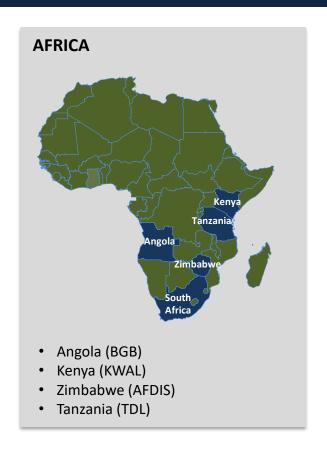


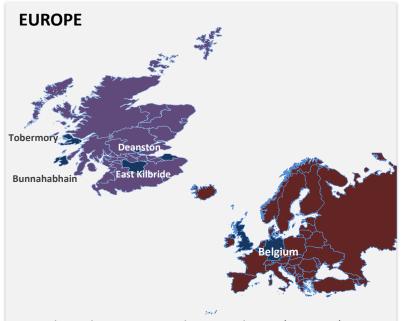
DISTELL GLOBAL SUPPLY NETWORK

JOHAN VAN ZYL
DIRECTOR: SUPPLY CHAIN, SUPPLY CHAIN MANAGEMENT

GLOBAL SUPPLY NETWORK PRESENCE







- Cider Subcontract Bottling in Belgium (Konings)
- 3 Whisky Distilleries in Scotland
- Scotland Bottling
- Contract Bottling (UK & Sweden)

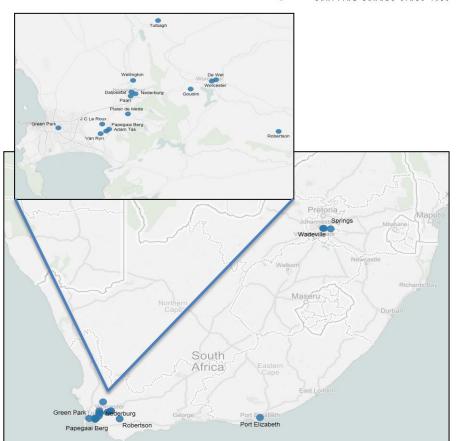
SOUTH AFRICA: MANUFACTURING NETWORK



Local Manufacturing Facilities:

- 5 multi-category end-to-end operations
 - JC le Roux, Nederburg, Springs, Adam Tas, Wadeville
- **6** Processing plants
 - Goudini, Wellington, Van Ryn, Worcester, Monis, Durbanville Hills
- **2** Bottling operations
 - Greenpark, Port Elizabeth

Plant	Bottling Capacity (MM Litres/yr)
Adam Tas	130
Nederberg	20
Greenpark	160
JC Le Roux	15
Port Elizabeth	85
Springs	500
Wadeville	100
TOTAL SA	910



SOUTHERN AFRICA: DISTRIBUTION NETWORK



Distribution Centres in South Africa:

- **18** Distribution Centres (4 in Namibia)
- **24** Trade Express Sites (1 in Swaziland)
- 2 Dedicated Export Warehouses
- 4 Bottling sites with Export Activity
- **7** Bottling Sites supplying Direct Deliveries

SKU Breakdown:

