

## RE: [External] - Unilever List Price Notification Response

From: Aleksandra Drazic <[REDACTED]@coles.com.au>  
 To: "Charlton, Chris" <[REDACTED]@unilever.com>  
 Cc: Cost Price Increase Requests <costpriceincreaserequests@coles.com.au>; Matthew Hankin <[REDACTED]@coles.com.au>  
 Date: Mon, 07 Feb 2022 16:42:33 +1100  
 Attachments: Summary - Unilever\_20220104\_Soap & Body wash.xlsx (132.08 KB); Summary - Unilever\_20220104\_Deos.xlsx (200 KB); Summary - Unilever\_20220104\_Skin Care.xlsx (138.46 KB); Summary - Unilever\_20220104\_Hair\_amended.xlsx (136.15 KB)

Hi Chris – I have attached the excel version of the documents that Matt has shared with you in the email below.

Let me know if there are any questions. Thanks.

**Aleksandra Drazic**  
 Senior Analyst | Commercial Cost Management  
 L2 M10/800, Torryville Road, Heathmont, East Victoria 3123, Australia  
 M [REDACTED] | E [REDACTED]  
 Good things. Great value.

From: Charlton, Chris <[REDACTED]@unilever.com>  
 Sent: Monday, 7 February 2022 2:44 PM  
 To: Aleksandra Drazic <[REDACTED]@coles.com.au>  
 Cc: Cost Price Increase Requests <costpriceincreaserequests@coles.com.au>  
 Subject: RE: [External] - Unilever List Price Notification Response

Hi Aleks – nothing through from Matt so if you can share them that would be great.

Thanks  
 Chris

From: Aleksandra Drazic <[REDACTED]@coles.com.au>  
 Sent: 07 February 2022 14:30  
 To: Charlton, Chris <[REDACTED]@unilever.com>  
 Cc: Cost Price Increase Requests <costpriceincreaserequests@coles.com.au>  
 Subject: RE: [External] - Unilever List Price Notification Response

Hi Chris – has Matt sent you excel files or you want me to forward it to you? Please advise. Thanks.

From: Charlton, Chris <[REDACTED]@unilever.com>  
 Sent: Thursday, 3 February 2022 5:00 AM  
 To: Cost Price Increase Requests <costpriceincreaserequests@coles.com.au>  
 Subject: RE: [External] - Unilever List Price Notification Response

Hi – are you able to share the excel document please to help me review the assessment below?

Thanks  
 Chris

Chris Charlton  
 Head of Coles - HBPC  
 Unilever Australia & New Zealand  
 Email: [REDACTED]@unilever.com  
 Mobile: [REDACTED]

From: Charlton, Chris <[REDACTED]@unilever.com>  
 Sent: 01 February 2022 13:53  
 To: Matthew Hankin <[REDACTED]@coles.com.au>  
 Cc: Christian Lymbouris <[REDACTED]@coles.com.au>; Jack Jessiman <[REDACTED]@coles.com.au>; Bethanie Chow <[REDACTED]@coles.com.au>; Nicole Petracca <[REDACTED]@coles.com.au>; Rachel Bowden <[REDACTED]@coles.com.au>; Cost Price Increase Requests <costpriceincreaserequests@coles.com.au>  
 Subject: RE: [External] - Unilever List Price Notification Response

Thanks Matt – I'll take a look through and let you and the team know initial thoughts.

Are you able to send over the excel file too please to allow me to look at the details please?

Regards  
 Chris

From: Matthew Hankin <[REDACTED]@coles.com.au>  
 Sent: 01 February 2022 13:17  
 To: Charlton, Chris <[REDACTED]@unilever.com>  
 Cc: Christian Lymbouris <[REDACTED]@coles.com.au>; Jack Jessiman <[REDACTED]@coles.com.au>; Bethanie Chow <[REDACTED]@coles.com.au>; Nicole Petracca <[REDACTED]@coles.com.au>; Rachel Bowden <[REDACTED]@coles.com.au>; Cost Price Increase Requests <costpriceincreaserequests@coles.com.au>  
 Subject: [External] - Unilever List Price Notification Response

Afternoon Chris,

In response to Unilever's notification in January '22 informing Coles of proposed list price increases scheduled across the month of April '22, the below analysis has been completed for your review.

The requested increase is estimated at **12.3%** [\$9.7m in COGS] across the four categories, Coles have found **4.6%** [\$3.65m in COGS] validated with a gap of \$6.1m in COGS p.a., noting Deo's and Grooming representing 90% of the gap.

Below is a summary at category - SKU level for reference.

#### Key Callouts

- We have used supplier's cost breakdown in the analysis
- We have also adjusted the cost breakdown on the packaging, applied appropriate packaging material to each SKU – 'Roll on' products Plastic PP and 'Aerosols Can' Aluminium.
- Our analysis is based on the average movement of commodities
- Last CPI dates are taken from our Cost Tool.

