

APPENDIX A

ILG OUTLETS LOST TO CHAINS

DATE	OUTLET	SOLD TO	Average Sales per annum	lost Sales computed at 2.5% compounded per annum						TOTAL			
				1997	1998	1999	2000	2001	2002		2003		
March 2003	Maddens Blaney	Liquorland	360,000								10,800	3,600	360,000
	Maddens Coonabarabran		204,000								6,120	2,040	204,000
23 October 2002	Liquorstop Cooma	Liquorland	600,000								22,500	7,500	750,000
	Mollymoak Cellars	Liquorland	348,000						435,000		29,363	9,788	978,750
11 July 2001	Thornleigh Cellars	Woolworths	336,000						420,000		28,350	9,450	945,000
	Andi's Turramurra	Woolworths	186,000						232,500		15,694	5,231	523,125
	Andi's Kirribilli	Woolworths	204,000						255,000		17,213	5,738	573,750
	Andi's Maroubra	Woolworths	108,000						135,000		9,113	3,038	303,750
	Barmans Auburn	Woolworths	30,000						37,500		2,531	844	84,375
	The Bottlega	Woolworths	216,000						270,000		18,225	6,075	607,500
	St Marys	Chambers	60,000						75,000		5,063	1,688	168,750
	Bigger Liquor	Theo's	150,000						187,500		12,656	4,219	421,875
	Eureka Leichhardt	Woolworths	360,000						450,000		30,375	10,125	1,012,500
	Barmans Liverpool	Woolworths	105,600						132,000		8,910	2,970	297,000
2000	Chipping Norton	Theo's	180,000						225,000		15,188	5,063	506,250
	Crestwood	Theo's	216,000						270,000		18,225	6,075	607,500
	Stanmore Cellars	Woolworths	156,000						195,000		13,163	4,388	438,750
	Village Cellars	Theo's	180,000						225,000		15,188	5,063	506,250
	Bruno's	Theo's	216,000						270,000		18,225	6,075	607,500
	Edensor Park	Liquorland	93,600						117,000		7,898	2,633	263,250
	Wine Master	Theo's	168,000						210,000		14,175	4,725	472,500
	Normanhurst Cellars	Theo's	276,000						345,000		23,288	7,763	776,250
	Woolpack Cellars	Liquorland	552,000						690,000		46,575	15,525	1,552,500
	Blacktown Cellars	Woolworths	56,400					70,500		88,125	8,063	2,688	268,781
2000	Top Up Liquor	Woolworths	360,000					450,000		562,500	51,469	17,156	1,715,625
	Parramatta Fine Wine	Mac's	420,000					525,000		656,250	60,047	20,016	2,001,563
	Fightee Cellars	Woolworths	456,000					570,000		712,500	65,194	21,731	2,173,125
	Parters Mosman	Woolworths	324,000					405,000		506,250	46,322	15,441	1,544,063
	Glebe Park Cellars	Woolworths	168,000					210,000		262,500	24,019	8,006	800,625

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				1997	1998	1999	2000	2001	2002		2003		
1999	Paddington Cellars	Woolworths	240,000					300,000	375,000	468,750	34,313	11,438	1,143,750
	Porters Bondi	Woolworths	228,000					285,000	356,250	445,313	32,597	10,866	1,086,563
1998	Clavelly Liquor	Liquorland	360,000					450,000	562,500	703,125	51,469	17,156	1,715,625
	Porters Balgowlah	Liquorland	600,000					750,000	937,500	1,171,875	85,781	28,594	2,859,375
1996	Porters Alexandria	Liquorland	420,000					525,000	656,250	820,313	60,047	20,016	2,001,563
	Hughys Liquor Newcastle	Theo's	456,000					570,000	712,500	890,625	65,194	21,731	2,173,125
1997	Porters Manly	Theo's	720,000					900,000	1,125,000	1,406,250	102,938	34,313	3,431,250
	Camperdown Cellars Ashfield	Mac's	180,000					225,000	281,250	351,563	25,734	8,578	857,813
1999	Liquorstop Seven Hills (Cellars)	Woolworths	432,000				540,000	675,000	843,750	1,054,688	93,403	31,134	3,113,438
	Padstow North Cellars	Liquorland	120,000		150,000		187,500	234,375	292,969	366,211	36,932	12,311	1,231,055
1998	Dynamic Cellars Seven Hills	Liquorland	300,000		375,000		468,750	585,938	732,422	915,527	92,329	30,776	3,077,637
	East Blaxland	Chambers	204,000		255,000		318,750	398,438	498,047	622,559	62,784	20,928	2,092,793
1997	Weatherill Park Cellars	Chambers	360,000		450,000		562,500	703,125	878,906	1,098,633	110,795	36,932	3,693,164
	Gynea Cellars	Theo's	240,000		300,000		375,000	468,750	585,938	732,422	73,863	24,621	2,462,109
1996	Engadine Court	Woolworths	120,000		150,000		187,500	234,375	292,969	366,211	36,932	12,311	1,231,055
	Meirimbula Cellars	Woolworths	313,296	391,620	48,953	61,191	76,488	95,610	119,513	23,801	23,801	7,934	793,375
1995	BKK Cabramatta	Woolworths	24,000	30,000	46,875	58,594	73,242	91,553	114,441	13,566	13,566	4,522	452,205
	Emu Plains Cellars	Chambers	75,888	94,860	118,575	148,219	185,273	231,592	289,490	361,862	42,896	14,299	1,429,871
1994	Kiama Liquorstop	Woolworths	231,204	289,005	361,256	451,570	564,463	705,579	881,973	1,102,467	130,689	43,563	4,356,313
	TOTAL LOST GP @ 3%										1,820,009		
TOTAL LOST VOLUMETRIC REBATE @3%										1,820,009			
TOTAL LOST INCREMENTAL VOLUMETRIC REBATE @1%										606,670			
TOTAL SALES LOST													60,666,982