



PEPSICO

PEPSICO & CITY OF MIAMI BEACH PARTNERSHIP

EXPERIENCE & CAPABILITIES

PepsiCo was founded in 1965 and has provided quality products and world renowned sales & service for over 45 years. In early 2010, PepsiCo acquired the Pepsi Bottling Group & Pepsi Americas to form the worlds largest manufacturer and distributor of Pepsi Beverages, Pepsi Beverages Company.

Pepsi Beverages Company (PBC), an LLC, is a full service beverage provider. PBC's diverse portfolio includes some of the world's most widely recognized beverage brands, including Pepsi, Mountain Dew, Sierra Mist, Aquafina, Gatorade, SoBe, Lipton, and Amp Energy. PBC also manufactures and distributes third-party brands in key local markets such as Dr. Pepper, Crush, Rock Star, Starbucks and Muscle Milk. In addition, PBC provides sales, key account management, distribution, vending, equipment and service. Pepsi-Cola products are brought to you through an alliance that combines worldwide resources with local market expertise.

PepsiCo North American Beverages (NAB), markets, makes and sells beverages in North America. We own over 80% of our distribution network (bottlers) making NAB the largest beverage company in America. We have strategic partnerships with strong local and national brands that consumers love.

At PepsiCo, we aim to deliver top-tier financial performance over the long term by integrating sustainability into our business strategy, leaving a positive imprint on society and the environment. We call this Performance with Purpose. This vision means creating products that our consumers are eager to buy and our employees are proud to sell. It starts with what we make — a wide range of foods and beverages from the indulgent to the more nutritious; extends to how we make our products — conserving precious natural resources and fostering environmental responsibility in and beyond our operations; and considers those who make them — striving to support communities where we work and the careers of generations of talented PepsiCo employees



PepsiCo is a worldwide leader in convenient foods and beverages. The corporation operates several independent divisions, including PepsiCo North American Beverages, Frito-Lay, Tropicana/Gatorade and Quaker Foods.



Pepsi Beverages Company is the world's largest manufacturer and distributor of Pepsi-Cola beverages with over 85,000 employees, 136 production facilities & 675 distribution centers worldwide. PBC evolved from a 2010 merger of PBG, PAS & PepsiCo. Collectively, these companies have an annual revenue of over \$60 billion.

PEPSICO IS TRULY GLOBAL WITH SCALE ACROSS EXECUTION, BRANDS, & PEOPLE

GLOBAL BEVERAGES



GLOBAL SNACKS



GLOBAL NUTRITION



PERFORMANCE



More than
\$63 billion
revenue

BRANDS



22
billion-dollar
brands

SCALE



>200 countries
& territories

PEOPLE



More than
263,000
employees

ALWAYS GUIDED BY PERFORMANCE WITH PURPOSE

OUR AGENDA FOR THE NEXT DECADE

To substantially increase our efforts to improve the products we sell, protect our planet and empower people around the world in order to contribute solutions to shared challenges

PRODUCTS

TRANSFORM OUR PORTFOLIO & OFFER HEALTHIER OPTIONS

PLANET

WORK TO ACHIEVE POSITIVE WATER IMPACT
SIGNIFICANTLY LOWER CARBON EMISSIONS
SOURCE SUSTAINABLY
REDUCE & ELIMINATE WASTE

PEOPLE

ADVANCE RESPECT FOR HUMAN RIGHTS
SUPPORT DIVERSITY, WOMEN'S ADVANCEMENT & WORKING CAREGIVERS
SPUR PROSPERITY



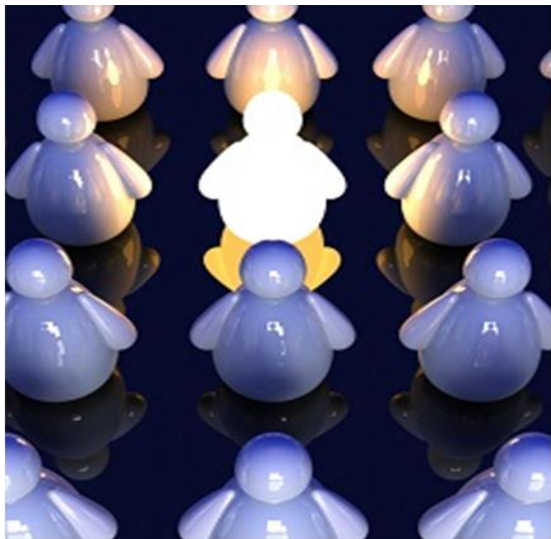
performance
WITH purpose



OUR PHILOSOPHY IS SIMPLE...WHEN YOU WIN, WE WIN



START WITH A DEEP
UNDERSTANDING OF
YOUR
CONSUMER



PARTNERING ON CUSTOM
SOLUTIONS TO MEET THEIR
NEEDS
IN YOUR WORLD

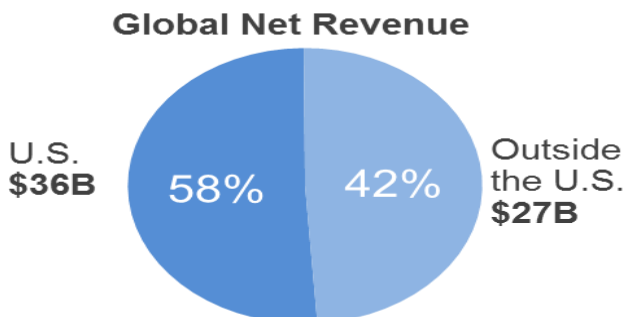
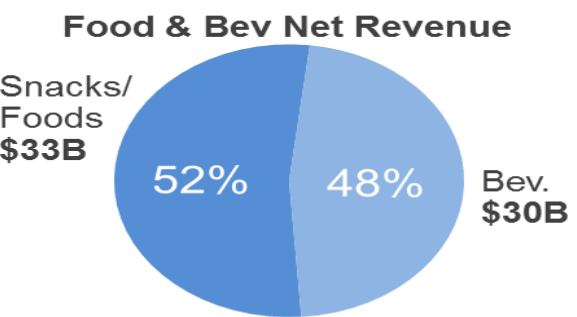