#### Next Steps:

If the prices seen in our market indices do not correlate to the price trends experienced by Unilever, then if you can provide us with some sort of documentary evidence to support price movements you have quoted (either in the form of contracts or invoices)

Coles is committed to protecting the confidentiality of any data provided by any supplier as part of the cost price adjustment process. However, to address any concerns you may have about the provision of confidential information you may:

- Enter into a confidentiality agreement in relation to the information provided (with Coles CCT) i.e. to share invoices to confirm the cost increases
- Engage an independent third party to conduct a confidential review of the information and provide a recommendation to Coles. The identity of the independent third party is to be agreed between the supplier and Coles and the cost of such review will be shared equally by both parties.

Upon your review please reach out to discuss preferred next steps.

Category No.	Category	No. of SKUs	Last 12 months COGS \$	% Increase Request	Value Request	% Increase Accept	Value Accept \$	GAP
1021	HAIR CARE	24	\$ 4,993,337	18.8%	\$ 936,587	9.6%	\$ 478,230	-\$ 458,273
1038	SOAPS & BODY WASH	9	\$ 3,097,822	10.2%	\$ 317,230	8.2%	\$ 253,729	-\$ 63,501
1045/1069	DEOS & GROOM	94	\$ 67,503,117	12.1%	\$ 8,169,739	4.0%	\$ 2,684,908	-\$ 5,484,831
1120	SKIN CARE	11	\$ 3,493,435	8.8%	\$ 307,672	6.6%	\$ 229,273	-\$ 78,399
	<b>Total</b>	<b>138</b>	<b>\$ 79,086,711</b>	<b>12.3%</b>	<b>\$ 9,731,228</b>	<b>4.6%</b>	<b>\$ 3,646,240</b>	<b>-\$ 6,084,988</b>

