

## RE: [External] - Unilever List Price Notification Response | Unilever\_20220104 HBB (All Categories)

From: Michelle Jin <[REDACTED]@coles.com.au>  
 To: Matthew Hankin <[REDACTED]@coles.com.au>  
 Cc: Aleksandra Drazic <[REDACTED]@coles.com.au>; Thao Le <[REDACTED]@coles.com.au>; Bruce Ma <[REDACTED]@coles.com.au>; Dylan Tounie <[REDACTED]@coles.com.au>; Cost Price Increase Requests <costpriceincreaserequests@coles.com.au>; Bethanie Chow <[REDACTED]@coles.com.au>; Nicole Petracca <[REDACTED]@coles.com.au>; Christian Lymbouris <[REDACTED]@coles.com.au>; Rachel Bowden <[REDACTED]@coles.com.au>  
 Date: Thu, 17 Feb 2022 22:08:19 +1100  
 Attachments: Summary-Unilever\_20220104 adjust packaging % R2 Recommendation.xlsx (307.46 kB); Summary-Unilever\_20220104 R2 supplier's cost %.xlsx (381.34 kB)

Hi Matt,

I have updated the analysis based on Chris's feedback.

#### Updated recommendation

- \* The update analysis suggested overall validation goes up to **4.8% (\$3.8m in COGS)** with a gap of **\$5.9m in COGS p.a.**
- \* Category level summary shown below. Please refer to the attached file for SKU level details – Summary-Unilever\_20220104 adjust packaging % R2 Recommendation.

| Category No. | Category          | No. of SKUs | Last 12 months COGS \$ | % Increase Request | Value Request | % Increase Accept | Value Accept \$ | GAP            |
|--------------|-------------------|-------------|------------------------|--------------------|---------------|-------------------|-----------------|----------------|
| 1021         | HAIR CARE         | 24          | \$ 4,992,337           | 18.8%              | \$ 5,936,587  | 9.6%              | \$ 478,330      | (\$5,458,257)  |
| 1038         | SOAPS & BODY WASH | 9           | \$ 3,097,822           | 10.2%              | \$ 317,230    | 8.2%              | \$ 253,729      | (\$5,844,101)  |
| 1045/1049    | DEOS & GROOM      | 94          | \$ 67,503,117          | 12.1%              | \$ 8,169,739  | 4.0%              | \$ 2,684,908    | (\$64,818,231) |
| 1120         | SKIN CARE         | 11          | \$ 3,493,435           | 8.8%               | \$ 307,672    | 6.6%              | \$ 229,273      | (\$3,264,163)  |
| Total        |                   | 138         | \$79,086,711           | 12.3%              | \$9,731,228   | 4.6%              | \$3,646,240     | (\$86,446,988) |

Based on suppliers feedback, I have made below changes:

- \* Deodorants cost composition – kept the packaging cost composition % adjusted.
  - a. \* This is in line with the CPI analysis we have done in Sep 2021.
- \* Deodorants Timing
  - a. \* I have updated the last CPI date for these SKUs to **Sep 2021**, the previous analysis captured data till Sep 2021, not Aug 2021 as supplier suggested.
- \* Haircare cost composition – kept the packaging cost composition % adjusted.
  - a. \* This is in line with the CPI analysis we have done in Sep 2021.

#### Alternative View

- \* If we use supplier's cost breakdown % and not adjusting packaging component %, the validated amount could go up to 5.4% (\$5.5m in COGS) with a gap of **\$5.5m in COGS p.a.**
- \* Category level summary shown below. Please refer to the attached file for SKU level details – Summary-Unilever\_20220104 supplier's cost %.

| Category No. | Category  | No. of SKUs | Last 12 months COGS \$ | % Increase Request | Value Request | % Increase Accept | Value Accept \$ | GAP            |
|--------------|-----------|-------------|------------------------|--------------------|---------------|-------------------|-----------------|----------------|
| 1021         | HAIR CARE | 24          | \$ 4,992,337           | 18.8%              | \$ 5,936,587  | 9.6%              | \$ 478,330      | (\$5,458,257)  |
| 1038         | SOAPS & B | 9           | \$ 3,097,822           | 10.2%              | \$ 317,230    | 8.2%              | \$ 253,729      | (\$5,844,101)  |
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| Total        |           | 138         | \$79,086,711           | 12.3%              | \$9,731,228   | 4.6%              | \$3,646,240     | (\$86,446,988) |

#### Other Callout

- \* Cost breakdown % in both scenarios have been adjusted with the supplier margin at 18.5%.