UNLOCKING THE BEST OF PEPSICO
TO ADDRESS
YOUR BIGGEST
OPPORTUNITIES

OUR PORTFOLIO IS WELL BALANCED ACROSS FOOD/BEVERAGE & GEOGRAPHY

BEVERAGE
ADVANTAGE

FOODS
LEADERSHIP



#1 BRANDS IN A BREADTH OF CATEGORIES

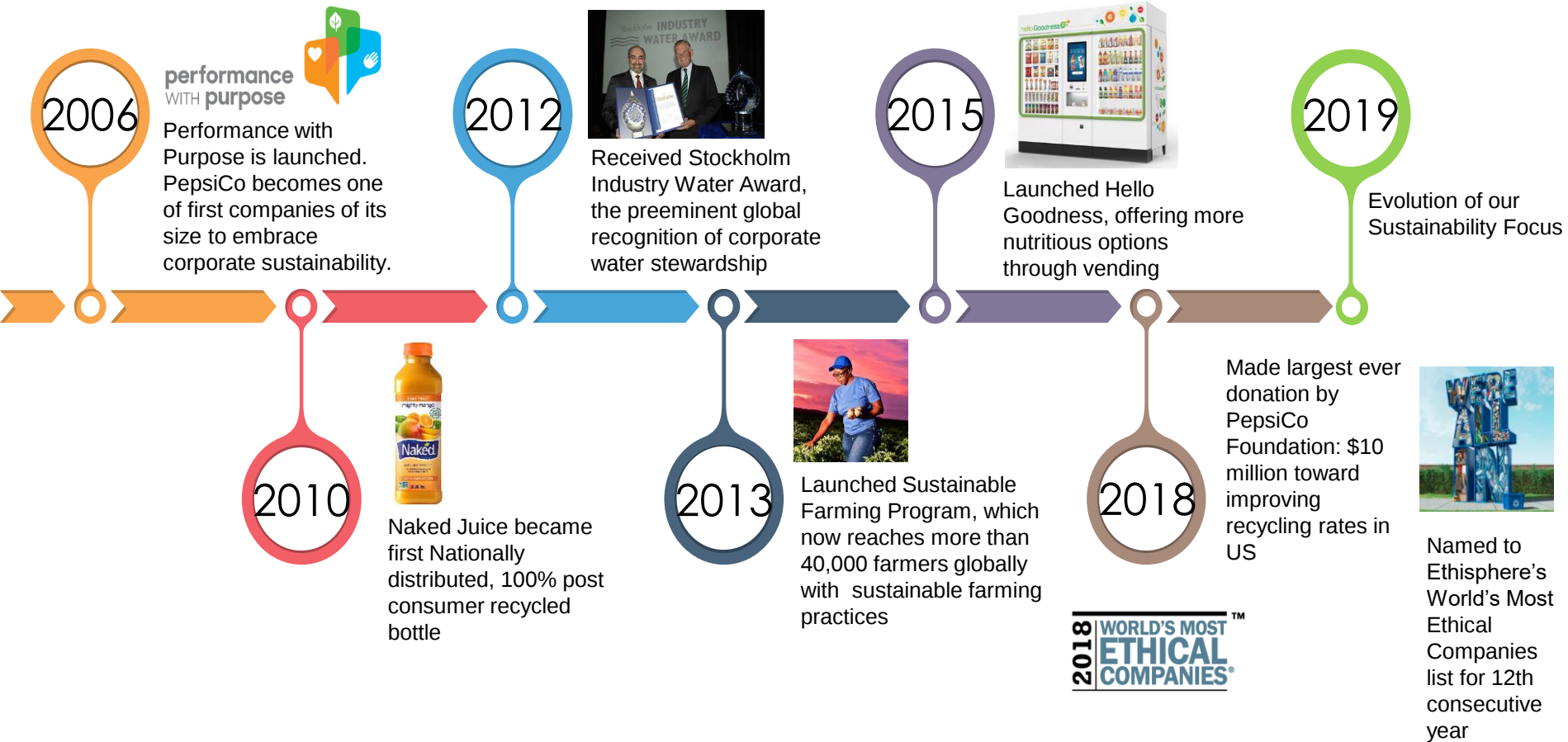




CORPORATE SUSTAINABILITY

PEPSICO IS A LEADER IN CORPORATE SUSTAINABILITY

PepsiCo was a pioneer in corporate sustainability, launching our agenda in 2006. Since then, we have had numerous milestones.



SUSTAINABILITY CONTINUES TO BE A PRIORITY

"We are introducing a new vision:
**Be the global leader in
convenient foods and beverages
by Winning with Purpose.**

To advance this vision, we will focus
on becoming **Faster, Stronger,
and Better** in everything we do."

*Our new corporate vision is an evolution of Performance with Purpose, reflecting our ambition to win sustainably in the marketplace. We do this by aspiring to be **BETTER**. That means:*



Broadening our product portfolio to include more reduced sugar, sodium and saturated fat products



Acting as a positive water steward in the communities where we work



Support the circular economy for plastic



Taking actions to reduce our carbon footprint across our supply chain

WE BELIEVE THAT SUSTAINABILITY IS A BUSINESS IMPERATIVE & WE HAVE SET GOALS ACROSS THESE 3 AREAS

PRODUCTS



- Reduce Sugar
 - Reduce Saturated Fat
 - Reduce Sodium
- ...across our global F&B portfolio

PEOPLE



- Advance respect for human rights across all operations
- Support diversity, women's advancement, & working caregivers

PLANET



- Reduce carbon emissions in our own operations & across our value chain
- Improve water efficiency, lower water waste across & provide safe access to water
- Sustainably source agricultural raw materials
- Build a PepsiCo where plastics need never become waste

By 2025, At Least 2/3 of Our Global Beverage Portfolio Will Have 100 CALORIES OR FEWER, From Added Sugars Per 12 oz. Serving

Invest in Initiatives to Benefit At Least 12.5 MILLION WOMEN AND GIRLS, to Help Build Sustainable Communities Near Where They Work

By 2030, REDUCE ABSOLUTE GREENHOUSE GAS Emissions Across Our Value Chain by 20%

WE HAVE MADE NOTABLE PROGRESS FOR MORE THAN A DECADE

40%



40% of our global beverage portfolio has 100 Calories or less per 12 oz. serving

25.8%



Water use per unit of production reduced by 25.8% from 2006-2015, exceeding our goal of 20%

40^K +



Sustainable Farming Initiative expanded to more than 40,000 growers globally

13 YEARS



Named one of the World's Most Ethical Companies by Ethisphere® Institute for 13 consecutive years

* PepsiCo products with positive nutrition like whole grains, fruits and vegetables, dairy, protein and hydration.