Category No.	Category	Last cost price change	SKU No	SKU Name	Last 12 months COGS \$	Increase request from supplier		CCT Recommendation	
						% Increase Request	Value Request	% Increase Accept	Value Accept \$
	1045 WOMENS DEOS & GROOM	May-21	4341712	DOVE ANTIPERSPIRANT ACAI WATERLILY 220ML/220 ML	\$ 72,866	7.0%	\$ 5,119	7.0%	\$ 5,119
	1045 WOMENS DEOS & GROOM	May-21	4342254	DOVE ANTIPERSPIRANT APPLE & WHITE TEA 220ML/220 ML	\$ 60,645	7.0%	\$ 4,260	7.0%	\$ 4,260
	1045 WOMENS DEOS & GROOM	May-21	4341433	DOVE ANTIPERSPIRANT POMEGRANATE 220ML/220 ML	\$ 94,569	7.0%	\$ 6,643	7.0%	\$ 6,643
	1045 WOMENS DEOS & GROOM	May-21	4343814	DOVE WOMEN ANTIPERSPIRANT INVISIBLE DRY 220ML/220 ML	\$ 74,555	7.0%	\$ 5,237	7.0%	\$ 5,237
	1045 WOMENS DEOS & GROOM	May-21	4342505	DOVE NOURISHING SECRETS ANTIPERSPIRANT COCONUT & JASMINE 220ML/220 ML	\$ 63,540	7.0%	\$ 4,464	7.0%	\$ 4,464
	1045 WOMENS DEOS & GROOM	May-21	4342756	DOVE NOURISHING SECRET ANTIPERSPIRANT LAVENDER ROSE WATER 220ML/220 ML	\$ 39,664	7.0%	\$ 2,786	7.0%	\$ 2,786
	1045 WOMENS DEOS & GROOM	May-21	4343869	DOVE WOMEN ANTIPERSPIRANT ORIGINAL 220ML/220 ML	\$ 85,185	7.0%	\$ 5,844	7.0%	\$ 5,844
	1045 WOMENS DEOS & GROOM	Sep-12	1015499	DOVE WOMEN ANTIPERSPIRANT ROLL ON INVISIBLE DRY 50ML/50 ML	\$ 512,499	15.2%	\$ 77,985	3.2%	\$ 16,412
	1045 WOMENS DEOS & GROOM	Aug-12	8063489	DOVE ANTIPERSPIRANT ROLL ON ORIGINAL 50ML/50 ML	\$ 790,363	15.2%	\$ 120,372	3.8%	\$ 29,844
	1045 WOMENS DEOS & GROOM	Jun-19	3578947	DOVE NOURISHING SECRETS ROLL ON ANTIPERSPIRANT COCONUT AND JASMINE 50ML/50 ML	\$ 386,651	15.2%	\$ 58,887	7.1%	\$ 27,278
	1045 WOMENS DEOS & GROOM	Jun-19	3578969	DOVE NOURISHING SECRETS ROLL ON ANTIPERSPIRANT LAVENDER AND ROSE WATER 50ML/50 ML	\$ 242,606	15.2%	\$ 36,949	7.1%	\$ 17,116
	1045 WOMENS DEOS & GROOM	Jul-12	6354480	DOVE ANTIPERSPIRANT ROLL ON GO FRESH COMBR & GRN TEA 50ML/50 ML	\$ 438,329	15.2%	\$ 66,757	5.3%	\$ 23,126
	1045 WOMENS DEOS & GROOM	Jan-15	2305552	DOVE ANTIPERSPIRANT ROLL ON POMEGRANATE & LEMON 50ML/50 ML	\$ 653,650	15.2%	\$ 99,550	5.0%	\$ 32,838
	1045 WOMENS DEOS & GROOM	Jul-20	3821400	DOVE ANTIPERSPIRANT ROLL ON APPLE & WHITE TEA 50 ML/50 ML	\$ 423,433	15.2%	\$ 64,489	14.3%	\$ 60,725
	1045 WOMENS DEOS & GROOM	Nov-19	3722522	DOVE ANTIPERSPIRANT AEROSOL CLINICAL POMEGRANATE 180 ML/180 ML	\$ 264,650	10.0%	\$ 26,498	7.4%	\$ 19,514
	1045 WOMENS DEOS & GROOM	Nov-18	3364841	DOVE WOMEN CLINICAL PROTECTION ORIGINAL CLEAN 180 ML	\$ 243,874	10.0%	\$ 24,418	2.3%	\$ 5,660
	1045 WOMENS DEOS & GROOM	Nov-19	3720709	IMPULSE BODY SPRAY BURNT MISHMALOW-LEATHER JACKET 75 ML/75 ML	\$ 488,981	20.0%	\$ 97,796	7.4%	\$ 36,056
	1045 WOMENS DEOS & GROOM	Nov-18	3363967	IMPULSE BODY SPRAY FESTIVAL SUMMER EDITION 75 ML	\$ 658,359	20.0%	\$ 131,672	2.3%	\$ 15,280
	1045 WOMENS DEOS & GROOM	Jul-14	2007849	IMPULSE BODY SPRAY ILLUSIONS 75 ML	\$ 981,471	20.0%	\$ 196,294	6.1%	\$ 60,232
	1045 WOMENS DEOS & GROOM	Jul-14	2007882	IMPULSE BODY SPRAY MERELY MUSK 75 ML	\$ 830,532	20.0%	\$ 166,106	6.1%	\$ 50,569
	1045 WOMENS DEOS & GROOM	Nov-19	3720684	IMPULSE BODY SPRAY SUMMER DREAMS 75 ML/75 ML	\$ 485,245	20.0%	\$ 97,049	7.4%	\$ 35,780
	1045 WOMENS DEOS & GROOM	Jun-19	3579065	IMPULSE DEODORANT WANDERLUST 75ML/75 ML	\$ 717,536	20.0%	\$ 143,507	10.5%	\$ 75,246
