COTT CORP /CN/ Form 10-Q August 03, 2012 Table of Contents

# **United States**

# **Securities and Exchange Commission**

Washington, D.C. 20549

# **FORM 10-Q**

- Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
  For the quarterly period ended: June 30, 2012
- Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

  For the transition period from to

Commission File Number: 001-31410

# **COTT CORPORATION**

(Exact name of registrant as specified in its charter)

CANADA 98-0154711
(State or Other Jurisdiction of (IRS Employer

Incorporation or Organization) Identification No.)

6525 VISCOUNT ROAD

MISSISSAUGA, ONTARIO

5519 WEST IDLEWILD AVE

L4V 1H6

TAMPA, FLORIDA
(Address of principal executive offices)

Registrant s telephone number, including area code: (905) 672-1900 and (813) 313-1800

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No "

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No "

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer x Accelerated filer

Non-accelerated filer " (do not check if a smaller reporting company) Smaller reporting company "
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes " No x

Indicate the number of shares outstanding of each of the issuer s classes of common stock, as of the latest practicable date.

Class Outstanding at July 25, 2012
Common Stock, no par value per share 95,161,968 shares

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### PART I FINANCIAL INFORMATION

Item 1. Financial Statements Cott Corporation

## **Consolidated Statements of Operations**

(in millions of U.S. dollars, except share and per share amounts)

Unaudited

		nree Month			or the Six		
Davianua mat	June 30, 201 \$ 625.8	.2 July \$	y <b>2, 2011</b> 640.0		30, 2012		y 2, 2011
Revenue, net Cost of sales	533.5	ý.	552.0		,149.6 993.9	Þ	1,174.1 1,016.5
Cost of sales	555.5		332.0		993.9		1,010.3
Gross profit	92.3		88.0		155.7		157.6
Selling, general and administrative expenses	48.8		45.1		90.6		90.2
Loss on disposal of property, plant & equipment	0.3				0.9		
Operating income	43.2		42.9		64.2		67.4
Other (income) expense, net	(0.5)	)			<b>(0.7)</b>		0.8
Interest expense, net	13.5		14.6		27.5		29.0
Income before income taxes	30.2		28.3		37.4		37.6
Income tax expense	3.9		0.7		4.3		2.3
Net income	\$ 26.3	\$	27.6	\$	33.1	\$	35.3
Less: Net income attributable to non-controlling interests	1.2		1.1		2.1		2.0
Net income attributed to Cott Corporation	\$ 25.1	\$	26.5	\$	31.0	\$	33.3
Net income per common share attributed to Cott Corporation	ф 0 <b>2=</b>	ф	0.20	ф	0.22	Φ.	0.25
Basic	\$ 0.27	\$	0.28	\$	0.33	\$	0.35
Diluted	\$ 0.26	\$	0.28	\$	0.32	\$	0.35
Weighted average outstanding shares (thousands) attributed to Cott							
Corporation							
Basic	94,469		94,137		4,448		94,107
Diluted	95,515		95,529	9	5,479		95,424

The accompanying notes are an integral part of these consolidated financial statements.

## **Cott Corporation**

## **Condensed Consolidated Statements of Comprehensive Income**

(in millions of U.S. dollars)

Unaudited

	For the Three Months Ended June 30, July 2,		For the Six N	Months Ended
	2012	2011	June 30, 2012	July 2, 2011
Net income	\$ 26.3	\$ 27.6	\$ 33.1	\$ 35.3
Other comprehensive (loss) income:				
Currency translation adjustment	(7.2)	1.3	1.0	10.6
Pension benefit plan, net of tax <sup>1</sup>	0.3	0.2	(0.2)	0.4
Unrealized loss on derivative instruments, net of tax <sup>2</sup>		(0.2)	(0.3)	
Total other comprehensive (loss) income	(6.9)	1.3	0.5	11.0
Comprehensive income	\$ 19.4	\$ 28.9	\$ 33.6	\$ 46.3
Less: Comprehensive income attributable to non-controlling interests	1.2	0.9	2.0	1.8
Comprehensive income attributed to Cott Corporation	\$ 18.2	\$ 28.0	\$ 31.6	\$ 44.5

The accompanying notes are an integral part of these consolidated financial statements.

Net of the effect of \$0.1 million and \$0.1 million tax expense for the three and six months ended June 30, 2012, respectively, and net of the effect of nil and \$0.1 million tax benefit for the three and six months ended July 2, 2011, respectively.

Net of the effect of a nil and \$0.1 million tax benefit for the three and six months ended June 30, 2012, respectively, and net of the effect of a \$0.1 million and nil tax benefit for the three and six months ended July 2, 2011, respectively.

## **Cott Corporation**

## **Consolidated Balance Sheets**

(in millions of U.S. dollars, except share amounts)

Unaudited

	Jun	ne 30, 2012	Decem	ber 31, 2011
ASSETS	<b>.</b>	, .		, ,
Current assets				
Cash & cash equivalents	\$	47.1	\$	100.9
Accounts receivable, net of allowance of \$6.6 (\$5.7 as of December 31, 2011)		262.4		210.8
Income taxes recoverable		8.3		9.9
Inventories		234.0		210.0
Prepaid expenses and other assets		25.1		19.3
Total current assets		576.9		550.9
Property, plant & equipment		488.8		482.2
Goodwill		129.6		129.6
Intangibles and other assets		329.1		341.1
Deferred income taxes		3.3		4.1
Other tax receivable		1.0		1.0
Total assets	\$	1,528.7	\$	1,508.9
LIABILITIES AND EQUITY				
Current liabilities				
Current maturities of long-term debt	\$	1.8	\$	3.4
Accounts payable and accrued liabilities		265.0		281.1
Total current liabilities		266.8		284.5
Long-term debt		602.2		602.1
Deferred income taxes		37.2		34.1
Other long-term liabilities		20.2		20.0
Total liabilities		926.4		940.7
Equity				
Capital stock, no par - 95,161,968 (December 31, 2011 - 95,101,230) shares issued		395.7		395.9
Treasury stock		(2.1)		(2.1)
Additional paid-in-capital		44.8		42.6
Retained earnings		175.0		144.1
Accumulated other comprehensive loss		(24.1)		(24.7)
Total Cott Corporation equity		589.3		555.8
Non-controlling interests		13.0		12.4
Total equity		602.3		568.2

**Total liabilities and equity** \$ **1,528.7** \$ 1,508.9

The accompanying notes are an integral part of these consolidated financial statements.

## **Cott Corporation**

## **Consolidated Statements of Cash Flows**

(in millions of U.S. dollars)

Unaudited

	For the Three June 30, 2012	For the Three Months Ended June 30, 2012 July 2, 2011		Months Ended July 2, 2011
Operating Activities	June 30, 2012	July 2, 2011	June 30, 2012	July 2, 2011
Net income	\$ 26.3	\$ 27.6	\$ 33.1	\$ 35.3
Depreciation & amortization	23.7	23.8	47.5	47.4
Amortization of financing fees	0.9	0.9	2.1	1.8
Share-based compensation expense	1.4	2.7	2.2	3.8
Increase in deferred income taxes	4.0	1.0	4.0	1.9
Gain on bargain purchase	(0.9)	1.0	(0.9)	1.,
Loss on disposal of property, plant & equipment	0.3		0.9	
Other non-cash items	1.0	1.6	0.6	1.8
Change in operating assets and liabilities, net of acquisition:	110	1.0	0.0	1.0
Accounts receivable	(31.3)	(41.6)	(51.8)	(71.0)
Inventories	(6.5)	(16.6)	(23.0)	(22.7)
Prepaid expenses and other assets	(4.1)	(1.5)	(5.9)	(1.2)
Other assets	(0.1)	(0.6)	0.9	(0.7)
Accounts payable and accrued liabilities	22.1	24.8	(16.3)	2.9
Income taxes recoverable	1.3	(0.8)	1.6	(3.6)
income taxes recoverable	1.5	(0.8)	1.0	(3.0)
Net cash provided by (used in) operating activities	38.1	21.3	(5.0)	(4.3)
Investing Activities				
Acquisition			(5.0)	
Additions to property, plant & equipment	(19.7)	(10.8)	(37.4)	(23.3)
Additions to intangibles and other assets	(1.0)	(2.5)	(3.7)	(2.5)
Proceeds from sale of assets held for sale	1.0		1.0	
Other investing activities		(1.8)		(1.7)
Net cash used in investing activities	(19.7)	(15.1)	(45.1)	(27.5)
Financing Activities				
Payments of long-term debt	(1.4)	(2.1)	(2.6)	(3.4)
Borrowings under ABL	17.5	43.6	24.5	143.4
Payments under ABL	(17.5)	(58.7)	(24.5)	(131.2)
Distributions to non-controlling interests	(0.3)	(0.9)	(1.4)	(2.5)
Common share repurchase	(0.3)	(0.5)	(0.3)	(2.3)
Common Simus reputorime	(0.0)		(0.0)	
Net cash (used in) provided by financing activities	(2.0)	(18.1)	(4.3)	6.3
Effect of exchange rate changes on cash	(0.9)	0.1	0.6	1.3
Net increase (decrease) in cash & cash equivalents	15.5	(11.8)	(53.8)	(24.2)
Cash & cash equivalents, beginning of period	31.6	35.8	100.9	48.2

