

## FOLLOW UP: Australian supplier partners: General Manager, Merchandising & Marketing

4 October, 2016

Dear Partners,

Recently we announced that **Rose Scott** had been appointed to lead our business in China as **Managing Director, Summergate Fine Wines** reporting to myself.

I am pleased to share with you that **Michael Jackson**, Head of Merchandising for Dan Murphy's has accepted the the role as **Acting General Manager, Merchandising and Marketing, Endeavour Drinks Group** reporting to myself. Michael will be responsible for marketing, merchandising, commercial buying, pricing and insights for the Endeavour Drinks Group's portfolio of businesses, including BWS and Dan Murphy's.

Michael is a highly experienced and passionate professional with significant retail experience in both Australia and the UK. Prior to joining Dan Murphy's Michael held senior leadership positions at both Morrisons and Coles Supermarkets. Michael's knowledge of the drinks industry, significant retail experience and leadership style place him in a fantastic position to lead these critical functions.

I am also pleased to share with you that **George Radman**, Head of Wine for Dan Murphy's will lead the buying team at Dan's as **Acting Head of Merchandising** reporting to Campbell Stott. George will be responsible for leading the buying and merchandising teams for Dan Murphy's.

Rose is set to have her first visit to Summergate Fine Wines shortly and she is excited at the opportunity to partner with suppliers but also formulate new relationships to grow this business.

If you have any questions please feel free to contact me.

Regards,

Martin Smith,  
**Managing Director,**  
**Endeavour Drinks Group**