	1045 WOMENS DEOS & GROOM	Mar-18	5079187	REXONA ANTI PERSP DEODORANT-250 ML	\$ 601,186	20.0%	\$ 120,237	4.2%	\$ 25,097
	1045 WOMENS DEOS & GROOM	Mar-18	4713673	REXONA ANTI PERSP DEODORANT-250 ML	\$ 660,077	20.0%	\$ 132,015	4.2%	\$ 27,555
	1045 WOMENS DEOS & GROOM	Mar-18	8949220	REXONA ANTI PERSP DEODORANT-250 ML	\$ 1,810,143	20.0%	\$ 362,029	4.2%	\$ 75,565
	1045 WOMENS DEOS & GROOM	Aug-12	5079201	REXONA ROLL ON DEODORANT-50 ML	\$ 418,180	11.6%	\$ 48,592	3.8%	\$ 15,790
	1045 WOMENS DEOS & GROOM	Sep-11	8010562	REXONA WOMAN ROLL-ON SEXY AP 50ML/50 ML	\$ 649,361	11.6%	\$ 75,455	(1.1%)	\$ -7,312
	1045 WOMENS DEOS & GROOM	Jan-15	2277617	REXONA WOMEN ROLL ON DEODORANT SHOWER FRESH 50ML/50 ML	\$ 387,066	11.6%	\$ 44,977	5.0%	\$ 19,445
	1045 WOMENS DEOS & GROOM	Jan-18	3111482	REXONA WOMEN ROLL ON INVISIBLE DRY FRESH 50ML/50 ML	\$ 444,502	11.6%	\$ 51,651	2.8%	\$ 12,691
	1045 WOMENS DEOS & GROOM	Aug-12	5409534	REXONA WOMAN 50 ML	\$ 382,204	11.6%	\$ 44,412	3.8%	\$ 14,632
	1045 WOMENS DEOS & GROOM	Nov-21	3660866	REXONA ANTIPERSPIRANT AEROSOL WOMEN ADVANCED BRIGHT BOUQUET 220 ML/220 ML	\$ 2,349,512	6.2%	\$ 146,575	(0.2%)	\$ -4,528
	1045 WOMENS DEOS & GROOM	Nov-21	3660877	REXONA ANTIPERSPIRANT AEROSOL WOMEN ADVANCED INVISIBLE FRESH 220 ML/220 ML	\$ 784,809	6.2%	\$ 48,961	(0.2%)	\$ -1,512
	1045 WOMENS DEOS & GROOM	Nov-21	3660822	REXONA ANTIPERSPIRANT AEROSOL WOMEN ADVANCED INVISIBLE PURE 220 ML/220 ML	\$ 2,305,269	6.2%	\$ 143,815	(0.2%)	\$ -4,443
	1045 WOMENS DEOS & GROOM	Nov-21	4344409	REXONA WOMEN ANTIPERSPIRANT ADVANCED PEACH CHARGE 220ML/220 ML	\$ 91,903	6.2%	\$ 5,733	(0.2%)	\$ -177
	1045 WOMENS DEOS & GROOM	Nov-21	3660844	REXONA WOMEN ANTIPERSPIRANT ADVANCED SHOWER FRESH DEODORANT 220ML/220 ML	\$ 1,836,876	6.2%	\$ 114,594	(0.2%)	\$ -3,540
	1045 WOMENS DEOS & GROOM	Nov-21	4344238	REXONA WOMEN ANTIPERSPIRANT ADVANCED WATERMELON FREEZE 220ML/220 ML	\$ 125,537	6.2%	\$ 7,832	(0.2%)	\$ -242
	1045 WOMENS DEOS & GROOM	Jul-21	4345853	REXONA WOMEN CLINICAL PROTECTION EUCALYPTUS 180ML/180 ML	\$ 42,762	10.0%	\$ 4,282	4.3%	\$ 1,843
	1045 WOMENS DEOS & GROOM	Nov-18	3363951	REXONA CLINICAL PROTECTION SHOWER CLEAN 180 ML	\$ 658,916	10.0%	\$ 65,974	2.3%	\$ 15,293
	1045 WOMENS DEOS & GROOM	Nov-18	3363940	REXONA CLINICAL PROTECTION SUMMER STRENGTH 180 ML	\$ 1,138,857	10.0%	\$ 114,028	2.3%	\$ 26,432
	1069 MENS DEOS & GROOMING	Dec-14	2257518	DOVE MEN ANTIPERSPIRANT 250 ML	\$ 1,158,555	7.0%	\$ 81,387	5.8%	\$ 66,946
	1069 MENS DEOS & GROOMING	Aug-21	4479834	DOVE MEN-CARE ANTIPERSPIRANT AEROSOL REFRESHING EUCALYPTUS & BIRCH 254 ML	\$ 52,688	7.0%	\$ 3,701	2.6%	\$ 1,379
	1069 MENS DEOS & GROOMING	Dec-14	2257530	DOVE MEN ANTIPERSPIRANT EXTRA FRESH 254ML/254 ML	\$ 537,656	7.0%	\$ 37,769	5.8%	\$ 31,067
	1069 MENS DEOS & GROOMING	Dec-14	2257540	DOVE MEN ANTIPERSPIRANT INVISIBLE DRY 250ML/250 ML	\$ 1,108,079	7.0%	\$ 77,840	5.8%	\$ 64,027
	1069 MENS DEOS & GROOMING	Nov-18	3364987	DOVE MEN ANTIPERSPIRANT INVISIBLE FRESH 254 ML	\$ 402,712	7.0%	\$ 28,290	2.3%	\$ 9,347
	1069 MENS DEOS & GROOMING	Nov-19	3724539	DOVE MEN ANTIPERSPIRANT AEROSOL SENSITIVE SHIELD 254 ML/254 ML	\$ 288,353	7.0%	\$ 20,256	7.0%	\$ 20,256
	1069 MENS DEOS & GROOMING	Nov-13	1723466	DOVE MEN ROLL ON ANTIPERSPIRANT INVISIBLE DRY 50ML/50 ML	\$ 510,789	15.2%	\$ 77,793	(3.0%)	\$ -15,180
