

## RE: CPI Increase tactics model

**From:** Ryan Bowman <[REDACTED]@arnotts.com>  
**To:** Beccy Thompson <[REDACTED]@coles.com.au>; Adrian Yik <[REDACTED]@arnotts.com>  
**Cc:** Cameron Teale <[REDACTED]@arnotts.com>  
**Date:** Wed, 09 Mar 2022 15:04:07 +1100  
**Attachments:** Coles CPI Model - May 12 2022.xlsx (130.36 kB)

Hi Beccy,

Thanks for your patience on this one. Please see attached the updated file for a 52 week comparable period, in addition to the Coles CPI Tactics tab we've added a couple of summary tabs for your reference.

Please advise if you require any further detail, I look forward to catching up tomorrow.

**Ryan Bowman**  
 Customer Director - Coles

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**From:** Rebecca Thompson <[REDACTED]@coles.com.au>  
**Sent:** Wednesday, 9 March 2022 11:08 AM  
**To:** Ryan Bowman <[REDACTED]@arnotts.com>; Adrian Yik <[REDACTED]@arnotts.com>  
**Subject:** RE: CPI Increase tactics model

### External Mail

Hi Ryan,

Thanks for keeping me updated.

Beccy

**From:** Ryan Bowman <[REDACTED]@arnotts.com>  
**Sent:** Wednesday, 9 March 2022 7:13 AM  
**To:** Rebecca Thompson <[REDACTED]@coles.com.au>; Adrian Yik <[REDACTED]@arnotts.com>  
**Subject:** RE: CPI Increase tactics model

Hi Beccy,

Apologies for the delays sending through the CPI detail you requested, unfortunately we've had some system issues over the past couple of days which is impacting the current year projection, we expect this will be corrected this morning and we'll send through the detail by midday,

Thanks,

**Ryan Bowman**  
 Customer Director - Coles

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**From:** Ryan Bowman  
**Sent:** Monday, 7 March 2022 1:21 PM  
**To:** Rebecca Thompson <[REDACTED]@coles.com.au>; Adrian Yik <[REDACTED]@arnotts.com>  
**Subject:** RE: CPI Increase tactics model

Hi Beccy,

Hope you're well and thanks for your note. We'll get working on the file and will send through ASAP.

Thanks,

**Ryan Bowman**  
 Customer Director - Coles

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**From:** Rebecca Thompson <[REDACTED]@coles.com.au>  
**Sent:** Monday, 7 March 2022 10:28 AM  
**To:** Ryan Bowman <[REDACTED]@arnotts.com>; Adrian Yik <[REDACTED]@arnotts.com>  
**Subject:** CPI Increase tactics model

#### External Mail

Morning both,

Hope you have had nice weekends.

I still have not had any feedback yet from my VMO team, however ahead of the meeting on Thursday please can you complete the attached based on the CPI's proposed and the promo model and funding moving forward.

I know you would like to talk us through it, but it would be good to get this detail to digest ahead of the meeting.

The template is pretty self-explanatory – please just fill in the light grey boxes and everything else is formula driven.

Please can I ask that you be realistic with sales forecasts (could potentially be declines if big RRP rises) as this will then give us a more realistic final number.

Please can you complete by close of play tomorrow – let me know if you have any questions.

Thanks

**Beccy Thompson**  
 Senior Category Manager  
 Biscuits

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