

Watson's Wine Cellar



BORDEAUX

CHATEAU GARDE 1ER COTES BLAYE 2000 75CL
CHATEAU H LAR PESSAC (COGNAC) 1999 75CL
CHATEAU GIRAUD BORDEAUX BLANC 2001 75CL
CHATEAU BARTON ST JULIEN 2EME CRU 1997 75CL
CHATEAU LASSAC COTES DE CASTILLON 2001 75CL
CHATEAU MARSIN CUVÉE NOIR 1998 75CL

Watson's
Wine Cellar

A.S. Watson quarterly family magazine

November 2004

Watson ON 63

• Fountain of knowledge at Watson's Wine Cellar • Acquisition of 40% stake in German retail chain Rossmann • Watsons celebrates 15th year in China • Inspiring smart living • Labels of Love



The World of A.S. Watson

Adding value to life

Each day, millions of consumers around the world choose from 30 A.S. Watson retail and product brands to add new value to their lives. The desire to experience great value, convenient new services and brand new product offerings day in and day out has gone global, and so too has A.S. Watson.

Our passion is your first choice

Over the years, our companies have become not only the preferred choice, but also the most trusted name in their markets. With over 4,600 stores in Asia and Europe, and still growing strong, we are continuously looking for new ways to serve you better.



A.S. Watson Group

www.aswatson.com

The retail and manufacturing group of Hutchison Whampoa Limited

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Welcome to the **new-look Wats On**

With extra pictures, snappier stories and a refreshing new style, Wats On presents the human face of our wonderful work force and mirrors our commitment to non-stop growth and improvement.

About A.S. Watson Group

With a history dating back to 1828, the A.S. Watson Group (ASW) has evolved into an international retail and manufacturing business with operations in 20 countries and regions across Asia and Europe. Today, the Group owns more than 4,600 retail stores running the gamut from health & beauty chains to its food, electronics, general merchandise and airport retail arms. An established player in the beverage industry, ASW provides a full range of beverages from bottled water, fruit juices, soft drinks and tea products to the world's finest wine labels via its international wine wholesaler and distributor.

ASW employs 64,000 staff and is a member of the world renowned Hong Kong-based conglomerate Hutchison Whampoa Limited, which has major interests in ports, telecommunications, property, energy and retail with businesses in 42 countries.



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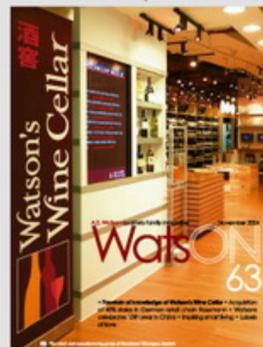
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Cover story



Watson's Wine Cellar is adding a touch of sparkle to the wine-buying experience with exciting new stores and well-informed staff.



ASW has purchased a 40% stake in Dirk Rossmann GmbH, the 786-store German health & beauty retail chain. ASW exercised its right to purchase the stake in accordance with the deal of acquisition of the Kruidvat Group in 2002, which brought to ASW a network of stores in Central Europe on a 50/50 joint venture basis. Following the acquisition, announced on 24 August 2004, Rossmann will continue management of day-to-day operations in Germany while ASW has representation on the board. **ROSSMANN**

ASW teams up with Rossmann in Germany



Watch this space

A.S. Watson's Health & Beauty European operation has selected Dutch-listed company Nedap N.V. to provide smart multi-purpose RF Electronic Article Surveillance (EAS) systems and web-based management software-services for more than 1,800 stores across the Netherlands, Belgium and the UK. The multi-purpose web-based anti-theft system provides "24-hour multi-store management information" on a daily basis.

EAS will be introduced in all ASW's Kruidvat, Trekpleister, ICI PARIS XL and Superdrug outlets before the end of 2006. **ASW**

ASW results help lift HWL's bottom line

Hutchison Whampoa Limited (HWL) reported unaudited profit attributable to shareholders for the six months ending 30 June 2004 amounting to HK\$12,482 million, an increase of 106% compared to the same period last year. Turnover increased by 23% to HK\$81 billion.



A.S. Watson, HWL's retail and manufacturing division, reported turnover of HK\$33,866 million, a 15% increase. EBIT at HK\$1,130 million was 89% ahead of last year, mainly due to expansion of the health & beauty operations. **HWL**



Loan facility sealed



A general syndication for the €1,280 million term loan facilities for A.S. Watson, guaranteed by Hutchison Whampoa Limited, was successfully closed with an oversubscription on 21 October 2004. The proceeds will be used to repay debt, including a €1,550 million loan taken out in 2002 to fund the Group's purchase of the Kruidvat health & beauty store operation in Europe. **ASW**

500 Winning ways

A.S. Watson has won the "Top Retailer Gold Award – Hong Kong," presented by Retail Asia Publishing in its inaugural Retail Asia Pacific Top 500 Awards.

