

TUESDAY 29 OCTOBER 2019

08.00am	Registration and Morning Coffee
8.45am	<p>Opening and Welcoming Remarks Paul Wootton, Group Publisher, Intermedia Group Pty Ltd, Sydney, Australia and Julie Ryan, CEO, Retail Drinks Australia, Sydney, Australia</p>
8.50am	<p>Opening Keynote The Digital Future: China Retail Revolution and The New Era of We-Commerce Speaker: - Matthew Brennan, Co-Founder & Managing Director, China Channel, Shenzhen City, China</p>
9.20am	<p>Panel Discussion Disruptive E-Commerce Models: Reaching, Engaging and Measuring to the Demands of Today's Empowered Consumer Speakers: - Nathan Besser, Co-Founder & CEO, Jimmy Brings, Acting Head of on-demand at Endeavour Drinks Group, Sydney, Australia - Cathi Scarce, Acting Chief Executive, Liquor, Coles Group, Melbourne, Australia - Scott Ni, Senior Director Strategy & Operations, Alibaba Group (Australia and New Zealand), Melbourne, Australia - Dean Taylor, Serial Wine Entrepreneur & CEO Digital Wine Ventures, Sydney, Australia - Andy Williamson, Founder, BoozeBud, Sydney, Australia Moderator: Nathan Bush, Founder, 12HIGH, Brisbane, Australia</p>
10.00am	<p>Panel Discussion Retail Renaissance: The Evolution of Big Data, Blockchain and AI in Creating a Winning Omni-Channel Strategy to Innovate the Consumer Experience Speakers: - Rod Pritchard, General Manager, ALM, Metcash Limited, Sydney, Australia - Matt Michalewicz, Managing Director, Complexica, Adelaide, Australia - Damien Bueno, President & Managing Director (Australia and New Zealand), SAP, Melbourne, Australia - Michelle Grujin, Managing Director, Retail (Australia and New Zealand), Accenture, Melbourne, Australia Moderator: Norrelle Goldring, Lead, Market Strategy & Customer Experience, 360Expert- Consultant Community, Sydney, Australia</p>
10.40am	Morning Refreshments
11.10am	<p>Keynote Current State of Play: The Growth, Challenges and Opportunities for the Australian Alcohol Drinks Market Speaker: Daniel Bone, Insights Director, IRI, Sydney, Australia</p>
11.25am	<p>Fireside Chat Carbon Neutrality 2050: Paving the Road to 100 Percent Renewable Energy and Net-Zero Carbon Speakers: - Justin Merrell, Group Environment Director, Lion, Sydney, Australia - James Robson, Proprietor, Ross Hill Wines, Sydney, Australia Moderator: Andy Young, Editor, TheShout, Sydney, Australia</p>

