

australia
schweppes

BEVERAGE PARTNERSHIP



Squash Australia

Price Effective Date:

01 01 2017

*Prices do not include GST *Pricing subject to Change in line with CPI and Raw material increases

*Spring Valley Juice flavours Mango/Bannana, Apple/Berries, Pine/Guava and Cranberry attract GST

Pack	Carlton Qty	Your Price	Unit Price	GST Rate
Schweppes/Pepsi 450ml PET Bottles	24	\$27.80	\$1.16	10%
Schweppes/Pepsi 600ml PET Bottles (inc Traditionals)	24	\$34.85	\$1.45	10%
Cool Ridge Spring Water 600ml PET	24	\$13.89	\$0.58	Nil
Cool Ridge Spring Water 750ml PET	20	\$29.18	\$1.46	Nil
Cool Ridge Spring Water Flavoured 750ml PET	20	\$29.18	\$1.46	10%
Cool Ridge Spring Water 1L PET	12	\$20.85	\$1.74	Nil
Charlies Coconut Water 330ml	12	\$26.96	\$2.25	Nil
Spring Valley Fruit Juice 350ml PET	18	\$26.60	\$1.48	Nil
Pop Tops Flavour 250ml PET Fruit Drink	24	\$16.46	\$0.69	10%
Pop Tops Water 250ml PET	24	\$16.46	\$0.69	Nil
Real Iced Tea Co 500ml PET	12	\$21.23	\$1.77	10%
Gatorade 600ml PET	12	\$22.24	\$1.85	10%
Gatorade 1L PET	6	\$15.68	\$2.61	10%
FUB Flavours 2L	8	\$63.48	\$7.94	10%

*Without limiting any other rights in this Agreement, we may change the brand, pack sizes and units per box, provided that we notify you reasonably in advance of such change coming into effect. You are permitted to vary or modify any existing order which is affected by such change.

The Price and price list is subject to change in accordance with clause 8.2. In relation to new Products, we will notify you of the set Price for any new Product before you decide whether or not to purchase the Product. Prices are GST exclusive.

Core Pack Profit



750ml Cool Ridge is the most profitable pack in the core range – will suit the male 25+ demographic

Product	Carton Qty	CS Base List Price (ex gst)	Discount Value \$	Price after Discount	Wsale / bottle	Revenue	Profit	Margin
Plastic Bottles 750ml Cool Ridge	20	\$50.58	\$21.40	\$29.18	\$ 1.46	\$ 4.20	\$ 2.74	65%
Plastic Bottles 600ml Cool Ridge	24	\$38.52	\$24.63	\$13.89	\$ 0.58	\$ 3.20	\$ 2.62	82%
Plastic Bottles 1L Gatorade	6	\$27.18	\$11.50	\$15.68	\$ 2.61	\$ 5.20	\$ 2.59	50%
Plastic Bottles 600ml Gatorade	12	\$35.59	\$13.35	\$22.24	\$ 1.85	\$ 4.10	\$ 2.25	55%
Plastic Bottles 600ml Pepsi / Schweppes	24	\$60.41	\$24.16	\$36.25	\$ 1.51	\$ 3.70	\$ 2.19	59%
Plastic Bottles 450ml Pepsi / Schweppes	24	\$52.56	\$24.76	\$27.80	\$ 1.16	\$ 3.00	\$ 1.84	61%
Plastic Bottles 500ml Real Iced Tea Co	12	\$29.44	\$ 8.21	\$21.23	\$ 1.77	\$ 3.50	\$ 1.73	49%
Plastic Bottles 250ml Pop Tops Fruit Drink	24	\$26.33	\$ 9.87	\$16.46	\$ 0.69	\$ 2.30	\$ 1.61	70%