The Awards are given to the top performing retail companies in 14 economies in the Asia-Pacific region. Winners are selected from the Retail Asia Top 500 rankings, which are researched by Euromonitor International.

Watsons Hong Kong and Watsons Taiwan both featured in the "Asia Top 10 Health & Beauty" category while PARKNSHOP featured in the "Asia Top 10 Supermarkets" category.



ICI PARIS XL sells a range of cosmetic products including lipsticks and nail polish under the name ONLY YOU. With elegant packaging and luxurious irradiation, ONLY YOU achieved remarkable success in the local cosmetic market in 2004 and has now extended its product line to encompass eye shadow, volume and waterproof mascara, glitter lip gloss, shining nail polish and nail care products.

Only YOU Lip service

ICI PARIS XL

Preparing for a Superdrug Christmas



Superdrug area and store managers were invited to a successful "Getting ready for Christmas" conference in Worcester in September. Christmas is one of the key trading times for Superdrug with 50% of the year's profit made in the second half, so ensuring the right ranges, pricing and point of sale are in place is vital.

The conference included a visit to two stores demonstrating the new Christmas theme set-up, including gifts, graphics and signage, and a Q&A section with the senior management.

Superdrug

Labels of love

The Kruidvat team has been working overtime to ensure merchandise in its new store opening next year in Brussels is properly labeled. The team has overseen the repackaging of some 900 products to ensure labels provide details of ingredients and comply with other aspects of Belgian and European law.

Not only must labels be in both French and Dutch but there are also strict laws governing product descriptions that potentially could be confusing. For example, human organs cannot be named, so "stomach pills" might become "medicine to cure belching". Nevertheless, the team has created a packaging look that is fresh, trendy and easy to understand.

Kruidvat



Big day out

Jurgen Schreiber, the new CEO of A.S. Watson Health & Beauty Continental Europe, gave his first presentation at Kruidvat and Trekpleister's annual Store Managers Day, inviting former CEO Dick Siebrand and Deputy Chairman Dick van Hedel to the podium to thank them.

Trekpleister Leidschendam was named top store, with staff winning a "metamorphose weekend".

Fun programmes included a salsa workshop, comedy shows, performances by popular musicians and dancing.

The event was organised by Rob Claassens and Arnoud van Daalen from the buying department, and Procter & Gamble was the sponsor.  



H&B

Health & Beauty

Oscars

The Watsons Health & Beauty Awards are important annual events that pay tribute to suppliers in eight markets where Watsons operates.

Watsons Thailand selected 95 products for consideration with Vaseline Whitening Lotion Plus Yogurt getting the thumbs up.

Watsons Taiwan recognised the best products from 140 suppliers and simultaneously launched its traditional charity sale, raising NT\$1.5 million for child welfare.

At a gala event in Shanghai, Watsons China awarded the "Overall Supreme Gold Prize" to Olay, Mentholatum and "Hue Cong" facial masks products from Coswoo. Watsons Own Label hair styling products won the Top Selling Award and Watsons Olive Oil Hair Mask won the New Product category.

Watsons Hong Kong meanwhile gave out 131 awards. This is an unprecedented year graced by over 30 celebrities and a charity performance by famous singer Leo Ku. 



"Mamma-line" idea wins magic minute

Renate Beugels (right), Store Manager of Kruidvat, won a minute of free shopping at Trekpleister store for her innovative response to the question: What would you like to add to the Kruidvat product assortment?

Renate suggested that Kruidvat add a "mamma-line" of products for use during pregnancy – such as natural products like white tea, aloe vera, relaxing bath-gel, body-cream, etc. 



Petite scent centre

Because consumers are shopping closer to home in the Netherlands, ICI PARIS XL has developed a new mindset to make use of less space, starting at its unique shop in Oss. By removing the showcase for perfumes and using self-service shelves that are not as deep or high, the same popular product lines are retailed from a smaller area, but with the same friendly and professional staff standing-by to assist. 





Good hair day



As part of Watsons Thailand's strategy to position its Own Label products in the premium category, a new range of Own Label Yoghurt Treatment Shampoo & Treatment products was launched on 15 September. The media were treated to a haircare workshop in which microbiological specialist Dr Malyn explained the scientific benefits while a complementary hair wash allowed them to experience the products for themselves.