	1069 MENS DEOS & GROOMING	Aug-21	4477504	DOVE MEN-CARE ANTIPERSPIRANT ROLL ON MEN EUCALYPTUS + BIRCH 50 ML/50 ML	\$ 24	15.2%	\$ 4	2.2%	\$ 1
	1069 MENS DEOS & GROOMING	Nov-19	3722453	LYNX ANTIPERSPIRANT AEROSOL AFRICA 165 ML/165 ML	\$ 799,771	14.2%	\$ 113,301	7.4%	\$ 58,972
	1069 MENS DEOS & GROOMING	Nov-19	3722330	LYNX ANTIPERSPIRANT AEROSOL AUSTRALIA 165 ML/165 ML	\$ 284,131	14.2%	\$ 40,252	7.4%	\$ 20,951
	1069 MENS DEOS & GROOMING	Nov-19	3722420	LYNX ANTIPERSPIRANT AEROSOL BLACK 165 ML/165 ML	\$ 812,342	14.2%	\$ 115,082	7.4%	\$ 59,899
	1069 MENS DEOS & GROOMING	Nov-19	3728256	LYNX ANTIPERSPIRANT AEROSOL COLLISION LEATHER + COOKIES 165 ML/165 ML	\$ 442,733	14.2%	\$ 62,721	7.4%	\$ 32,646
	1069 MENS DEOS & GROOMING	May-21	4339951	LYNX ANTIPERSPIRANT AEROSOL COLLISIONS WASABI FRESH LINEN 165ML/165 ML	\$ 33,624	14.2%	\$ 4,768	9.6%	\$ 3,235
	1069 MENS DEOS & GROOMING	Nov-19	3722318	LYNX ANTIPERSPIRANT AEROSOL ICE CHILL 165 ML/165 ML	\$ 390,374	14.2%	\$ 55,303	7.4%	\$ 28,785
	1069 MENS DEOS & GROOMING	Aug-21	4479623	LYNX ANTIPERSPIRANT DEODORANT AFRICA 250ML	\$ 110,888	14.9%	\$ 16,512	2.6%	\$ 2,902
	1069 MENS DEOS & GROOMING	Aug-21	4506420	LYNX ANTIPERSPIRANT DEODORANT BLACK 250ML	\$ 69,699	14.9%	\$ 10,378	2.6%	\$ 1,824
	1069 MENS DEOS & GROOMING	Jul-20	3822899	LYNX DEODORANT AEROSOL AFRICA 250 ML/250 ML	\$ 1,454,673	14.9%	\$ 216,608	14.9%	\$ 216,608
	1069 MENS DEOS & GROOMING	Jul-20	3822902	LYNX DEODORANT AEROSOL BLACK 250 ML/250 ML	\$ 1,131,606	14.9%	\$ 168,502	14.9%	\$ 168,502
	1069 MENS DEOS & GROOMING	Jul-19	3722089	LYNX DEODORANT AEROSOL AFRICA 165 ML/165 ML	\$ 2,094,461	14.2%	\$ 296,715	9.8%	\$ 206,204
	1069 MENS DEOS & GROOMING	Nov-19	3722136	LYNX DEODORANT AEROSOL ANARCHY FOR HER 165 ML/165 ML	\$ 655,925	14.2%	\$ 92,923	7.4%	\$ 48,366
	1069 MENS DEOS & GROOMING	Nov-19	3722180	LYNX DEODORANT AEROSOL ANARCHY FOR HIM 165 ML/165 ML	\$ 646,699	14.2%	\$ 91,616	7.4%	\$ 47,685
	1069 MENS DEOS & GROOMING	Nov-19	3722012	LYNX DEODORANT AEROSOL AUSTRALIA 165 ML/165 ML	\$ 601,128	14.2%	\$ 85,160	7.4%	\$ 44,325
	1069 MENS DEOS & GROOMING	Nov-19	3722191	LYNX DEODORANT AEROSOL BLACK 165 ML/165 ML	\$ 1,157,794	14.2%	\$ 164,021	7.4%	\$ 85,372
	1069 MENS DEOS & GROOMING	Nov-19	3722103	LYNX DEODORANT AEROSOL BLACK NIGHT 165 ML/165 ML	\$ 1,109,026	14.2%	\$ 157,112	7.4%	\$ 81,776
	1069 MENS DEOS & GROOMING	Nov-19	3728223	LYNX DEODORANT AEROSOL COLLISION LEATHER COOKIES 165 ML/165 ML	\$ 998,054	14.2%	\$ 141,291	7.4%	\$ 73,593
	1069 MENS DEOS & GROOMING	May-21	4340000	LYNX DEODORANT COLLISIONS WASABI FRESH LINEN 165ML/165 ML	\$ 60,278	14.2%	\$ 8,539	9.6%	\$ 5,799
	1069 MENS DEOS & GROOMING	Nov-19	3722205	LYNX DEODORANT AEROSOL DARK TEMPTATION 165 ML/165 ML	\$ 905,698	14.2%	\$ 128,307	7.4%	\$ 66,783
	1069 MENS DEOS & GROOMING	Nov-19	3722158	LYNX DEODORANT AEROSOL EXCITE 165 ML/165 ML	\$ 703,594	14.2%	\$ 99,676	7.4%	\$ 51,881
	1069 MENS DEOS & GROOMING	Nov-19	3722045	LYNX DEODORANT AEROSOL ICE CHILL 165 ML/165 ML	\$ 912,485	14.2%	\$ 129,269	7.4%	\$ 67,283
	1069 MENS DEOS & GROOMING	Nov-19	3722227	LYNX DEODORANT AEROSOL LEGEND 165 ML/165 ML	\$ 643,493	14.2%	\$ 91,162	7.4%	\$ 47,449
	1069 MENS DEOS & GROOMING	Nov-19	3722078	LYNX DEODORANT AEROSOL VOODOO 165 ML/165 ML	\$ 631,214	14.2%	\$ 89,422	7.4%	\$ 46,543