1828 SKU's (vintage)

125 Brands

490 Products

984 Planning Materials

54 Pack sizes

43 727 Local Customers

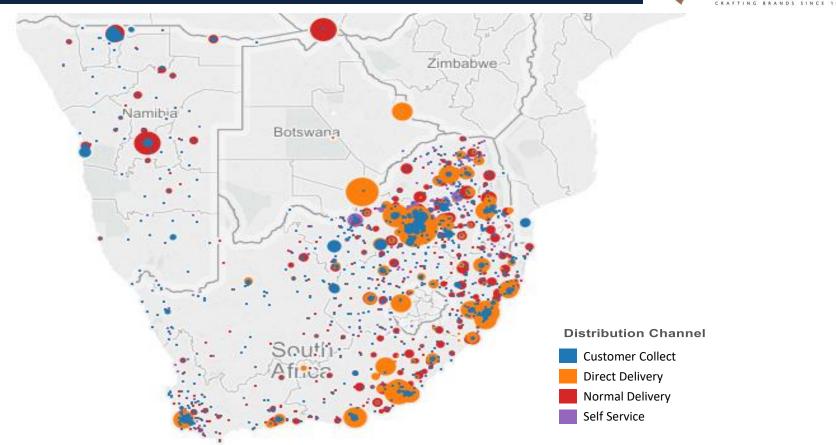
800 Export Customers



SA Distribution Footprint

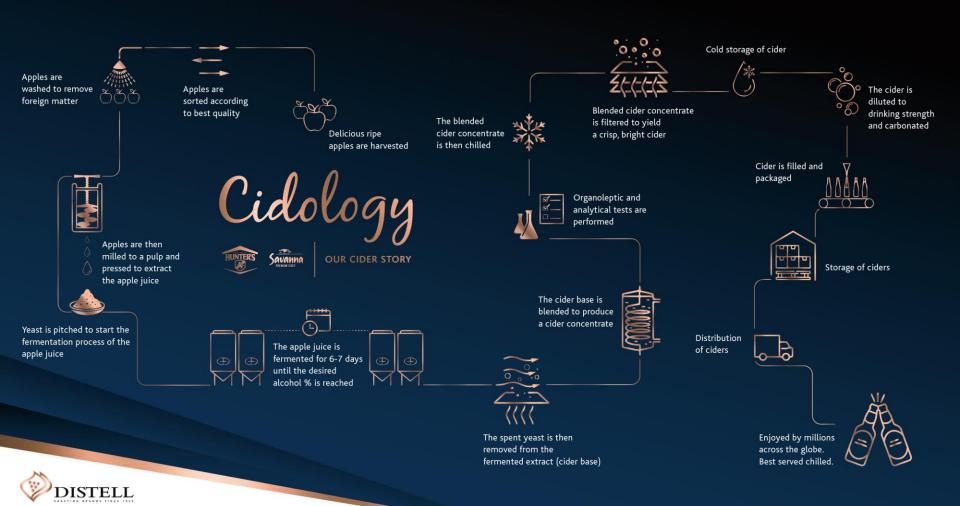
SOUTH AFRICA: DEMAND DENSITY







SPRINGS OUR JOURNEY TO MANUFACTURING EXCELLENCE



SPRINGS PLANT PASSPORT



KEY MARKETS

- Southern Africa
- BLNS Countries

SKU'S

84

KEY BRANDS

Ciders

- Hunter's
- Savanna

Other RTD's

- Klipdrift & Cola
- Bernini

CAPACITY

Cellars:

• 4.8MM HL/yr

Packaging:

- 7.8 MM HL/yr
- 3X Cans 64 000 units/hr
- 3x NRB 60 000 units/hr
- 1xRB 40 000 units/hr

PLANT STATISTICS

Annual Volume: 3.0 MM Hl

Site Area: 84216 m2

Permanent employees: 368









SPRINGS IMPROVEMENT OVER 3 YEARS



Key investment strategies:

- Create an end-to-end facility to shorten route to market
- Increase fermentation capacity to self sufficiency
- Benchmark environmental sustainability
 - Effluent treatment and water recovery
 - Sustainable energy sources (biogas,

Increased fermentation capacity to 14 blends p/week Installed new returnable line with in-line washing

Increased Fermentation capacity to 22 blends p/week Installed waste water treatment

plant

solar)

2015/2016

2016/2017

2017/2018

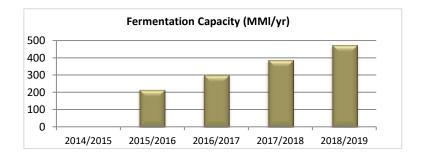
2018/2019

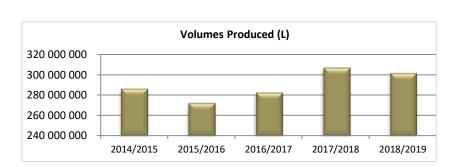


2014/2015

Installed fermentation capacity of 10 blends per week Installed CO2 recovery plant

Increased Fermentation capacity to 18 blends per week Installed 12-pack capability