Watsons celebrates 15th year in China

Watsons China celebrated its 15th year of setting up business in China as well as the 8th anniversary of the renovated Teem Plaza store in Guangzhou. To celebrate this milestone, Watsons' management team presented a ribbon and big hamper to the 5,000,000th shopper, Ms Li, and invited her to cut the cake commemorating the event.



Lucky number

Watsons Thailand celebrated its 8th anniversary at the Central Ladprao Shopping Mall in September. Crowds of shoppers and well-known Thai celebrities, actors and actresses joined the management team to enjoy the festivities.



50 ways to stay healthy

Consolidating its position as Hong Kong's primary pharmacy authority, Watsons opened its 50th pharmacy counter on 6 October, in Causeway Bay. The Watsons health team is now comprised of 100 registered pharmacists, 150 health and fitness advisors and a free Pharmacist Hotline since 2003. To promote the importance of drug knowledge and encourage the public to make use of Watsons' expertise, Watsons joined hands with The Chinese University School of Pharmacy to launch the Medication History Review Plan. Watsons pharmacists will offer free counselling on drug usage and disease management and each patient will receive a "Medication History Card".



Managing Director David Boynton (right) led guests from the HKCU, the Polytechnic University and representatives from pharmaceutical industry to officiate at the 50th pharmacy opening ceremony.



Inspiring smart living

FORTRESS has launched a HK\$10 million branding campaign under the slogan "Inspiring Smart Living" with the goal of putting its customers on the digital pathway towards smarter and more enjoyable lifestyles, be they energetic tech mainstreamers or passionate "kidults".

FORTRESS aims to inspire customers with the possibilities of the near future and keep them abreast of the latest personal electronics products that add joy and fun to the lives of customers, their friends and their families. Meanwhile, FORTRESS has expanded to Macau with its first ever store opened in the prime tourism and shopping area of Senado Square on 18 September. Over 2,000 items across 50 personal electronics product categories, revitalises Macau's consumer electronics scene.



Great deals on the cards

Watsons Taiwan has recently launched the "iMA" Discount Card. "iMA", which epitomises imagination and inner health, magical beauty and admirable charm – attributes admired by women.

Designed by famous Taiwanese comic artist Gigi, the Card is priced at NT\$19 and entitles a customer to get generous discounts when buying combinations of six daily necessities, including hair care products, cleansing products, toothpaste, toothbrushes, shower gel, etc.



F1 Ferrari revs up airport sales

Thanks to an exhibition jointly organized by Nuance-Watson (HK) and the Asia-Pacific distributor of Ferrari fan-wear GP Asia, a Ferrari Formula One race car previously driven by seven-time world champion Michael Schumacher was on show at Hong Kong Airport from mid September to the mid of November. Ferrari merchandise was available for sale at Nuance-Watson's The Atrium store, with sales far exceeding expectations.



Tempting convenience for high flyers

Nuance-Watson (HK) has launched a new "Arrival Collection Service" at its Temptation stores at the Hong Kong Airport, enabling residents to purchase their favourite perfumes and cosmetics during departure and collect upon return at the Beauty Express store in the arrival hall. Temptation stores offer exclusive perfumes and cosmetics value sets with savings of up to 40%. What's more, A.S. Watson Group staff can enjoy 15% extra discount all year round.



Celebrating foreign flavours

PARKNSHOP Hong Kong teamed up with the Thai Trade Department in October to introduce its first Thai Food Festival with over 200 kinds of Thai delicacies on offer. The festival included a food-tasting corner and a Thai banquet cooking demonstration. Great, meanwhile, staged a Viennese Food Promotion offering coffee and chocolate treats, culinary oils & vinegar, traditional sweet & sour preserves, beverages, groceries and more. The promotion also featured cooking demonstration and live classical music.





Fountain of Knowledge

It's a tough job, but somebody has to do it! While "drinking on the job" may seem like an easy assignment, staff at Watson's Wine Cellar have discovered that it takes talent and hard work to become a wine professional. With thousands of vintages available, a high degree of concentration is needed just to master the basics of the art of wine tasting.

Watson's 酒窖 Wine Cellar

"Our goal is to have sales staff deeply informed about our entire product range," says Ross Edward Marks, Watson's Wine Cellar's New Business Manager. "The wine school is also one of our 'secret weapons' for China expansion," he adds. "Our first store opens in the Mainland this November, with more planned within China for 2005."

