

those independent bottlers are Pepsi Bottling Group, Inc. ("PBG"), and PepsiAmericas, Inc. ("PAS"). Some of the PepsiCo carbonated soft drink brands distributed by PBG and PAS are Pepsi-Cola, Diet Pepsi, Mountain Dew, Diet Mountain Dew, Sierra Mist, and MugRoot Bee.

3. PepsiCo in 2009 had total worldwide revenues from the sale of its products of about \$43 billion. PepsiCo's United States sales in 2009 of carbonated soft drink concentrate totaled about \$3 billion.

4. PepsiCo is, and at all times relevant herein has been, engaged in commerce, or in activities affecting commerce, within the meaning of Section 1 of the Clayton Act, 15 U.S.C. § 12, and Section 4 of the Federal Trade Commission Act, 15 U.S.C. § 44.

II. Third Party Dr Pepper Snapple Group, Inc.

5. DPSG is a corporation organized, existing and doing business under and by virtue of the laws of the State of Delaware, with its office and principal place of business located at 5301 Legacy Drive, Plano, Texas 75024.

6. Among other things, DPSG produces concentrate (or syrup) for the DPSG carbonated soft drink beverage brands that are marketed, distributed, and sold by independent bottlers. Two of those independent bottlers are PBG and PAS. Some of the DPSG carbonated soft drink brands distributed by PBG and PAS, in at least some territories, are Dr Pepper, Diet Dr Pepper, Crush, Schappes, Canada Dry, and Veno's.

7. DPSG in 2009 had total revenues from the sale of all products of about \$6 billion. DPSG's United States sales in 2009 of carbonated soft drink concentrate totaled about \$1.5 billion.

8. DPSG is, and at all times relevant herein has been, engaged in commerce, or in activities affecting commerce, within the meaning of Section 1 of the Clayton Act, 15 U.S.C. § 12, and Section 4 of the Federal Trade Commission Act, 15 U.S.C. § 44.

III. Third Parties Pepsi Bottling Group, Inc., and PepsiAmericas, Inc.

9. Third parties PBG and PAS are the two largest independently owned bottlers of the carbonated soft drink brands of PepsiCo. PBG and PAS together account for about 75% of the United States sales of PepsiCo's brands of carbonated soft drinks and about 20% of the United States sales of DPSG's brands of carbonated soft drinks.

10. PBG is a corporation organized, existing and doing business under and by virtue of the laws of the State of Delaware, with its office and principal place of business located at One Pepsi Way, Somers, New York 10589. PBG's United States sales in 2009 of carbonated soft drink brands totaled about \$6 billion.

11. The geographic areas or territories in which PBG is licensed to distribute the carbonated soft drink brands of PepsiCo include all or a portion of 41 states and the District of Columbia. The principal geographic areas or territories in which PBG is licensed to distribute the carbonated soft drink brands of DPSG include Atlanta, Georgia; Washington, D.C.; Baltimore, Maryland; Buffalo and Rochester, New York; Hartford, Connecticut; Minneapolis and St. Paul, Minnesota; Tulsa, Oklahoma; Denver, Colorado; Salt Lake City, Utah; San Francisco, California; Sacramento, California; Seattle, Washington; Portland, Oregon; and various cities in Florida.

12. PBG accounts for about 56% of sales of PepsiCo's United States bottler-distributed carbonated soft drink brands and about 15% of DPSG's United States bottler-distributed carbonated soft drink brands.

13. PAS is a corporation organized, existing and doing business under and by virtue of the laws of the State of Delaware, with its office and principal place of business located at 4000 RBC Plaza, 60 South Sixth Street, Minneapolis, Minnesota 55402. PAS's United States sales in 2009 of carbonated soft drink brands totaled about \$2.5 billion.

14. The principal geographic areas or territories in which PAS is licensed to distribute the carbonated soft drink brands of PepsiCo include all or a portion of 19 states primarily in the Midwest. The geographic areas or territories in which PAS is licensed to distribute the carbonated soft drink brands of DPSG include Kansas City, Kansas and Missouri; and Cleveland, Ohio.

15. PAS is responsible for about 19% of sales of PepsiCo's United States bottler-distributed carbonated soft drink brands and about 5% of sales of DPSG's United States bottler-distributed carbonated soft drink brands.

