Using Nexis Uni for Company Market Research
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1. **PepsiCo, Inc.**

   Company Profiles | Sep 12, 2018

   700 Anderson Hill Rd, Purchase, New York 10577-1444, United States, Hoover's Company Records - In-depth Records

   ... drink brand to its lineup. To make room for Gatorade. **PepsiCo** sold its a pending All Sport energy drink to The Monarch...

   ... Monarch Beverage Company, an Atlanta-based soda company, later that year. **PepsiCo** began a major restructuring of its **PepsiCo** Beverages & Foods division in 2003. The restructuring resulted in four company divisions: **PepsiCo** International, **PepsiCo** Beverages North America, Frito-Lay North America, and Quaker.

   ... Net Profit 11.9% Employees 196,000 6.1% 2002-7 5% 310.4% 1.51 **PepsiCo** butts heads with its eternal rival, The Coca-Cola Company, for the title of world's biggest soft drink maker. **PepsiCo**'s soft drink brands include Pepsi, Mountain Dew, Tropicana, Gatorade, and... Projects... - Sean McDougal SVP Human Resources **PepsiCo**... - Eric Miller Vice President Sales... for 15% of its overall sales and about 20% of **PepsiCo**'s North American business. **PepsiCo**'s top five retail customers account for more than 30% of...

2. **PepsiCo Americas Beverages**

   Company Profiles | Sep 12, 2018

   Hoover's Company Records - In-depth Records

   ... FEUNSA Red Bull or Pepper Snapple Group Coca-Cola Bottling Consolidated **PepsiCo** Americas Beverages**...

   ... Hoover's Company Records - In-depth Records, 2018. **PepsiCo** Americas Beverages **PepsiCo** Americas Beverages HOOVER INDUSTRIES: Wholesale Sector FOOD WHOLESAIERS HOOVER ID...

3. **PepsiCo International**

   Company Profiles | Sep 12, 2018
PepsiCo, Inc.; Hoover's Company Records - In-depth Records

September 12, 2018

Communications

Telephone: 914-253-2000
Fax: 914-253-2203
Website: www.pepsico.com

Company Identifiers

Ticker: PEP
HOOVER ID: 11166

Company Information

Legal Status: Public
Employees:
PepsiCo roots itself with its eternal rival The Coca-Cola Company for the title of world's biggest soft drinks maker. PepsiCo's soft drink brands include Pepsi, Mountain Dew, Tropicana, Gatorade, and Aquafina water. The company also owns Frito-Lay, the world's 2nd snack maker with offerings such as Lay's, Ruffles, Doritos, and Cheetos. The Quaker Foods unit makes breakfast cereals (Quaker oatmeal, Life), Rice-A-Roni, and Near East side dishes. Pepsi products are available in 200-plus countries. The company operates its own bottling plants and distribution facilities.

Operations

PepsiCo’s pervasive presence is founded on a broad portfolio of mega brands each of which generates more than $1 billion in annual sales. Business is supported by nearly 700 manufacturing facilities worldwide.

Operations are organized into six business units: Frito-Lay North America (FLNA); Quaker Foods North America (QFNA); North America Beverages (NAB); Latin America; Europe Sub-Saharan Africa (ESSA); and Asia, Middle East and North Africa (AMENA).

NAB, around 35% of sales, makes and markets beverage concentrates, fountain syrups, and finishes goods. Brands include Pepsi, Gatorade, Mountain Dew, Aquafina, Diet Pepsi, Diet Mountain Dew, Tropicana Pure Premium, Mist Twists, and MUG. It also makes ready-to-drink tea and coffee products in conjunction with Unilever and Starbucks. It also has manufacturing licenses from Dr Pepper Snapple Group for drink brands Dr Pepper, Crush, and Schweppes; and from Dole Food for Ocean Spray cranberry juice.

FLNA, about 35% of revenue, lays about a big spread of branded snack foods. Its brands include Lay's, Doritos, Cheez-Its, Tostitos, Fritos, Ruffles, and SalsaS, which it sells to independent distributors and retailers. In a joint venture with Strauss Group, it makes and sells Sabra dips and spreads.

The QFNA segment accounts for around 5% of sales and consists of the manufacture and distribution of cereals, rice, pasta, and other branded products. Products include Quaker-branded oatmeal, grits, rice cakes, granola, oatmeal squares, as well as Quaker Chewy granola bars. It also makes and sells Aunt Jemima mixes and syrups, life cereal, and Rice-A-Roni side dishes.

The ESSA segment brings in more than 15% of sales and consists of the sale of its soft drink and snack brands in Europe and Sub-Saharan Africa. Additional activities include the marketing and distribution of dairy products including Chudo, Agusha, and Domik v Derevne.

Latin America and AMENA both account for around 10% of sales and make, market, and distribute PepsiCo's snack foods and beverages in the region. Region-specific brands include Teddy, Manzanita Sol, H2Cht (Latin America) and Kurkure, Chipyaps, and Crunchy (AMENA).

Geographic Reach

The US accounts for around 55% of PepsiCo sales. Important international markets for the company include Russia, Mexico, Canada, and the UK. PepsiCo is also active in emerging and developing markets, particularly Brazil, China, India, Africa, and the Middle East.