The initiative, which started in August has already seen 12 employees undergo training in conjunction with the UK-based Wine & Spirit Education Trust (WSET).

WSET is the only wine & spirit education organisation approved by the UK government as a national awarding body of vocational qualifications.

All Watson's Wine Cellar employees who have not received any previous WSET certification will participate in the introductory Foundation course, designed for newcomers to the industry.

Those with some experience will sign up for the Intermediate course while the Advanced certificate will be offered to those with more experience and who have demonstrated an ability to handle university style learning and who have a commitment to the industry.

As part of its education strategy, Watson's Wine Cellar has become an official Approved Programme Provider. In addition, Ross Edward Marks, New Business Manager, who has earned the WSET Diploma, is the Approved Tutor for the programme, responsible for administering classes, examinations and tastings.



New vintage

The training initiative is part of Watson's Wine Cellar's broader agenda to change the way wine is traditionally sold.

"Many consumers are already well educated about wines," says General Manager Paul Liversedge, "but a far greater number don't know much about wine, so we are making it easier for ordinary people to understand."

Spearheaded by its new flagship store at Lee Gardens Two in Causeway Bay, Hong Kong, Watson's Wine Cellar is revolutionising the wine shopping experience.

The 820-sq-ft store is distinguished by its wide array of professional services and a unique decor and contemporary, resulting in a modern, stylish and comfortable shopping experience. Besides the friendly, knowledgeable staff who are always on hand to assist customers, the store also features hi-tech informational and interactive display facilities to provide a unique shopping experience tailored for the needs of a wide variety of wine buyers.

Most notably, the store features the world's first retail Interactive Wine Kiosk, which instantly provides information on each wine. Customers can get details on every bottle by simply scanning the barcode. Information on the wine's origin, taste and suggested food matching is then instantly shown on the screen.

"Nobody else in the world does this," says Liversedge. "It takes a great deal of effort to keep the system updated, but it's worth it if you want to give the best service."

Customers can also use the terminal to search a wine from their favourite regions and vintage by type, region or via Robert Parker's points system in which the wine guru rates wines out of 100.

"It is a testament to our commitment to offer the best professional services and the widest selection of fine wines in Hong Kong, and to making the wine buying experience easier and more comfortable. !!"

Christian Nothhaft, Director and General Manager of A.S. Watson's Wine.



Fine style

The new outlet also features a dedicated Fine Wine Area where customers can sit down, relax and enjoy the true pleasures of wine. They can also read magazines, make use of a wine reference library or watch TV presentations providing comprehensive information on current promotions, wine production techniques and information about different vineyards. Customers also enjoy regular "Meet the Maker" tastings with touring winemakers and Chateau owners.

Watson's Wine Cellar's Fine Wine collection contains the greatest vintages of the 20th century, from 1945 Bordeaux to 1998 Australian wines and other rare classics. The Fine Wine Area also features four separate temperature controlled chillers where the finest wines from around the world can be kept at optimum temperature.

The result is that consumers, from the connoisseur to the

amateur enthusiast, leave the store with the perfect bottle of wine to fit their varied needs. Watson's Wine Cellar will also be the first to sell 2003 Bordeaux and other rare and highly rated wines "En Primeur".

The idea is such a success that Watson's Wine Cellar has already added four more concept stores to its collection. Besides Lee Gardens, stores in Central, Happy Valley and Gateway in Tsim Sha Tsui are now offering a similar experience and there are plans to open several more in the next 12 months.

"We want to make Watson's Wine Cellar a place customers want to come back to," says Nothhaft.

Judging from the response so far, consumers are raising their glasses in agreement: "We'll drink to that." 



Watsons

supports athletes every step of the way

The Watsons Pharmacy Self Care Cross Country Championships/Relay 2004, held on 26 September and 31 October, was a runaway success. Sponsored by Watsons HK and organised by the Hong Kong Amateur Athletic Association, the Championships and Relay races kicked off at the Hok Tau Reservoir and Tai Tong. Men's Junior athlete Cheung Man-ming set the best time and the Watsons Athlete Team won the relay champions of Men's Senior, Women's Senior and Women's Junior.

A "Running Clinic" was also held to give tips on running strategy, medication and sports psychology.



Gordon Reid (left), Managing Director of Watsons Taiwan, joins GlaxoSmithKline's representative to present cheques to the secretary of the Taiwan Red Cross Society Organisation (centre).



Eiman Lee (centre, in black T-shirt), Marketing Manager of FORTRESS, Teresa Pang (centre, in yellow jacket), PR Manager, and their colleagues visit the Hans Anderson Club to have a fun day with the children.