	1069 MENS DEOS & GROOMING	Aug-12	9467520	LYNX ROLL ON ANTIPERSPIRANT AFRICA 50ML/50 ML	\$ 381,382	12.5%	\$ 47,792	3.8%	\$ 14,401
	1069 MENS DEOS & GROOMING	Mar-18	7620105	REXONA ANTIPERSPIRANT ADVENTURE 250ML/250 ML	\$ 673,084	20.0%	\$ 134,617	4.2%	\$ 28,098
	1069 MENS DEOS & GROOMING	Mar-18	5500780	REXONA ANTIPERSPIRANT ESSENTIALS 250ML/250 ML	\$ 574,401	20.0%	\$ 114,880	4.2%	\$ 23,979
	1069 MENS DEOS & GROOMING	Mar-18	89106	REXONA ANTIPERSPIRANT FOR MEN 250ML/250 ML	\$ 2,618,400	20.0%	\$ 523,680	4.2%	\$ 109,306
	1069 MENS DEOS & GROOMING	Mar-18	6554843	REXONA ANTIPERSPIRANT QUANTUM 250ML/250 ML	\$ 943,881	20.0%	\$ 188,576	4.2%	\$ 39,361
	1069 MENS DEOS & GROOMING	Mar-18	3054072	REXONA MEN ANTIPERSPIRANT SPORT FRESH 250ML/250 ML	\$ 973,355	20.0%	\$ 194,671	4.2%	\$ 40,633
	1069 MENS DEOS & GROOMING	Aug-12	5052920	REXONA ROLL ON FOR MEN DEODORANT 50ML/50 ML	\$ 668,976	11.6%	\$ 77,734	3.8%	\$ 25,260
	1069 MENS DEOS & GROOMING	Aug-12	210761	REXONA ROLL ON SPORT DEODORANT 50ML/50 ML	\$ 1,191,059	11.6%	\$ 138,400	3.8%	\$ 44,974
	1069 MENS DEOS & GROOMING	Nov-21	4344453	REXONA MEN ANTIPERSPIRANT AEROSOL COCONUT 220ML/220 ML	\$ 101,684	6.2%	\$ 6,344	(1.0%)	\$ -980
	1069 MENS DEOS & GROOMING	Nov-21	3660913	REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED INVISIBLE BLACK&WHITE 220 ML/220 ML	\$ 2,529,895	6.2%	\$ 157,828	(1.0%)	\$ -24,374
	1069 MENS DEOS & GROOMING	Aug-21	4477515	REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED PROTCT MANDARIN FRESH 220 ML	\$ 172,002	6.2%	\$ 10,730	2.2%	\$ 3,710
	1069 MENS DEOS & GROOMING	Nov-21	3660811	REXONA MEN ADVANCED PROTECTION SPORT DEODORANT 220ML/220 ML	\$ 4,071,116	6.2%	\$ 253,978	(1.0%)	\$ -39,222
	1069 MENS DEOS & GROOMING	Nov-21	3660855	REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED TURBO 220 ML/220 ML	\$ 987,482	6.2%	\$ 61,604	(1.0%)	\$ -9,514
	1069 MENS DEOS & GROOMING	Nov-21	3660902	REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED WORKOUT 220 ML/220 ML	\$ 2,179,633	6.2%	\$ 135,977	(1.0%)	\$ -20,999
	1069 MENS DEOS & GROOMING	Nov-21	3660899	REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED EXTRA COOL 220 ML/220 ML	\$ 1,443,105	6.2%	\$ 90,029	(1.0%)	\$ -13,903
	1069 MENS DEOS & GROOMING	Nov-21	3660797	REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED INVISIBLE ICE FRESH 220 ML/220 ML	\$ 1,208,694	6.2%	\$ 75,405	(1.0%)	\$ -11,645
	1069 MENS DEOS & GROOMING	May-21	4345423	REXONA MEN CLINICAL ANTIPERSPIRANT PROTECTION MINT 180ML/180 ML	\$ 21,949	10.0%	\$ 2,198	9.6%	\$ 2,112
	1069 MENS DEOS & GROOMING	Dec-18	3364070	REXONA MEN CLINICAL PROTECTION CLEAN SCENT 180 ML	\$ 417,449	10.0%	\$ 41,797	3.3%	\$ 13,638
	1069 MENS DEOS & GROOMING	Dec-18	3364025	REXONA MEN CLINICAL PROTECTION AEROSOL SPORT ANTIPERSPIRANT 180ML/180 ML	\$ 603,427	10.0%	\$ 60,418	3.3%	\$ 19,713
	1069 MENS DEOS & GROOMING	Nov-18	3363383	LYNX BODY WASH AFRICA 1 LITRE	\$ 390,251	9.9%	\$ 38,821	(0.4%)	\$ -1,490
	1069 MENS DEOS & GROOMING	Nov-18	3363260	LYNX BODY WASH ICE CHILL 400 ML	\$ 391,268	10.0%	\$ 39,024	(0.4%)	\$ -1,494
	1069 MENS DEOS & GROOMING	May-21	4346030	LYNX BODY WASH WASABI & FRESH LINEN 400ML/400 ML	\$ 35,673	10.0%	\$ 3,558	7.8%	\$ 2,777
	1069 MENS DEOS & GROOMING	Feb-21	5103995	LYNX SHOWER G					