*Note: All stats are global unless otherwise noted

PEPSICO'S VISION IS TO BUILD A WORLD WHERE PLASTICS NEED NEVER BECOME WASTE

REDUCE



- **Minimize** plastic use across our packaging (primary, secondary, tertiary)
- **Explore alternative** low impact, planet-friendly packaging materials, where applicable

RECYCLE



- Design packaging that is **100% recyclable**
- Maximize use of **recycled content** in our packaging
- Invest in **recycling infrastructure, consumer education**
- Use the **power of our brands** to increase recycling awareness & participation

REINVENT



- Find solutions **beyond the bottle** and **beyond the bag**
- **Innovate packaging** to harmlessly and naturally disappear (i.e., biodegradable)
- Develop non-food **plant-based plastics**

LEAD CHANGE THROUGH ACTIVE PARTNERSHIPS AND STAKEHOLDER ENGAGEMENT



WHY BRANDS MATTER

CONSUMER TRENDS ARE CHANGING THE BEVERAGE LANDSCAPE

CONSUMPTION SHIFTS



ON-THE-GO CONVENIENCE



DEMAND FOR CUSTOMIZATION



Away-From-Home beverage structure shifting towards NCBs

Busier lifestyles and the rise of delivery require portable solutions

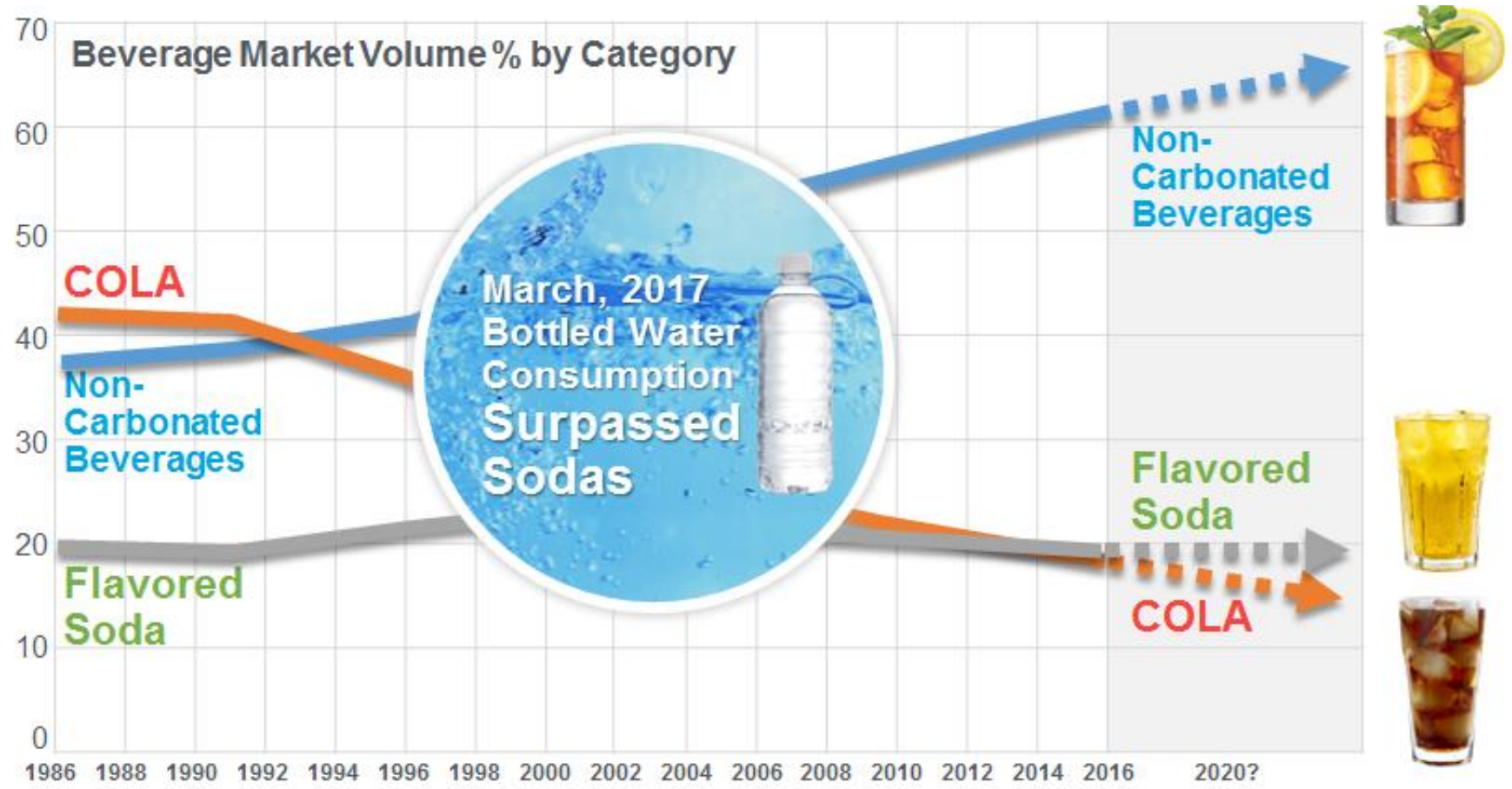
Beverage variety is expected to meet individualized preferences

CONSUMERS CONTINUE TO MOVE AWAY FROM COLA'S & WE ARE DEDICATED TO TRANSFORMATIVE INNOVATION TO MEET CONSUMER'S CHANGING DEMANDS

Consumers Today Have a Wide Variety of Choices and Have Expanded Their List of “Go-To” Beverages and Moved Away from Cola’s to More Functional, Healthier, Flavored Soda options



CONSUMERS ARE SHIFTING TOWARD NON-CARBONATED BEVERAGES



Source: Beverage Digest

WE ARE POSITIONED TO CAPTURE GROWTH FROM THE SHIFT TO NON-CARBONATED BEVERAGES WITH OUR ADVANTAGE BEVERAGE PORTFOLIO



#1
FLAVOR SODA

#1
TEA

#1
BRANDED
WATER

#1
SPORTS
DRINKS

#1
PREMIUM
JUICE

#1
COFFEE



HELLO GOODNESS PLATFORM

SIMPLE BETTER-FOR-YOU MESSAGE AND MORE PREMIUM EXPERIENCE GROUNDED IN TRUSTED BRANDS

Better for you Options

- Over 120 trusted products to choose from that meet PepsiCo healthy guidelines



Elevated Experience

- Engaging equipment specially designed to stand out from traditional vending



Trustworthy Choice

- Only branded platform of it's kind featuring trusted brands consumers are looking for



hello
Goodness™

Better-for you
choices for today's
busy "on the go"
consumers



HELLO GOODNESS WILL BE THERE FOR CONSUMERS WHEN THEY NEED IT MOST



Today 24/7 is the new 9 to 5,
People need a partner to help
them get through their day



Renaissance of fresh food
experiences is upping consumers'
expectation so of what fresh food
can be



Crave a balance of healthier, yet
satisfying options



WE OFFER A WIDE RANGE OF BETTER FOR YOU OPTIONS & CONTINUE TO EXPAND THROUGH INNOVATION

Carbonated Drinks



Water / Hydration



Beverages



Juices / Smoothies



Teas



Protein



New Products will continue to be added to the Hello Goodness Platform



PRODUCT PORTFOLIO

PEPSI BEVERAGE PRODUCT LIST 2021 - SINGLE SERVE

Contact your local Pepsi Rep or Location for additional questions on product and availability