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Cash & cash equivalents, end of period	\$ 4	47.1	\$	24.0	\$	47.1	\$	24.0
Supplemental Disclosures of Cash Flow information:								
Cash paid for interest	\$	9.5	\$	10.2	\$	25.5	\$	27.9
Cash paid for income taxes (excludes refunds)	¢.	0.1	ď	0.8	Φ	0.4	Ф	4.2

The accompanying notes are an integral part of these consolidated financial statements.

## **Cott Corporation**

## **Consolidated Statements of Equity**

(in millions of U.S. dollars, except share amounts)

Unaudited

Net income

		Number	Cott (	Corporation	Equit	y						
	Number of Common Shares (In thousands)(A	of Treasury Shares In thousands)	Common Shares	Treasury Shares	P: in-C	itional aid- Capital	Retained Earnings	Com	cumulated Other prehensive Loss	Cor In	terests	Total Equity
Balance at January 1, 2011	94,750	1,051	\$ 395.6	\$ (3.2)	\$	40.8	\$ 106.5	\$	(17.5)	\$	13.0	\$ 535.2
Common shares issued Treasury shares issued - PSU Plan	25	(181)	0.1	0.5		(0.5)						0.1
Treasury shares issued - EISPP		(196)		0.6		(0.6)						
Common shares issued - Directors share award Share-based compensation	76					0.7 3.1						0.7 3.1
Contributions to non-controlling interests											1.8	1.8
Distributions to non-controlling interests Comprehensive income											(2.5)	(2.5)
Currency translation adjustment									10.8		(0.2)	10.6
Pension benefit plan, net of tax									0.4			0.4
Net income							33.3				2.0	35.3
Balance at July 2, 2011	94,851	674	\$ 395.7	\$ (2.1)	\$	43.5	\$ 139.8	\$	(6.3)	\$	14.1	\$ 584.7
Balance at December 31, 2011	95,101	674	\$ 395.9	<b>\$</b> (2.1)	\$	42.6	\$ 144.1	\$	(24.7)	\$	12.4	\$ 568.2
Common shares issued -	06.0					0.7						0.7
Directors share award Common shares repurchased	96.0 (35.3)		(0.2)			0.7	(0.1)					(0.3)
Share-based compensation	(33.3)		(0.2)			1.5	(0.1)					1.5
Distributions to non-controlling interests Comprehensive income											(1.4)	(1.4)
Currency translation adjustment									1.1		(0.1)	1.0
Pension benefit plan, net of tax									(0.2)			(0.2)
Unrealized loss on derivative instruments, net of tax							21.2		(0.3)		0.1	(0.3)

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31.0

2.1

33.1

Balance at June 30, 2012 95,162 674 \$ 395.7 \$ (2.1) \$ 44.8 \$ 175.0 \$ (24.1) \$ 13.0 \$ 602.3

The accompanying notes are an integral part of these consolidated financial statements.

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#### **Cott Corporation**

#### **Notes to the Consolidated Financial Statements**

#### Unaudited

### Note 1 Business and Recent Accounting Pronouncements

#### Description of Business

Cott Corporation, together with its consolidated subsidiaries ( Cott, the Company, our Company, Cott Corporation, we, us, or our ) world s largest beverage companies focusing on private-label products and contract manufacturing. Our product lines include carbonated soft drinks ( CSDs ), clear, still and sparkling flavored waters, energy-related drinks, juice, juice-based products, bottled water and ready-to-drink teas.

#### Basis of Presentation

The accompanying interim unaudited consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X and in accordance with U.S. generally accepted accounting principles ( GAAP ) for interim financial reporting. Accordingly, they do not include all information and notes presented in the annual consolidated financial statements in conformity with U.S. GAAP. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair statement of our results of operations for the interim periods reported and of our financial condition as of the date of the interim balance sheet have been included. This Quarterly Report on Form 10-Q should be read in conjunction with the annual audited consolidated financial statements and accompanying notes in our Annual Report on Form 10-K for the year ended December 31, 2011. The accounting policies used in these interim consolidated financial statements are consistent with those used in the annual consolidated financial statements.

The presentation of these interim consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes.

#### **Recent Accounting Pronouncements**

ASU 2011-05 Comprehensive Income: Presentation of Comprehensive Income

In June 2011, the Financial Accounting Standards Board (FASB) amended its guidance on the presentation of comprehensive income in financial statements to improve the comparability, consistency and transparency of financial reporting and to increase the prominence of items that are recorded in other comprehensive income. The new accounting guidance requires entities to report components of comprehensive income in either (i) a continuous statement of comprehensive income or (ii) two separate but consecutive statements. The provisions of this new guidance are effective for fiscal years, and interim periods within those years, beginning after December 15, 2011. We have adopted this guidance and presented the components of comprehensive income in two separate but consecutive statements. This standard impacts the presentation but does not have a financial impact on our consolidated financial statements.

ASU 2011-08 Intangibles-Goodwill and Other: Testing Goodwill for Impairment

In September 2011, the FASB amended its guidance in regards to testing goodwill for impairment to address concern raised about the cost and complexity of performing the first step of the two-step goodwill impairment test required under Accounting Standards Codification (ASC) Topic 350 Intangibles-Goodwill and Other. The objective of this update is to simplify how entities, both public and nonpublic, test goodwill for impairment. The amendments in the update permit an entity to first assess qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount as a basis for determining whether it is necessary to perform the two-step goodwill impairment test described in Topic 350. The more-likely-than-not threshold is defined as having a likelihood of more than 50 percent. The amendments are effective for annual and interim goodwill impairment tests performed for fiscal years beginning after December 15, 2011. We have adopted this guidance and incorporated it into our goodwill assessment procedures. The adoption of this guidance did not have a material impact on our consolidated financial statements.

#### Note 2 Acquisitions

On August 17, 2010, we completed the acquisition of substantially all of the assets and liabilities of Cliffstar Corporation ( Cliffstar ) and its affiliated companies for approximately \$503.0 million in cash, \$14.0 million in deferred consideration to be paid over three years, of which \$4.7 million was paid during the third quarter of 2011, and contingent consideration of up to \$55.0 million (the Cliffstar Acquisition ). The first \$15.0 million of the contingent consideration was based upon the achievement of milestones in certain expansion projects in 2010, which were achieved in 2010. The remainder of the contingent consideration was based on the achievement of certain performance measures during the fiscal year ended January 1, 2011.

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We were notified on May 9, 2011 by the seller of Cliffstar of certain objections to the performance measures used to calculate the contingent consideration, and the seller asserted a claim for amounts in excess of the amounts accrued as contingent consideration at July 2, 2011. During the third and fourth quarters of 2011, Cott made interim payments to the seller equal to \$21.0 million and \$8.6 million, respectively. The payment of \$21.0 million was net of a \$4.7 million refund due to Cott as a result of the final determination of working capital, and the payment of \$8.6 million included \$0.9 million in settlement of certain of the seller s objections to the calculation of the contingent consideration. The seller s remaining objections to the calculation of the contingent consideration are subject to an ongoing binding arbitration process under the terms of the asset purchase agreement. The seller is seeking up to \$12.1 million in additional contingent consideration. The final resolution of these matters may result in amounts payable to the seller that vary from the amount of payments previously made to seller of \$34.3 million. We are currently unable to predict the ultimate outcome of this action. Any changes in the fair value of contingent consideration will be recorded in our Consolidated Statements of Operations.

