

RE: Matt / Chris (Unilever) CPI Review 3/3/22

From: "Charlton, Chris" <PERA@unilever.com>
 To: Matthew Hankin <matthew.hankin@coles.com.au>
 Date: Fri, 04 Mar 2022 14:19:58 +1100
 Attachments: Coles April CPI Follow Up 030322.pdf (429.14 kB)

Hi Matt

Thanks for your time yesterday – good to connect on CPI. Actions I took as follows:

- CC to share deck – see attached
- CC to provide EDLP SKU list – see below
- CC to set up session early next week for next check in – sent earlier today
- CC to share Margin Maintain logic – to follow 7/3
- MH to follow up with VMO to clarify points discussed today on capping, composition (deos) and timing (Rexona 220ml)

EDLP SKU's Impacted by CPI:

Rexona 250ml \$5 Down Down to \$6 EDV

4713673 REXONA ANTI PERSP DEODORANT 250 ML
 5079187 REXONA ANTI PERSP DEODORANT 250 ML
 8049220 REXONA ANTI PERSP DEODORANT 250 ML
 3054072 REXONA MEN ANTIPERSPIRANT SPORT FRESH 250ML 250 ML
 6554843 REXONA ANTIPERSPIRANT QUANTUM 250ML 250 ML
 7620105 REXONA ANTIPERSPIRANT ADVENTURE 250ML 250 ML
 89106 REXONA ANTIPERSPIRANT FOR MEN 250ML 250 ML

Toni & Guy 2f525 to 2f530

2335699 TONI & GUY GLAMOUR DRY SHAMPOO VOLUME 250ML 250 ML
 3157596 TONI & GUY SHAMPOO PURPLE 250ML 250 ML
 3157712 TONI & GUY CONDITIONER PURPLE 250ML 250 ML
 3417325 TONI & GUY PURPLE MASK 285ML 285 ML
 3710691 TONI&GUY SHAMPOO STRENGTHPLEX BOND REPAIR 250 ML 250 ML
 3710705 TONI&GUY CONDITIONER STRENGTHPLEX BOND REPAIR 250 ML 250 ML
 3786930 TONI & GUY DRY SHAMPOO BRUNETTE 250ML 250 ML
 3837047 TONI & GUY OIL STRENGTH PLEX 80ML 80 ML
 3977760 TONI & GUY SHAMPOO SCALP CARE 250ML 250 ML
 3977884 TONI & GUY CONDITIONER SCALP CARE 250ML 250 ML
 3978130 TONI & GUY TREATMENT SCALP CARE SCRUB 175ML 175 ML
 9192705 TONI & GUY SHAMPOO DAMAGE REPAIR 250ML CLEANSE DAMAGED : 250 ML
 9192716 TONI & GUY SHAMPOO CLEANSE FINE HAIR 250ML CLEANSE FINE HAIR : 250 ML
 9192749 TONI & GUY DRY SHAMPOO CLEANSE 250ML 250 ML
 9192818 TONI & GUY CONDITIONER DAMAGE REPAIR 250ML NOURISH DAMAGED : 250 ML
 9192829 TONI & GUY CONDITIONER FINE HAIR 250ML NOURISH FINE HAIR : 250 ML
 9193071 TONI & GUY HEAT PROTECTION MIST 150ML 150 ML
 9193082 TONI & GUY PREP LEAVE IN CONDITIONER 100ML PREP LEAVE IN : 100 ML
 9194981 TONI & GUY CASUAL SPRAY SEA SALT TEXTURISING 200ML 200 ML

Impulse 75ml \$4 Down Down to TBC

2007849 IMPULSE BODY SPRAY ILLUSIONS 75 ML
 2007882 IMPULSE BODY SPRAY MERELY MUSK 75 ML
 3363667 IMPULSE BODY SPRAY FESTIVAL SUMMER EDITION 75 ML
 3579065 IMPULSE DEODORANT WANDERLUST 75ML 75 ML
 3720684 IMPULSE BODY SPRAY SUMMER DREAMS 75 ML 75 ML
 3720709 IMPULSE BODY SPRAY BURNT MSHALLOW+LEATHER JACKET 75 ML 75 ML

Lynx 260ml \$8.50 Down Down to High Low

3822899 LYNX DEODORANT AEROSOL AFRICA 250 ML 250 ML
 3822902 LYNX DEODORANT AEROSOL BLACK 250 ML 250 ML
 4479623 LYNX ANTIPERSPIRANT DEODORANT AFRICA 250ML 250 ML
 4506420 LYNX ANTIPERSPIRANT DEODORANT BLACK 250ML 250 ML

Lynx 260ml \$10 EDV to High Low

3363383 LYNX BODY WASH AFRICA 1 LITRE

Lux 6pk \$3.60 EDV to \$4 EDV

4806606 LUX SOAP WHITE : 6 PACK

Have a good weekend – talk next week.

Thanks
 Chris

Chris Charlton
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-----Original Appointment-----

From: Charlton, Chris
 Sent: 11 February 2022 07:08
 To: Charlton, Chris; Matthew Hankin
 Subject: Matt / Chris (Unilever) CPI Review
 When: 03 March 2022 10:00-10:45 (UTC+10:00) Canberra, Melbourne, Sydney.
 Where: Coles HO / Teams TBC

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Hi Matt

Locking in some time to come together on CPI – expecting by this time to be able to come to you with full clarity on VMO position and a commercial proposal.

Timeline I am working to s follows:

- 15/2 (latest) – initial VMO response
- w/c 18/2 – conclude internal discussions
- w/c 28/2 – BCM discussions

(I'm on leave w/c 21/2)

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