

TEAM ANNOUNCEMENT



BWS Merchandise Team Changes

To deliver our 2020 vision of 'the easiest way to buy drinks in Australia' we need to continually review how our structures and people can best deliver our fantastic everyday offering to our customers today as well as our big initiatives for the future.

With this in mind we are pleased to announce the following changes to our Merchandise team that will create a greater focus and clarity to deliver this 2020 vision.

Wine Team

The wine business is a complex one with many suppliers, products and offers. To cope with this level of complexity, and to ensure that our category strategies are executed with excellence, we are very pleased to announce that both **James Maltman** and **Nitin Arora** have been promoted to **Category Manager** roles within Wine.

James will be responsible for the development and execution of the Red, Cask and Fortified Wine strategies whilst Nitin will be responsible for the White Wine, Sparkling/Champagne and Rose category strategies.

Both Nitin and James have demonstrated exceptional commercial and leadership skills over the past 12 months and these appointments are extremely well deserved.

Beer and Non Liquor Team

We are also pleased to announce that **Rob Carter** has accepted the newly created role of **Category Manager Non Liquor and Craft Beer**. This appointment is a great reflection on Rob who has been a key member of the beer team over the last couple of years where he has demonstrated great leadership skills in driving the beer category result and also leading the engagement with our operations teams.

Glass Spirit and Pre-mix & Cider Team

We also have some exciting changes within **Glass Spirits|Premix and Cider**. **Kate Edwards** will be taking a career break from the end of October. We are going to miss Kate, but wish her all the best as she pursues her passion for yoga and building her own business.

With this exciting change **Michael Vagli** will widen his portfolio to look after both Glass Spirits and Premix. Michael has done a great job driving the glass spirits growth, implementing CLR and leading and developing his team over the last 2 years and this broader remit is a testament to his efforts.

Please join us in congratulating James, Nitin, Rob and Michael on their new appointments and wishing Kate all the best in her new endeavours.

Pedro Dacosta
Head of Beer & Non-Liquor

Chris Mattes
Head of Wine

Rebecca Gordon
Head of Glass Spirits, Premix & Cider