

PEPSICO INC  
Form 11-K  
June 29, 2006

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**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**FORM 11-K**

**ANNUAL REPORT**

**PURSUANT TO SECTION 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934**

**(Mark One):**

**ANNUAL REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the fiscal year ended December 31, 2005**

**OR**

**TRANSITION REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission file number 1-1183**

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A. Full title of the plan and the address of the plan, if different from that of the issuer named below:

**The PepsiCo 401(k) Plan for Salaried Employees**

B. Name of issuer of the securities held pursuant to the plan and the address of its principal executive office:

**PepsiCo, Inc.**

**700 Anderson Hill Road**

**Purchase, New York 10577**

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

December 31, 2005 and 2004

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**Report of Independent Registered Public Accounting Firm**

To the Plan Administrator of The PepsiCo 401(k) Plan for Salaried Employees:

We have audited the accompanying statement of net assets available for benefits of The PepsiCo 401(k) Plan for Salaried Employees (the Plan) as of December 31, 2005 and 2004, and the related statement of changes in net assets available for benefits for the year ended December 31, 2005. These financial statements are the responsibility of the Plan's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the net assets available for benefits of the Plan as of December 31, 2005 and 2004 and the changes in net assets available for benefits for the year ended December 31, 2005 in conformity with U.S. generally accepted accounting principles.

Our audits were performed for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedule H, line 4i schedule of assets (held at end of year) as of December 31, 2005 is presented for the purpose of additional analysis and is not a required part of the basic financial statements but is supplementary information required by the Department of Labor's Rules and Regulations for Reporting and Disclosure under the Employee Retirement Income Security Act of 1974. This supplemental schedule is the responsibility of the Plan's management. The supplemental schedule has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*/s/ KPMG LLP*

New York, New York

June 28, 2006

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

## Statement of Net Assets Available for Benefits

As of December 31, 2005 and 2004

(dollars in thousands)

	2005	2004
	<u>          </u>	<u>          </u>
<b>Assets</b>		
Investments, at fair value:		
Plan interest in the PepsiCo Master Trust	\$ 2,044,349	\$ 1,902,133
Participant loans	33,265	30,189
	<u>          </u>	<u>          </u>
Total investments	2,077,614	1,932,322
Participant contributions receivable	2,010	
Employer contributions receivable	394	24
Receivables from The PepsiCo 401(k) Plan for Hourly Employees and the PepsiCo Puerto Rico 1165(e) Plan	504	
	<u>          </u>	<u>          </u>
Net assets available for benefits	<u>\$ 2,080,522</u>	<u>\$ 1,932,346</u>

See accompanying notes to financial statements.

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

## Statement of Changes in Net Assets Available for Benefits

Year ended December 31, 2005

(dollars in thousands)

<b>Additions to Net Assets</b>	
Net investment income from the PepsiCo Master Trust	\$ 176,275
Interest from participant loans	1,761
	<hr/>
Net investment income	178,036
	<hr/>
Contributions:	
Participants	106,513
Employer	27,970
	<hr/>
Total additions to net assets	312,519
	<hr/>
<b>Deductions from Net Assets</b>	
Distributions to participants	167,239
Dividends paid to participants	435
Administrative expenses	633
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Total deductions from net assets	168,307
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Net increase in net assets before transfer from other plan	144,212
Net transfer from other plan	3,964
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Net increase in net assets	148,176
Net assets available for benefits at beginning of year	1,932,346
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Net assets available for benefits at end of year	<u>\$2,080,522</u>

See accompanying notes to financial statements.

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

Notes to Financial Statements

December 31, 2005 and 2004

**Note 1 Description of the Plan**

The following brief description of The PepsiCo 401(k) Plan for Salaried Employees (the Plan) provides only general information. Participants should refer to the Plan document for a more complete description of the Plan's provisions.