- CSD**
- Pepsi
Diet Pepsi
Pepsi Zero Sugar
Pepsi Zero Sugar Cherry
Pepsi Zero Sugar Vanilla
Pepsi Vanilla
Caffeine Free Pepsi
Caffeine Free Diet
Pepsi
Wild Cherry Pepsi
Diet Wild Cherry
Pepsi
Sierra Mist Real
Sugar
Dr. Pepper
Dr. Pepper Zero
Dry Pepper Cherry
Diet Dr. Pepper
Diet Dr. Pepper
Cherry
Hawaiian Fruit Punch
Brisk Tea
Dole Lemonade
Dole Pink Lemonade
- M Dew | Diet M Dew
MDew Zero (NEW)
M Dew Code Red
M Dew Live Wire
Mountain Dew Voltage
MDew Baja Blast (LTO)
MDew Baja Zero (LTO)
MDew SA (LTO)
MDew Pina Colada (LTO)
MDew Mai Tai (LTO)
Mug Root Beer
Crush Orange
Crush DT Orange
Crush Grape
Crush Pineapple
Crush Watermelon
Sch Ginger Ale
Sch Diet G Ale
Sch Rasp Ginger Ale
Major Melon
Major Melon Zero
Mango
Mango Zero
Pepsi Blue

SELECT FLAVORS AVAILABLE IN:
20oz 24pk Btlss | 2L 8pk Btlss
12oz 24pk Cans

ADDITIONAL CSD

- AVAILABLE IN 1L 15PK**
Pepsi
Diet Pepsi
Mountain Dew
Diet M Dew
Schweppes Tonic
Schweppes Club Soda
Schweppes G Ale
Dr Pepper
- AVAILABLE IN 10oz 6/4 24pk**
Schweppes Tonic
Schweppes Club Soda
Schweppes G Ale
- AVAILABLE IN 12OZ 8/3 24PK**
Pepsi
Diet Pepsi
Mountain Dew
Schweppes G Ale



AVAILABLE IN MINI 7.5OZ 24PK CN

- Pepsi
Diet Pepsi
Mountain Dew
Schweppes G Ale
Schweppes D G Ale
Pepsi Real Sugar
Pepsi Zero Sugar
Crush Org
Dr Pepper



LODGING SPECIFIC



- AVAILABLE IN 12OZ 12PK CAN**
Pepsi | Diet Pepsi | Sierra Mist | Mountain Dew | Pepsi Zero | Pepsi Cherry

ROCKSTAR

- AVAIL IN 16OZ 12PK**
Original
Sugar Free
Zero Carb
Punched
Recovery
Recovery Orange
Hardcore Apple
Whipped Strawberry
Revolt Killer Black Cherry
Xduance Peach Iced Tea
Xduance Super Sour
Apple
Xduance Cotton Candy
Xduance Kiwi
Strawberry
Xduance Blue Raz
Xduance Marshmallow
THERMO: Tropical Fire
THERMO: Neon Blast
- AVAILABLE IN 15OZ 12PK**
Pure Zero Silver Ice
Pure Zero Punched
Pure Zero Orange
Pure Zero Grape
Pure Zero Tang Mango Gu
Pure 0 Lime Cuo (New)
Pure 0 Wtrmin (New)
- AVAILABLE IN 15OZ 12PK**
Roasted Coffee Latte Almd Milk
Roasted WhChoc Almd Milk
- AVAILABLE IN 15OZ 24PK**
Organic Island Fruit
Organic Strawberry
Juiced Island Mango
Juiced Pina Pl Org Guava



- AVAILABLE IN 16OZ 12PK**
Amp Original
Cherry Blast
- AVAILABLE IN 16OZ 12PK CAN**
Berry Blast | Cherry Burst | Original Dew | Tropical Strike
Orange Storm
ZERO Raspberry
Lemon
ZERO Watermelon



M. DEW ENERGY (MORNING ENERGY)



- AVAILABLE IN 16OZ 12PK**
Pomegranate Blue Burst
Tropical Sunrise
Orange Breeze
Peach Mango Dawn
Strawberry Melon Spark
Berry Blitz

BANG (FUNCTIONAL ENERGY)



AVAILABLE IN 16OZ 12PK:

- Blue Raz | Peach Mango | Star Blast | R. Unicorn
Cotton Candy | Sour Heads | Black Ch Vanilla | Purple Haze | Cherry Lemonade | Bangster Berry
Pina Colada | Frose Rose | Birthday Cake | Power Punch | Lemon Drop | Miami Cola | Candy Apple | Key Lime Pie | Lemon Drop Sw Tea | Purple Kiddies | Radical Skadattle | Sweet | Tea



- AVAILABLE IN 15OZ 12PK**
Bang Natural Candy Apple
Bang Natural Mango Bango
Bang Natural Frose Rose



- AVAILABLE IN 15OZ 12PK**
Bang Mocha Madness
Bang Hazienut
Bang Cookies & Cream
Bang Coffee Bday Cake Bash
Bang Coffee choc pnt btr blast

PREMIUM CRAFT

- AVAILABLE IN 375ML 24PK GL**
Ginger Beer
Root Beer
Diet Ginger Beer



- AVAILABLE IN 12OZ 12PK CAN**
Black Cherry Taragon
Agave Vanilla Crème
Root Beer

M.DEW CRAFT



AVAILABLE IN 16OZ 12PK CN

- KS MDew Base | KS Orange Citrus | KS Fruit Punch | KS Black Cherry | KS Mango Lime | KS Midnight Grape | KS Pineapple Org Mango
KS RC Blueberry Pom | KS HYD Raz Citrus

CRAFT MIXERS



- AVAILABLE IN 7.5oz 6pk CAN (New)**
Daiquiri | Margarita | Mojito | Whiskey Sour

2021 GROWTH BRANDS



PEPSI BEVERAGE PRODUCT LIST 2021 - SINGLE SERVE

Contact your local Pepsi Rep or Location for additional questions on product and availability

Lipton



ISOTONICS



AVAILABLE IN:

12oz 24pk | 20oz 24pk | 24oz 24pk 9C | 28oz 15pk | 32oz 12pk

Fruit Punch | Lemon Lime | Orange | Blue Raz | Strawberry Kiwi | Passionfruit | G2 Grape
Fierco: Strawberry | Grape | Blue Cherry | Green Apple | Citrus Swish (New)
Frost: Glacier Cherry | Riptide Rush | Glacier Freeze | Artic | Icy Charge
Zero: Orange | Berry | Lemon Lime | Glacier Cherry | Glacier Freeze | Fruit Punch | Grape | Cool Blue (New)

GATORADE - ADVANCED HYDRATION



AVAILABLE IN 16.9oz 12pk

BOLT Energize Cherry Lime | Strawberry Lemon Passion Fruit
BOLT Antiox: Mixed Berry | Tropical Mango W/In Strawberry

BOLT Restore: Peach Mango | Apple Pear (New)

GATORADE PROTEIN



AVAILABLE IN 11.16oz 12pk

Super Shake Chocolate
Super Shake Vanilla

GATORADE BARS



AVAILABLE IN 2.1OZ

12PK
Chocolate Chip Cookie
Dough

AVAILABLE IN 2.8OZ 12PK

Chocolate Caramel
Chocolate Chip
Chocolate Peanut Butter

GATORADE - ADVANCED HYDRATION



AVAILABLE IN 16.9oz 12pk

Cool Blue (New)
Glacier Cherry (New)
Fruit Punch (New)