Category No.	Category	Last cost price change	SKU No	SKU Name	Last 12 months COGS \$	Increase request from supplier		CCT Recommendation	
						% Increase Request	Value Request	% Increase Accept	Value Accept
1038	SOAPS & BODY WASH	May-21	4310225	DOVE NOURISHING CARE BODY WASH 500ML/500 ML	\$ 20,148	9.5%	\$ 1,809	8.0%	\$ 1,821
1038	SOAPS & BODY WASH	Jan-21	3978741	DOVE BODY WASH RESTORING 500ML/500 ML	\$ 192,002	9.5%	\$ 18,194	9.5%	\$ 18,194
1038	SOAPS & BODY WASH	Jan-21	3978752	DOVE BODY WASH RESTORING CARE 500ML/500 ML	\$ 92,430	9.5%	\$ 8,758	9.5%	\$ 8,758
1038	SOAPS & BODY WASH	Jan-21	3978730	DOVE BODY WASH TRIPLE MOISTURISING 500ML/500 ML	\$ 342,409	9.5%	\$ 32,446	9.5%	\$ 32,446
1038	SOAPS & BODY WASH	Aug-12	4806606	LUX SOAP WHITE - 3 PACK	\$ 767,920	11.0%	\$ 84,717	8.8%	\$ 87,443
1038	SOAPS & BODY WASH	3ep-11	8947215	RADOX MINERAL HERBAL BATH SALTS MUSCLE SOAK 500 GRAM	\$ 628,582	10.0%	\$ 63,086	9.1%	\$ 19,207
1038	SOAPS & BODY WASH	May-19	3516938	RADOX BATH SALTS 900GRAM DETOXED - 900 GRAM	\$ 271,758	10.0%	\$ 27,176	10.0%	\$ 27,176
1038	SOAPS & BODY WASH	May-19	3516917	RADOX BATH SALTS 900GRAM MUSCLE SOAK - 900 GRAM	\$ 441,186	10.0%	\$ 44,119	10.0%	\$ 44,119
1038	SOAPS & BODY WASH	Oct-11	9336237	RADOX BATH MUSCLE SOAK - 500 ML	\$ 341,387	10.8%	\$ 36,824	10.2%	\$ 34,766
					\$ 3,097,822	10.2%	\$ 317,230	8.2%	\$ 293,729

