

SPAR Australia

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PRESS RELEASE

SPAR Australia Announces Winners of Supplier Awards

SPAR Australia is proud to announce the winners of the 2015 Supplier Awards. In a dinner held on Wednesday 4th May 2016 and hosted by Peter FitzSimons, SPAR Australia recognised the support of key suppliers across various categories and presented the coveted supplier of the year awards.

The support of SPAR Australia's suppliers over the last year has again assisted in SPAR's growth and the development of this great independent network. SPAR are continuing to build their business and this year's theme, *The Power of Passion*, represents the next key focus area of this great business. When we do what we love, we tend to do it well and SPAR are using this to take their business to the next level.

SPAR Retailers are passionate... passionate about Retail, passionate about their businesses and passionate about their communities...

SPAR's staff are passionate... passionate about driving success and profitability throughout their network – both to Retailers and Suppliers, and they are passionate about their individual roles within this important business in the independent retail landscape.

SPAR's suppliers and partners are passionate about the brands and businesses they represent, passionate about achieving market share. Those who have been most passionate about working with SPAR to achieve their goals were recognised in the Supplier Awards. As always, SPAR's focus on mutual growth with both their Retail and Supplier partners is at the heart of the philosophy of this great brand.

SPAR Australia's Managing Director, Mr Lou Jardin, presented to the group and focused on how far the SPAR Australia business has come over the last 5 years. Lou thanked the suppliers for the role they have played in this and the support they have shown the SPAR business.

Yoep Man, the Managing Director of SPAR China and the person responsible for International Business Development – APAC for SPAR International, presented an overview of SPAR's global operations and focus areas for growth. Yoep shared some recent key developments around the world and also provided the audience with insights into upcoming expansions that have not yet been announced to the market. SPAR's various formats ranging from hypermarkets to convenience stores and online ordering show just how diverse the SPAR business is and how responsive the brand is to the various regions in which it operates. Yoep explained some of the challenges and opportunities presented by the Chinese market and how SPAR is successfully using these to create points of difference and drive significant sales volume. Finally, Yoep shared the opportunities that exist for both Australian and international

suppliers in working with SPAR in the areas of strategic collaboration, the supply chain, category management, consumer trends and SPAR's beliefs.

In a night designed to acknowledge the suppliers who partnered with SPAR Australia to drive growth for both businesses, SPAR would like to congratulate the following suppliers in their success in their respective categories:

- 2015 Supplier Of The Year - Snack Brands Australia
- 2015 Grocery Platinum Supplier Of The Year - Mars Petcare Australia
- 2015 Grocery Gold Supplier Of The Year - Lion Dairy & Drinks Australia
- 2015 Refrigerated Platinum Supplier Of The Year - Devondale Murray Goulburn
- 2015 Refrigerated Gold Supplier Of The Year - Peters Ice Cream
- 2015 *Fabulous* Supplier Of The Year - Real Dairy Australia Pty Ltd
- 2015 Direct Supplier Of The Year - Tip Top Bakery
- 2015 New Product Launch Of The Year - Unilever Australia - Streets Blue Ribbon Golden Gaytime Ice Cream
- 2015 Retailers' Choice Supplier Of The Year - Coca-Cola Amatil

Snack Brands Australia, SPAR Australia's Supplier Of The Year for 2015 achieved a standout year, leading the way in each of the Award's criteria. With strong growth of 27.2% over the previous year, great responsiveness in account management, a high level of support through promotional activity, and a great result at the Trade Show, Snack Brands Australia truly deserved to be named Supplier of the Year for 2015.

These awards were judged on year round performance, recognising consistent achievement and support throughout the year. The criteria used in deciding the award winner included:

- Sales Growth and Case Deal Spend vs prior year.
- Service Level percentage in to SPAR's DCs
- Investment as a percentage of turnover
- A Category Manager ranking
- Level of support for SPAR's Consumer and Over & Above Promotions
- Level of support for the SPAR Trade Show
- The development of new initiatives to further sales growth

The awards were presented by SPAR Australia's Managing Director, Mr Lou Jardin and SPAR Australia's National Merchandise Manager, Mr Colin Dwyer, with Mr Bob Little, Deputy Chair of the SPAR Guild Council joining Lou and Colin to present the Retailers' Choice Award on behalf of SPAR Australia's Retailers.

The Three Waiters rounded out the night with their spectacular performance and gained significant positive feedback from guests.

SPAR Australia would like to thank all of the suppliers who have supported SPAR Australia both at Warehouse and Retail level throughout 2015 and congratulate both the nominees who made the judging process an extremely competitive one and the winners on their success.

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