

Monday, 12 December 2016



Ari Mervis appointed Chief Executive Officer and Managing Director of Murray Goulburn

Dear Suppliers

I am delighted to announce that the Board of Directors has unanimously appointed Ari Mervis as the new Chief Executive Officer and Managing Director of Murray Goulburn Co-operative Co. Limited (MG) and MG Responsible Entity Limited. He will commence on Monday, 13 February 2017.

As you are aware, the Board conducted a comprehensive international search to ensure we identified the best possible candidate to lead MG at this critical juncture in its history. We are pleased to have secured a candidate with extensive operations and consumer goods experience and a proven track record of delivering results and operational success across multiple geographies.

Ari's career with SABMiller, the world's second largest brewer, began in 1989 and included senior positions in South Africa, Swaziland, Russia and Hong Kong. In his most recent capacity, Ari was Managing Director of SABMiller in the Asia Pacific and CEO, Carlton & United Breweries in Melbourne, with oversight of businesses across the Asia Pacific including in China, India, Vietnam, South Korea and Australia.

"I am extremely pleased to be joining MG and see it as an enormous privilege to lead such an iconic business that plays an important role in the daily lives and livelihoods of so many Australians," Ari said.

"Murray Goulburn is a great company, with a long and proud history. I am looking forward to partnering with MG's dairy farmers, employees, customers and stakeholders to strengthen this great Australian co-operative, as we adapt to the challenges and opportunities facing the dairy industry globally."

We are confident that Ari possesses the skillset and experience to drive MG's business forward. I encourage suppliers to review today's ASX announcement, by [clicking here](#), which includes a Summary of the Key Terms of Ari Mervis' Employment Agreement. Ari's total package represents an average figure when benchmarked against similar businesses with the same scope of responsibilities.

Ari will join the major round of supplier meetings following half year results. I know he is looking forward to meeting as many suppliers as he can as quickly as possible.

I'd like to conclude today by paying tribute to interim Chief Executive Officer, David Mallinson. David has led MG with conviction and discipline during an exceptionally challenging period, focussing on the twin priorities of MG's value-add strategy and achieving significant cost efficiencies to support stronger farmgate milk pricing for MG's suppliers.

On behalf of the Board, suppliers and all at MG, I would like to thank David for his tremendous professionalism and commitment to a smooth leadership transition after which we will agree with him his next steps.

Yours sincerely,

Philip Tracy
Chairman

Biographical details

Ari Mervis

Chief Executive Officer and Managing Director

Ari has been appointed Chief Executive Officer and Managing Director of MG with effect from 13 February 2017. Ari commenced his career in South Africa and most recently was Managing Director SABMiller, Asia Pacific and Chief Executive Officer, Carlton & United Breweries and was responsible for overseeing operations in China, India, Vietnam, South Korea and Australia.

Ari has over 27 years' experience in the beverage industry and has previously held a number of senior management roles with SABMiller, the world's second largest brewer. He has been Managing Director of businesses in Swaziland, Russia, Asia and Australia.

Ari holds a Bachelor of Commerce from the University of the Witwatersrand in South Africa. Since 2012 he has been a Non-Executive Director of the Melbourne Business School. Ari, his wife and three children have been living in Melbourne since 2011.