



22 June 2016

TRADE ANNOUNCEMENT

Dear Suppliers,

The Board of Directors of both **Countrywide Australasia Limited** (Countrywide) and **Combined Foodservices of Australia Pty Limited** (CFA) wish to jointly announce, **effective 1st July 2016** that all 10 current CFA Members will merge into the Countrywide organisation.

Today we can confirm both parties have signed a Memorandum of Understanding (MOU) that will see:

- **Countrywide acquiring all the business assets of CFA**
- All 10 current CFA Members will become Countrywide Members.
- **3 current CFA Members** will be appointed invitee Directors of the Countrywide Board, effective 1st July 2016.
- **Michael Phillips** the current Chairman of CFA will accept an offer to take up a position as an external Director of Countrywide for an initial twelve month period.
- **Paul Healy** the current CFA General Manager will be accepting a role within the Countrywide organisation.
- In the short term Countrywide is committed to taking over the lease of the current CFA office in Melbourne.

Foodservice Industry Position

Moving forward, Countrywide's position in the Foodservice Industry will be:

- **Member numbers will increase to 118 with a sales revenue of approximately \$2.9 to \$3.0 Billion, making Countrywide Members the clear market leader of the foodservice industry.**
- **Purchases from Recognised Suppliers through the Countrywide National Office will exceed \$1.2 Billion in the next financial year.**
- Countrywide's coverage will be further enhanced ensuring we continue to offer the best in the industry for National Accounts.

Countrywide National Office

The Countrywide National Office will be in contact with you to discuss operational issues including reporting of figures going forward. The CFA office will also be in contact with all Suppliers regarding final reporting and payments.

We trust you are excited about this industry game changer as we are. Should you have any further questions relating to this announcement we suggest you contact either:

- Glen Cochrane, CEO Countrywide: 0487 444 255 or email glen.cochrane@countrywide.net.au
- Paul Healy, General Manager CFA on mobile 0400 052 469 or email phealy@combinedfoods.com.au

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Douglas Mateljan', written over a horizontal line.

Douglas Mateljan
Chairman
Countrywide Australasia Limited

A handwritten signature in black ink, appearing to read 'Michael Phillips', written over a horizontal line.

Michael Phillips
Chairman
Combined Foodservices of Australia Pty Limited