During the first quarter of 2012, our United Kingdom (U.K.) reporting segment acquired a beverage and wholesale business based in Scotland for approximately \$5.0 million. The business was purchased from a company in administration and provided a number of benefits to our U.K. reporting segment including increased product offerings and market share, logistical synergies through expansion into Scotland and access to an additional production line. The acquisition has been accounted for using the purchase method of accounting for business combinations, and related operating results are included in the Consolidated Statements of Operations for the periods subsequent to the acquisition. The identified assets, which included inventory, property, plant and equipment, trade names, and customers lists, were recorded at their estimated fair values which exceeded the fair value of the purchase price of the business. Accordingly, the acquisition has been accounted for as a bargain purchase and, as a result, we recognized a gain of approximately \$0.9 million associated with the acquisition. The gain is included in the other (income) expense, net section of the Consolidated Statements of Operations.

### Note 3 Share-Based Compensation

The table below summarizes the share-based compensation expense for the three and six months ended June 30, 2012 and July 2, 2011, respectively. This share-based compensation expense was recorded in selling, general, and administrative expenses in our Consolidated Statements of Operations. As used below: (i) Performance-based RSUs mean restricted share units with performance-based vesting granted under the Company s 2010 Equity Incentive Plan (the 2010 Equity Incentive Plan ), (ii) Time-based RSUs mean restricted share units with time-based vesting granted under the 2010 Equity Incentive Plan, and (iii) Stock options mean non-qualified stock options granted under the 2010 Equity Incentive Plan and the Restated 1986 Common Share Option Plan (the 1986 Option Plan ).

	For the Three	Months Ended		Six Months nded
(in millions of U.S. dollars)	June 30, 2012	July 2, 2011	June 30, 2012	July 2, 2011
Stock options	\$ 0.1	\$	\$ 0.2	\$
Directors share award	0.7	0.7	0.7	0.7
Performance-based RSUs	0.2	1.0	0.2	1.5
Time-based RSUs	0.4	1.0	1.1	1.6
Total	\$ 1.4	\$ 2.7	\$ 2.2	\$ 3.8

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As of June 30, 2012, the unrecognized share-based compensation expense and years we expect to recognize the future compensation expense were as follows:

(in millions of U.S. dollars, except years)	Unrecognized compe exper of June	nsation nse as	Weighted average years expected to recognize compensation
Stock options	\$	1.2	2.5
Performance-based RSUs		1.7	2.5
Time-based RSUs		4.5	1.7
Total	\$	7.4	

Stock option activity for the six months ended June 30, 2012 was as follows:

	Shares (in thousands)	exer	ted average cise price nadian \$)
Balance at December 31, 2011	284	\$	20.47
Awarded	385		6.47
Exercised			
Forfeited or expired	(25)		29.95
Outstanding at June 30, 2012	644		11.73
Exercisable at June 30, 2012	259	\$	19.56

During the six months ended June 30, 2012 Performance-based RSU and Time-based RSU activity was as follows:

(in thousands of shares)	Number of Performance- based RSUs	Number of Time-based RSUs
Balance at December 31, 2011	2,319	1,548
Awarded	331	442
Forfeited	(106)	(89)
Outstanding at June 30, 2012	2,544	1,901

Stock options awarded during the six months ended June 30, 2012 were granted under the 2010 Equity Incentive Plan. Stock options outstanding at December 31, 2011 were granted under the 1986 Option Plan. The board terminated the 1986 Option Plan, effective as of February 23, 2011. In connection with the termination of the 1986 Option Plan, outstanding options will continue in accordance with the terms of the 1986 Option Plan until exercised, forfeited or terminated, as applicable. No further awards will be granted under the 1986 Option Plan.

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### Average Canadian to U.S. Dollar Exchange Rate for the Six Months Ended June 30, 2012

The weighted average exercise prices for options in Note 3 are disclosed in Canadian dollars. The table below represents the average Canadian dollar to U.S. dollar exchange rate for the six months ended June 30, 2012:

	For the Six	<b>Months Ended</b>
	June	30, 2012
Average exchange rate	\$	0.995

#### Note 4 Income Taxes

Income tax expense was \$4.3 million on pretax income of \$37.4 million for the six months ended June 30, 2012, as compared to income tax expense of \$2.3 million on pretax income of \$37.6 million for the six months ended July 2, 2011. The year to date income tax expense was reduced by an adjustment of \$1.2 million related to an audit settlement and the lapse of a statute of limitation. During the second quarter of 2011, we completed a reorganization of our legal entity structure and refinanced intercompany debt. As a result of these activities, our annual effective tax rate is expected to be lower than the statutory rate for 2012.

#### Note 5 Net Income Per Common Share

Basic net income per common share is computed by dividing net income by the weighted-average number of common shares outstanding during the period. Diluted net income per common share is calculated using the weighted-average number of common shares outstanding adjusted to include the effect, if dilutive, of the exercise of in-the-money stock options, Performance-based RSUs and Time-based RSUs.

A reconciliation of the denominators of the basic and diluted net income per common share computations is as follows:

	For the Three	Months Ended	For the Six M	Ionths Ended
(in thousands of shares)	June 30, 2012	July 2, 2011	June 30, 2012	July 2, 2011
Weighted average number of shares outstanding - basic	94,469	94,137	94,448	94,107
Dilutive effect of Stock options	31	196	31	195
Dilutive effect of Performance-based RSUs	30	509	21	481
Dilutive effect of Time-based RSUs	985	687	979	641
Adjusted weighted average number of shares outstanding -				
diluted	95,515	95,529	95,479	95,424

We excluded 183,500 (July 2, 2011 241,000) stock options from the computation of diluted net income per share because the options exercise price was greater than the average market price of the common shares. Shares purchased on the open market and held by independent trusts are categorized as treasury shares under applicable accounting rules. We excluded 674,397 (July 2, 2011 674,397) treasury shares held in various trusts in the calculation of basic and diluted earnings per share.

### Note 6 Segment Reporting

We produce, package and distribute private-label CSDs, clear, still and sparkling flavored waters, energy-related drinks, juice, juice-based products, bottled water and ready-to-drink teas to regional and national grocery, mass-merchandise and wholesale chains and customers in the dollar convenience and drug channels through five reporting segments North America (which includes our U.S. operating segment and our Canada operating segment), U.K. (which includes our United Kingdom reporting unit and our Continental European reporting unit), Mexico, Royal Crown International ( RCI ) and All Other.

(in millions of U.S. dollars)		North merica	_	nited ngdom	Mexico	RCI	All Other	Total
For the Three Months Ended June 30, 2012								
External revenue <sup>1</sup>	\$	475.7	\$	131.5	\$ 10.2	\$ 8.4	\$	\$ 625.8
Depreciation and amortization		20.1		3.1	0.5			23.7
Operating income (loss)		31.2		10.5	(0.9)	2.4		43.2
Additions to property, plant & equipment		16.4		3.1	0.2			19.7
For the Six Months Ended June 30, 2012								
External revenue <sup>1</sup>	\$	883.8	\$	230.7	\$ 19.3	\$ 15.8	\$	\$ 1,149.6
Depreciation and amortization		40.2		6.4	0.9			47.5
Operating income (loss)		48.5		13.7	(2.2)	4.2		64.2
Additions to property, plant & equipment		29.0		8.1	0.3			37.4
As of June 30, 2012								
Property, plant & equipment	\$	385.1	\$	94.6	\$ 9.1	\$	\$	\$ 488.8
Goodwill		125.1				4.5		129.6
Intangibles and other assets		314.5		14.2	0.4			329.1
Total assets <sup>2</sup>	1	1,236.9		248.1	29.8	13.2	0.7	1,528.7

<sup>&</sup>lt;sup>1</sup> Intersegment revenue between North America and the other reporting segments was \$4.0 million and \$8.1 million for the three and six months ended June 30, 2012, respectively.

<sup>&</sup>lt;sup>2</sup> Excludes intersegment receivables, investments and notes receivable.

Table of Contents						
(in millions of U.S. dollars)	North America	United Kingdom	Mexico	RCI	All Other	Total
For the Three Months Ended July 2, 2011						
External revenue <sup>1</sup> Depreciation and amortization Operating income (loss) Additions to property, plant & equipment	\$ 491.3 19.9 30.0 6.2	\$ 126.0 3.3 11.4 4.6	\$ 16.2 0.6 (0.6)	\$ 6.5	\$	\$ 640.0 23.8 42.9 10.8
For the Six Months Ended July 2, 2011						
External revenue <sup>1</sup> Depreciation and amortization Operating income (loss) Additions to property, plant & equipment	\$ 920.1 39.6 50.8 16.4	\$ 212.3 6.7 14.4 6.9	\$ 27.6 1.1 (2.1)	\$ 14.1 4.3	\$	\$ 1,174.1 47.4 67.4 23.3
As of December 31, 2011						
Property, plant & equipment Goodwill	\$ 383.1 125.1	\$ 89.8	\$ 9.3	\$ 4.5	\$	\$ 482.2 129.6
Intangibles and other assets Total assets <sup>2</sup>	326.1 1,231.3	14.6 237.0	0.4 28.4	11.3	0.9	341.1 1,508.9

Intersegment revenue between North America and the other reporting segments was \$4.0 million and \$8.2 million for the three and six months ended July 2, 2011, respectively.