Gatorade 600ml – Worlds Number 1 sports drink
\$2.25 Profit per bottle

Commercial in confidence - Subject to Schweppes Australia internal approval



Layouts – Core Pack Profit

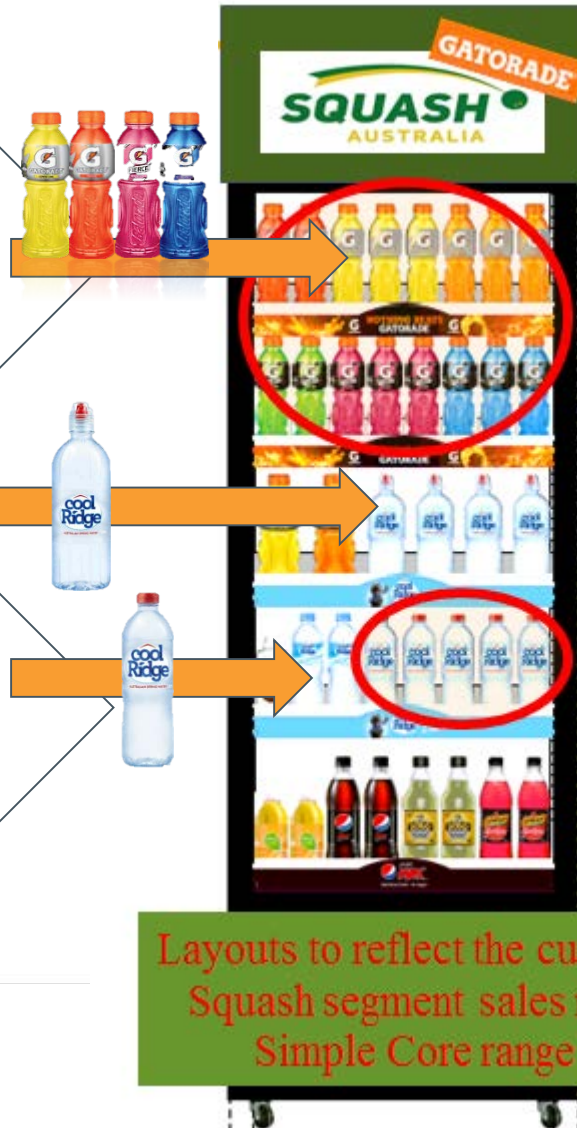


Gatorade 600ml – Worlds
Number 1 sports drink
\$2.25 Profit per bottle

Cool Ridge 750ml
Most profitable pack
\$2.74 Profit per bottle

Cool Ridge 600ml
Australia's #1 growing water
\$2.62 Profit per bottle

Agreed Minimum Core Range



Layouts to reflect the current
Squash segment sales mix
Simple Core range

Based on average Squash Centre sales – 4
cases a week –
Mix – Gatorade – 45%
Water – 30%
Soft Drinks – 25%
\$8,400 per annum per centre



Soft Drink 600ml – In 9/10 homes
\$2.19 Profit per bottle

Online ordering instructions

ONLINE CUSTOMER ORDERING PORTAL



SELF REGISTRATION

- 1. FOR DESKTOP/LAPTOP**
a. Open your internet browser and key in <https://www.schweppesconnect.com.au/>
b. Go to Step 2
- OR**
- FOR TABLET**
a. Open APP Store
b. Search for Schweppes Connect
c. Download APP
d. Open Schweppes Connect on Tablet

- 2. TO REGISTER:** Click on "Not registered"

User Ligon

PLEASE SIGN IN TO PLACE AN ORDER OR MANAGE YOUR ACCOUNT.

User Name

Password

[Forgot Your Name or Password?](#)

[CLICK HERE](#) [No registered? Click here](#) [SIGN IN](#)

- 3. CLICK** REGISTER AS A SCHWEPES CONNECT USER

- 4. ENTER DETAILS AND "CLICK CONTINUE"**

REGISTER AS A SCHWEPES CONNECT USER

Customer Number*

ABN*

Title* Company

First Name*

Last Name*

Email*

Phone/Mobile

[CONTINUE](#)

- 5. ENTER DETAILS, SELECT A SECURITY QUESTION AND "CLICK FINISH"**

REGISTER AS A SCHWEPES CONNECT USER

Create User Name*

Create Password*

Confirm Password

Security Question*

Answer*

[FINISH](#)

- 6. YOU WILL RECEIVE THE MESSAGE**
"Thanks for registering with Schweppes Connect" and an email will be sent to your email address with a link to confirm your registration details.

- 7. WHEN YOU RECEIVE THE EMAIL, "CLICK ON THE HYPERLINK" TO CONFIRM YOUR REGISTRATION.**

Dear Andrew Smith
Thank you for registering for Schweppes Connect.
To activate your online account please click on the following link:
<https://qa.schweppesconnect.com.au/443/cp/user/Registration-jst?wec-appid=C>

Note: This activation link will expire 7 days from the date of this email.
For any enquires, please phone the Schweppes customer centre on 1300 133 122.



