



BEAM SUNTORY INC.

Delaware Performance

CASSIE REMPFER

2017 - 2021

2017 Performance

**Achieved FY
NSV Plan +7.6%
vs. 2016**

Champion's Club Winner
Tier 3 Awards:
Effen Big Bet
KPI Performer Award
Total NSV Performer Award

100% Attainment
KPIs
National
Programs

2018 Performance

**Missed FY Plan
by \$897K NSV**

**National
Program Winner:**
Q3 Make Your Mark
Incentive

100% Attainment
Distribution &
Execution KPIs

2019 Performance

**Achieved FY
NSV Plan +5.7%
vs. 2018**

Champion's Club Winner

Tier 3 Awards:
1st Place NSV Award
Tequila Big Bet
BTSS Big Bet
Finalist for Open State of the Year

100% Attainment: KPIs

National Program Winners:
Knob Creek Perfect Store
Basil & Maker's Perfect Store

2020 Performance

**Achieved FY
NSV Plan
+20.4% vs. 2019**

**Champion's Club
Winner**

Tier 3 Awards:
Winning in Whiskey Award
Performance Award Tier 3

**100% Attainment:
KPIs
National Program**

2021 Performance

**Achieved FY
NSV Plan
+3.29% vs 2020**

**Champion's Club
Winner**

Tier 3 Awards:
House of Suntory Award

100% Attainment:

KPIs
National Program