GAP (63,503)

Category No.	Category	Last cost price change	SKU No	SKU Name	Last 12 months COGS \$	Increase request from supplier		CCT Recommendation	
						% Increase Request	Value Request	% Increase Accept	Value Accept
1021	HAIR CARE	Aug-15	9192818	TONI & GUY CONDITIONER DAMAGE REPAIR 250ML/NOURISH DAMAGED - 250 ML	\$ 220,061	18.7%	\$ 41,214	7.7%	\$ 16,875
1021	HAIR CARE	May-12	9192829	TONI & GUY CONDITIONER FINE HAIR 250ML/NOURISH FINE HAIR - 250 ML	\$ 185,188	18.7%	\$ 34,679	5.5%	\$ 6,169
1021	HAIR CARE	Nov-20	3978027	TONI & GUY CONDITIONER PURPLE 600ML/600 ML	\$ 131,170	20.0%	\$ 26,234	15.5%	\$ 20,376
1021	HAIR CARE	Jan-20	3977771	TONI & GUY SHAMPOO PURPLE 600ML/600 ML	\$ 158,256	20.0%	\$ 31,651	9.9%	\$ 15,727
1021	HAIR CARE	Nov-21	4959624	TONI & GUY SHAMPOO STRENGTHPLEX 600ML	\$ -	20.0%	\$ -	(1.5%)	\$ -
1021	HAIR CARE	Nov-21	4959655	TONI & GUY CONDITIONER STRENGTHPLEX 600ML	\$ -	20.0%	\$ -	(1.5%)	\$ -
1021	HAIR CARE	May-12	9192705	TONI & GUY SHAMPOO DAMAGE REPAIR 250ML/CLEANSER DAMAGED - 250 ML	\$ 211,609	18.7%	\$ 39,631	5.3%	\$ 7,050
1021	HAIR CARE	May-12	9192716	TONI & GUY SHAMPOO CLEANSER FINE HAIR 250ML/CLEANSER FINE HAIR - 250 ML	\$ 220,809	18.7%	\$ 41,354	5.5%	\$ 7,557
1021	HAIR CARE	Nov-17	3157596	TONI & GUY SHAMPOO PURPLE 250ML/250 ML	\$ 762,595	18.6%	\$ 142,192	9.0%	\$ 68,930
1021	HAIR CARE	Nov-19	3710691	TONI&GUY SHAMPOO STRENGTHPLEX BOND REPAIR 250 ML/250 ML	\$ 313,853	18.6%	\$ 58,521	14.0%	\$ 43,995
1021	HAIR CARE	Nov-19	3977760	TONI & GUY SHAMPOO SCALP CARE 250ML/250 ML	\$ 69,840	18.6%	\$ 13,022	14.0%	\$ 9,790
1021	HAIR CARE	Nov-17	3157712	TONI & GUY CONDITIONER PURPLE 250ML/250 ML	\$ 646,906	18.6%	\$ 120,621	9.0%	\$ 58,473
1021	HAIR CARE	Nov-19	3710705	TONI&GUY CONDITIONER STRENGTHPLEX BOND REPAIR 250 ML/250 ML	\$ 320,208	18.6%	\$ 59,705	14.0%	\$ 44,886
1021	HAIR CARE	Nov-20	3977884	TONI & GUY CONDITIONER SCALP CARE 250ML/250 ML	\$ 54,288	18.6%	\$ 10,121	15.5%	\$ 8,433
1021	HAIR CARE	Nov-20	3978130	TONI & GUY TREATMENT SCALP CARE SCRUB 175ML/175 ML	\$ 22,550	18.6%	\$ 4,205	15.5%	\$ 5,505
1021	HAIR CARE	Feb-19	3417325	TONI & GUY PURPLE MASK 285ML/285 ML	\$ 246,230	18.6%	\$ 45,912	8.8%	\$ 21,585
1021	HAIR CARE	Nov-19	3710727	TONI&GUY HAIR MASK STRENGTHPLEX BOND REPAIR 285 ML/285 ML	\$ 139,638	18.6%	\$ 29,766	14.0%	\$ 22,378
1021	HAIR CARE	Aug-15	9194981	TONI & GUY CASUAL SPRAY SEA SALT TEXTURISING 200ML/200 ML	\$ 160,956	18.7%	\$ 30,144	7.7%	\$ 12,343
1021	HAIR CARE	May-16	9192749	TONI & GUY DRY SHAMPOO CLEANSER 250ML/250 ML	\$ 186,004	18.7%	\$ 34,835	13.1%	\$ 24,363
1021	HAIR CARE	May-15	2335699	TONI & GUY GLAMOUR DRY SHAMPOO VOLUME 250ML/250 ML	\$ 237,309	18.7%	\$ 44,444	3.6%	\$ 8,654
1021	HAIR CARE	Mar-20	3789830	TONI & GUY DRY SHAMPOO BRUNETTE 250ML/250 ML	\$ 157,414	18.7%	\$ 25,735	16.4%	\$ 22,501
1021	HAIR CARE	Nov-20	3837047	TONI & GUY OIL STRENGTH PLEX 80ML/80 ML	\$ 164,758	18.8%	\$ 30,924	15.5%	\$ 25,594
1021	HAIR CARE	Aug-15	9193071	TONI & GUY HEAT PROTECTION MIST 150ML/150 ML	\$ 130,546	18.7%	\$ 24,449	7.7%	\$ 10,011
1021	HAIR CARE	Aug-15	9193082	TONI & GUY PREP LEAVE IN CONDITIONER 100ML/PREP LEAVE IN - 100 ML	\$ 252,169	18.7%	\$ 47,227	7.7%	\$ 19,337
					4,992,337	18.8%	936,587	8.6%	478,330

GAP (458,217)

**Matt Hankin**  
Business Category Manager  
**Health, Beauty & Baby**  
L1 M10800 Toorak Road  
Hawthorn East Victoria 3123 Australia  
E [Matt.Hankin@coles.com.au](mailto:Matt.Hankin@coles.com.au)



**coles**  
Value the Australian way

[Chat with me on Teams](#)

This email and any attachments may contain privileged and confidential information and are intended for the named addressee only. If you have received this e-mail in error, please notify the sender and delete this e-mail immediately. Any confidentiality, privilege or copyright is not waived or lost because this e-mail has been sent to you in error. It is your responsibility to check this e-mail and any attachments for viruses. No warranty is made that this material is free from computer virus or any other defect or error. Any loss/damage incurred by using this material is not the sender's responsibility. The sender's entire liability will be limited to resupplying the material.

CAUTION: This message was sent from outside the company. Please do not click links or open attachments unless you recognise the source of this email and know the content is safe.

IMPORTANT NOTICE: This email and any attachments may contain information that is confidential and privileged. It is intended to be received only by persons entitled to receive the information. If you are not the intended recipient, please delete it from your system and notify the sender. You should not copy it or use it for any purpose nor disclose or distribute its contents to any other person.