For the six months ended June 30, 2012, sales to Walmart accounted for 31.8% (July 2, 2011 32.3%) of our total revenues, 36.8% of our North America reporting segment revenues (July 2, 2011 36.2%), 15.5% of our U.K. reporting segment revenues (July 2, 2011 14.7%), and 22.4% of our Mexico reporting segment revenues (July 2, 2011 50.0%).

Credit risk arises from the potential default of a customer in meeting its financial obligations to us. Concentrations of credit exposure may arise with a group of customers that have similar economic characteristics or that are located in the same geographic region. The ability of such customers to meet obligations would be similarly affected by changing economic, political or other conditions. We are not currently aware of any facts that would create a material credit risk.

Revenues are attributed to operating segments based on the location of the customer. Revenues by operating segment were as follows:

		For the Three Months Ended For the Six M		
(in millions of U.S. dollars)	June 30, 2012	July 2, 2011	June 30, 2012	July 2, 2011
United States	\$ 414.8	\$ 433.6	<b>\$ 781.0</b>	\$ 822.3
Canada	73.3	71.7	127.1	123.8
United Kingdom	131.5	126.0	230.7	212.3
Mexico	10.2	16.2	19.3	27.6
RCI	8.4	6.5	15.8	14.1
Elimination <sup>1</sup>	(12.4)	(14.0)	(24.3)	(26.0)
	\$ 625.8	\$ 640.0	\$ 1,149.6	\$ 1,174.1

<sup>&</sup>lt;sup>2</sup> Excludes intersegment receivables, investments and notes receivable.

Represents intersegment revenue among our operating segments, of which \$4.0 million and \$8.1 million represents intersegment revenue between the North America reporting segment and our other operating segments for the three and six months ended June 30, 2012, respectively, compared to \$4.0 million and \$8.2 million for the three and six months ended July 2, 2011, respectively.

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Revenues by product were as follows:

For the '	Three Months	<b>Ended June</b>	30, 2012
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(in millions of U.S. dollars)	North America	United Kingdom	Mexico	RCI	Total
<u>Revenue</u>		guv	1.10.1100		1000
Carbonated soft drinks	\$ 187.2	\$ 45.0	<b>\$ 5.7</b>	\$	\$ 237.9
Juice	139.3	3.7	0.3		143.3
Concentrate	3.4	0.5		8.4	12.3
All other products	145.8	82.3	4.2		232.3
Total	\$ 475.7	\$ 131.5	\$ 10.2	\$ 8.4	\$ 625.8

## For the Six Months Ended June 30, 2012

	North	United			
(in millions of U.S. dollars)	America	Kingdom	Mexico	RCI	Total
<u>Revenue</u>					
Carbonated soft drinks	\$ 351.0	\$ 78.7	\$ 11.3	\$	\$ 441.0
Juice	273.2	6.8	0.4		280.4
Concentrate	6.3	1.3		15.8	23.4
All other products	253.3	143.9	7.6		404.8
Total	\$ 883.8	\$ 230.7	\$ 19.3	\$ 15.8	\$ 1,149,6

# For the Three Months Ended June 30, 2012

(in millions of physical cases)	North America	United Kingdom	Mexico	RCI	Total
Volume - 8 oz equivalent cases - Total Beverage (including concentrate)					
Carbonated soft drinks	83.3	23.0	3.9		110.2
Juice	32.1	1.0	0.2		33.3
Concentrate	22.4	4.1		71.7	98.2
All other products	66.4	27.6	2.6		96.6
Total	204.2	55.7	6.7	71.7	338.3

# For the Six Months Ended June 30, 2012

(in millions of physical cases)	North America	United Kingdom	Mexico	RCI	Total
Volume - 8 oz equivalent cases - Total Beverage (including concentrate)					
Carbonated soft drinks	158.2	41.1	7.9		207.2
Juice	62.5	1.8	0.3		64.6
Concentrate	45.6	8.1		142.7	196.4
All other products	117.5	49.6	4.4		171.5
Total	383.8	100.6	12.6	142.7	639.7

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Property, plant and equipment by operating segment as of June 30, 2012 and December 31, 2011 was as follows:

(in millions of U.S. dollars)	June 30, 2012	Decemb	ber 31, 2011
United States	\$ 337.7	\$	336.2
Canada	47.4		46.9
United Kingdom	94.6		89.8
Mexico	9.1		9.3
	\$ 488.8	\$	482.2

### Note 7 Inventories

The following table summarizes inventories as of June 30, 2012 and December 31, 2011:

(in millions of U.S. dollars)	June 30, 2012	Decemb	per 31, 2011
Raw materials	\$ 85.4	\$	87.3
Finished goods	128.0		102.3
Other	20.6		20.4
	\$ 234.0	\$	210.0

## Note 8 Intangibles and Other Assets

The following table summarizes intangibles and other assets as of June 30, 2012:

	G .	June 30, 2012 Accumulated Amortization		NY 4
(in millions of U.S. dollars)	Cost	Amo	rtization	Net
Intangibles				
Not subject to amortization				
Rights	\$ 45.4	\$		\$ 45.4
Subject to amortization				
Customer relationships	\$ 366.8	\$	130.1	\$ 236.7
Trademarks	28.7		22.4	6.3
Information technology	62.2		47.8	14.4
Other	11.4		7.1	4.3
	469.1		207.4	261.7
	514.5		207.4	307.1
Other Assets				
Financing costs	\$ 23.2	\$	9.5	\$ 13.7
Deposits	7.2			7.2
Other	1.4		0.3	1.1
			···	1,1
	31.8		9.8	22.0

**Total Intangibles & Other Assets** 

\$ 546.3 \$ 217.2 \$ 329.1

Amortization expense of intangible and other assets was \$8.8 million and \$17.8 million for the three and six months ended June 30, 2012, respectively, compared to \$8.9 million and \$17.8 million for the comparable prior year periods.

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The estimated amortization expense for intangibles over the next five years is:

(in millions of U.S. dollars)	
Remainder of 2012	\$ 16.8
2013	30.4
2014	28.5
2015	26.4
2016	23.1
Thereafter	136.5
	\$ 261.7

Our only intangible asset with an indefinite life relates to the 2001 acquisition of intellectual property from Royal Crown Company, Inc. including the right to manufacture our concentrates, with all related inventions, processes, technologies, technical and manufacturing information, know-how and the use of the Royal Crown brand outside of North America and Mexico (the Rights). The Rights are not subject to amortization.

#### Note 9 Debt

Our total debt as of June 30, 2012 and December 31, 2011 was as follows:

(in millions of U.S. dollars)	June	30, 2012	Decemb	oer 31, 2011
8.375% senior notes due in 2017 <sup>1</sup>	\$	215.0	\$	215.0
8.125% senior notes due in 2018		375.0		375.0
GE obligation		10.4		12.4
Other capital leases		4.5		4.1
Other debt		1.4		1.5
Total debt		606.3		608.0
Less: Current debt				
GE obligation - current maturities		0.9		2.6
Other capital leases - current maturities		0.7		0.6
Other debt - current maturities		0.2		0.2
Total current debt		1.8		3.4
Long-term debt before discount		604.5		604.6
Less discount on 8.375% notes		(2.3)		(2.5)
Total long-term debt	\$	602.2	\$	602.1

Our 8.375% senior notes were issued at a discount of 1.425% on November 13, 2009.

#### **Debt**

Asset Based Lending Credit Facility

On March 31, 2008, we entered into a credit agreement with JPMorgan Chase Bank N.A. as Agent that created an asset-based lending credit facility (the ABL facility ) to provide financing for our North America, U.K. and Mexico reporting segments. In connection with the Cliffstar Acquisition, we refinanced the ABL facility on August 17, 2010 to, among other things, provide for the Cliffstar Acquisition, the issuance of \$375.0 million of 8.125% senior notes that are due on September 1, 2018 (the 2018 Notes ) and the application of net proceeds therefrom, the

underwritten public offering of 13,340,000 common shares at a price of \$5.67 per share and the application of net proceeds therefrom and to increase the amount available for borrowings to \$275.0 million. We drew down a portion of the indebtedness under the ABL facility in order to fund the Cliffstar Acquisition. We incurred \$5.4 million of financing fees in connection with the refinancing of the ABL facility.