If you have any other concerns, please let me know.

Regards

Michelle

From: Cost Price Increase Requests <CostPriceIncreaseRequests@coles.com.au>  
 Sent: Tuesday, 15 February 2022 7:49 AM  
 To: Aleksandra Drazic <[REDACTED]@coles.com.au>; Michelle Jin <[REDACTED]@coles.com.au>; Elissa Xu <[REDACTED]@coles.com.au>  
 Subject: FW: [External] - Unilever List Price Notification Response

Hi Team,

Unilever team has responded over recommendation with their questions/queries.

Please check if there are any action items from our end.

Thanks,  
 Aditya

From: Charlton, Chris <[REDACTED]@unilever.com>  
 Sent: Friday, 11 February 2022 6:09 AM

To: Matthew Hankin <[REDACTED]@coles.com.au>; 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

Hi all

Thanks for the below. I've pulled a few things which are significantly understating the increasing costs which Unilever are incurring.

#### Deodorants Cost Composition:

- \* The composition split supplied to VMO by Unilever have not been used we have adjusted the aluminium cost % based on products type
- \* The supplied composition is a weighted average of the products Unilever supplies to Coles across Aerosols and Roll On so is applicable to all SKUs without amendment
- \* The amendments made to that in the calculation significantly impact the outcome. For example – supplied composition equates to >80% of the product cost – however your amended composition only accounts for <50% composition
- \* ACTION: Please revert to the category weighted average cost composition originally supplied. Do both scenarios, and check the last recommendation we had for last CPI (Oct 2021), understand what did we do last time, and align with the approach.

#### Deodorants Timing:

- \* There are 14 SKUs where we notified of cost increases in August and are on the current list
- \* For this calculation the dates used as benchmark are November 2021. Using this date therefore fails to capture August-November commodity increases which we are subject to, and are significant.
- \* Over longer time periods I can see this may become immaterial, however given the unprecedented nature of commodities at this current time the methodology fails to capture the reality of the cost increases we are facing month on month
- \* ACTION: Please amend any November 21 dates to capture August 21 commodity changes I will make the change the data, check till when we used the data, and use it from then on.

#### Haircare

- \* There are no price movements listed for the following dates – all of which are listed at SKU level: Feb/19, May/16, May/15, Mar/20 I will check the commodity tab to see what happens there.
- \* The Aluminium (3.8% submitted) element of the commodity breakdown has been ignored understand what did we do last time, and align with the approach
- \* ACTION: Please revert to the Unilever composition supplied

Only additional SKUs for Hair care, 10 SKUs were added while I was on leave. Total SKU count for this CPI is 138 SKUs.

|          |      |           |                   |                      |               |          |                        |            |
|----------|------|-----------|-------------------|----------------------|---------------|----------|------------------------|------------|
| Network  | swag | Groceries | Vendor Management | Cost Price Increases | Price Reviews | Unilever | Unilever_20220104_Deos | 3. Summary |
| it       |      |           |                   |                      |               |          |                        |            |
| Feb 2021 |      |           |                   |                      |               |          |                        |            |

#### SKU Capping:

- \* There are numerous examples of SKU capping across the 4 categories – whilst I don't expect this to change in the analysis its important we take this into account in commercial discussions
- \* Total Capping is >\$330k (Deodorants \$146k, Skin Care \$131k, Soaps \$80k - \$0 in hair) verify the \$330k supplier mentioned

I've focused the above on Deodorants and hair where there are significant gaps reported by VMO. Outside of Capping and in the interests of time, nothing to be noted further on Soaps and Skin Care.

Please let me know if you need any further information

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 PF 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 CCI) 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.

