

## 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>; Aleksandra Drazic <[REDACTED]@coles.com.au>; Thao Le <[REDACTED]@coles.com.au>; Bruce Ma <[REDACTED]@coles.com.au>; Dylan Tounis <[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 22:08:17 +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%	\$ 1,411,495	9.6%	\$ 478,330	(\$43,163)
1038	SOAPS & BODY WASH	9	\$ 3,097,822	10.2%	\$ 317,230	8.2%	\$ 253,729	(\$6,501)
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>\$ 9,731,124</b>	<b>4.8%</b>	<b>\$ 3,617,824</b>	<b>(\$ 5,118,302)</b>

Based on supplier's feedback, I have made below changes:

- Deodorants cost composition - kept the packaging cost composition % adjusted.
  - This is in line with the CPI analysis we have done in Sep 2021.
- Deodorants Timing
  - 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.
  - 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%	\$ 1,411,495	10.0%	\$ 477,817	(\$43,448)
1038	SOAPS & B	9	\$ 3,097,822	10.2%	\$ 317,230	8.2%	\$ 253,729	(\$6,501)
1045/1069	DEOS & G	94	\$ 67,503,117	12.1%	\$ 8,169,739	4.8%	\$ 3,261,542	(\$ 4,108,197)
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>\$ 9,731,124</b>	<b>6.4%</b>	<b>\$ 4,242,361</b>	<b>(\$ 479,768)</b>

## Other Comment

- 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 10:09 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>

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 date, check till when we used the date, 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: Feb19, 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 138SKUs.

Network > swag > Vendor Management > Cost Price Increases > Price Review > Unilever > Unilever\_20220104\_Deos > 3. Summary

Home Date modified Type

102 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 \$60k - \$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 10:09 AM