Jojo Poon (right), General Manager of Citrus Growers International, presents cheque to Caritas' representative.



Wong Kwok-wai, Store Manager at Provident Centre, teams up his team and students in a work placement programme.

Helping hand

To help alleviate suffering in the wake of havoc caused by typhoon Mindulle in central and southern Taiwan recently, Watsons Taiwan made a contribution towards urgent rescue work and community rebuilding, donating NT\$1,100,000 to the Taiwan Red Cross Society Organisation.

Fearsome fun

FORTRESS raised HK\$43,200 in its Halloween Charity Sale and donated the money to the Hans Anderson Club Storyland. The gift will provide children with an opportunity to express their creativity and talent, and reflects FORTRESS' brand campaign "Inspiring Smart Living".

Sunkist beverages add sunshine to local lives

For more than 20 years, Sunkist beverages has been providing healthy products to quench the thirsts of Hong Kong consumers. The brand also brings sunshine into the lives of local youngsters by supporting local youth activities. In its most recent initiative held in July, Sunkist raised HK\$110,000 for the charitable organisation Caritas.

Working together

To help students build up a positive attitude and strengthen their communications skills, PARKNSHOP Hong Kong and Po Leung Kuk Yu Lee Mo Fan Secondary School jointly organised a work placement programme for students with learning difficulties. Two students were assigned to the Provident Centre store in North Point as trainees responsible for handling goods and stock.

Staff Contest HITS

a high note



Starting with a fantastic performance by a "Greek Goddess," the 18th A.S. Watson Group Singing Contest was staged at the Shatin Town Hall in Hong Kong on 17 August with 22 talented singers from Asia and the UK offices competing.

Special guests Canto-pop duo Cheung Shung-tak & Cheung Shung-kei arbitrated the tuneful extravaganza and also gave a wonderful performance of their own.

After the first-round individual and group performance, six "artistes" were chosen for the final.

Songbird Bess Fung from PARKNSHOP won the contest with Patrick So from Watsons Hong Kong and Wang Mui from Watsons Chongqing named First and Second Runner-up respectively. 🎉

Overheard.....

"I am pleased to find the number of overseas contestants increased significantly and all of them performed outstandingly. This piled the pressure on me and made me work harder. The event also gave me the opportunity to make new friends."



"I would like to thank the management of Watsons Personal Care Stores (Philippines) as well as A.S. Watson for making my dream to sing on stage come true."



"I was impressed with the warm welcome from our Group HR colleagues. They prepared delicious food boxes for us and never let us feel hungry."



"I'm sure I could have performed better."



"It's a big party for our big family."

"Professional training in imaging, dancing and singing made me unforgettable."



"I wish I'd had one more chance to sing a song on stage."



"This competition taught me a lesson, a good singer should have his own style instead of imitating."

Watsons Hong Kong Merchandising

Unlocking inner

Beauty.....

Perfumes have the power to change your mood, emotions and even your personality. But how do we develop a sense of scent that unlocks our inner beauty? Try the following:

1. Shop alone. Perfumes release memories and feelings that belong to you alone.
2. Never try more than three fragrances at a time. Our capacity to evaluate perfumes is easily saturated.
3. Avoid spraying fragrances on clothes as the scent will mix with the smell of fabric. Instead, apply to the inside of your arm or wrist.
4. Do not rub perfume into the skin.
5. The scent of perfume typically develops in three phases: (1) first smell – a few minutes; (2) scent – 10 to 30 minutes; (3) basic perfume – hours.
6. The more alcohol in the perfume, the longer the scent lasts. E.g. Perfume or Extract (96% alcohol); Eau de Parfum (90%); Eau de Toilette (80%); Eau de Cologne (60%).
7. Best places on the skin to apply perfume are the wrists, behind the ears, the back of the knees and between the breasts.
8. For every moment there's an ideal fragrance. Vary your perfume for your different activities.
9. Don't use too much perfume. It will overpower people.

Source: **ICI PARIS XL**

A day in the life Of Price Checker

This time, we feature Watsons Price Checkers – our mysterious colleagues who are a crucial full time squad of 13 experts recruited since August 2003 to actualise the Lowest Price Guarantee pledge to our customers. They are on duty daily to ensure the value promise across over 3,000 personal care items available at Watsons.

Start



08:30

Price Checker reports for duty at a designated Watsons store – a different one every day. The Price Checker signs in and receives the schedule and product comparison list of the day from the store-in-charge.