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| 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                 | 4341717 | DOVE ANTIPERSPIRANT ACAI WATERLY 220ML/220 ML                                     | \$ 72,866              | 7.0%                           | \$ 5,119      | 7.0%               | \$ 5.3       |
| 1045 WOMENS DEOS & GROOM  |          | May-21                 | 4342524 | DOVE ANTIPERSPIRANT APPLE & WHITE TEA 220ML/220 ML                                | \$ 60,643              | 7.0%                           | \$ 4,260      | 7.0%               | \$ 4.3       |
| 1045 WOMENS DEOS & GROOM  |          | May-21                 | 4341433 | DOVE ANTIPERSPIRANT POMEGRANATE 220ML/220 ML                                      | \$ 94,569              | 7.0%                           | \$ 6,643      | 7.0%               | \$ 6.8       |
| 1045 WOMENS DEOS & GROOM  |          | May-21                 | 4343814 | DOVE WOMEN ANTIPERSPIRANT INVISIBLE DRY 220ML/220 ML                              | \$ 74,555              | 7.0%                           | \$ 5,237      | 7.0%               | \$ 5.3       |
| 1045 WOMENS DEOS & GROOM  |          | May-21                 | 4342505 | DOVE NOURISHING SECRETS ANTIPERSPIRANT COCONUT & JASMINE 220ML/220 ML             | \$ 63,540              | 7.0%                           | \$ 4,464      | 7.0%               | \$ 4.4       |
| 1045 WOMENS DEOS & GROOM  |          | May-21                 | 4343756 | DOVE NOURISHING SECRET ANTIPERSPIRANT LAVENDER ROSE WATER 220ML/220 ML            | \$ 39,664              | 7.0%                           | \$ 2,786      | 7.0%               | \$ 2.3       |
| 1045 WOMENS DEOS & GROOM  |          | May-21                 | 4343889 | DOVE WOMEN ANTIPERSPIRANT ORIGINAL 220ML/220 ML                                   | \$ 83,185              | 7.0%                           | \$ 5,844      | 7.0%               | \$ 5.8       |
| 1045 WOMENS DEOS & GROOM  |          | Sep-12                 | 1015499 | DOVE W/IN ANTIPERSPIRANT ROLL ON INVISIBLE DRY 50ML/50 ML                         | \$ 512,499             | 15.3%                          | \$ 77,885     | 3.2%               | \$ 16.1      |
| 1045 WOMENS DEOS & GROOM  |          | Aug-12                 | 8053489 | DOVE ANTIPERSPIRANT ROLL ON ORIGINAL 50ML/50 ML                                   | \$ 790,365             | 15.3%                          | \$ 120,372    | 3.8%               | \$ 29.8      |
| 1045 WOMENS DEOS & GROOM  |          | Jun-19                 | 3578947 | DOVE NOURISHING SECRETS ROLL ON ANTIPERSPIRANT COCONUT AND JASMINE 50ML/50 ML     | \$ 586,651             | 15.2%                          | \$ 58,887     | 7.3%               | \$ 27.2      |
| 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     | 7.3%               | \$ 17.2      |
| 1045 WOMENS DEOS & GROOM  |          | Jul-12                 | 6354480 | DOVE ANTIPERSPIRANT ROLL ON GO FRESH CCMBR & GIN TEA 50ML/50 ML                   | \$ 438,329             | 15.2%                          | \$ 66,757     | 5.3%               | \$ 23.2      |
| 1045 WOMENS DEOS & GROOM  |          | Jan-15                 | 2305552 | DOVE ANTIPERSPIRANT ROLL ON POMEGRANATE & LEMON 50ML/50 ML                        | \$ 653,650             | 15.2%                          | \$ 99,550     | 5.0%               | \$ 32.8      |
| 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%              | \$ 60.1      |
| 1045 WOMENS DEOS & GROOM  |          | Nov-19                 | 3722522 | DOVE ANTIPERSPIRANT AEROSOL CLINICAL POMEGRANATE 180 ML/180 ML                    | \$ 264,650             | 10.0%                          | \$ 26,498     | 7.4%               | \$ 19.5      |
| 1045 WOMENS DEOS & GROOM  |          | Nov-18                 | 3364841 | DOVE WOMEN CLINICAL PROTECTION ORIGINAL CLEAN 180 ML                              | \$ 243,874             | 10.0%                          | \$ 24,418     | 2.3%               | \$ 5.8       |
| 1045 WOMENS DEOS & GROOM  |          | Nov-19                 | 3720709 | IMPULSE BODY SPRAY BURNT MSHMALLOW+LEATHER JACKET 75 ML/75 ML                     | \$ 488,981             | 20.0%                          | \$ 97,796     | 7.4%               | \$ 36.6      |
| 1045 WOMENS DEOS & GROOM  |          | Nov-18                 | 3363667 | IMPULSE BODY SPRAY FESTIVAL SUMMER EDITION 75 ML                                  | \$ 658,359             | 20.0%                          | \$ 131,672    | 2.3%               | \$ 15.1      |