*General*

The Plan provides a program under which eligible salaried employees of PepsiCo, Inc. (the Company) may accumulate funds on a pre-tax basis for long-term retirement savings. All salaried employees classified as full time, and certain other employees as defined in the Plan, are immediately eligible after their first day of service. Part-time salaried employees who have completed 1,000 hours of service during a 12-month period are eligible to participate in the Plan. Certain employees who are part of a collective bargaining unit and certain other employees as defined in the Plan are not eligible to participate in this Plan. The Plan is a defined contribution plan with a cash or deferred arrangement and is intended to satisfy the qualification requirements under Sections 401(a) and 401(k) of the Internal Revenue Code of 1986, as amended. The participant-directed accounts under the Plan are intended to meet the requirements of Section 404(c) of the Internal Revenue Code of 1986, as amended. In addition, the Plan is subject to the provisions of the Employee Retirement Income Security Act of 1974 (ERISA).

The Plan has an employee stock ownership plan (ESOP) component within its PepsiCo Common Stock Fund and PepsiCo ESOP Preferred Stock Fund. These funds are intended to qualify as stock bonus plans under Internal Revenue Code Section 401(a) and employee stock ownership plans under Internal Revenue Code Section 4975(e)(7) and ERISA Section 407(d)(6). Both the ESOP and the profit-sharing portions of the Plan are intended to constitute a single plan under Treasury Regulation Section 1.414(l)-1(b)(1).

The Company maintains sponsorship of the Plan and has appointed the Senior Vice President and Treasurer as the Executive Pension Officer. Overall responsibility for administering the Plan rests with the PepsiCo Administration Committee. The PepsiCo Administration Committee has appointed Fidelity Management Trust Company as the trustee and Fidelity Institutional Retirement Services Company as the recordkeeper for the Plan. The trustee is responsible for the management and control of the Plan's assets.

*Contributions*

Each year, participants are allowed to contribute up to 50% percent of their earnings, in whole percentage increments. Under the Internal Revenue Code, the maximum allowable pre-tax contribution for participants during 2005 was \$14,000. However, the Internal Revenue Code limits contributions by highly compensated participants. Participants may contribute to the Plan any portion of lump-sum distributions received from other qualified plans when the contributions qualify as a tax-free rollover.



**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

Notes to Financial Statements

December 31, 2005 and 2004

Participants who are expected to reach or are over the age of 50 during the Plan year and are making the maximum contribution are eligible to make additional catch-up contributions. Under the Internal Revenue Code, the maximum allowable catch-up contribution was \$4,000 for 2005.

Participants may elect to have their contributions invested in one or more investment options. Participants may change their investment elections and transfer their investment amounts between funds on a daily basis, except for transfers from the Alliance Bernstein Security Plus Fund to the Fidelity BrokerageLink account. Such transfers must be invested into another investment election for a 90-day waiting period. Initial transfers from other investment options to the Fidelity BrokerageLink account must be at least \$1,000. Contributions or transfers into the PepsiCo ESOP Preferred Stock Fund are not allowed.

On April 5, 2004, the Company introduced a 50% matching contribution up to 8% of eligible pay based on years of service. The matching Company contribution is invested in the PepsiCo Common Stock Fund and participants are restricted from selling those shares invested in this fund for two years from the end of the year in which the match was made. Since participants are restricted from selling those shares, the investments are considered nonparticipant-directed. Refer to Note 5 for further information. Additionally, participants will be fully vested in the Company's contributions after three years of service.

***Participant Accounts***

Each participant account is credited with participant contributions, as well as allocations of the Company's matching contributions, fund earnings or losses, and expenses. Earnings or losses and expenses are allocated based on average daily balances. Certain participant investment accounts are also charged with short-term trading and/or monthly investment service fees, depending on fund elections.

***Vesting***

Participants are immediately vested in their contributions and fund earnings or losses. Participants are fully vested in the Company's contributions after three years of service. Forfeited non-vested accounts totaled \$376,187 at December 31, 2005 and \$186,249 at December 31, 2004. These amounts will be used to reduce future employer contributions or plan administrative expenses.

