

**COTT CORPORATION**  
**SUPPLEMENTARY INFORMATION - Q4 2016 REVENUE GUIDANCE**

*Unaudited*

Items Impacting Q4 2016 Revenues		Revenue vs Q4 2015	
North America Mix	3%	(\$9.0)	
UK/Europe			
Volume	2%	(\$3.0)	Q3 2016
Foreign Exchange	17%	(\$20) to (\$25)	Q3 2016
DS Services			
Aquaterra		\$12 to \$14	Average Quarter YTD
HOD Water 3G/5G growth		\$3.0	Q3 2016
One Less Week		(\$12.0)	
OCS/Retail/Case Pack		(\$7.0)	Q3 2016
Energy Surcharge		(\$1.0)	Q3 2016
Other		(\$1.0)	Q3 2016
S&D and Eden (1)		\$190 to \$230	
Total Consolidated Revenue Impact		\$147 to \$194	

Note: Revenue Bridge Based on Commentary From Q3 2016 Transcript and Q&A posted at cott.com

(1) - Modeling call on 8/17/16 noted partial year revenues of S&D and Eden combined of \$350 to \$390 million. Q3 2016 included \$157 million of combined revenues.