| 1045 WOMENS DEOS & GROOM  |          | Jul-14                 | 2007849 | IMPULSE BODY SPRAY ILLUSIONS 75 ML  | \$ 981,471             | 20.0%                          | \$ 196,294    | 6.1%               | \$ 60.2      |
| 1045 WOMENS DEOS & GROOM  |          | Jul-14                 | 2007882 | IMPULSE BODY SPRAY MERELY MUSK 75 ML  | \$ 930,532             | 20.0%                          | \$ 166,106    | 8.1%               | \$ 50.1      |
| 1045 WOMENS DEOS & GROOM  |          | Nov-19                 | 3720684 | IMPULSE BODY SPRAY SUMMER DREAMS 75 ML/75 ML                                      | \$ 485,245             | 20.0%                          | \$ 97,049     | 7.4%               | \$ 35.1      |
| 1045 WOMENS DEOS & GROOM  |          | Jun-19                 | 3579065 | IMPULSE DEODORANT WANDERLUST 75ML/75 ML   | \$ 717,536             | 20.0%                          | \$ 143,507    | 10.5%              | \$ 75.2      |
| 1045 WOMENS DEOS & GROOM  |          | Mar-18                 | 5079187 | REXONA ANTI PERSP DEODORANT 250 ML  | \$ 601,186             | 20.0%                          | \$ 120,237    | 4.2%               | \$ 25.6      |
| 1045 WOMENS DEOS & GROOM  |          | Mar-18                 | 4713673 | REXONA ANTI PERSP DEODORANT 250 ML  | \$ 660,077             | 20.0%                          | \$ 132,015    | 4.2%               | \$ 27.2      |
| 1045 WOMENS DEOS & GROOM  |          | Mar-18                 | 8949220 | REXONA ANTI PERSP DEODORANT 250 ML  | \$ 1,810,143           | 20.0%                          | \$ 362,029    | 4.2%               | \$ 75.2      |
| 1045 WOMENS DEOS & GROOM  |          | Aug-12                 | 5079201 | REXONA ROLL ON DEODORANT 50 ML  | \$ 418,180             | 11.6%                          | \$ 48,592     | 3.8%               | \$ 15.1      |
| 1045 WOMENS DEOS & GROOM  |          | Sep-11                 | 8010562 | REXONA WOMAN ROLL-ON SEXY AP 50ML/50 ML   | \$ 649,361             | 11.6%                          | \$ 75,455     | (1.1%)             | \$ 7.2       |
| 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%               | \$ 19.4      |
| 1045 WOMENS DEOS & GROOM  |          | Jan-18                 | 3111482 | REXONA WMN ROLL ON INVISIBLE DRY FRESH 50ML/50 ML                                 | \$ 444,502             | 11.6%                          | \$ 51,651     | 2.9%               | \$ 12.8      |
| 1045 WOMENS DEOS & GROOM  |          | Aug-12                 | 5409634 | REXONA WOMAN 50 ML  | \$ 382,204             | 11.6%                          | \$ 44,412     | 3.8%               | \$ 14.4      |
| 1045 WOMENS DEOS & GROOM  |          | Nov-21                 | 3660866 | REXONA ANTIPERSPIRANT AEROSOL WOMEN ADVANCED BRIGHT BOUQUET 220 ML/220 ML         | \$ 2,549,512           | 6.2%                           | \$ 146,575    | (0.2%)             | \$ 4.2       |
| 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%)             | \$ 1.2       |
| 1045 WOMENS DEOS & GROOM  |          | Nov-21                 | 3660882 | REXONA ANTIPERSPIRANT AEROSOL WOMEN ADVANCED INVISIBLE PURE 220 ML/220 ML         | \$ 2,305,269           | 6.2%                           | \$ 143,815    | (0.2%)             | \$ 4.2       |
| 1045 WOMENS DEOS & GROOM  |          | Nov-21                 | 4344400 | REXONA WOMEN ANTIPERSPIRANT ADVANCED PEACH CHARGE 220ML/220 ML                    | \$ 91,903              | 6.2%                           | \$ 5,733      | (0.2%)             | \$ 1.2       |
| 1045 WOMENS DEOS & GROOM  |          | Nov-21                 | 3660884 | REXONA WOMEN ANTIPERSPIRANT ADVANCE SHOWER FRESH DEODORANT 220ML/220 ML           | \$ 1,836,879           | 6.2%                           | \$ 114,594    | (0.2%)             | \$ 3.2       |
| 1045 WOMENS DEOS & GROOM  |          | Nov-21                 | 4344238 | REXONA WOMEN ANTIPERSPIRANT ADVANCED WATERMELON FREEZE 220ML/220 ML               | \$ 125,537             | 6.2%                           | \$ 7,832      | (0.2%)             | \$ 1.2       |
| 1045 WOMENS DEOS & GROOM  |          | Jul-21                 | 4345853 | REXONA WOMEN CLINICAL PROTECTION EUCALYPTUS 180ML/180 ML                          | \$ 42,762              | 10.0%                          | \$ 4,282      | 4.3%               | \$ 1.8       |