IV. PepsiCo's Proposed Acquisition of PBG and PAS

16. On or about August 3, 2009, PepsiCo entered into separate agreements with PBG and PAS to acquire all of their outstanding voting securities and equity interests.

17. At the time of the agreements, PepsiCo had about a 40% equity interest in PBG and about a 40% equity interest in PAS.

18. Under the terms of the separate license agreements entered into between DPSG (or its predecessor companies) with PBG and PAS, change of ownership of those entities would, depending upon the brand and/or territory, either automatically trigger the termination of the license agreement with DPSG or require that DPSG consent to the acquisition of the license by the new owner.

19. The proposed acquisition by PepsiCo of all outstanding voting securities of PBG and PAS would give PepsiCo control over them, and is the kind of change in ownership of PBG and PAS that, upon consummation, would either trigger the automatic termination clause or

require that DSPG consent to the change. For brand Dr Pepper, DSPG did not consent to the transfer of the licenses held by PBG and PAS to PepsiCo. For certain DSPG brands, the proposed change in ownership of PBG and PAS automatically terminated the DSPG licenses.

V. PepsiCo's Proposed Acquisition of DSPG Licenses

20. On or about December 7, 2009, in anticipation of the termination of the DSPG-PBG and DSPG-PAS license agreements, PepsiCo and DSPG entered into an agreement for PepsiCo, upon acquiring PBG and PAS, to obtain a license to distribute the Dr Pepper, Crush, and Schweppe carbonated soft drink brands of DSPG in the former PBG and PAS territories.

21. Under the terms of the PepsiCo - DSPG license agreement, among other things, (a) PepsiCo will acquire the exclusive right to sell and distribute the Dr Pepper, Crush, and Schweppe carbonated soft drink brands in the PBG and PAS territories; (b) the stated term of the license agreement is twenty (20) years, with a provision that it be "automatically renewed for additional twenty (20) year successive periods" for "no additional payments;" (c) PepsiCo will acquire a nonexclusive right to produce the Dr Pepper, Crush, and Schweppe carbonated soft drink brands in the PBG and PAS territories; and (d) PepsiCo will pay DSPG \$900 million.

22. Pursuant to the PepsiCo-DSPG license agreement, PepsiCo and DSPG entered

B. Relevant Geographic Markets

25. The relevant geographic markets in which to assess the effects of the PepsiCo-DPSG license transition and the associated performance agreement terms, in both relevant product markets, are (a) the United States as a whole and (b) local areas in the PBG and PAS territories.

C. Conditions of Entry

26. Entry into each relevant market would not be timely, likely, or sufficient to prevent or mitigate any anticompetitive effect.

27. Effective (price constraining) entry requires that branded carbonated soft drinks be delivered by direct-store-door delivery. There are generally only three bottlers in the local carbonated soft drink markets that have exclusive rights to distribute their branded carbonated soft drink products, and they do so by direct-store-door delivery. Bottlers operate under favor restrictions imposed upon them by concentrate companies PepsiCo, DPSG and The Coca-Cola Company ("Coke"). The bottlers therefore are not permitted to carry the new brand of an existing flavor without first dropping the brand of that flavor that they currently carry. For the cola flavor, the bottlers of PepsiCo and Coke are required to carry Pepsi-Cola and Coca-Cola, respectively, as well as no other cold flavored carbonated soft drink.

28. There is no market for branded concentrate other than for the production of branded carbonated soft drinks.

D. Market Structure

29. Each relevant market is highly concentrated, when measured by the Herfindahl-Hirschman Index ("HHI") or by two-firm and four-firm concentration ratios.

30. The carbonated soft drink brands of PepsiCo and DPSG are first and second choices for a substantial number of consumers.

VII. Effects of the Acquisition

31. PepsiCo's access to competitively sensitive confidential information provided by DPSG to PepsiCo in furtherance of the DPSG - PepsiCo license agreement, or the use by PepsiCo of competitively sensitive information passed to it by DPSG in furtherance of the DPSG-PepsiCo license agreement, may substantially lessen competition in the relevant markets in some or all of the following ways, among others:

