150 YEARS OF BREWING BEER AND MAKING HISTORY

Cooper's 1862
CELEBRATING 150 YEARS OF FAMILY BREWING

COOPER & SONS SPARKLING ALE
COOPERS A COMPANY
HISTORY OF
156 YEARS
COOPERS MARKET SHARE

Industry: 1,800,000 Litres
Coopers Brewery 5.5%: 1,600,000 Litres

Total: 3,400,000 Litres
THE “COOPERS” ADVANTAGE

• Company Position and Ownership
• Company History 156 years
• Product Range - Natural Beers
• Product Difference - Cloudy
• Close Product Association
• The difference with Coopers is you can still meet a Cooper
“Breweries should never be run by accountants. Breweries should be run by brewers.”
Meet the dark side of the family.

Coming soon. Coopers Dark Ale.
I've always said, it is the Australian's best.

Robert Hill Smith, Yalumba Wines.

Drying nature, I see lots of a good operation now with another South Australian classic, the world renowned Sparkling Ashley. Parochial. High Hill Wines.

The front porch is the best. The house is the best. The sunshine is the best. The mountains are the best. The wine is the best. The people are the best.

Robert O'Callaghan, Rockford Wines.

My crusher is driven by a 1916 petrol engine, built by the Blaxland family. My staff are killed by sparking and burned by the Cooper family.

Robert O'Callaghan, Rockford Wines.

Not only Australia's best beer, but one of the world's best.

James Halliday, Coldstream Hills.

My crusher is driven by a 1916 petrol engine, built by the Blaxland family. My staff are killed by sparking and burned by the Cooper family.

Robert O'Callaghan, Rockford Wines.

My crusher is driven by a 1916 petrol engine, built by the Blaxland family. My staff are killed by sparking and burned by the Cooper family.

Robert O'Callaghan, Rockford Wines.

Keep your cotton pickin' hands off my coopers!

Peter Lehmann, Lehmann Wines.
LION NATHAN TAKEOVER
Lion Nathan Nathan Takeover Bid

- LNA Launches Hostile Takeover bid for Coopers in September 2005
- LNA offer $260 a share
- Coopers put capital management share buyback program in place at $260 to all shareholders
- Bidder’s & Target’s Statements, November
- Initial offer of $260 a share increased to $310
Lion Nathan Nathan Takeover Bid

- Seven court actions brought by LNA to stop the share buyback and having EGMs
- Final EGM occurs in December 2005
- Vote of 93.4% to 6.6% to remove LNA from Constitution
- Next day Lion places all its power of Attorney shares in the Coopers buyback at $260 per share
The freedom to go your own way.
(We can relate to that.)
The Never forget your company culture and its values.

The image of your company is your advantage and that is completely under your control.
Family Business values

‘Be a custodian’ If the intentions for the business are for it to remain family owned, then respect the work of past generations, show humility, and understand that despite your shareholding, you are a steward of something far bigger than you.

Change, but stay the same. Move with, and adopt to the ever-changing business environment to remain relevant, but hold onto the core values and beliefs that the family’s involvement have shaped.