| 1045 WOMENS DEOS & GROOM  |          | Nov-18                 | 3363951 | REXONA CLINICAL PROTECTION SHOWER CLEAN 180 ML                                    | \$ 658,916             | 10.0%                          | \$ 65,974     | 2.3%               | \$ 15.2      |
| 1045 WOMENS DEOS & GROOM  |          | Nov-18                 | 3363940 | REXONA CLINICAL PROTECTION SUMMER STRENGTH 180 ML                                 | \$ 1,138,857           | 10.0%                          | \$ 114,028    | 2.3%               | \$ 26.4      |
| 1069 MENS DEOS & GROOMING |          | Dec-14                 | 2257518 | DOVE MEN ANTIPERSPIRANT 250 ML  | \$ 1,158,565           | 7.0%                           | \$ 81,387     | 5.8%               | \$ 66.6      |
| 1069 MENS DEOS & GROOMING |          | Aug-21                 | 4479634 | DOVE MEN+GROOM ANTIPERSPIRANT AEROSOL REFRESHING EUCALYPTUS & BIRCH 254 ML        | \$ 52,688              | 7.0%                           | \$ 3,701      | 2.6%               | \$ 1.3       |
| 1069 MENS DEOS & GROOMING |          | Dec-14                 | 2257530 | DOVE MEN ANTIPERSPIRANT EXTRA FRESH 254ML/254 ML                                  | \$ 537,656             | 7.0%                           | \$ 37,769     | 5.8%               | \$ 31.6      |
| 1069 MENS DEOS & GROOMING |          | Dec-14                 | 2257540 | DOVE MEN ANTIPERSPIRANT INVISIBLE DRY 254ML/250 ML                                | \$ 1,108,079           | 7.0%                           | \$ 77,840     | 5.8%               | \$ 64.6      |
| 1069 MENS DEOS & GROOMING |          | Nov-18                 | 3364987 | DOVE MEN ANTIPERSPIRANT INVISIBLE FRESH 254 ML                                    | \$ 402,712             | 7.0%                           | \$ 28,290     | 2.3%               | \$ 9.3       |
| 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%               | \$ 20.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-13                 | 1723466 | DOVE MEN ROLL ON ANTIPERSPIRANT INVISIBLE DRY 50ML/50 ML                          | \$ 500,789             | 15.3%                          | \$ 77,793     | (1.0%)             | \$ 15.3      |
| 1069 MENS DEOS & GROOMING |          | Aug-21                 | 4477504 | DOVE MEN+GROOM ANTIPERSPIRANT ROLL ON MEN EUCALYPTUS + BIRCH 50 ML/50 ML          | \$ 24                  | 15.3%                          | \$ 4          | 2.2%               | \$ 4         |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722453 | LYNX ANTIPERSPIRANT AEROSOL AFRICA 165 ML/165 ML                                  | \$ 799,771             | 14.2%                          | \$ 113,301    | 7.4%               | \$ 58.6      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722330 | LYNX ANTIPERSPIRANT AEROSOL AUSTRALIA 165 ML/165 ML                               | \$ 284,131             | 14.2%                          | \$ 40,252     | 7.4%               | \$ 20.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722420 | LYNX ANTIPERSPIRANT AEROSOL BLACK 165 ML/165 ML                                   | \$ 812,342             | 14.2%                          | \$ 115,082    | 7.4%               | \$ 59.8      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722856 | LYNX ANTIPERSPIRANT AEROSOL COLLISION LEATHER + COOKIES 165 ML/165 ML             | \$ 442,733             | 14.2%                          | \$ 62,721     | 7.4%               | \$ 32.8      |
| 1069 MENS DEOS & GROOMING |          | May-21                 | 4359952 | LYNX ANTIPERSPIRANT AEROSOL COLLISIONS WASABI FRESH LINEN 165ML/165 ML            | \$ 33,624              | 14.2%                          | \$ 4,765      | 9.6%               | \$ 3.2       |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722318 | LYNX ANTIPERSPIRANT AEROSOL ICE CHILL 165 ML/165 ML                               | \$ 390,374             | 14.2%                          | \$ 55,303     | 7.4%               | \$ 28.2      |
| 1069 MENS DEOS & GROOMING |          | Aug-21                 | 4479623 | LYNX ANTIPERSPIRANT DEODORANT AFRICA 250ML  | \$ 110,888             | 14.9%                          | \$ 16,512     | 2.8%               | \$ 2.5       |
| 1069 MENS DEOS & GROOMING |          | Aug-21                 | 4506420 | LYNX ANTIPERSPIRANT DEODORANT BLACK 250ML   | \$ 69,699              | 14.9%                          | \$ 10,378     | 2.6%               | \$ 1.8       |
| 1069 MENS DEOS & GROOMING |          | Jul-20                 | 3821899 | LYNX DEODORANT AEROSOL AFRICA 250 ML/250 ML                                       | \$ 1,454,673           | 14.9%                          | \$ 216,608    | 14.9%              | \$ 216.8     |
| 1069 MENS DEOS & GROOMING |          | Jul-20                 | 3821902 | LYNX DEODORANT AEROSOL BLACK 250 ML/250 ML  | \$ 1,131,606           | 14.9%                          | \$ 168,502    | 14.9%              | \$ 168.5     |
| 1069 MENS DEOS & GROOMING |          | Jul-19                 | 3722089 | LYNX DEODORANT AEROSOL AFRICA 165 ML/165 ML                                       | \$ 2,094,461           | 14.2%                          | \$ 296,715    | 9.8%               | \$ 206.2     |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722136 | LYNX DEODORANT AEROSOL ANARCHY FOR MEN 165 ML/165 ML                              | \$ 655,205             | 14.2%                          | \$ 92,623     | 7.4%               | \$ 48.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722180 | LYNX DEODORANT AEROSOL ANARCHY FOR MEN 165 ML/165 ML                              | \$ 646,699             | 14.2%                          | \$ 91,616     | 7.4%               | \$ 47.8      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722012 | LYNX DEODORANT AEROSOL AUSTRALIA 165 ML/165 ML                                    | \$ 601,128             | 14.2%                          | \$ 85,160     | 7.4%               | \$ 44.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722181 | LYNX DEODORANT AEROSOL BLACK 165 ML/165 ML  | \$ 1,157,794           | 14.2%                          | \$ 164,021    | 7.4%               | \$ 85.2      |
| 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%               | \$ 81.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722823 | LYNX DEODORANT AEROSOL COLLISION LEATHER COOKIES 165 ML/165 ML                    | \$ 998,054             | 14.2%                          | \$ 141,391    | 7.4%               | \$ 73.2      |
| 1069 MENS DEOS & GROOMING |          | May-21                 | 4340000 | LYNX DEODORANT COLLISIONS WASABI FRESH LINEN 165ML/165 ML                         | \$ 60,278              | 14.2%                          | \$ 8,539      | 9.6%               | \$ 5.2       |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722205 | LYNX DEODORANT AEROSOL DARK TEMPTATION 165 ML/165 ML                              | \$ 905,698             | 14.2%                          | \$ 128,307    | 7.4%               | \$ 66.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722158 | LYNX DEODORANT AEROSOL EXCITE 165 ML/165 ML                                       | \$ 703,594             | 14.2%                          | \$ 99,676     | 7.4%               | \$ 51.8      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722045 | LYNX DEODORANT AEROSOL ICE CHILL 165 ML/165 ML                                    | \$ 912,485             | 14.2%                          | \$ 129,269    | 7.4%               | \$ 67.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722227 | LYNX DEODORANT AEROSOL LEGEND 165 ML/165 ML                                       | \$ 643,493             | 14.2%                          | \$ 91,162     | 7.4%               | \$ 47.4      |
| 1069 MENS DEOS & GROOMING |          | Nov-19                 | 3722078 | LYNX DEODORANT AEROSOL VOOODOO 165 ML/165 ML                                      | \$ 631,214             | 14.2%                          | \$ 89,422     | 7.4%               | \$ 46.2      |
| 1069 MENS DEOS & GROOMING |          | Aug-12                 | 9467520 | LYNX ROLL ON ANTIPERSPIRANT AFRICA 50ML/50 ML                                     | \$ 381,382             | 12.3%                          | \$ 47,792     | 3.8%               | \$ 14.2      |
| 1069 MENS DEOS & GROOMING |          | Mar-18                 | 7632025 | REXONA ANTIPERSPIRANT ADVENTURE 250ML/250 ML                                      | \$ 673,084             | 20.0%                          | \$ 129,417    | 4.2%               | \$ 28.2      |
| 1069 MENS DEOS & GROOMING |          | Mar-18                 | 3500780 | REXONA ANTIPERSPIRANT ESSENTIALS 250ML/250 ML                                     | \$ 574,401             | 20.0%                          | \$ 114,880    | 4.2%               | \$ 23.2      |