AVAILABLE IN 20oz 12pk

Orange (New)
Strawberry-Kiwi (New)

GATORADE - HYDRATION

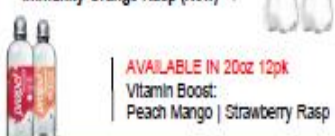


AVAILABLE IN 20oz 24pk

Berry | Grape | Kiwi-Straw | Straw-Lemon | Watermelon | Mango (New)

AVAILABLE IN 20oz 24pk

Immunity Lemon Blackberry (New)
Immunity Orange Rasp (New)



AVAILABLE IN 20oz 12pk

Vitamin Boost:
Peach Mango | Strawberry Rasp

PLANT-BASED PROTEIN



AVAILABLE IN 12oz 12pk

Double Chocolate (New) | Vanilla Bean (New)
Berry Medley (New)

MUSCLE MILK - PROTEIN



AVAILABLE IN 14OZ
12PK

Chocolate
Vanilla
Banna's & Crème
Strawberry & Crème

AVAILABLE IN 14OZ
12PK

Knockout Chocolate
Go Bananas
Intense Vanilla
Slammin Strawberry

TEA CRAFT



AVAILABLE IN 16OZ 12PK CAN

Berry Red | Berry Blue

RTD - COFFEE

FRAPPS AVAILABLE IN

9.5oz 15pk

9.5oz 24pk

13.7oz 12pk

Coffee | Mocha
Vanilla | Caramel
Dulce De Leche
Toasted White Choc
Butter Caramel w/ Cold
Brew
Almond Milk:
Mocha | Vanilla
Chocolate Churn (New)
Hazelnut Tira (New)
Caramel Flann (New)

AVAILABLE IN 5.5oz

12pk CN

Doubleshot
Americano Espresso
Cubano Espresso
Salted Caramel Cream
Doubleshot LT

AVAILABLE IN 5.6OZ

12pk CN

Nitro Dark Caramel
Nitro Vanilla
Nitro Black
Dark Cocoa Sweet Crea
(New)

AVAILABLE IN 11oz GL 12pk

Cold & Crafted Vanilla
(New)

Cold & Crafted Mocha (New)

Cold & Crafted Milk (New)

Cold & Crafted Black (New)

AVAILABLE IN 11oz GL 12pk

Cold & Crafted Vanilla
(New)

Cold & Crafted Mocha (New)

Cold & Crafted Milk (New)

Cold & Crafted Black (New)

AVAILABLE IN 14oz PET

12pk

Molten Choc Latte

Vanilla Latte

Caramel Mochiatto

AVAILABLE IN 15oz 12PK

CN

Doubleshot Energy:

Coffee

Mocha

Vanilla

White Chocolate

Hazelnut

Trippleshot Energy:

Caramel

Mocha

Coffee | Zero (New)

Vanilla | Zero (New)

Dark Roast

AVAILABLE IN 14oz GL

12pk

Sorrento Lemon &
HoneySuckle

GT w/ Fuji Apple & Ginger

Wild Blackberry & Sage

His Passion Fruit &
Pinnacle

AVAILABLE IN 16.5oz

12pk

Sweet W/ Lemon | Diet

W/ Lemon

Extra Sweet

Unsweetend | Unsweet

W/ Lemon

Sweet no Lemon

Raspberry | Peach

Not too Sweet GT Honey

Unsweet GT Honey

Tea & Lemonade

Pomegranate

Green Tea (New)

GT W Passion (New)

Hibiscus: Cherry | Mango

| Peach

AVAILABLE IN 1L 15pk

Sweet w/ Lemon

Raspberry

Strawberry Melon

Tea & Lemonade

Lemonade | Pink

Blueberry Lemonade

Watermelon Lemonade

Melon Lemonade

Peach Tea

Briks Zero (NEW)

AVAILABLE IN 20oz

24pk

Peach

Green Tea Citrus

Dt Green Tea Citrus

2021 INNOVATION



Major Melon

Pepsi Mango

M Dew Rise

EVOLVE

Bubly bounce

Gatorlyte

G Zer + Protein

GO Cool Blue

Pepsi Blue

DEW SA

M Dew Baja

STBX Cold Brew

Propel Immunity

LW Immunity

HYDRATION



FLAVORED



SPARKLING



SPARKLING



AVAILABLE IN 12oz 8/3 24pk CN
16oz 12pk CN
Mango Passionfruit
Triple Berry
Blood Orange
Grapefruit

FLAVOR ENHANCED



AVAILABLE IN 20oz 12pk
Zero Calorie: Black & Blueberry | Fuji Apple-Pear
Yumberry Pomegranate | Strawberry Dragonfruit

PREMIUM HYDRATION



AVAILABLE IN:
20oz 24pk Bottles | 700ML 12pk | 1L 12pk | 1.5L 12pk



Available 375ml GL 24pk
Voss Still Water
Voss Sparkling Water

AVAILABLE IN PLASTIC
330ML 6/4 - 24PK
500ML 6/4 - 24PK
850ML 6/2 - 12 PK
Voss Still Water

Available in 800ml GL 12pk
Voss Still Water
Voss Sparkling Water

JUICE DRINKS - AMBIENT



AVAILABLE IN 15.2oz 12pk
Cranberry Cocktail
Cran-Grape



AVAILABLE IN 15.2oz 12pk
Apple Juice
Orange Juice
Trop Fruit Punch (New)



AVAILABLE IN 20oz 24pk
Lemonade
Pink Lemonade

CHILLED



AVAILABLE IN 2.8oz 12pk
Guac with Tostitos



AVAILABLE IN 2.8oz 12pk
Dark Chocolate w/ Pretzels

AVAILABLE IN 10.1oz 24pk
Berry Burst | Strawberry
Raspberry
No Added Sugar - Apple
No Added Sugar - FP



AVAILABLE IN 10oz 24pk
Orange Juice
Apple Juice
Cranberry Cocktail



AVAILABLE IN 16.9oz 12pk
Blueberry Raspberry Rush
Tropical Fruit Fury
Cherry Berry Blast
Org/Straw/Ban Burst
Strawberry Kiwi Cyclone



AVAILABLE IN 32oz 12pk
Apple Juice
Orange Juice
Cranberry



AVAILABLE IN 4.55oz 12pk
Classic
Roasted Red Pepper
Roasted Garlic



AVAILABLE IN 2.7oz 8pk
Avocado Toast

Tropicana



AVAIL In Sel Markets 6oz 48pk Carton
Pulp Free OJ | Apple Juice

AVAIL In Sel Markets 10oz 48pk Carton
Pulp Free OJ



AVAILABLE IN 14oz 12pk Carton
Original | Some Pulp | Lots Pulp

AVAILABLE IN 59oz 8pk Carton
Berry Punch | Fruit Punch | Tropical Punch
Grape Punch | Lemonade | Peach | Watermelon