09:00

Begins price checking at two key competitors. Speed and accuracy are vital.



12:00

Price Checker reports on guerrilla tactics and last minute changes by key competitors.



11:30

Customer service staff completes data input and generates report for merchandise teams to decide on price adjustments.



10:30

Finds the nearest Watsons store to fax report of the first round of price check results to backend office staff in the customer service team.



13:00

Quick lunch.



14:00

On the road again to check against non-core competitor stores which still fall into the radius of the price guarantee zone. Report to office when necessary.



17:30

Final report for the day.

End



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In every issue, we invite behind-the-scene heroes within our big A.S. Watson family to share a typical day in their working lives.

SuperQuiz

(Issue no. 63)

ANSWER to Issue no. 62:

1. Passion, Process, Fashion 2. Latvia, Lithuania 3. 24

Super Prize (7-up mini fridge)

Name	Company & Department
1. Maverick Hung	ASW - Group Security
2. Li Kwai-ming	FORTRESS - Account
3. Siu Wai-ching	PARKNSHOP - Account
4. Cheng Fung-yam	Watsons - Human Resources
5. Kan Ka-kei	ASWI - Purchasing

Gold Prize (Beckham Limited Edition Watch)

Name	Company & Department
1. Shirley Hui	ASW - Group Finance
2. Julianna Lai	ASW - Group Finance
3. Sophia Heung	ASW - Group Finance
4. Choi Man-kei	ASW - Group Security
5. Au Lai-tim	ASW - Group Security
6. Cheung Sau-wai	FORTRESS - Account
7. Wong Wai-chi	FORTRESS - Account
8. Lau Yuk-ching	PARKNSHOP - Quality Assurance
9. Lai Hoi-shan	PARKNSHOP - Quality Assurance
10. Chan Mei-yiu	PARKNSHOP - Trading
11. Hau Pik-pui	PARKNSHOP - Trading
12. Cheung Yim-ping	PARKNSHOP - Account
13. Fung Wing-ki	Watsons - Account
14. Tamm Yip	Watsons - Account
15. Catherine Wong	Watsons - Account
16. Lee Kwok-ming	Watsons - Account
17. Ken Ling	Watsons - Account
18. Chan Hiu-kwan	Watsons - Information Technology
19. Yvonne To	Nuance-Watson - Account
20. Liu Hoi-shan	ASWI - Finance
21. Nelson Nip	ASWI - Finance
22. Poon Ngar-hung	ASWI - Finance
23. Ken Au	ASWI - Information Services
24. Wan Sze-man	ASWW - Customer Care
25. Tsang Yim-fong	ASWI - Garage
26. Jacky Li	ASWI - Purchasing
27. Brenda Monter Sapungan	Watsons Singapore
28. Chou Kok-vui	Watsons Singapore
29. Raymond Rozlie	Watsons Singapore
30. Vivian Hu	Watsons Guangzhou

Silver Prize (Mr. Juicy Mascot)

Name	Company & Department
1. Yu Hoi-chung	ASW - Group Security
2. Yeung Mei-kuen	ASW - Group Human Resources
3. Ho Yuet-yee	FORTRESS - Account
4. Tam Tsui-lin	FORTRESS - Account
5. Wong Lap-ki	PARKNSHOP - Account
6. Ann Chong	PARKNSHOP - Account
7. May Lee	Watsons - Account
8. Woo Lai-wah	Watsons - Account
9. Wong Yik-yue	Watsons Water - Customer Care
10. Wong Ka-yun	ASWI - Finance
11. Grace Cho	ASWI - Purchasing
12. Annie Zhou	Watsons Guangzhou
13. Low Wan-loon	Watsons Singapore
14. Ashbee Kaur	Watsons Singapore
15. Steve Lenes Daley	Savers

Bronze Prize (Mcdull Gift Set)

Name	Company & Department
1. Wong Wai-yiu	ASW - Office Services
2. Wong Wai-kuen	ASW - Office Services
3. Justina Ng	ASW - Group Human Resources
4. Elaine Siu	FORTRESS - Account
5. Chan Yuk-lan	PARKNSHOP - Account
6. Wang Li-wah	PARKNSHOP - Account
7. Lee Yuk-fan	PARKNSHOP - Account
8. Wong Yee-hung	PARKNSHOP - Account
9. Ho Lai-choi	PARKNSHOP - Trading
10. Lam Pui-ming	Watsons - Account
11. Cheng Yuk-ling	Watsons - Account
12. Maggie Yau	Watsons - Account
13. Kwan Ching-lin	ASWI - Finance
14. Da Silva Cecilia Kwok	ASWI - Human Resources
15. Lam Yat-keung	ASWW - Engineering
16. Cheung Chi-yan	ASWW - Production
17. Daw Nu Nu Tna	Watsons Singapore
18. Susan	Watsons Singapore
19. Xavier Maiker	Watsons Singapore
20. Taz Yow-foon	Watsons Singapore