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 Liquor Retail Summit – Feature Sessions				
11.45am	Panel Discussion Has your Banner got the Competitive Edge? The Differing Strategies of Retail Banners and the Banners' Role in Successful Independent Retailing Speakers: - Gavin Saunders, CEO, Liquor Marketing Group, Sydney, Australia - John Carmody, Managing Director, Liquor Legends, Queensland, Australia - Guy Bohan, General Manager, Liquor Stax, Sydney, Australia - Rod Pritchard, General Manager, ALM, Metcash Limited, Sydney, Australia Moderator: Julie Ryan, CEO, Retail Drinks Australia, Sydney, Australia			
12.25pm	Retail Drinks Australia Annual General Meeting Introduction to the New Board of Directors/Chair and Presentation of the Retail Drinks FY20 Strategic Plan			
12.55pm	Trade Expo Lunch – 'Sell Different Sell Smarter' Enjoy a working lunch while seeing and tasting the latest product offerings from drinks suppliers, learning about new product initiatives and taking advantage of exclusive offers from liquor retail suppliers			
	STREAM ONE: Wine Innovation	STREAM TWO: Beer & Cider Innovation	STREAM THREE: Spirits & Cocktails Innovation	PREMIUMISATION ROOMS 
1.55pm	Fireside Chat Premiumisation & Private Labels: How is the Wine Premiumisation Trend Transforming the Growth of Premium Private Labels? Speakers: - Chris Baddock, CEO, ALM, Metcash Limited, Sydney, Australia - John Kollaras, Managing Director, Kollaras & Co, Sydney, Australia Moderator: Andy Young, Editor, TheShout, Sydney, Australia	Fireside Chat From Paleo and Keto-Friendly to NOLO: How to Capture the Millennial and Gen-Z Market With a Focus on 'Health' and 'Well-Being'? Speakers: -Chuck Hahn, Chief Brewer, Malt Shovel, Hahn and Kosciuszko Breweries, Lion, Sydney, Australia -Clinton Schultz, Founder, Sobah Beverages, Queensland, Australia Moderator: Charlie Whitting, Editor, Beer & Brewer, Sydney, Australia	Exclusive Fireside Chat Post 'Ginaissance' - Is 'Rumolution' the next big thing? Speakers: - Mauricio Vergara, Managing Director, Bacardi-Martini Australia, Sydney, Australia - David Smith, Managing Director, Diageo Australasia, Sydney, Australia Moderator: Alec Wagstaff, CEO, Spirits & Cocktails Australia, Sydney, Australia	Available to retailer registrants only. The premium wine and premium spirits category deep dive rooms, presented by industry experts, are designed to improve your selling techniques for upselling your customers in these growth categories. Increase your product knowledge, discuss selling strategies and utilise the best market data to grow your sales. Places are limited. Room 1: Premium Wine Smart Selling Hosted by: - Travis Fuller, Global Fine Wine Director, Pernod Ricard Winemakers - Kylie Farquhar, Sales Manager NSW & ACT, Treasury Wine Estates Room 2: Premium Spirits Smart Selling Hosted by: - Kate Bean, Head of Category at Diageo Australia - James Buntin, Prestige Whisky Ambassador, William Grant & Sons - Oliver Dickson, Head of Marketing ANZ, William Grant & Sons - Tanya Farrell, Category Development Manager at Diageo Australia

