



## Auktorisoidun kääntäjän tutkinto 10.11.2018

Kielet ja käännösuunta

*englannista suomeen*

Aihepiiri (aukt3)

*talouselämä*

Käännöstehtävä

*seuraavalla sivulla*

1. Käännettävä teksti

*PepsiCo, Annual Report 2017, Note 2*

Lähde:

<http://www.pepsico.com/docs/album/investor/pepsico-inc-2017-annual-report.pdf>

2. Käännöksen käyttötarkoitus

*Oikeudenkäyntiä varten.*

Laadi käännös Suomen kääntäjien ja tulkkien liiton Auktorisoidun kääntäjän ohjeiden mukaisesti. Nimeä käännös ja kirjoita vahvistuslauseke.

*Huom! Älä kuitenkaan kirjoita käännökseen omaa nimeäsi, sillä käännös arvioidaan anonymisti.*

Käännettävän tekstin pituus 1955 merkkiä

## **Note 2 — Our Significant Accounting Policies**

### **Revenue Recognition**

We recognize revenue upon shipment or delivery to our customers based on written sales terms that do not allow for a right of return. However, our policy for DSD and certain chilled products is to remove and replace damaged and out-of-date products from store shelves to ensure that consumers receive the product quality and freshness they expect. Similarly, our policy for certain warehouse-distributed products is to replace damaged and out-of-date products.

As a result, we record reserves, based on estimates, for anticipated damaged and out-of-date products. Our products are sold for cash or on credit terms. Our credit terms, which are established in accordance with local and industry practices, typically require payment within 30 days of delivery in the United States, and generally within 30 to 90 days internationally, and may allow discounts for early payment.

We estimate and reserve for our bad debt exposure based on our experience with past due accounts and collectibility, the aging of accounts receivable and our analysis of customer data. Bad debt expense is classified within selling, general and administrative expenses in our income statement. We are exposed to concentration of credit risk from our major customers, including Walmart.

### **Total Marketplace Spending**

We offer sales incentives and discounts through various programs to customers and consumers. Total marketplace spending includes sales incentives, discounts, advertising and other marketing activities. Sales incentives and discounts are primarily accounted for as a reduction of revenue and include payments to customers for performing activities on our behalf, such as payments for in-store displays, payments to gain distribution of new products, payments for shelf space and discounts to promote lower retail prices. Sales incentives and discounts also include support provided to our independent bottlers.