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As of June 30, 2012, we had no outstanding borrowings under the ABL facility. The commitment fee was 0.5% per annum of the unused commitment, which was \$264.0 million as of June 30, 2012.

On July 19, 2012, we amended the ABL facility to, among other things, extend the maturity date to either July 19, 2017 or, if we have not redeemed, repurchased or refinanced the 8.375% senior subordinated notes due 2017 (the 2017 Notes ) by May 1, 2017, May 15, 2017.

The financing fees incurred in connection with the refinancing of the ABL facility on August 17, 2010, along with the financing fees incurred in connection with the amendment of the ABL facility on July 19, 2012, are amortized using the straight line method over the duration of the amended ABL facility.

8.125% Senior Notes due in 2018

On August 17, 2010, we issued the 2018 Notes. The issuer of the 2018 Notes is our wholly-owned subsidiary Cott Beverages Inc., but Cott Corporation and most of its U.S., Canadian and U.K. subsidiaries guarantee the 2018 Notes. The interest on the 2018 Notes is payable semi-annually on March 1<sup>st</sup> and September 1<sup>st</sup> of each year.

We incurred \$8.6 million of financing fees in connection with the issuance of the 2018 Notes. The financing fees are being amortized using the effective interest method over an eight-year period, which represents the duration of the 2018 Notes.

8.375% Senior Notes due in 2017

On November 13, 2009, we issued the 2017 Notes. The 2017 Notes were issued at a \$3.1 million discount. The issuer of the 2017 Notes is Cott Beverages Inc., but Cott Corporation and most of its U.S., Canadian and U.K. subsidiaries guarantee the 2017 Notes. The interest on the 2017 Notes is payable semi-annually on May 15<sup>th</sup> and November 15<sup>th</sup> of each year.

We incurred \$5.1 million of financing fees in connection with the 2017 Notes. The financing fees are being amortized using the effective interest method over an eight-year period, which represents the duration of the 2017 Notes.

#### Note 10 Commitments and Contingencies

We are subject to various claims and legal proceedings with respect to matters such as governmental regulations, and other actions arising out of the normal course of business. Management believes that the resolution of these matters will not have a material adverse effect on our financial position, results of operations, or cash flow.

We are currently involved in legal matters related to various contract disputes. We intend to vigorously defend against all claims in these lawsuits; however, we are presently unable to predict the ultimate outcome of these actions.

As of December 31, 2011, our accrued liability for litigation contingencies with a probable likelihood of loss was \$2.9 million which was related to a single contingency. We settled this legal matter for an amount not materially different from our accrued liability.

On August 17, 2010, we completed the Cliffstar Acquisition. The first \$15.0 million of the maximum of \$55.0 million of contingent consideration was based upon the achievement of milestones in certain expansion projects in 2010, which were achieved in 2010. The remainder of the contingent consideration was based on the achievement of certain performance measures during the fiscal year ended January 1, 2011.

We were notified on May 9, 2011 by the seller of Cliffstar of certain objections to the performance measures used to calculate the contingent consideration, and the seller asserted a claim for amounts in excess of the amounts accrued as contingent consideration at July 2, 2011. During the third and fourth quarters of 2011, Cott made interim payments to the seller equal to \$21.0 million and \$8.6 million, respectively. The payment of \$21.0 million was net of a \$4.7 million refund due to Cott as a result of the final determination of working capital, and the payment of \$8.6 million included \$0.9 million in settlement of certain of the seller s objections to the calculation of the contingent consideration are subject to an ongoing binding arbitration process under the terms of the asset purchase agreement. The seller is seeking up to \$12.1 million in additional contingent consideration. The final resolution of these matters may result in amounts payable to the seller that vary from the amount of payments previously made to seller of \$34.3 million. We are currently unable to predict the ultimate outcome of this action. Any changes in the fair value of contingent consideration will be recorded in our Consolidated Statements of Operations.

We had \$11.0 million in standby letters of credit outstanding as of June 30, 2012 (July 2, 2011 \$9.5 million).

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#### Note 11 Shares Held in Trust treated as Treasury Shares and Share Repurchase Program

In May 2008, an independent trustee acting under certain of our benefit plans purchased 2.3 million of our common shares to be used to satisfy future liabilities under the Amended and Restated Performance Share Unit Plan (the PSU Plan ) and the Restated Executive Incentive Share Purchase Plan (the Restated EISPP ). As of June 30, 2012, 0.7 million shares were held in trust, and accounted for as treasury shares under applicable accounting rules. Treasury shares are reported at cost.

Subsequent to the adoption of the 2010 Equity Incentive Plan on May 4, 2010, the Human Resources and Compensation Committee of the Board of Directors determined that certain of Cott s long-term incentive plans were no longer needed and terminated the PSU Plan and the Restated EISPP effective February 23, 2011. No further awards will be granted under such plans, as future awards will be made under our 2010 Equity Incentive Plan.

On May 1, 2012, our Board of Directors authorized the repurchase of up to \$35 million of our common shares in the open market or through privately negotiated transactions over a 12-month period through either a 10b5-1 automatic trading plan or at management s discretion in compliance with regulatory requirements, and given market, cost and other considerations. We are unable to predict the number of shares that will be repurchased under the share repurchase program, or the aggregate dollar amount of the shares actually purchased. We may discontinue purchases at any time, subject to compliance with applicable regulatory requirements. We repurchased 35,272 shares of common stock for approximately \$0.3 million during the second quarter ended June 30, 2012.

### Note 12 Hedging Transactions and Derivative Financial Instruments

We are directly and indirectly affected by changes in foreign currency market conditions. These changes in market conditions may adversely impact our financial performance and are referred to as market risks. When deemed appropriate by management, we use derivatives as a risk management tool to mitigate the potential impact of foreign currency market risks.

We purchase forward contract derivative instruments. Forward contracts are agreements to buy or sell a quantity of a currency at a predetermined future date and at a predetermined rate or price. We do not enter into derivative financial instruments for trading purposes.

As of June 30, 2012, all derivatives are carried at fair value in the Consolidated Balance Sheets in the line item accounts payable and accrued liabilities. The carrying values of the derivatives reflect the impact of legally enforceable agreements with the same counterparties. These allow us to net settle positive and negative positions (assets and liabilities) arising from different transactions with the same counterparty.

The accounting for gains and losses that result from changes in the fair values of derivative instruments depends on whether the derivatives have been designated and qualify as hedging instruments and the types of hedging relationships. The changes in fair values of derivatives that have been designated and qualify as cash flow hedges are recorded in accumulated other comprehensive income (loss) ( AOCI ) and are reclassified into the line item in the Consolidated Statements of Operations in which the hedged items are recorded in the same period the hedged items affect earnings. Due to the high degree of effectiveness between the hedging instruments and the underlying exposures being hedged, fluctuations in the value of the derivative instruments are generally offset by changes in the fair values or cash flows of the underlying exposures being hedged.

We formally designate and document, at inception, the financial instrument as a hedge of a specific underlying exposure, the risk management objective and the strategy for undertaking the hedge transaction. In addition, we formally assess both at the inception and at least quarterly thereafter, whether the financial instruments used in hedging transactions are effective at offsetting changes in either the fair values or cash flows of the related underlying exposures. Any ineffective portion of a financial instrument s change in fair value is immediately recognized into earnings.

We estimate the fair values of our derivatives based on quoted market prices or pricing models using current market rates (refer to Note 13). The notional amounts of the derivative financial instruments do not necessarily represent amounts exchanged by the parties and, therefore, are not a direct measure of our exposure to the financial risks described above. The amounts exchanged are calculated by reference to the notional amounts and by other terms of the derivatives, such as interest rates, foreign currency exchange rates or other financial indices. We do not view the fair values of our derivatives in isolation, but rather in relation to the fair values or cash flows of the underlying hedged transactions. All of our derivatives are straightforward over-the-counter instruments with liquid markets.

#### **Credit Risk Associated with Derivatives**

We have established strict counterparty credit guidelines and enter into transactions only with financial institutions of investment grade or better. We mitigate pre-settlement risk by being permitted to net settle for transactions with the same counterparty.

