3 2004	June 28 2003	Variance	July 3 2004	June 28 2003	Variance
Sales - Consolidated						
<i>Sales revenue</i>						
Reported	\$ 463.7	\$ 388.1	19%	\$ 834.6	\$ 683.4	22%
Sales increase excluding foreign exchange			17%			19%
Sales increase excluding acquisitions and foreign exchange			13%			15%
<i>Sales volume (equivalent cases)</i>						
Full goods 8oz case volumes	246.8	208.4	18%			
USA						
<i>Sales revenue</i>						
Reported	\$ 340.4	\$ 278.0	22%	\$ 613.5	\$ 504.6	22%
Sales increase excluding acquisitions			16%			
<i>Quarter sales volume (raw goods) - approaching 100.0</i>						
UK/Europe						
<i>Sales revenue</i>						
Reported	\$ 51.7	\$ 43.6	19%	\$ 94.4	\$ 73.1	29%
Sales increase excluding foreign exchange			6%			14%
Canada						
<i>Sales revenue</i>						
Reported	\$ 54.9	\$ 55.7	(1%)	\$ 94.7	\$ 87.5	8%
Sales increase excluding foreign exchange			(5%)			1%
<i>Canada CSD industry volume</i>			(1%)			
Mexico						
<i>Sales revenue</i>	\$ 9.9			\$ 18.9		
RCI						
<i>Sales volume</i>			35%			
Gross Profit -	\$ 85.5	\$ 76.9	11%			
As a percent of sales	18.4%	19.8%		18.7%	19.5%	
SG&A	\$ 34.1	\$ 32.5	\$ 1.6			
As a percent of sales	7.4%	8.4%	(1%)			
Operating income	51.9	45.2	15%	83.6	70.0	19%
USA				71.0	61.2	16%
UK/Europe				5.4	2.7	100%
Canada				6.7	6.9	(3%)
Income tax provision	\$ 14.6	\$ 12.4				
Effective tax rate	33.1%	33.5%				
Net income	\$ 29.4	\$ 24.6	19.5%			
Earnings per diluted share	\$ 0.41	\$ 0.35	17%	\$ 0.62	\$ 0.50	24%
Cash flow from continuing operations	\$ (2.0)					
Capital expenditures	(11.1)					
Cash flow from continuing operations, net of capital expenditures	\$ (13.1)					

	<u>July 3</u> <u>2004</u>	<u>June 28</u> <u>2003</u>
Debt -		
Net debt	\$ 352.0	353.3
Line of credit drawn	\$ 76.0	
Total line of credit	\$ 152.5	

Volume Trends - USA

Share of CSD's 9.1%

For the year ended January 1, 2005 - Guidance

Sales growth	15% to 18%
Capital spending	\$ 65
Fully diluted earnings per share	\$1.23 to \$1.27

Spending on acquisitions since October 2000 - approximately \$300