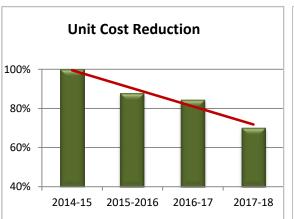


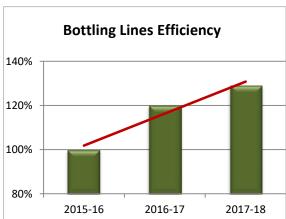
SPRINGS IMPROVEMENT OVER 3 YEARS



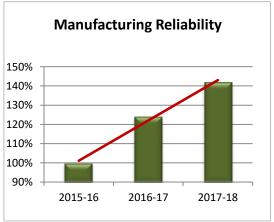
Springs has seen constant improvement across a range of metrics - Financial, efficiencies and resource usage:

- Improvement in total conversion cost
- Improvement in line OEE's due to the impact of training programmes and remodelling of site structures
- Plant reliability also improved significantly as reflected in the "Production Adherence to Plan









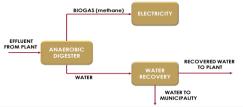
SPRINGS SUSTAINABILITY PROGRAM DELIVERING...

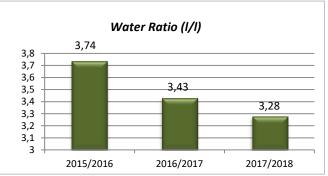


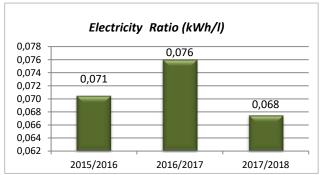


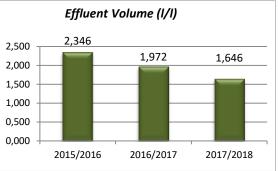
Improvements in sustainability has been made in a number of areas:

- Investment in technology (effluent treatment plant)
- Dedicated programmes focussing on reducing resource usage and waste
- The investment to recover CO2 from the cider fermentation process

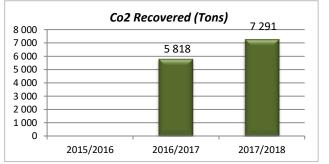


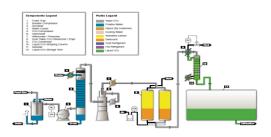








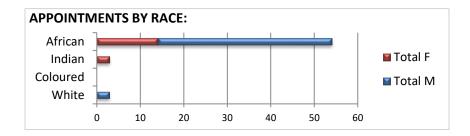


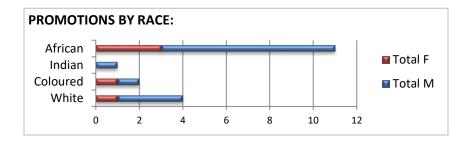


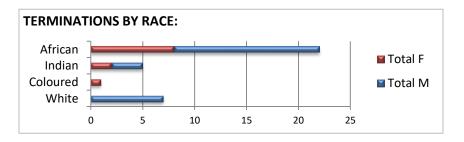


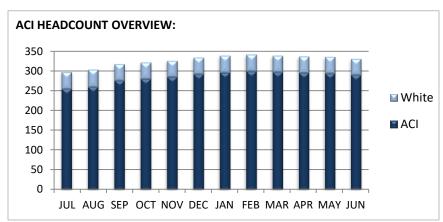
TRANSFORMATION IN ACTION...

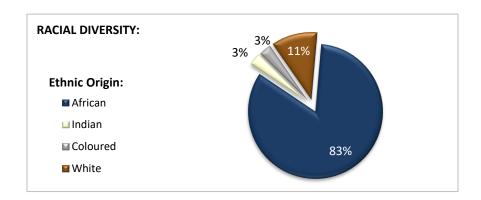








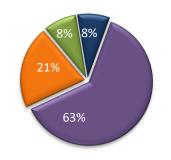




SPRINGS - INVESTING IN PEOPLE CAPABILITY



EXPENDITURE AREAS - 2017/18:



- Technical training
- Leadership development programmes
- Cellar, Quality, PPL programmes
- Statutory Programmes

TECHNICAL TRAINING Savanna Savanna Savanna

- Learnerships
- Apprenticeships
- Machine controller programmes
- Artisan Development
- Machine specialists development



- · Unit manager programme
- Team Leader programme
- Supervisory & Other Middle management



- Learnership in Cellars (processing)
- Packaging certificate and Diploma courses



New course offerings for intrinsic, extrinsic and quality at source solutions



Q&A