### **Cash Flow Hedging Strategy**

We use cash flow hedges to minimize the variability in cash flows of assets or liabilities or forecasted transactions caused by fluctuations in foreign currency exchange rates. The changes in the fair values of derivatives designated as cash flow hedges are recorded in AOCI and are reclassified into the line item in the Consolidated Statements of Operations in which the hedged items are recorded in the same period the hedged items affect earnings. The changes in fair values of hedges that are determined to be ineffective are immediately reclassified from AOCI into earnings. We did not discontinue any cash flow hedging relationships during the six months ended June 30, 2012. The maximum length of time over which we hedge our exposure to future cash flows is typically one year.

We maintain a foreign currency cash flow hedging program to reduce the risk that our procurement activities will be adversely affected by changes in foreign currency exchange rates. We enter into forward contracts to hedge certain portions of forecasted cash flows denominated in foreign currencies. When the U.S. dollar strengthens significantly against foreign currencies, the decline in the present value of future foreign currency cash flows is partially offset by gains in the fair value of the derivative instruments. Conversely, when the U.S. dollar weakens as compared to other currencies, the increase in the present value of future foreign currency cash flows is partially offset by losses in the fair value of the derivative instruments. The total notional value of derivatives that have been designated and qualify for our foreign currency cash flow hedging program as of June 30, 2012 was approximately \$9.6 million.

The fair value of the Company s derivative instrument liabilities was \$0.3 million as of June 30, 2012.

The settlement of our derivative instruments resulted in a charge to cost of sales of \$0.2 million and \$0.1 million for the three and six months ended June 30, 2012.

#### Note 13 Fair Value Measurements

ASC No. 820 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants at the measurement date. Additionally, the inputs used to measure fair value are prioritized based on a three-level hierarchy. This hierarchy requires entities to maximize the use of observable inputs and minimize the use of unobservable inputs.

The three levels of inputs used to measure fair value are as follows:

- Level 1 Quoted prices in active markets for identical assets or liabilities.
- Level 2 Observable inputs other than quoted prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.
- Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. This includes certain pricing models, discounted cash flow methodologies and similar techniques that use significant unobservable inputs.

We have certain assets and liabilities that are required to be recorded at fair value on a recurring basis in accordance with U.S. GAAP.

The following table summarizes those assets and liabilities measured at a fair value on a recurring basis as of June 30, 2012:

	June 30, 2012										
(in millions of U.S. dollars)	Level 1	Level 2	Level 3	Netting Adjustmen	it Fair Value M	Measurements					
Liabilities											
Derivatives	\$	\$ 0.3	\$	\$	\$	0.3					
T-4-1 T '-1-114'	ф	Φ 0.2	ф	ф	ф	0.2					
Total Liabilities	\$	\$ 0.3	<b>3</b>	<b>&gt;</b>	•	0.3					

#### Fair Value of Financial Instruments

The carrying amounts reflected in the Consolidated Balance Sheets for cash, receivables, payables, short-term borrowings and long-term debt approximate their respective fair values, except as otherwise indicated. The carrying values and estimated fair values of our significant outstanding debt as of June 30, 2012 and December 31, 2011 were as follows:

	June 30	), 2012	December	31, 2011
(in millions of U.S. dollars)	Carrying Value	Fair Value	Carrying Value	Fair Value
8.375% senior notes due in 2017 <sup>1</sup>	\$ 215.0	233.8	\$ 215.0	231.4
8.125% senior notes due in 2018 <sup>1</sup>	375.0	409.2	375.0	404.5
Total	\$ 590.0	\$ 643.0	\$ 590.0	\$ 635.9

1 The fair values are based on the trading levels and bid/offer prices observed by a market participant and are considered Level 1 inputs. Fair value of contingent consideration

We were notified on May 9, 2011 by the seller of Cliffstar of certain objections to the performance measures used to calculate the contingent consideration, and the seller asserted a claim for amounts in excess of the amounts accrued as contingent consideration at July 2, 2011. During the third and fourth quarters of 2011, Cott made interim payments to the seller equal to \$21.0 million and \$8.6 million, respectively. The payment of \$21.0 million was net of a \$4.7 million refund due to Cott as a result of the final determination of working capital, and the payment of \$8.6 million included \$0.9 million in settlement of certain of the seller s objections to the calculation of the contingent consideration. The seller s remaining objections to the calculation of the contingent consideration are subject to an ongoing binding arbitration process under the terms of the asset purchase agreement. The seller is seeking up to \$12.1 million in additional contingent consideration. The final resolution of these matters may result in amounts payable to the seller that vary from the amount of payments previously made to seller of \$34.3 million. We are currently unable to predict the ultimate outcome of this action. Any changes in the fair value of contingent consideration will be recorded in our Consolidated Statements of Operations.

#### Note 14 Guarantor Subsidiaries

The 2017 Notes and 2018 Notes issued by our wholly-owned subsidiary, Cott Beverages, Inc., are unconditionally guaranteed on a senior basis pursuant to guarantees by Cott Corporation and certain other wholly-owned subsidiaries (the Guarantor Subsidiaries). The guarantees of the Guarantor Subsidiaries are subject to release in limited circumstances only upon the occurrence of certain customary conditions.

We have not presented separate financial statements and separate disclosures have not been provided concerning subsidiary guarantors because management has determined such information is not material to the holders of the above-mentioned notes.

The following supplemental financial information sets forth on an unconsolidated basis, our Balance Sheets, Statements of Operations and Cash Flows for Cott Corporation, Cott Beverages Inc., Guarantor Subsidiaries and our other subsidiaries (the Non-guarantor Subsidiaries). The supplemental financial information reflects our investments and those of Cott Beverages Inc. in their respective subsidiaries using the equity method of accounting.

## **Condensed Consolidating Statements of Operations**

(in millions of U.S. dollars)

Unaudited

	For the Three Months Ended June 30, 2012											
	Cott		Cott	Gu	arantor	Non-G	uarantor	Elin	nination	~		
	Corporation	Beve	rages Inc.	Sub	sidiaries	Subs	sidiaries	Е	ntries	Cons	solidated	
Revenue, net	\$ 61.3	\$	241.6	\$	287.0	\$	44.9	\$	(9.0)	\$	625.8	
Cost of sales	46.9		201.0		254.5		40.1		(9.0)		533.5	
Gross profit	14.4		40.6		32.5		4.8				92.3	
Selling, general and administrative expenses	6.6		24.1		15.0		3.1				48.8	
Loss on disposal of property, plant & equipment					0.3						0.3	
Operating income	7.8		16.5		17.2		1.7				43.2	
Operating income			10.5		17.2		1.7				43.2	
Other expense (income), net	0.6				(0.9)		(0.2)				(0.5)	
Intercompany interest (income) expense, net			(2.4)		2.4							
Interest expense, net	0.1		13.3		0.1						13.5	
<b>Income before income tax expense (benefit)</b>												
and equity income	7.1		5.6		15.6		1.9				30.2	
Income tax expense (benefit)	3.7		(0.1)		0.5		(0.2)				3.9	
Equity income	21.7		1.3		6.7		(0.2)		(29.7)		3.7	
Equity meonic	21.7		1.5		0.7				(2).7)			
Net income	\$ 25.1	\$	7.0	\$	21.8	\$	2.1	\$	(29.7)	\$	26.3	
Less: Net income attributable to non-controlling												
interests							1.2				1.2	
Net income attributed to Cott Corporation	\$ 25.1	\$	7.0	\$	21.8	\$	0.9	\$	(29.7)	\$	25.1	
Net income attributed to Cott Corporation	Φ Δ.J.1	Ф	7.0	Ф	21.0	Ф	0.9	Ф	(29.1)	Ф	23.1	
Comprehensive income (loss) attributed to												
Cott Corporation	\$ 18.2	\$	(4.5)	\$	12.7	\$	(4.3)	\$	(3.9)	\$	18.2	

## **Condensed Consolidating Statements of Operations**

(in millions of U.S. dollars)