- 8. IF SUCCESSFUL YOU WILL RECEIVE THE MESSAGE**

USER ACTIVATION

Thanks!
Your registration has been successful, please click the button/link below to sign in.

[SIGN IN](#)

- 9. TROUBLESHOOTING**

- Password criteria = 8 characters
- Schweppes Customer No. and ABN required to Self Register
- If Schweppes Connect doesn't activate via the email link, close your browser and try again.

Need more help?
Call our helpful customer service representatives on 1300 133 122



HOMEPAGE

- WELCOME TO THE SCHWEPES CONNECT HOMEPAGE**

Screenshot of the Schweppes Connect homepage showing navigation tabs (HOME, ORDERING, MY DETAILS, ACCOUNT & PAYMENTS, ABOUT US, HELP), a personalized greeting (Hi Jenni), and a grid of service tiles including Ordering Options, Account & Payments, Need Help?, and Product Catalogue.

ORDERING

- 1. ORDERING**
Okay – now you have your own log in to Schweppes Connect you can place an order via "Snap Order" or "Catalogue".

- SNAP ORDER** – displays your last 6 orders

Screenshot of the Snap Order page showing a list of previous orders with details like product name, quantity, and price. It also includes a 'YOUR CART IS EMPTY' message and a 'CHECKOUT' button.

- CATALOGUE** – Displays by Category, or you can easily search by Category, Pack or Brand.

Screenshot of the Product Catalogue page showing various beverage categories like Soft Drinks, Juices & Juice Drinks, and Energy. Each category has a 'VIEW' button.

- 2. Select products from Snap Order and/or Catalogue to add to your shopping CART**

- 3. SELECT CHECKOUT** [CHECKOUT](#)
It's that easy...



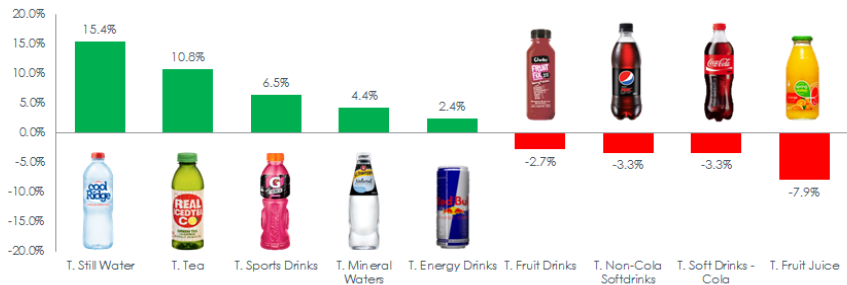
GREAT FEATURES INCLUDE:

- Your Schweppes Territory Manager's name and mobile
- When to place your next order
- Next delivery date
- Account details and payment options
- 7 day weather forecast
- Helpful User Guide Video

Category Trends

Category Trends

Consumers are moving towards healthier beverages. This is reflected in the growth of perceived healthier categories over the past year.



Nielsen: National measured market, Volume % Change - MAT 06.12.15

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Current Offer vs. Schweppes Australia