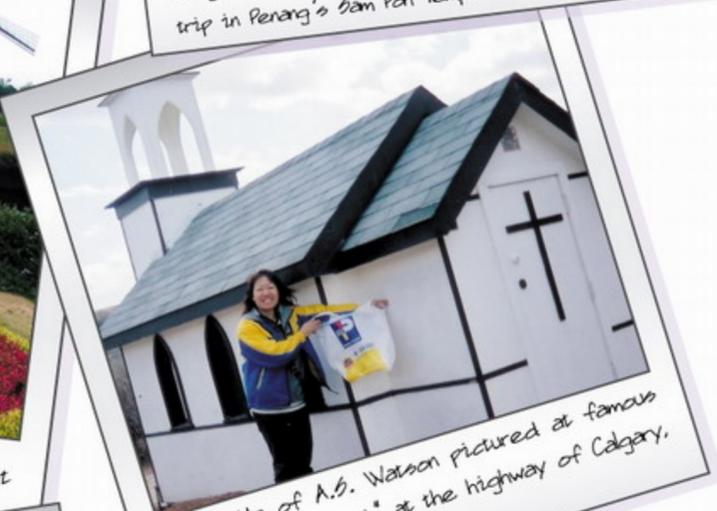
Miek Vercauteren, Managing Director of ICI PARIS XL Belgium wearing the A.S. Watson trackuit participated into Tour de France in the Pyrenees (France) with his friends.



Lisette Dinkelman-Everhuis of Trekpleister brings along a Trekpleister shopping bag during her honeymoon trip in Penang's Sam Poh Temple in Cameron Highlands.



Grace Wong of A. S. Watson pictured at Kyushu's Huis Ten Bosch in Japan.



Justin Ng of A.S. Watson pictured at famous spot, "Little Church" at the highway of Calgary, Canada.



Ming of Watsons Guangzhou is Watsons super fan. Even taking her vacation, she still brings a Watsons shopping bag and Watsons water with her to the Guangzhou Sunflower Garden.

Live THE MOMENT

How to enter:

In your personal photos, simply show items with A.S. Watson Group brandings (e.g. retail bags, clothes, company magazines, etc.) against an interesting background and smile. It's as simple as that. You could win the equivalent of a HK\$100 cash coupon. And if you are the **Star of Stars** in that issue, you will win a HK\$500 cash coupon or its equivalent. Act now. (E-mail: WatsOn@asw.com.hk)

Super Prize (5)



Wine Starter Kit
A delicate kit includes a Hugh Johnson pocket wine book, Watson's Wine Cellar cork screw, an international Standard (ISO) tasting glass and of course a bottle of fine wine.
Sponsored by Watson's Wine Cellar

Gold Prize (20)



Exquisite Bath Gift Set
After a tough working day, there's nothing better than a relaxing bath. ICI PARIS XL presents a well-packed herbal bath-oil gift set plus a luxurious shower gel.
Sponsored by ICI PARIS XL

Silver Prize (20)



Purity Duo Packs
Pamper yourself with the purity duo pack, which includes a shower gel, fragrance candle and a special mask for him and her.
Sponsored by Superdrug

Bronze Prize (30)



Plush Dog
"Hello! I am a lovely plush dog and I come from Europe. I am searching for a kind person to take care of me. Could it be you?"
Sponsored by Health and Beauty Continental Europe



- 1) What award did A.S. Watson win in the Retail Asia Pacific Top 500 Awards?
- 2) Which division won Overall Championship in the 2nd ASW Sports & Fun Day?
- 3) What is the slogan of FORTRESS' new branding campaign?