AVAILABLE IN 12OZ 12PK
50 OJ with Calcium | No Pulp Original OJ | Some Pulp Home Style OJ | Calcium + OJ | Apple Juice
Lemonade | Raspberry Lem | Cranberry Cocktail
Grape | Pineapple Mango | Watermelon
Ruby Red Grapefruit | Lemonade Tangerine
Summer Berry Bliss | Caribbean Sunset



AVAILABLE IN 52oz 6pk
PP Grovestand Lots Pulp | PP Homestyle Orange Juice
PP Original Orange Juice | PP Calcium Orange Juice
Lemonade | Mango Pineapple
Raspberry Lemonade | Watermelon

Naked



AVAILABLE IN 10oz 8pk
Naked Juice Well Being Mango

AVAILABLE IN 15.2oz 8pk | 64oz 6pk
Mighty Mango | Pina Colada | Kale Blazer
ANTIOX Berry Blast
SUPERFOOD: Green | Blue | Red Machine
Rainbow Machine (New)
PROTEIN: Protein Zone | DBL Berry
WELL BEING: Power C | Strwbry Banana
ENERGY: Org Mango Motion



AVAILABLE IN 15.2oz 8pk
MBK Ginger | MBK Pineapple Peach
MBK Grapefruit | MBK Raspberry lemon
MBK Tart Cherry | MBK Blueberry Basil
MBK Citrus | MBK Dragonfruit Lemongrass
ACV Tonic Turmeric

CHOBANI - AVAILABLE IN SELECT MARKETS



AVAIL. In 5.3oz 12pk
Non-Fat Grik Ygt Bltry
Non-Fat Grik Ygt Straw



AVAIL. In 7oz 8pk
Low-Fat Strawberry Ban
Low-Fat Mixed Berry

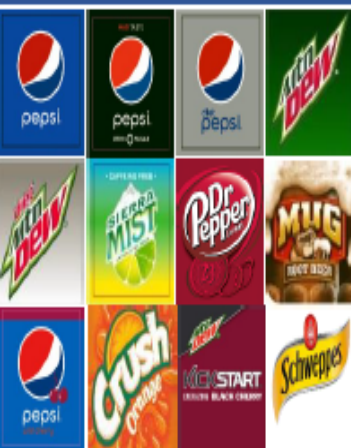


AVAIL. In 10oz 8pk
Comp Mixed Berry Van



AVAIL. In 10oz 8pk
Probiotic Pnple Turmeric
Probiotic Cherry Hib Tea

CSD



5 GALLON BIB

Pepsi
Diet Pepsi
Mountain Dew
Dr. Pepper

3 GALLON BIB

Pepsi Zero
Sierra Mist
Diet M Dew
Mug
Crush Orange
Sch Ginger Ale
Kickstart Black Cherry

CRAFT COLA



AVAILABLE IN 3 GALLON BIB
Cola | Zero Cola | Black Cherry Tarragon
Agave Vanilla Cream Soda
Classic Root Beer

NON-CARBONATED



AVAILABLE IN 3 GALLON BIB
Brisk w/ Lemon | Brisk unsweet NL
Brisk Tea & Lemonade | Trop Fruit Punch
Tropicana Yellow/Pink Lemonade
Gator Fruit Punch | Gator Lemon Lime
Brisk Straw Melon | Sobe LW Yumberry Pom

LIPTON CONCENTRATE



AVAILABLE IN 3 GALLON BIB
Unsweetened Tea
Green Tea with Citrus

ENERGY



AVAILABLE IN 3 GALLON BIB
Rockstar (Coming 2021)

JUICE 3/1



AVAILABLE IN 1 GALLON BIB (3 PER BOX)

Apple Juice | Orange Juice
Cranberry | Grape
Orange Guava

ADDITIONAL BAR MIXERS



3 GALLON BIB

Dole Apple Juice
Dole Orange Juice
Dole Cranberry Cocktail
Dole Pineapple
Dole Grapefruit



Schweppes Ginger Ale
Schweppes Tonic



3 GALLON PRE-MIX BIB
A's Sour Mix

SPARKLING WATER



AVAILABLE IN 3 GALLON BIB
Lime | Orange | Raspberry

FLAVOR SHOTS



1 GALLON BIB

Cherry
Lemon
Strawberry
Vanilla
Lime
Grape
Peach
Raspberry
(Pending Market Unit Availability)

SIBERIAN CHILL



3 GALLON BIB

Chill Cherry
Chill Blue Raspberry

SUPPLIES



CUPS

12OZ 2000PK
16OZ 1200PK
24OZ 1000PK
32OZ 480PK
44OZ 480PK
16OZ SBCH 1000PK

LIDS

12/16/24OZ 2000PK
32OZ 960PK
44OZ 960PK

16/24OZ SBCH 1000PK

BAR MIXERS



AVAILABLE IN 3 GALLON BIB
Alert Energy | Sweet & Sour | Margarita

AVAILABLE IN 2 GALLON BIB
Ginger Beer

Bar Mixer Information

1 - 3 Gallon Box of Margarita & Sweet Sour makes:



1 - 3gal BIB



1 - 3 Gallon Box of Alert Energy makes:



1 - 3 Gallon BIB



Core Brands



Additional Soda Options



Non-Carbonated Brand Options





EQUIPMENT

WE OFFER A WIDE RANGE OF EQUIPMENT TO MEET YOUR NEEDS

Beverage Coolers

- Countertop Coolers
 - 6 cubic foot
- Single Door Coolers
 - 10, 12, 26 cubic foot
- Double Door Coolers
 - 33, 35, 45 cubic foot
- Triple Door Coolers
 - 72 cubic foot



WE OFFER A WIDE RANGE OF EQUIPMENT TO MEET YOUR NEEDS

Fountain Systems

- Self Serve Counter Top Fountain Units
 - 6 valve, 8 valve, 10 valve
 - Flavor Shot Option machines
- Crew Serve Drop In Fountain Units
 - 6 valve, 8 valve, 10 valve
- Tea Systems
 - Multi-Valve option
 - Urn Style option
- Juice Systems
 - 4 valve, 2 valve
- Siberian Chill Slush Units
 - 2 Barrel



WE OFFER A WIDE RANGE OF EQUIPMENT TO MEET YOUR NEEDS

Vending Machines

- Stack Vendors
 - Including Brand Specific & Hello Goodness Vendors
 - Standard Stack Vendors
 - High Visibility Stack vendors
- Glass Front Vendors
 - Including Brand Specific & Hello Goodness Vendors
 - Required placement location must be indoor due to Hot/Humid/Rainy weather conditions
- Card Readers
 - All vendors to come with card readers for a cashless option to help maximize revenue