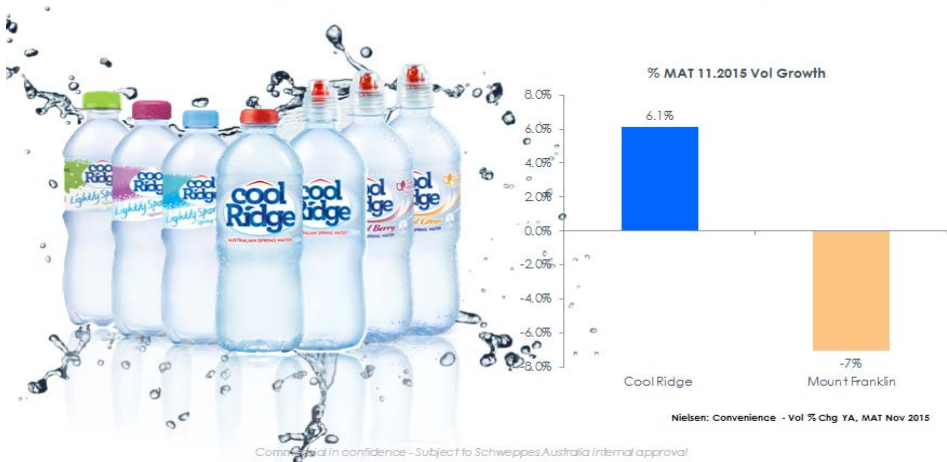


Category	Current Product Offer	Schweppes Australia
Water	Mount Franklin, Pump	Cool Ridge, Voss Premium Water
Sports	Powerade	Gatorade
Full Sugar Cola	Coca-Cola	Pepsi
No Sugar Cola	Coca-Cola Zero	Pepsi Max
Lemonade	Sprite	Schweppes Lemonade
Orange	Fanta	Sunkist
Lemon	Lift	Solo
Premium Soft Drink	Bundaberg Brewed	Schweppes Mixers/Mineral Waters
Iced Tea	Fuze Tea	Real Iced Tea Co
Juice	Orchy	Spring Valley

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Water vs. Water

Cool Ridge continues to grow strongly in volume attracting new National partners whilst Mount Franklin is declining¹



Nielsen: Convenience - Vol % Chg YA, MAT Nov 2015

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Soft Drink – Like For Like



Total Measured Market Comparison Of Category Share			
	Schweppes Australia	CCA	Market Leadership Position
No Sugar Cola	37.6%	34.3% (Coke Zero)	✓
Full Sugar Cola	9.4%	82.1%	✗
Lemonade	30.9%	21.6%	✓
Lemon	50.8%	7.4%	✓
Orange	41.9%	38.4%	✓

Nielsen, Total Measured Market MAT % share of sub-categories to 08/2015

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Equipment Solutions – supply and service all equipment free of charge



Service Record

100% of all calls responded to within 24hrs*

97.8% attended within 24hrs*

80.6% attended within 4 hours or less*

*Category A Customer Results

Equipment Quality

	Schweppes Huxford model	Competitor Fridge Frigore model	% Energy Saving with Schweppes
Power Usage Pre 2010	N/A	12*+ kwh/24hr	61%
Power Usage 2010-2012	N/A	8.3* Kwh/24hr	40%
Latest Model Post 2012	4.7* Kwh/24hr	4.9* Kwh/24hr	3%

Advantaged Service

- ✓ Over 35,000 Coolers in operation
- ✓ Over 3,000 Fountains in trade
- ✓ 195 Service Technicians
- ✓ 32,000 Service calls a year
- ✓ 24/7 Service hotline

Credit App and Payment of Account

Credit App attached

Credit terms - Buy in the

- first week of the month
- Invoiced on the 28th of that month
- 28 Days to pay account

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Application for Credit Account with Schweppes Australia ("SA")
Trading Terms 28 Days from Statement

28 day Credit Account - This will set up the customer number as well

Telephone
Contact Person
Email Address (Compulsory)
Date Commenced at this Address
Sales Executive
ALTERNATE COMPANY OR BUSINESS TO RECEIVE OUTGOING PAYMENTS (Sponsorships, holidays etc.)
Company or Business Name
Street Address
Postal Address of Business

Application Date
Customer Account No.
ABN - at entry type
ACN - where applicable (mandatory for trade)

Once we have the set up the account number we will send you the Order day / delivery day / rep details and relevant phone numbers

PAYMENT OF YOUR SCHWEPPE'S ACCOUNT

SAM Schweppes Account Manager Online Credit Card payments or Direct Debit

Log onto: www.SchweppesAustralia.com.au
Select: Trade Customers Tab at the top of the homepage.
Select: Orders and Payments link.

- User name and Password details have been provided previously to Trade Customers.
- Help is available with the online user manual or alternatively contact our call centre on : 1300 133 122

EFTPOS Payments:

National Australia Bank
BSB: 083 001
ACCOUNT: 515106330

- To ensure that your payment is applied to your account correctly and in a timely manner, please send a detailed remittance, clearly outlining:
- Your customer number
- Depositors Name
- Invoice number/s and the amount you are paying.

Mail – Cheques:

Schweppes Australia Pty Ltd
Accounts Receivable
Locked Bag 28
Tullamarine Vic 3043

Contact Details:

Email
National.credit@schweppes.com.au

Fax
(03) 9338 6485

COD Set Up - info required -

- Store Name -

- Store Owner/s -

- ABN -

- Credit app/ Customer info for setting up the customer number- credit app if applicable per franchisee
- Fridge request 1 door / 2 door _____
- Is there a fridge there now? What supplier?

- Swap over date -

- Squash Australia light box
Yes ☐ No ☐
- Once we set up the customer number we will on form you of the rep details and order / delivery days