To: Charlton, Chris <[REDACTED]@unilever.com>

Ce: 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 of 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	\$ 4,992,337	18.8%	\$ 936,587	9.6%	\$ 478,330	(\$ 458,257)
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	4341717	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	4343756	DOVE NOURISHING SECRETS 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	\$ 83,185	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 & 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 COBBR & GRN TEA 50ML/50 ML	\$ 438,329	15.2%	\$ 66,757	5.3%	\$ 23,126
1045 WOMENS DEOS & GROOM		Jan-15	2030552	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%	\$ 5,680
1045 WOMENS DEOS & GROOM		Nov-19	3720709	PULSE BODY SPRAY BURNT HISHALLOW-LEATHER JACKET 75 ML/75 ML	\$ 488,981	20.0%	\$ 97,796	7.4%	\$ 36,056
1045 WOMENS DEOS & GROOM		Nov-18	3363987	IMPULSE BODY SPRAY FESTIVAL SUMMER EDITION 75 ML	\$ 656,989	20.0%	\$ 131,472	2.8%	\$ 15,380
1045 WOMENS DEOS & GROOM		Jul-14	2007489	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%	\$ 50,969
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	REKONA ANTI PERSP DEODORANT 250 ML	\$ 601,186	20.0%	\$ 120,237	4.2%	\$ 25,097
1045 WOMENS DEOS & GROOM		Mar-18	4713673	REKONA ANTI PERSP DEODORANT 250 ML	\$ 660,077	20.0%	\$ 132,015	4.2%	\$ 27,555
1045 WOMENS DEOS & GROOM		Mar-18	8949220	REKONA ANTI PERSP DEODORANT 250 ML	\$ 1,810,143	20.0%	\$ 362,029	4.2%	\$ 75,565
1045 WOMENS DEOS & GROOM		Aug-12	5079201	REKONA ROLL ON DEODORANT 50 ML	\$ 418,180	11.8%	\$ 48,592	3.8%	\$ 15,790
1045 WOMENS DEOS & GROOM		Sep-11	8010562	REKONA WOMAN ROLL-ON SEXY AP 50ML/50 ML	\$ 649,361	11.8%	\$ 75,495	(1.1%)	\$ 7,312
1045 WOMENS DEOS & GROOM		Jan-15	3277617	REKONA WOMEN ROLL ON DEODORANT SHOWER FRESH 50ML/50 ML	\$ 387,086	11.8%	\$ 44,977	5.0%	\$ 19,445
1045 WOMENS DEOS & GROOM		Jan-18	3111482	REKONA WOMEN ROLL ON INVISIBLE DRY FRESH 50ML/50 ML	\$ 444,502	11.8%	\$ 51,651	2.8%	\$ 12,681
1045 WOMENS DEOS & GROOM		Aug-12	5409634	REKONA WOMAN 50 ML	\$ 382,204	11.6%	\$ 44,412	3.8%	\$ 14,432
1045 WOMENS DEOS & GROOM		Nov-21	3660886	REKONA 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	REKONA 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	REKONA ANTIPERSPIRANT AEROSOL WOMEN ADVANCED INVISIBLE PURE 220 ML/220 ML	\$ 2,305,269	6.2%	\$ 143,815	(0.2%)	\$ 4,445
1045 WOMENS DEOS & GROOM		Nov-21	4344409	REKONA WOMEN ANTIPERSPIRANT ADVANCED PEACH CHARGE 220ML/220 ML	\$ 91,903	6.2%	\$ 5,733	(0.2%)	\$ 177
1045 WOMENS DEOS & GROOM		Nov-21	3660844	REKONA 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	REKONA WOMEN ANTIPERSPIRANT ADVANCED WATERMELON FREEZE 220ML/220 ML	\$ 125,537	6.2%	\$ 7,832	(0.2%)	\$ 242
1045 WOMENS DEOS & GROOM		Jul-21	4345853	REKONA WOMEN CLINICAL PROTECTION EUCALYPTUS 180ML/180 ML	\$ 42,762	10.0%	\$ 4,282	4.3%	\$ 1,843
1045 WOMENS DEOS & GROOM		Nov-18	3363951	REKONA CLINICAL PROTECTION SHOWER CLEAN 180 ML	\$ 658,916	10.0%	\$ 65,974	2.3%	\$ 15,293
1045 WOMENS DEOS & GROOM		Nov-18	3363940	REKONA 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	\$ 1,136,945	7.0%	\$ 81,387	7.4%	\$ 66,945
1069 MENS DEOS & GROOMING		Aug-21	4479634	DOVE MEN-CARE ANTIPERSPIRANT AEROSOL REFRESHING EUCALYPTUS & BIRCH 254 ML	\$ 52,688	7.0%	\$ 3,701	5.6%	\$ 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-19	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 AUSTRALIA 165 ML/165 ML	\$ 812,342	14.2%	\$ 115,082	7.4%	\$ 59,899
1069 MENS DEOS & GROOMING		Nov-19	3728236	LYNX ANTIPERSPIRANT AEROSOL COLLISION LEATHER & COOKIES 165 ML/165 ML	\$ 441,733	14.2%	\$ 63,721	7.4%	\$ 32,646
1069 MENS DEOS & GROOMING		May-21	4339952	LYNX ANTIPERSPIRANT AEROSOL COLLISIONS WASABI FRESH LINEN 165ML/165 ML	\$ 85,624	14.2%	\$ 4,763	9.6%	\$ 3,235
1069 MENS DEOS & GROOMING		Nov-19	3723118	LYNX ANTIPERSPIRANT AEROSOL ICE CHILL 165 ML/165 ML	\$ 390,574	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	\$ 1,137,794	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%	\$ 157,113	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%	\$ 141,391	7.4%	\$ 73,593