### *Participant Loans*

Participants who have \$2,000 or more in the Plan may borrow from the total of their fund accounts a minimum of \$1,000 up to a maximum equal to the lesser of \$50,000 (subject to certain offsets for prior loans) or 50 percent of their vested balance. Participants are allowed to have two loans outstanding and only one of these loans can be related to the purchase of a principal residence. Further, certain employees who had three loans outstanding from The Quaker 401(k) Plan for Salaried Employees (a predecessor plan) are allowed to maintain the third loan until it is paid off. Loan terms range from one to five years for personal loans and up to fifteen years for loans related to the purchase of a primary residence (up to twenty-five years for loans issued prior to 1999). The loans are secured by the balance in the participant's account and bear a fixed rate of interest at the prime lending rate plus one percent. Loan repayments are made directly through payroll deductions and are applied to interest and then to principal according to a

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

Notes to Financial Statements

December 31, 2005 and 2004

payment schedule. In addition, a one-time loan origination fee of \$35 and a \$3.75 quarterly maintenance fee is charged. There were 4,973 loans outstanding at December 31, 2005 with interest rates ranging from 5.0-10.5% and with maturities through 2021.

***Distributions***

Participants may elect to receive a distribution upon hardship, termination, retirement, disability or after the age of 59 1/2. Hardship distributions are allowed for purchasing a primary residence, financing the higher education of the participant or the participant's family member, paying unreimbursed medical bills or alleviating other financial hardships. Upon termination or retirement, participants may elect to start receiving benefits or rollover their account balances into other qualified plans. If a participant dies, the total account balance will be paid to the designated beneficiary or to his or her estate.

If only a portion of the account is distributed, the remaining balance will continue to be adjusted for any contributions, fund earnings and losses as of each valuation date. Participants can elect to receive distributions in a lump sum or annual installments for a period no longer than the participant's life expectancy. However, distributions of \$5,000 or less must be made in a lump sum. If the account balance is greater than \$1,000 and less than or equal to \$5,000, and if a distribution election is not made within the required timeframe, that account will be rolled over into a Fidelity Rollover IRA and invested in the Fidelity Cash Reserves fund. If a distribution election is not made for an account balance of \$1,000 or less, the account will be distributed automatically.

***Termination***

Although it has not expressed any intent to do so, the Company may terminate the Plan in accordance with ERISA and the Internal Revenue Code. In the event that the Plan is terminated, the PepsiCo Administration Committee can direct that all accounts be distributed to the participant or continued in trust for his or her benefit.

**Note 2 Summary of Significant Accounting Policies**

***Basis of Presentation***

The financial statements are prepared under the accrual basis of accounting. The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires the Plan's management to make estimates and assumptions that affect the reported amounts of assets, additions to net assets, deductions from net assets and disclosure of contingent assets and liabilities. Actual results could differ from those estimates and assumptions. Certain reclassifications were made to prior year amounts to conform to the current year presentation.

Tabular dollars are in thousands.

**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

Notes to Financial Statements

December 31, 2005 and 2004

***Investment Valuation and Income Recognition***

The Plan retains an interest in the PepsiCo Long Term Savings Master Trust (PepsiCo Master Trust) which holds investments in various funds.

With the exception of the Alliance Bernstein Security Plus Fund, cash and cash equivalents, loan funds, and the ESOP Preferred Stock Fund, the investment in each fund is valued in units by the fund manager based on quoted market values of net assets held by the fund. Investment contracts in the Alliance Bernstein Security Plus Fund are valued in units and stated at contract value, which approximates fair value. Money market funds in the Alliance Bernstein Security Plus Fund and cash and cash equivalents are recorded at cost, which approximates fair value. Earnings from the Alliance Bernstein Security Plus Fund are reinvested in the fund and are reflected in net appreciation in fair value of investments. Participant loans are valued at cost, which approximates fair value. The preferred stock fund is recorded at fair value, as determined by an independent third-party valuation specialist.

Purchases and sales of securities are recognized on the transaction date. Interest income is recorded as earned and dividend income is recorded as of the record date.

***Payment of Benefits***

The Plan accounts for participant distributions when paid. For purposes of reporting on Form 5500, Annual Return/Report of Employee Benefit Plan, distributions are recorded in the period such amounts are authorized to be paid to participants. Such treatment may result in a difference between the Plan's Form 5500 and the accompanying financial statements. For the years ended December 31, 2005 and 2004, there were no such differences.