Unaudited

	Cott Corporation	Beve	F Cott erages Inc.	Gu	Six Month arantor sidiaries	Non-G	l June 30, 2 Guarantor Sidiaries	Elir	nination Intries	Cor	nsolidated
Revenue, net	\$ 105.0	\$	449.7	\$	527.5	\$	84.6	\$	(17.2)	\$	1,149.6
Cost of sales	84.6		377.2		472.7		76.6		(17.2)		993.9
Gross profit	20.4		72.5		54.8		8.0				155.7
Selling, general and administrative expenses	15.3		39.7		30.0		5.6				90.6
Loss on disposal of property, plant & equipment			0.4		0.5						0.9
Operating income	5.1		32.4		24.3		2.4				64.2
Other expense (income), net	0.5		0.1		(0.9)		(0.4)				(0.7)
Intercompany interest (income) expense, net			(4.7)		4.7						
Interest expense, net	0.2		27.0		0.3						27.5
Income before income tax expense (benefit) and equity income  Income tax expense (benefit)	4.4 3.2		10.0		20.2		2.8 (0.1)		(42.0)		37.4 4.3
Equity income	29.8		2.3		11.8				(43.9)		
Net income	\$ 31.0	\$	11.7	\$	31.4	\$	2.9	\$	(43.9)	\$	33.1
Less: Net income attributable to non-controlling interests							2.1				2.1
Net income attributed to Cott Corporation	\$ 31.0	\$	11.7	\$	31.4	\$	0.8	\$	(43.9)	\$	31.0
Comprehensive income (loss) attributed to Cott Corporation	\$ 31.6	\$	17.4	\$	(62.0)	\$	45.6	\$	(1.0)	\$	31.6

## **Condensed Consolidating Statements of Operations**

(in millions of U.S. dollars)

Unaudited

## For the Three Months Ended July 2, 2011

	Cott Corporation	В	Cott everages Inc.		arantor sidiaries		Suarantor sidiaries	nination Intries	Con	solidated
Decrees wet	•	ď	254.3	\$		\$				
Revenue, net Cost of sales	\$ 60.8 47.6	\$	234.3	Ф	288.3 250.0	Э	47.3 42.3	\$ (10.7) (10.7)	\$	640.0 552.0
000 01 0000					200.0			(1017)		002.0
Gross profit	13.2		31.5		38.3		5.0			88.0
Selling, general and administrative expenses	9.6		21.9		10.3		3.3			45.1
Operating income	3.6		9.6		28.0		1.7			42.9
Other (income) expense, net	(0.3)		0.3		0.1		(0.1)			
Intercompany interest (income) expense, net	(1.8)		0.2		1.6		` ′			
Interest expense, net	0.2		13.8		0.6					14.6
Income (loss) before income tax (benefit)										
expense and equity income (loss)	5.5		(4.7)		25.7		1.8			28.3
Income tax (benefit) expense			(0.1)		0.7		0.1			0.7
Equity income (loss)	21.0		0.9		(3.4)			(18.5)		
Net income (loss)	\$ 26.5	\$	(3.7)	\$	21.6	\$	1.7	\$ (18.5)	\$	27.6
Less: Net income attributable to non-controlling interests							1.1			1.1
Net income (loss) attributed to Cott Corporation	\$ 26.5	\$	(3.7)	\$	21.6	\$	0.6	\$ (18.5)	\$	26.5
Comprehensive income (loss) attributed to Cott Corporation	\$ 27.8	\$	(5.1)	\$	21.0	\$	3.1	\$ (18.8)	\$	28.0

## **Condensed Consolidating Statements of Operations**

(in millions of U.S. dollars)

Unaudited

	Cott Corporation	Cott rages Inc.	Gu	e Six Mont arantor sidiaries	Non-G	ed July 2, 20 Guarantor Sidiaries	Eli	mination Entries	Cor	solidated
Revenue, net	\$ 102.7	\$ 469.3	\$	540.9	\$	80.4	\$	(19.2)	\$	1,174.1
Cost of sales	82.5	408.8		473.4		71.0		(19.2)		1,016.5
Gross profit	20.2	60.5		67.5		9.4				157.6
Selling, general and administrative expenses	17.8	40.5		25.1		6.8				90.2
Operating (loss) income	2.4	20.0		42.4		2.6				67.4
Other (income) expense, net	0.1	0.7		0.1		(0.1)				0.8
Intercompany interest (income) expense, net	(3.5)	0.2		3.3						
Interest expense, net	0.2	27.6		1.1		0.1				29.0
Income (loss) before income tax (benefit)										
expense and equity income (loss)	5.6	(8.5)		37.9		2.6				37.6
Income tax (benefit) expense	1.1	1.2		(0.2)		0.2				2.3
Equity income (loss)	28.8	2.2		(7.2)				(23.8)		
Net income (loss)	\$ 33.3	\$ (7.5)	\$	30.9	\$	2.4	\$	(23.8)	\$	35.3
Less: Net income attributable to						2.0				2.0
non-controlling interests						2.0				2.0
Net income (loss) attributed to Cott Corporation	\$ 33.3	\$ (7.5)	\$	30.9	\$	0.4	\$	(23.8)	\$	33.3
Comprehensive income (loss) attributed to Cott Corporation	\$ 43.9	\$ 10.3	\$	134.8	\$	33.9	\$	(178.4)	\$	44.5

## **Consolidating Balance Sheets**

(in millions of U.S. dollars)

Unaudited

	Cott Corporation	Cott Beverages Inc.	As of J Guarantor Subsidiaries	une 30, 2012 Non- Guarantor Subsidiaries	Elimination Entries	Consolidated
ASSETS						
Current assets						
Cash & cash equivalents	\$ 16.8	\$ 3.2	\$ 18.8	\$ 8.3	\$	\$ 47.1
Accounts receivable, net of allowance	31.7	111.8	165.9	16.4	(63.4)	262.4
Income taxes recoverable		8.3				8.3
Inventories	21.3	79.6	123.5	9.6		234.0
Prepaid expenses and other assets	1.3	17.0	6.7	0.1		25.1
Total current assets	71.1	219.9	314.9	34.4	(63.4)	576.9
Property, plant & equipment	49.0	185.7	244.5	9.6		488.8
Goodwill	26.9	4.5	98.2			129.6
Intangibles and other assets	0.9	104.1	207.6	16.5		329.1
Deferred income taxes	3.1			0.2		3.3
Other tax receivable	0.4		0.6			1.0
Due from affiliates	33.8	170.0	78.0	41.9	(323.7)	
Investments in subsidiaries	475.2	377.8	525.0	227.5	(1,605.5)	
Total assets  LIABILITIES AND EQUITY	\$ 660.4	\$ 1,062.0	\$ 1,468.8	\$ 330.1	\$ (1,992.6)	\$ 1,528.7
Current liabilities						
Current maturities of long-term debt	\$	\$ 1.3	\$ 0.1	\$ 0.4	\$	\$ 1.8
	27.6	129.5	156.0	15.3	(63.4)	265.0
Accounts payable and accrued liabilities	27.0	129.3	130.0	13.3	(03.4)	203.0
Total current liabilities	27.6	130.8	156.1	15.7	(63.4)	266.8
Long-term debt	0.3	599.0	1.3	1.6		602.2
Deferred income taxes		29.1	7.4	0.7		37.2
Other long-term liabilities	0.2	3.8	16.2			20.2
Due to affiliates	43.0	76.7	172.5	31.5	(323.7)	
Total liabilities	71.1	839.4	353.5	49.5	(387.1)	926.4
Equity						
Capital stock, no par	395.7	574.4	1,458.9	174.8	(2,208.1)	395.7
Treasury stock	(2.1)					(2.1)
Additional paid-in-capital	44.8					44.8
Retained earnings (deficit)	175.0	(348.3)	(343.7)	(44.3)	736.3	175.0
Accumulated other comprehensive (loss) income	(24.1)	(3.5)	0.1	137.1	(133.7)	(24.1)

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Total Cott Corporation equity	589.3	222.6	1,115.3	267.6	(1,605.5)	589.3
Non-controlling interests				13.0		13.0
Total equity	589.3	222.6	1,115.3	280.6	(1,605.5)	602.3
Total liabilities and equity	\$ 660.4	\$ 1,062.0	\$ 1,468.8	\$ 330.1	<b>\$</b> (1,992.6)	\$ 1,528.7

## **Consolidating Balance Sheets**

(in millions of U.S. dollars)