| 1069 MENS DEOS & GROOMING |          | Mar-18                 | 89106   | REXONA ANTIPERSPIRANT FOR MEN 250ML/250 ML  | \$ 2,618,400           | 20.0%                          | \$ 523,680    | 4.2%               | \$ 109.3     |
| 1069 MENS DEOS & GROOMING |          | Mar-18                 | 6554843 | REXONA ANTIPERSPIRANT QUANTUM 250ML/250 ML  | \$ 942,881             | 20.0%                          | \$ 188,576    | 4.2%               | \$ 39.2      |
| 1069 MENS DEOS & GROOMING |          | Mar-18                 | 3054072 | REXONA MEN ANTIPERSPIRANT SPORT FRESH 250ML/250 ML                                | \$ 973,355             | 20.0%                          | \$ 194,671    | 4.2%               | \$ 40.4      |
| 1069 MENS DEOS & GROOMING |          | Aug-12                 | 5052920 | REXONA ROLL ON FOR MEN DEODORANT 50ML/50 ML                                       | \$ 668,976             | 11.6%                          | \$ 77,734     | 3.8%               | \$ 25.2      |
| 1069 MENS DEOS & GROOMING |          | Aug-12                 | 210761  | REXONA ROLL ON SPORT DEODORANT 50ML/50 ML   | \$ 1,191,059           | 11.6%                          | \$ 138,400    | 3.8%               | \$ 44.8      |
| 1069 MENS DEOS & GROOMING |          | Nov-21                 | 4344453 | REXONA MEN ANTIPERSPIRANT AEROSOL COCONUT 220ML/220 ML                            | \$ 101,684             | 6.2%                           | \$ 6,344      | (1.0%)             | \$ 1.2       |
| 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%)             | \$ 24.8      |
| 1069 MENS DEOS & GROOMING |          | Aug-21                 | 4477515 | REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED PROTECT MANDARIN FRESH 220 ML          | \$ 172,002             | 6.2%                           | \$ 10,730     | 2.2%               | \$ 3.2       |
| 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%)             | \$ 39.2      |
| 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%)             | \$ 9.2       |
| 1069 MENS DEOS & GROOMING |          | Nov-21                 | 3660902 | REXONA MEN ANTIPERSPIRANT AEROSOL ADVANCED WORKOUT 220 ML/220 ML                  | \$ 2,179,635           | 6.2%                           | \$ 135,977    | (1.0%)             | \$ 20.8      |
| 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%)             | \$ 13.8      |
| 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%)             | \$ 11.6      |
| 1069 MENS DEOS & GROOMING |          | May-21                 | 4345423 | REXONA MEN CLINICAL ANTIPERSPIRANT PROTECTION MINT 180ML/180 ML                   | \$ 21,949              | 10.0%                          | \$ 2,198      | 9.6%               | \$ 2.2       |
| 1069 MENS DEOS & GROOMING |          | Dec-18                 | 3364070 | REXONA MEN CLINICAL PROTECTION CLEAN SCENT 180 ML                                 | \$ 417,449             | 10.0%                          | \$ 41,797     | 3.3%               | \$ 13.8      |
| 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%               | \$ 19.2      |
| 1069 MENS DEOS & GROOMING |          | Nov-18                 | 3363383 | LYNX BODY WASH AFRICA 1 LITRE   | \$ 390,251             | 9.9%                           | \$ 38,821     | (0.4%)             | \$ 1.4       |
| 1069 MENS DEOS & GROOMING |          | Nov-18                 | 3363260 | LYNX BODY WASH ICE CHILL 400 ML   | \$ 391,268             | 10.0%                          | \$ 39,024     | (0.4%)             | \$ 1.4       |
| 1069 MENS DEOS & GROOMING |          | May-21                 | 4346030 | LYNX BODY WASH WASABI & FRESH LINEN 400ML/400 ML                                  | \$ 35,673              | 10.0%                          | \$ 3,558      | 7.8%               | \$ 2.2       |
| 1069 MENS DEOS & GROOMING |          | Feb-21                 | 5103995 | LYNX SHOWER GEL AFRICA 400ML/AFRICA-400 ML  | \$ 465,784             | 10.0%                          | \$ 46,456     | 6.7%               | \$ 31.2      |
| 1069 MENS DEOS & GROOMING |          | Dec-14                 | 2225249 | LYNX SHOWER GEL BLACK 400ML/400 ML  | \$ 457,246             | 10.0%                          | \$ 45,605     | 2.5%               | \$ 11.2      |
|                           |          |                        |         |   |                        |                                |               |                    |              |