Sales and Marketing

PepsiCo is involved in the manufacture, distribution, and marketing of its diverse line of products. The company's sales and marketing team is responsible for developing strategies to increase sales and brand awareness. The company engages in ongoing research and development to improve existing products and introduce new ones.
Market And Industry

NAICS Codes:
311921 - Cookie and Cracker Manufacturing
311230 - Breakfast Cereal Manufacturing
311930 - Flavored Syrup and Concentrate Manufacturing
311211 - Soft Drink Manufacturing
311412 - Frozen Fruit, Juice, and Vegetable Manufacturing
311918 - Other Snack Food Manufacturing

SIC Codes:
2043 - Cereal breakfast foods
2052 - Cookies and crackers
2037 - Frozen fruits and vegetables
2087 - Flavoring extracts and syrups, nec
2096 - Potato chips and similar snacks
2086 - Bottled and canned soft drinks

Markets:
2017 Sales
$ mill. % of total
United States 36,546 57
Mexico 3,650 6
Russia 3,323 5
Canada 2,691 4
United Kingdom 1,659 3
Brazil 1,427 2
All other countries 14,329 23
Total 63,325 100

2017 Sales
$ mill. % of total
NAB 20,936 33
FLNA 15,798 25
ERISA 11,000 17
Latin America 7,208 11
Africa 6,936 10

About This Document

Source Information
Hoover's Company Records - In-depth Records
Competitors:

- National Beverage
- Aabahi Beverages
- Newport Leaf
- Odwalla
- SodaStream
- Nestlé
- Poland Spring
- Stevia
d- Red Bull
- Mondelez International
- Inventure foods
- DG Sircaldi
- Arla Foods
- True Drinks
- Coca-Cola Femsa
- Grenons
- National Grain Cooperative
- Wet Planet Beverages
- Helsan
- Mountain Valley
- Fraser & Renae
- Tree Top
- Kellogg
- Frisquet
- Grup Bimbo
- Snyder's Lance
- Boconra
- Reed's
- Prince's Limited
- Cott
- Monarch Beverage (Ga)
- Enery Brands
## Financials

**Fiscal Year Date:** December, 2017  
---

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<thead>
<tr>
<th>(Millions U.S. Dollars)</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>$83,525.0</td>
<td>$83,790.0</td>
<td>$83,056.0</td>
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<tr>
<td>Net Income</td>
<td>$4,857.0</td>
<td>$6,329.0</td>
<td>$5,452.0</td>
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<tr>
<td>Net Profit</td>
<td>7.6%</td>
<td>10.1%</td>
<td>8.6%</td>
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<tr>
<td>Employees</td>
<td>263,000</td>
<td>264,000</td>
<td>283,000</td>
</tr>
</tbody>
</table>

One Year Sales Growth: 1.2%
One Year Income Growth: (22.3%)

### 2017

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Debt Ratio</td>
<td>310.4%</td>
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<tr>
<td>Return on Equity</td>
<td>202.37%</td>
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<tr>
<td>Return on Assets</td>
<td>6.1%</td>
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<tr>
<td>Cash</td>
<td>$10,610,000,000</td>
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<tr>
<td>Current Ratio</td>
<td>1.51</td>
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<tr>
<td>Long-term debt</td>
<td>$33,766,000,000</td>
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<tr>
<td>Shares outstanding</td>
<td>1,420,000,000</td>
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<tr>
<td>Dividend yield</td>
<td>2.6%</td>
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<tr>
<td>Dividend payout</td>
<td>93.7%</td>
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<tr>
<td>Market Value</td>
<td>$170,266,4</td>
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</table>

Download Table
PepsiCo, Inc.; Hoover's Company Records - In-depth Records

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700 Anderson Hill Rd
Purchase, New York: 10577-1444
United States

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Employees:
PepsiCo, Inc. 700 Anderson Hill Rd, Purchase, New York-10577 United States

Communications

Company Identifiers
Ticker: PEP HOOVER ID: 11166

Company Information
Legal Status: Public Employees:
1. Breakfast Cereal Manufacturing
   Company Profiles | Sep 13, 2018
   Hoover's Industry Snapshots
   ... Major companies include General Mills, Kellogg, Post, Quaker (owned by PepsiCo), and TreeHouse Foods, all based in the US...

2. Nonalcoholic Beverage Manufacturing
   Company Profiles | Sep 13, 2018
   Hoover's Industry Snapshots
   ... and Ice. Major companies include Coca-Cola, Keurig Dr Pepper, and PepsiCo (all based in the US), along withBritvic...

3. Soft Drink Manufacturing
   Company Profiles | Sep 13, 2018
   Hoover's Industry Snapshots
   ... US-based global giants Coca-Cola, Keurig Dr Pepper, and PepsiCo, as well as Britvic (UK), Cott (Canada), Red Bull (...

4. Water & Ice Manufacturing
   Company Profiles | Sep 13, 2018
Soft Drink Manufacturing; Hoover's Industry Snapshots

Export Citation

September 13, 2018

Soft Drink Manufacturing

Description

INDUSTRY OVERVIEW: Companies in this industry manufacture soft drinks and artificially carbonated beverages. Major companies include US-based global giants Coca-Cola, Keurig Dr Pepper, and PepsiCo, as well as Britvic (UK), Cott (Canada), Red Bull (Austria), and Suntory (Japan). Global sales of carbonated soft drinks are about $350 billion per year, according to Euromonitor. Latin America is the largest market in terms of dollar sales, and the Asia/Pacific and Middle East/Africa regions are the fastest-growing markets. Countries being targeted for industry growth include China, Brazil, Mexico, and Japan. The US soft drink manufacturing industry includes about 500 establishments (single-location companies and units of multi-location companies) with combined annual revenue of about $42 billion. The soft drink manufacturing industry is part of the nonalcoholic beverage industry, which also includes ice and bottled water manufacturing and is covered in a separate industry profile. Companies primarily engaged in bottling and distributing soft drinks are not included in the industry.

KEY COMPANIES: Nonalcoholic Beverage Makers

Market and Industry

NAICS Codes:

312111 - Soft Drink Manufacturing

SIC Codes:
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