		Cott	As of D	ecember 31, 2011		
	Cott Corporation	Beverages Inc.	Guarantor Subsidiaries	Non-Guarantor Subsidiaries	Elimination Entries	Consolidated
ASSETS	•					
Current assets						
Cash & cash equivalents	\$ 13.7	\$ 20.7	\$ 58.9	\$ 7.6	\$	\$ 100.9
Accounts receivable, net of allowance	22.4	97.2	136.3	14.6	(59.7)	210.8
Income taxes recoverable		8.8	0.8	0.3		9.9
Inventories	18.1	60.2	124.2	7.5		210.0
Prepaid expenses and other assets	1.8	13.8	3.6	0.1		19.3
Total current assets	56.0	200.7	323.8	30.1	(59.7)	550.9
Property, plant & equipment	48.0	179.3	245.1	9.8		482.2
Goodwill	26.9	4.5	98.2			129.6
Intangibles and other assets	0.9	105.3	216.5	18.4		341.1
Deferred income taxes	4.1					4.1
Other tax receivable	0.5		0.5			1.0
Due from affiliates	30.3	166.4	79.1	41.9	(317.7)	
Investments in subsidiaries	459.8	365.5	572.3	225.3	(1,622.9)	
Total assets	\$ 626.5	\$ 1,021.7	\$ 1,535.5	\$ 325.5	\$ (2,000.3)	\$ 1,508.9
LIABILITIES AND EQUITY						
Current liabilities						
Current maturities of long-term debt	\$	\$ 2.9	\$ 0.1	\$ 0.4	\$	\$ 3.4
Accounts payable and accrued liabilities	27.1	117.1	181.2	15.4	(59.7)	281.1
Total current liabilities	27.1	120.0	181.3	15.8	(59.7)	284.5
Long-term debt	0.2	599.0	1.2	1.7	(2201)	602.1
Deferred income taxes		26.8	6.8	0.5		34.1
Other long-term liabilities	0.2	3.5	16.3			20.0
Due to affiliates	43.2	77.8	168.9	27.8	(317.7)	
Total liabilities	70.7	827.1	374.5	45.8	(377.4)	940.7
Equity						
Capital stock, no par	395.9	569.3	1,396.5	218.2	(2,184.0)	395.9
Treasury stock	(2.1)	309.3	1,390.3	210.2	(2,104.0)	(2.1)
Additional paid-in-capital	42.6					42.6
Retained earnings (deficit)	144.1	(365.5)	(329.0)	(43.2)	737.7	144.1
Accumulated other comprehensive (loss) income	(24.7)	(9.2)	93.5	92.3	(176.6)	(24.7)
	(=)	(- · <del>-</del> )		, 210	(=. =.0)	(=)
Total Cott Corporation equity	555.8	194.6	1,161.0	267.3	(1,622.9)	555.8
Non-controlling interests				12.4		12.4

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Total equity	555.8	194.6	1,161.0	279.7	(1,622.9)	568.2
Total liabilities and equity	\$ 626.5	\$ 1,021.7	\$ 1,535.5	\$ 325.5	\$ (2,000.3)	\$ 1,508.9

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## **Consolidating Statements of Condensed Cash Flows**

(in millions of U.S. dollars)

Unaudited

	Cott Corporation	<b>Cott Beverages</b>	or the Three Mon Guarantor Subsidiaries	ths Ended June 30, 2 Non-Guarantor Subsidiaries	2012 Elimination Entries	Consolidated
Operating Activities						
Net income	\$ 25.1	\$ 7.0	\$ 21.8	\$ 2.1	\$ (29.7)	\$ 26.3
Depreciation & amortization	1.5	8.9	11.9	1.4		23.7
Amortization of financing fees		0.9				0.9
Share-based compensation expense	0.7	0.3	0.3	0.1		1.4
Increase (decrease) in deferred income						
taxes	1.8	2.1	0.4	(0.3)		4.0
Gain on bargain purchase			(0.9)			(0.9)
Loss on disposal of property, plant &						
equipment			0.3			0.3
Equity (loss) income, net of distributions	(21.7)	(1.3)	(6.7)		29.7	
Intercompany transactions	12.0	0.2			(12.2)	
Other non-cash items	0.8	0.2				1.0
Net change in operating assets and						
liabilities, net of acquisition	(9.9)	(0.4)	(20.1)	(0.4)	12.2	(18.6)
Net cash provided by operating activities	10.3	17.9	7.0	2.9		38.1
Investing Activities Additions to property, plant & equipment	(2.7)	(13.7)	(3.1)	(0.2)		(19.7)
Additions to intangibles and other assets		(1.4)	0.4	( )		(1.0)
Proceeds from sale of assets held for sale		( )	1.0			1.0
Advances to affiliates				(0.9)	0.9	
				,		
Net cash used in investing activities	(2.7)	(15.1)	(1.7)	(1.1)	0.9	(19.7)
Financing Activities						
Payments of long-term debt		(1.3)		(0.1)		(1.4)
Borrowings under ABL		17.5		( )		17.5
Payments under ABL		(17.5)				(17.5)
Advances from affiliates	0.9	(,			(0.9)	( 1.12)
Distributions to non-controlling interests				(0.3)	· í	(0.3)
Common share repurchase	(0.3)			(212)		(0.3)
•						
Net cash provided by (used in) financing						
activities	0.6	(1.3)		(0.4)	(0.9)	(2.0)
Effect of evaluation rate sharpes or	(0.4)		(0.2)	(0.2)		(0.0)
Effect of exchange rate changes on cash	(0.4)		(0.2)	(0.3)		(0.9)
Net increase in cash & cash equivalents	7.8	1.5	5.1	1.1		15.5

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Cash & cash equivalents, beginning of period	9.0	1.7	13.7	7.2		31.6
Cash & cash equivalents, end of period	\$ 16.8	\$ 3.2	\$ 18.8	\$ 8.3	\$	\$ 47.1

## **Consolidating Statements of Condensed Cash Flows**

(in millions of U.S. dollars)

Unaudited

				For the	Six Month	s Ended	June 30, 20	12			
	Cott Corporation	Cott Beverages Inc.		Guarantor Subsidiaries		Non-Guarantor Subsidiaries		Elimination Entries		Con	solidated
	Cott Corporation		inc.	Sub	sidiarics	Subs	iulai ies		Aiti ics	Cons	sonuatcu
Operating Activities	¢ 21.0	Ф	11.7	Ф	21.4	ф	2.0	Ф	(42.0)	¢.	22.1
Net income	\$ 31.0	\$	11.7	\$	31.4	\$	2.9	\$	(43.9)	\$	33.1
Depreciation & amortization	3.1		17.7		23.9		2.8				47.5
Amortization of financing fees	0.1		1.9		0.1		0.1				2.1
Share-based compensation expense	0.8		0.8		0.5		0.1				2.2
Increase (decrease) in deferred income			2.5		0.6		(0.0)				4.0
taxes	1.1		2.5		0.6		(0.2)				4.0
Gain on bargain purchase					(0.9)						(0.9)
Loss on disposal of property, plant &			0.4		0.5						0.0
equipment	(20.0)		0.4		0.5				40.0		0.9
Equity (loss) income, net of distributions	(29.8)		(2.3)		(11.8)				43.9		
Intercompany transactions	16.2		1.4						(17.6)		
Other non-cash items	0.4		0.2								0.6
Net change in operating assets and											
liabilities, net of acquisition	(18.7)		(21.0)		(72.8)		0.4		17.6		(94.5)
Net cash provided by (used in) operating											
activities	4.2		13.3		(28.5)		6.0				(5.0)
Investing Activities											
Acquisition					(5.0)						(5.0)
Additions to property, plant & equipment	(4.2)		(24.8)		(8.1)		(0.3)				(37.4)
Additions to intangibles and other assets	(4.2)		(3.6)		(0.1)		(0.5)				(3.7)
Proceeds from sale of assets held for sale			(3.0)		1.0						1.0
Advances to affiliates					1.0		(3.5)		3.5		1.0
Advances to armates							(3.3)		3.3		
Net cash used in investing activities	(4.2)		(28.4)		(12.2)		(3.8)		3.5		(45.1)
Financing Activities											
Payments of long-term debt			(2.4)				(0.2)				(2.6)
Borrowings under ABL			24.5								24.5
Payments under ABL			(24.5)								(24.5)
Advances from affiliates	3.5								(3.5)		
Distributions to non-controlling interests							(1.4)				(1.4)
Common share repurchase	(0.3)										(0.3)
Net cash provided by (used in) financing											
activities	3.2		(2.4)				(1.6)		(3.5)		(4.3)
Effect of exchange rate changes on cash	(0.1)				0.6		0.1				0.6

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Net increase (decrease) in cash & cash equivalents	3.1	(17.5)	(40.1)	0.7		(53.8	3)
Cash & cash equivalents, beginning of period	13.7	20.7	58.9	7.6		100.9	)
Cash & cash equivalents, end of period	\$ 16.8	\$ 3.2	\$ 18.8	\$ 8.3	\$ \$	<b>47.</b> 1	l