PEPSI EQUIPMENT SERVICE

PEPSI EQUIPMENT SERVICE

Pepsi Equipment Repair Service Center

Service Response

- 8-Hour Response Time Coolers/Vendors
(Avg Response Time for the Tampa market area is approximately 4 hours)
- Minimized Down-time
- Highly Trained PepsiCo Technical Teams Based Locally



Service Center

- Calls Answered
365 Days – 24 Hr/Day
- Service Dispatched
24 Hour, 7 Days a Week
- Trained For Troubleshooting/Phone Repair
- Equipment will be replaced if needed after full assessment



PEPSI EQUIPMENT SERVICE

Equipment Order / Delivery

- Pepsi would align with the City of Miami Beach on the schedule of all equipment to be placed at the location and, over the term of the Partnership, would continue to evaluate the full scale of both retail and vending opportunities with the City of Miami Beach .
- All cooler and vending equipment ordered will traditionally have a lead time of 3-4 weeks depending on the type of equipment being requested and its current availability.
 - The removal of all existing vending equipment currently in place would be the responsibility of the previous vendor.
- Pepsi would ask that The City of Miami Beach provide a centralized point of contact for all equipment placements. All equipment moves and scheduling will be coordinated directly through that individual.

Vending Machine Service Repair Plan / Routine Care

- All equipment service / maintenance requests should be called into the Pepsi Equipment Service Repair line and scheduled accordingly for each piece of equipment on an as needed basis.
 - Each Pepsi asset will have the Pepsi Equipment Repair Service number located on it. It would be the responsibility of the customer to call in any & all service repairs as they are made aware of them to help prevent any delays in service and asset downtime.
- If at any time an asset is deemed non-repairable by one of our PepsiCo Service Technicians, or if an asset continues to experience repetitive issues, Pepsi will replace the asset with another machine.



PEPSI SERVICE & DELIVERY

WORLD CLASS SERVICE INCLUDING ORDERING & DELIVERY

Pepsi Sales



- Review needs/orders and provide recommendations
- Providing Innovative products & distribution
- Call coverage based on business needs

Full Service Vending



- Keep vending machines in stock
- Priority escalation of all service issues
- Call coverage based on business needs

Delivery Rep



- Delivers products and accurate invoicing for your location
- Rotating inventory
- Deliveries based on business needs

**TEAM
COMMITMENT**

**KEEP YOU
IN STOCK**

**SERVICE & DELIVERY
TO SCHEDULE**

**BRANDS & PARTNERSHIP
TO DRIVE GROWTH**

PEPSI ORDERING & REPLENISHING

Methods

Pre-Sell

- Sales Representative visits your location weekly
- Knowledge about your consumers and beverage trends
- Addresses Issues and plans course of action.
- Insight into your order history
- Orders product via “Smart Sell” Technology
 1. Eliminates Out-Of Stocks
 2. Promotes Accurate Orders
 3. Controls Inventory
- Product Delivered 2 business days (48 hours) from time order is placed



Pepsi Direct

- PBC's Customer Service Center would call your account on mutually agreed upon days
- Knowledge of promotions
- Channel issues to local bottler for resolution
- Prior order history
- Product Delivered 2 business days (48 hours) from time order is placed



World Class Order & Delivery

- Option 1: One Dedicated **Pre-Sell** Representative for your location that calls on your location
- Option 2: **Pepsi Direct** Service for your location
- Product deliveries as needed on specified delivery days
- Appropriate and reasonable delivery schedule will be mutually agreed to between Pepsi and The City of Miami Beach
- All Products will be monitored for quality
- Invoice will be adjusted at time of delivery if any items are out of stock
- Pepsi delivery policy requires a customer signature acknowledging receipt of product at time of delivery
- Pepsi will provide special assistance during special events as mutually agreed upon

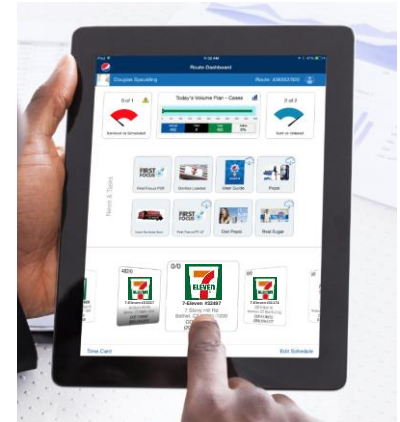
PEPSI ORDERING & REPLENISHING

PepsiCo's Sales Force are provided with the most technologically advanced sales tools to support our partners



Tools & Apps

- Powerful functionality to enable world-class selling
- Strong functionality for process support



SMARTSell is a Combination of Statistical Models and a Robust Order Process.

- Objective is to fully supply for demand while also minimizing backroom inventory
- Our Category Is Highly Price Sensitive & Seasonal Therefore...
*...We Forecast Sales Demand,
...We Do Not Replenish!*
- We Own the Software Code for Maximum Flexibility



Sales Plan			
	Week 1	Week 2	Week 3
Total Volume			
Prior Year	3,192	4,564	4,345
Plan	4,095	4,095	4,095
Actual	3,645	0	0
+/- v PY	453	-4,564	-4,345
+/-	-450	-4,095	-4,095
Cold Drink Volume			
Prior Year	1,351	1,426	1,373
Plan	1,600	1,600	1,600
Actual	1,165	0	0
+/- v PY	-186	-1,426	-1,373
+/-	-435	-1,600	-1,600
Take Home Volume			
Prior Year	1,841	3,138	2,972



Delivery Days

Delivery Date for this order
Thursday, 12/27/2007

Delivery Date for next order
Tuesday, 1/1/2008

☒ 24hr Delivery ☐ 48hr Delivery

Based on your selection of delivery dates, this order will need to last:
5 day(s).

Take Inventory Returns

Net Inventory

120Z CN 12/2 FM (12PACK)

Item	Disp	NI
120Z CN 12/2 FM (12PACK)		
PEPSI		10
DIET PEPSI		5
MTN DEW		-5
DT MTN DEW		-5
DR PEPPER		
DT DR PEPPER		
CF PEPSI		
CF DT PEPSI		
SIERRA MIST		

UPC: 078000082166

Back Room: 0 (Floor) 0

Make Order Shelf Price: Drd In Trnst

Suggested Order

(9/30/07-1/31/08) Net Price \$7.45

120Z CN 12/2 FM (12PACK)

Products	Price	Sugs	Qty
BRISK SWL	7.45	10	10
DT BRISK WL	7.45	6	6
MT DEW CRED	7.45	4	4
DT MT DEW CRED			
PEPSI WILD CHE			
DT PEPSI WILD CHR			
PEPSI ONE			

NI Disp Qty Retail Ord Qty

0 0 1 4.49 1

Plan Gap: 250 Cases: 20 Amt: \$149.00

Apply To Order Price O/R Note

Order Messaging

Orange Crush 20oz is new item. Place in cooler.