**Note 3 Plan Interest in Master Trust**

The Plan's investments are combined with other PepsiCo sponsored 401(k) savings plans' investments in the PepsiCo Master Trust to maximize administrative efficiencies. Each participating savings plan has an interest in the PepsiCo Master Trust. Investment income, investment management fees and other direct expenses relating to the PepsiCo Master Trust are allocated to the individual savings plans based upon the average daily balances. A separate account is maintained reflecting the equitable share of each plan's participation in each investment fund within the PepsiCo Master Trust. The Plan's interest in the PepsiCo Master Trust was 71% at December 31, 2005 and 72% at December 31, 2004.

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

## Notes to Financial Statements

December 31, 2005 and 2004

**PepsiCo Master Trust**

	December 31, 2005	December 31, 2004
	<u>                    </u>	<u>                    </u>
Investments, at fair value:		
Cash and cash equivalents	\$ 64,642	\$ 60,849
PepsiCo common and preferred stock	1,097,617	1,056,790
Common and preferred stock	58,344	59,448
Mutual funds	776,178	625,278
Government securities	445	521
Corporate bonds	642	176
Investments with insurance companies	404,389	368,049
Commingled trust funds (indexed funds)	477,572	464,978
Partnership investments		79
	<u>                    </u>	<u>                    </u>
	2,879,829	2,636,168
Interest and dividends receivable	6,192	5,752
Unsettled activity	(4,506)	(4,968)
	<u>                    </u>	<u>                    </u>
Net assets	<u>\$2,881,515</u>	<u>\$2,636,952</u>
	<u>                    </u>	<u>                    </u>
	Year ended December 31, 2005	
	<u>                    </u>	
Investment income:		
Net appreciation (depreciation) in fair value of investments:		
PepsiCo common and preferred stock	\$133,013	
Common and preferred stock	(834)	
Mutual funds	24,191	
Government securities	(1)	
Corporate bonds	(14)	

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Investments with insurance companies	18,763
Commingled trust funds (indexed funds)	23,874
Other	6
	<hr/>
	198,998
Interest and dividends	52,484
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Net investment income	\$251,482
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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

## Notes to Financial Statements

December 31, 2005 and 2004

Investments with insurance companies, included within the Alliance Bernstein Security Plus Fund, represent synthetic investment contracts comprised of underlying intermediate term fixed income bonds and separate wrapper contracts issued by third parties. These contracts are issued by two highly-rated insurance companies and serve to preserve the value of the Fund's investments by mitigating the fluctuations in the market value of the bonds. These investments are fully benefit-responsive in that they provide that the Trust may make withdrawals at contract value for benefit-responsive requirements. The account is credited with earnings on the underlying bond portfolio and charged for participant withdrawals and administrative expenses. The contracts are included in the financial statements at contract value as reported to the Plan by Alliance Bernstein, the investment manager. Contract value represents contributions made under the contract, plus earnings, less participant withdrawals and administrative expenses. The fair value of these contracts was \$402,197,958 as of December 31, 2005 and \$367,962,072 as of December 31, 2004.

There are no reserves against the contract value for credit risk of the contract issuer or otherwise. The average yield and crediting interest rates were approximately 5% for 2005 and 2004. The crediting interest rate is based on a formula agreed upon with the issuer, but may not be less than zero. Such interest rates are reviewed on a quarterly basis for resetting.

**Note 4 Net Transfer from Other Plan**

Certain participants transferred assets into the Plan from another Company-sponsored qualified plan as follows:

	Year ended December 31, 2005
Net assets transferred from The PepsiCo 401(k) Plan for Hourly Employees	<u>\$3,964</u>

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

## Notes to Financial Statements

December 31, 2005 and 2004

**Note 5 Nonparticipant-Directed Investments**

Net assets relating to nonparticipant-directed investments were \$48,779,738 at December 31, 2005 and \$18,288,375 at December 31, 2004. The components of changes in net assets were as follows:

	Year ended December 31, 2005
Beginning balance	\$18,288
Investment income from the PepsiCo Master Trust	4,615
Interest on participant loans	24
Employer contributions	27,970
Distributions to participants	(1,606)
Net transfers to participant loan fund	(621)
Net transfers from The PepsiCo 401(k) Plan for Hourly Employees	125
Administrative expenses	(15)
	<hr/>
Nonparticipant-directed investments	\$48,780

**Note 6 Administrative Expenses**

The Company pays most of the usual and reasonable expenses of the Plan and the Plan administrator. Any expenses not borne by the Company are paid by the trustee out of the PepsiCo Master Trust. Expenses related to short-term trading fees, monthly investment service fees and loan fees are charged to participants' investment balances.

