

Announcement; Australian supplier partners: Summergate Fine Wines & Rose Scott

20 September, 2016

Dear Partners,

As many of you would know late in 2014, the Endeavour Drinks Group acquired a wholesale distribution business in China; Summergate Fine Wines. Since then the business has undergone a significant transition under the leadership of Ian Ford (Managing Director, Summergate Fine Wines). We have seen tremendous progress in a number of areas and the Endeavour Drinks Group sees significant value in its future potential as a part of our portfolio.

I am pleased to announce that **Rose Scott**, has accepted the opportunity to lead the Summergate business as **Managing Director, Summergate Fine Wines** reporting to myself. As many of you know Rose joined the Endeavour Drinks Group in 2013 and is currently the General Manager, Merchandising and Marketing where she leads the overall buying and marketing strategies across the group.

Rose is a highly experienced sales and marketing leader, having spent some 20 years working in the Australian alcohol beverage industry. Prior to joining Endeavour Drinks Group her career included senior roles in Southcorp Wines, Foster's, and McWilliam's Wines. In addition, Rose has extensive experience in the management of a number of significant international wine brands across the globe.

The Summergate business is an integral part of the Endeavour Drinks Group's long term strategy as we look to grow and evolve our business in new ways. Summergate holds a formidable position as a key distributor of brands in the Chinese market and we have some fantastic plans in place to continue to grow this business.

Whilst the group continues to learn about the Asian market **Ian Ford** has accepted a newly created position of **Director - Business Development, East Asia** for the Endeavour Drinks Group also reporting to myself.

Rose will have a soft transition into the new role from October. She will connect with you and your teams shortly to provide clarity over what this means for the teams she leads.

Regards,

Martin Smith,
Managing Director,
Endeavour Drinks Group