1 2 3 4 5 6 7 8 9 0 - =

Tab [Q] [W] [E] [R] [T] [Y] [U] [I] [O] [P] [F]

CAP [A] [S] [D] [F] [G] [H] [J] [K] [L] [Z]

Shift [Z] [X] [C] [V] [B] [N] [M] [/] []

Ctrl [A] [G] [] [] [] [] [] [] [] []

Apply To Order Price O/R Products



PEPSI VENDING SERVICE

Vending Machine Service : Technology / Optimization

- Technology Enhancements

- Telemetry/Easitrax ensures accurate and regular product service to each machine, improves inventory management, & ensures product selection maximization
 - Live, Wireless Data on Vending Assets
 - Accountability Controls
 - Proprietary Forecast for Routing
 - Improves In-stock Levels
 - Space to Sales Optimization
 - Real Time Machine Throughput Data

- Cashless Options

- Card Readers will ensure all consumers have the best possible experience when making a purchase

- Vendor Optimization

- Evaluation of each machine to ensure space to sales is maximized in order to increase volume, revenue and commissions based on consumer trends for your location





PRICING

BOTTLE & CAN PRICING

Item Description

20oz Carbonated Soft Drinks
 20oz DPSG Brands (Dr Pepper)
 20oz Lipton Products
 18.5 Lipton Pure Leaf Products
 20 oz. Life Wtr
 20oz Gatorade, Gatorade Zero
 12 oz. Cans
 20oz Aquafina
 20oz Sobe LifeWater
 20oz Propel
 15.2oz Naked Juice
 12oz Tropicana Premium Juices
 16oz Ocean Spray Juices
 16 oz. Bubly Sparkling Water
 14oz Muscle Milk
 13.7oz Starbucks Frappuccino
 20oz Bang Energy
 16oz Rockstar Energy Drinks
 1 Liter Life Wtr
 7.5 oz. Schweppes Ginger, Tonic

On Invoice		
Case Count	Case Cost	Unit Cost
24	\$ 25.00	\$ 1.04
24	\$ 25.00	\$ 1.04
24	\$ 25.00	\$ 1.04
12	\$ 20.00	\$ 1.67
24	\$ 24.00	\$ 1.00
24	\$ 25.00	\$ 1.04
24	\$ 12.00	\$ 0.50
24	\$ 12.00	\$ 0.50
12	\$ 19.00	\$ 1.58
12	\$ 16.25	\$ 1.35
8	\$ 16.75	\$ 2.09
12	\$ 16.71	\$ 1.39
12	\$ 16.85	\$ 1.40
12	\$ 11.00	\$ 0.92
12	\$ 40.00	\$ 3.33
12	\$ 20.00	\$ 1.67
12	\$ 21.60	\$ 1.80
12	\$ 19.50	\$ 1.63
12	\$ 19.10	\$ 1.59
24	\$ 12.80	\$ 0.53

FOUNTAIN PRICING

Item Description	On Invoice			
	Gallons	Price per Gallon	BIB Price	Per Oz. Cost
Pepsi, Diet Pepsi, Wild Cherry Pepsi	5	\$ 17.32	\$ 86.60	\$ 0.023
Sierra Mist, Dew, Dt. Dew, Mug	5	\$ 17.32	\$ 86.60	\$ 0.023
Tropicana Lemonade & Fruit Punch	5	\$ 17.32	\$ 86.60	\$ 0.023
Dr Pepper, Dt. Dr Pepper, Crush	5	\$ 17.32	\$ 86.60	\$ 0.023
Brisk (Lemon, Unsweet, Raz)	5	\$ 17.32	\$ 86.60	\$ 0.023
Lipton Tea (Sweet, Green Tea, Peach)	5	\$ 17.32	\$ 86.60	\$ 0.023
Lipton Tea (Unsweet)	5	\$ 17.32	\$ 86.60	\$ 0.023
Dole Homestyle Lemonade	3	\$ 22.10	\$ 66.30	\$ 0.029
Gatorade	3	\$ 18.08	\$ 54.24	\$ 0.024
Mixers (Ginger Ale & Tonic)	3	\$ 17.91	\$ 53.73	\$ 0.023
Dole Juices (Orange, Cranberry, Apple)	3	\$ 33.31	\$ 99.93	\$ 0.043



FINANCIAL COMMITMENT

CITY OF MIAMI BEACH FINANCIALS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	TOTAL
	Partnership Funding										
Annual Support Funds	100,000	105,000	110,000	115,000	120,000	125,000	130,000	135,000	140,000	145,000	\$ 1,225,000
Rebates \$2 case and gallons	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 48,000	\$ 480,000
Marketing Funds \$1 case and gallons	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 240,000
FSV Commisions	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 18,000	\$ 180,000
GRAND TOTAL	190,000	\$195,000	\$200,000	\$205,000	\$210,000	\$215,000	\$220,000	\$225,000	\$230,000	\$235,000	\$2,125,000

Annual Support Funds - index years 2-10 to 24,000 case and gallon annual volume .

Rebates - Estimated on 24,000 case and gallon annual volume .

Marketing Funds - Estimated on 24,000 case and gallon annual volume.

FSV Commisions are based on 1,000 case annual volume .

All Cash Payments

\$ 2,125,000 for 10 Year Agreement

SUSTAINABILITY SUPPORT

Pepsi will maintain a Sustainability Fund each year of the agreement term for The City of Miami Beach with a focus on recycling / sustainability efforts. This fund can be utilized to purchase, mutually agreed upon, items designed to support The City of Miami Beach sustainability initiatives.



\$25,000 value Annually

*Not Cash Convertible

IN-KIND SUPPORT / FREE GOODS

- Pepsi will provide up to 400 cases of Free Goods Annually to be used to support events, fundraisers, etc for the City of Miami Beach
- Pepsi requires there be a main point of contact at The City of Miami Beach to manage all free product requests and tracking
- Approved In-Kind Support packaging would include:
 - 12oz Carbonated Soft Drink Can
 - 12oz Aquafina Can / 16.9oz Aquafina Bottle
 - *Aquafina 16.9oz bottle is included as an available package pending the timing of the release of the 12oz Aquafina Can packaging*



**Estimated Annual
Value of \$4,000***

**Not Cash Convertible. The estimate provided is based on a blended product cost of the approved products.*

EQUIPMENT INVESTMENT

- Pepsi will provide the city of Miami Beach mutually agreed equipment at no cost including the installations.
- All Service and Repair calls will be done at no cost to the City .
- All vendors to come with card readers for a cashless option to help maximize revenue.
- Any type of equipment will be replaced if needed after full assessment .
- Highly trained PepsiCo Technical teams based locally will service the equipment .
- Reliable and Local response time.



**Estimated Total Value
of \$150,000***

**Not Cash Convertible. The estimate provided is based on an equipment and labor cost .*



Drive Future Growth with PepsiCo

THANK YOU



PEPSICO