1069 MENS DEOS & GROOMING		May-21	4340000	LYNX DEODORANT COLLISIONS WASABI FRESH LINEN 165ML/165 ML	\$ 60,278	14.2%	\$ 8,598	9.6%	\$ 5,799
1069 MENS DEOS & GROOMING		Nov-19	3722205	LYNX DEODORANT AEROSOL DARK TEMPTATION 165 ML/165 ML	\$ 905,808	14.2%	\$ 128,307	7.4%	\$ 66,783
1069 MENS DEOS & GROOMING		Nov-19	3722158	LYNX DEODORANT AEROSOL EXCITE 165 ML/165 ML	\$ 705,594	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	\$ 651,214	14.2%	\$ 89,422	7.4%	\$ 46,543
1069 MENS DEOS & GROOMING		Aug-12	9487520	LYNX ROLL ON ANTIPERSPIRANT AFRICA 50ML/50 ML	\$ 381,382	12.3%	\$ 47,792	3.8%	\$ 14,401
1069 MENS DEOS & GROOMING		Mar-18	7620105	REKONA ANTIPERSPIRANT ADVENTURE 250ML/250 ML	\$ 873,084	20.0%	\$ 134,617	4.2%	\$ 28,098
1069 MENS DEOS & GROOMING		Mar-18	5900780	REKONA ANTIPERSPIRANT ESSENTIALS 250ML/250 ML	\$ 574,401	20.0%	\$ 97,480	4.2%	\$ 23,579
1069 MENS DEOS & GROOMING		Mar-18	89106	REKONA ANTIPERSPIRANT FOR MEN 250ML/250 ML	\$ 2,618,400	20.0%	\$ 523,680	4.2%	\$ 109,306
1069 MENS DEOS & GROOMING		Mar-18	6554843	REKONA ANTIPERSPIRANT QUANTUM 250ML/250 ML	\$ 942,881	20.0%	\$ 188,576	4.2%	\$ 39,361
1069 MENS DEOS & GROOMING		Mar-18	3054072	REKONA MEN ANTIPERSPIRANT SPORT FRESH 250ML/250 ML	\$ 973,355	20.0%	\$ 194,671	4.2%	\$ 40,633
1069 MENS DEOS & GROOMING		Aug-12	5052920	REKONA 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	REKONA ROLL ON SPORT DEODORANT 50ML/50 ML	\$ 1,191,059	11.8%	\$ 138,400	3.8%	\$ 44,974
1069 MENS DEOS & GROOMING		Nov-21	4344453	REKONA MEN ANTIPERSPIRANT AEROSOL COCONUT 220ML/220 ML	\$ 101,684	6.2%	\$ 6,344	(1.0%)	\$ 980
1069 MENS DEOS & GROOMING		Nov-21	3660913	REKONA 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	REKONA MEN ANTIPERSPIRANT AEROSOL ADVANCED PROTECT MANDARIN FRESH 220 ML	\$ 177,002	6.2%	\$ 10,730	2.2%	\$ 3,710
1069 MENS DEOS & GROOMING		Nov-21	3660811	REKONA 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	REKONA MEN ANTIPERSPIRANT AEROSOL ADVANCED TURBO 220 ML/220 ML	\$ 987,482	6.2%	\$ 61,004	(1.0%)	\$ 9,514
1069 MENS DEOS & GROOMING		Nov-21	3660902	REKONA MEN ANTIPERSPIRANT AEROSOL ADVANCED WORKOUT 220 ML/220 ML	\$ 2,179,835	6.2%	\$ 135,977	(1.0%)	\$ 20,999
1069 MENS DEOS & GROOMING		Nov-21	3660899	REKONA MEN ANTIPERSPIRANT AEROSOL ADVANCED EXTREME COOL 220 ML/220 ML	\$ 1,445,105	6.2%	\$ 90,029	(1.0%)	\$ 13,909
1069 MENS DEOS & GROOMING		Nov-21	3660797	REKONA 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	REKONA 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	REKONA MEN CLINICAL PROTECTION CLEAN SCENT 180 ML	\$ 417,449	10.0%	\$ 41,797	3.3%	\$ 13,808
1069 MENS DEOS & GROOMING		Dec-18	3364025	REKONA MEN CLINICAL PROTECTION AEROSOL SPORT ANTIPERSPIRANT 180ML/180 ML	\$ 605,427	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 GEL AFRICA 400ML/400 ML	\$ 465,784				



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. 5 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%	\$ 259,729

GAP									
(65,501)									
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	3.3%	\$ 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	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/CLEANS DAMAGED-250 ML	\$ 211,609	18.7%	\$ 39,631	3.3%	\$ 7,050
1021	HAIR CARE	May-12	9192716	TONI & GUY SHAMPOO CLEANS FINE HAIR 250ML/CLEANS FINE HAIR-250 ML	\$ 220,809	18.7%	\$ 41,354	3.3%	\$ 7,357
1021	HAIR CARE	Nov-17	3175996	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	\$ 371,063	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	15.5%	\$ 8,433
1021	HAIR CARE	Nov-20	3978130	TONI & GUY TREATMENT SCALP CARE SCRUB 175ML/175 ML	\$ 72,550	18.6%	\$ 4,205	15.5%	\$ 3,503
1021	HAIR CARE	Feb-19	3417325	TONI & GUY PURPLE MASK 250ML/250 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%	\$ 12,943
1021	HAIR CARE	May-16	9192749	TONI & GUY DRY SHAMPOO CLEANS 250ML/250 ML	\$ 186,004	18.7%	\$ 34,835	13.1%	\$ 24,565
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	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	9.6%	478,330

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