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	STREAM ONE: Wine Innovation	STREAM TWO: Beer & Cider Innovation	STREAM THREE: Spirits & Cocktails Innovation	PREMIUMISATION ROOMS 
2.15pm	<p>Panel Discussion A New Wave of RTS Packaging: The Burst of Canned Wines from Novelty to Mainstream</p> <p>Speakers:</p> <ul style="list-style-type: none"> - Chris Archer, Founder, Managing Director & Winemaker, Joyi, Wellington, New Zealand - Greg Stokes, Chairman & CEO Barokes Wines, Melbourne, Australia - Joe Cook, Co-Founder & General Manager, Riot Wine Co, Adelaide, Australia - Tom Maclean, Founder Sofi Spritz, Sydney, Australia - Mat Janes, General Manager, Innocent Bystander, Melbourne, Australia <p>Moderator: Paul Wootton, Group Publisher Food and Beverage Media Sydney, Australia</p>	<p>Panel Discussion Premiumisation Trend: The Craft Beer and Cider Mania Hybrid Boom</p> <p>Speakers:</p> <ul style="list-style-type: none"> - Sam Reid, Co-Founder & Managing Director, Willie Smith's Cider Makers and President Cider Australia, Tasmania, Australia - Matt Houghton, Founder & Head Brewer, Boatrocker Brewers & Distillers, Melbourne, Australia - Grant Wearin, Founder & Owner, Modus Operandi Brewing, Sydney, Australia - Sam Hambour, Co Owner & General Manager, Hop Nation Brewing Co, Melbourne, Australia <p>Moderator: James Atkinson, Founder, Drinks Adventures, Sydney, Australia</p>	<p>Panel Discussion Australian Craft Revolution: Challenging the Craft Spirits Industry with Local Native Botanicals and Grains</p> <p>Speakers:</p> <ul style="list-style-type: none"> - Will Edwards, Founder, Archie Rose Distilling Co, Sydney, Australia - Holly Klintworth, Managing Director & Head Distiller, Bass & Flinders Distillery, Mornington Peninsula, Australia - Peter Bignell, Owner, Belgrove Distillery, Tasmania, Australia - John Heseltine, CEO, The Cannabis Company, Melbourne, Australia <p>Moderator: Alec Wagstaff, CEO, Spirits and Cocktails Australia, Sydney, Australia</p>	
2.55pm	<p>In Conversation Now and The Future: What are the Emerging Trends and Buying Habits Shaping the Wine Industry?</p> <p>Speaker: Jason Bowyer, Buying Director-Sparkling Wine & Wine, ALDI Stores, Sydney, Australia</p> <p>Moderator: Paul Wootton, Group Publisher Food and Beverage Media Sydney, Australia</p>	<p>In Conversation Small Business Big Marketing: Managing Growth and Solid Brand-Building Ideas to Stay Ahead in a Competitive Marketplace</p> <p>Speaker: - Jamie Cook, Executive Chairman, Fermentum & President, Independent Brewers Association, Byron Bay, Australia</p> <p>Moderator: James Atkinson, Founder, Drinks Adventures, Sydney Australia</p>	<p>In Conversation Lyre's: A Versatile New Addition to your Non-Alcoholic Cocktail Arsenal</p> <p>Speaker: - Paul Gloster, CMO, Lyre's, Sydney</p> <p>Moderator: Andy Young, Editor, TheShout, Sydney, Australia</p>	

Program

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	STREAM ONE: Wine Innovation	STREAM TWO: Beer & Cider Innovation	STREAM THREE: Spirits & Cocktails Innovation	PREMIUMISATION ROOMS
3.10pm	<p>Wine Export & Tourism Investment: How can We Grow Australia's Wine Export and Build Awareness on Wine Tourism Biosecurity?</p> <p>Speaker: - Andreas Clark, CEO, Wine Australia, Adelaide, Australia - Inca Pearce, CEO Vinehealth Australia, Adelaide, Australia</p> <p>Moderator: - Tony Battaglione, CEO Australian Grape & Wine Incorporated, Adelaide, Australia</p>	<p>Fireside Chat Equity Crowdfunding: How are National Breweries Scaling Up Without Selling to Mainstream Brands?</p> <p>- Ben Kooyman, Founder, Endeavour Brewing Company, Sydney, Australia - Dan Norris, Founder Black Hops Brewing, Queensland, Australia</p> <p>Moderator: Jamie Cook, Executive Chairman, Fermentum & President, Independent Brewers Association, Byron Bay, Australia</p>	<p>Fireside Chat RTDs/ High Strength Premixes: How are Bottled and Canned Cocktails Emphasising Craft as much as Convenience?</p> <p>Speakers: - Kathleen Davies, Founder, Nip of Courage & The Aussie Tipple Company, Sydney, Australia - Matt Sanger, Managing Co-Founder & Director, Curatif, Melbourne, Australia</p> <p>Moderator: Alec Wagstaff, CEO, Spirits & Cocktails Australia, Sydney, Australia</p>	
3.30pm	Afternoon Refreshments			
4.00pm	<p>Keynote Smart & Intelligent Packaging: Stretching the Limits on Marketing Innovation with Augmented Reality</p> <p>Speaker: Dave Chaffey, Managing Director, Third Aurora, Melbourne, Australia</p>			
4.30pm	<p>Closing Keynote Social Media Marketing: Increase Brand Awareness, Boost Brand Advocacy and Drive Sales</p> <p>Speaker: Suzie Shaw, Managing Director, We Are Social, Sydney, Australia</p>			
5.00pm	End of Conference			