Name of Staff: _____ (ENG) _____ (CHI)

Company & Department: _____ (Country)

Employee No: _____ Contact Tel No: _____ Signature: _____

A1: _____ A2: _____ A3: _____

Send your completed entry form to:

Recreation & Welfare Section
A.S. Watson Group
8/F Watson House
1-5 Wo Liu Hang Road
Fo Tan, Sha Tin, Hong Kong

or Email to WatsOn@asw.com.hk

Deadline: 10 January 2005

PARKSHOP

- Hong Kong**
- Supermarket
 - Shun Ning Road
 - Mui Wo



Watson's Wine Cellar

- Hong Kong**
- Harbour City



Dragas

- Latvia**
- Daugavpils, 9 Rīgas street
- Lithuania**
- Kaunas, 346 Savanorių street



savers
HEALTH HOME BEAUTY

- UK**
- Newtonards
 - Merthyr Tydfil
 - Peterhead
 - Boston
 - Burgess Hill
 - Shadwick Place
 - Palmers Green
 - Coleraine
 - Torquay

FORTRESS

- Hong Kong**
- Fortress World
 - Dragon Centre
 - Ma On Shan Plaza
 - Admiralty Centre
 - Aberdeen Centre
- Macau**
- Fortress Digital
 - Senado Square



Watsons

- Mainland China**
- Fujing Garden, Guangzhou
- Thailand**
- Lotus Phuket
 - Lotus Ramal
- Taiwan**
- Hai Dian, Tainan
 - Yuan Shan, Taipei
 - Jian Hsin, Kaoshiung
 - Da Liao, Kaoshiung
 - Li Kang, Pingtung
 - Tesco-Tainan, Tainan
 - Der Hsi, Taipei
 - Long Chuan, Taipei
 - Da Li, Taichung
 - Liou Cha, Tainan
 - Da You, Taoyuan
 - Chen Zhong, Taipei
 - Jen The, Tainan
 - Chi Du, Keelung
 - Gui Ren, Tainan
 - Wu Ri, Taichung
 - Bei Pu, Taoyuan
 - Jian Kuo, Kaoshiung
 - Guan Yin, Taoyuan
 - Chung Shi, Tainan
 - Chung Yuan 2, Taoyuan
 - Er Lin, Changhwa
 - Hsiao Kang 2, Kaoshiung
 - Yu Cheng, Kaoshiung
 - Ter Yi Fa, Taichung



Kruidvat

- Netherlands**
- Utrecht, Verlengde Houtrakgracht 41A
 - Veenendaal, Passage 38
 - Den Dolder, Dolderseweg 93
 - Ruurlo, Dorpstraat 54



Trekpleister

- Netherlands**
- Groningen, Eikenlaan 29-31

ROSSMANN

- Poland**
- Sieradz, Aleja Pokoju 15
 - Żyrardów, 1 Maja 43
 - Koszalin, Zwycięstwa 129
 - Poznań, Murawa 2, Ahold
 - Biąka Podlaska, Plac Wolności 20-22
 - Suwałki, Kościuszki 74
- Czech Republic**
- Uničov, Masarykovo nám. 9
- Hungary**
- Kiskunhalas, 6100, Kiskunhalas, Bethlen G. Platz 5
 - Gyula, Gyula, 5700, Kossuth L. Platz 27
 - Kiskoros, 6200, Kiskoros, Petöfi Platz 8
 - Mosonmagyaróvár, 9200 Mosonmagyaróvár, Engels F. Strasse 5
 - Dorog, 2510, Dorog, Becsi Strasse 57
 - Budapest, 1133, Budapest, Dráva Strasse 18-20



Superdrug

- UK**
- Victoria
 - Whitgift
 - Whitley Bay

Hutchison Chevening Scholarships set students apart

British Prime Minister Tony Blair announced in 1999 his plan to attract more overseas postgraduate students to study in Britain, as part of the global Chevening Scholarships scheme.

Regarding to Mr Blair's initiatives, Chairman Mr Li Kashing through Hutchison Whampoa Limited made a generous contribution to the Chevening Scholarships scheme in Mainland China and Hong Kong in April 2002. This, combined with the British Government's co-funding, will fund 250 full scholarships for Hong Kong and Mainland Chinese postgraduate students over four years from 2002.

To date, 50 Hutchison Chevening Scholarships have been awarded in Hong Kong, including 15 for studies at the University of Cambridge.



Money Lo
2002 Hutchison Chevening Scholarship
London School of Economics, LLM
Barrister-at-Law

“My study in the UK constituted an important chapter of my life. London is a hub of avant-garde artistic treasure that triggered my imagination, and it's also a place that enabled me to keep in touch with the latest world news and views.”

Dennis Ip
2003 Hutchison Whampoa Chevening Cambridge Scholarship
University of Cambridge, MPhil in Epidemiology
Medical Officer and Infection Control Officer, Tung Wah Eastern Hospital

“Interacting with other Chevening scholars has been an important source of mutual support and encouragement during the year of study in the UK. My study at Cambridge has facilitated the redirection of my career towards the public health area.”