**Note 7 Risks and Uncertainties**

The Plan provides for investment options in various funds, which invest in equity and debt securities and other investments. Such investments are exposed to risks and uncertainties, such as interest rate risk, credit risk, economic changes, political unrest, regulatory changes and foreign currency risk. The Plan's exposure to a concentration of credit risk is dependent upon funds selected by participants. These risks and uncertainties could impact participants' account balances and the amounts reported in the financial statements. At December 31, 2005, approximately 35% of the Plan's net assets were invested in the common and preferred stock of the Company. At December 31, 2004, approximately 37% of the Plan's net assets were invested in the common and preferred stock of the Company. The underlying value of the Company's stock is entirely dependent upon the performance of the Company and the market's evaluation of such performance.

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**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

Notes to Financial Statements

December 31, 2005 and 2004

**Note 8 Tax Status**

The Plan's latest favorable determination letter, received from the IRS, is dated February 14, 2005. The PepsiCo Administration Committee believes the Plan is designed and currently being operated in compliance with the applicable requirements of the Internal Revenue Code.

**Note 9 Related Party Transactions**

Certain Plan investments in the PepsiCo Master Trust are shares of mutual funds managed by an affiliate of Fidelity Management Trust Company, the trustee. Additionally, the PepsiCo Master Trust holds investments in shares of the Company's common stock in the PepsiCo ESOP Common Stock Fund and the Company's preferred stock in the PepsiCo ESOP Preferred Stock Fund. The value of the Master Trust investments in the Company's common stock was \$992,638,114 and \$945,668,146 at December 31, 2005 and December 31, 2004, respectively. The value of the Master Trust investments in the Company's preferred stock was \$104,978,643 and \$111,122,096 at December 31, 2005 and December 31, 2004, respectively. These transactions qualify as exempt party-in-interest transactions. There have been no known prohibited transactions with a party-in-interest.

**Note 10 Recently Issued Accounting Pronouncements**

On December 29, 2005, the Financial Accounting Standards Board (FASB) issued FASB Staff Position (FSP) AAG INV-1 and SOP 94-4-1, *Reporting of Fully Benefit-Responsive Investment Contracts Held by Certain Investment Companies Subject to the AICPA Investment Company Guide and Defined-Contribution Health and Welfare and Pension Plans*, effective for our Plan's financial statements as of January 1, 2006. This FSP will require that fully benefit-responsive investment contracts be reported at fair value rather than contract value, as they are currently reported. Implementation of this FSP will have no net impact on net assets of the Plan and will only affect the presentation of the investments within the Plan Interest in Master Trust footnote.

**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

Schedule H, line 4i Schedule of Assets (Held at End of Year)

As of December 31, 2005

(dollars in thousands)

Identity of issuer, borrower, lessor, or similar party	Description of investment including maturity date, rate of interest, collateral, par, or maturity value	Cost	Current value
*Participant Loans	Participant loan fund (4,973 loans outstanding with interest rates ranging from 5.0-10.5% representing prime plus one)	\$	\$ 33,265

\* Party-in-interest as defined by ERISA.

See accompanying report of independent registered public accounting firm.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the trustees (or other persons who administer the employee benefit plan) have duly caused this annual report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: June 28, 2006

THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES

*/s/ Lionel L. Nowell, III*

Lionel L. Nowell, III

Senior Vice President and Treasurer &

Executive Pension Officer

**THE PEPSICO 401(k) PLAN FOR SALARIED EMPLOYEES**

December 31, 2005 and 2004

Index to Exhibit

**EXHIBIT  
NUMBER**

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23.1

KPMG Consent of Independent Registered Public Accounting Firm