| 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%                           | \$ 1,909      | 8.0%               | \$ 1,621        |
| 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-6 PACK                                | \$ 767,920             | 11.0%                          | \$ 84,717     | 8.8%               | \$ 67,443       |
| 1038         | SOAPS & BODY WASH | Sep-11                 | 8947213 | RADOX MINERAL HERBAL BATH SALTS MUSCLE SOAK/500 GRAM | \$ 628,582             | 10.0%                          | \$ 63,088     | 3.1%               | \$ 19,207       |
| 1038         | SOAPS & BODY WASH | May-19                 | 3516928 | 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%               | \$ 253,729      |

GAP (63,501)

| 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       | \$ 185,168             | 18.7%                          | \$ 34,679     | 5.3%               | \$ 6,169        |
| 1021         | HAIR CARE | Nov-20                 | 3978027 | TONI & GUY CONDITIONER PURPLE 600ML/600 ML                            | \$ 131,170             | 20.0%                          | \$ 26,234     | 15.3%              | \$ 20,378       |
| 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                 | 4959924 | TONI & GUY SHAMPOO STRENGTHPLEX 600ML                                 | \$ -                   | 20.0%                          | \$ -          | (1.5%)             | \$ -            |
| 1021         | HAIR CARE | Nov-21                 | 4959935 | 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     | 3.3%               | \$ 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     | 3.3%               | \$ 7,357        |
| 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%                          | \$ 10,122     | 15.3%              | \$ 8,433        |
| 1021         | HAIR CARE | Nov-20                 | 3978130 | TONI & GUY TREATMENT SCALP CARE SCRUB 175ML/175 ML                    | \$ 22,550              | 18.6%                          | \$ 4,205      | 15.3%              | \$ 3,503        |
| 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             | \$ 159,638             | 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                          | \$ 137,414             | 18.7%                          | \$ 25,735     | 16.4%              | \$ 22,501       |
| 1021         | HAIR CARE | Nov-20                 | 3887047 | 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       | \$ 252,159             | 18.7%                          | \$ 47,227     | 7.7%               | \$ 19,337       |
|              |           |                        |         |   | \$ 4,992,357           | 18.8%                          | \$ 936,587    | 9.6%               | \$ 476,330      |

GAP (458,257)

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