

## RE: Cost Price Increase Actions

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**To:** John Andrew <[REDACTED]@coles.com.au>  
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**Date:** Mon, 20 Dec 2021 09:40:00 +1100  
**Attachments:** Coles H2 Grid Post Feb Price Rise Packs.xlsx (14.59 kB); Price Rise 2022.pdf (823.24 kB); Coles CCEP Value Chains Jan 31 2022 Price Rise.xlsx (133.89 kB); Coles Supermarket Price List.xlsx (337.75 kB)

Hi John,

Thanks for your response below. As requested please find attached the following:

- Value Chains of each product group detailing pre and post price rise with variance.
- H2 Promotional Grid.
- Overview of Down Down and 1.25 alignment strategy
- Jan 31 2022 Price List

FY22 revised BDP currently being finalised and I will share with you in the next day.

Once you have reviewed please give me a call and we discuss next steps.

**Brooke Nicol**

Senior National Business Manager

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**From:** John Andrew <[REDACTED]@coles.com.au>  
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**Subject:** Cost Price Increase Actions

Hi Brooke,

As per our discussion, given the huge disparity between your requested cost increase and what we have seen in commodity movement since the last increase, would be good to understand the options on :

- Overall commercial plan – how do we lock this down to have confidence in landing the FY22 BDP, appears to be a number of outstanding items that need locking down
- Stock Buy – What options are there to buy up stock ahead of your proposed increase

Given the lack of alignment on cost, I think we need to try and ensure we have a robust commercial outcome in the

plan

Thanks

John

**John Andrew**  
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