



A.S. Watson quarterly family magazine

March 2005

Watson ON 64

• Ushering in a new TASTE sensation • Acquisition to expand perfumery portfolio • Superdrug's "Truly Different" conference • Watsons wins top drugstore award



The retail and manufacturing group of Hutchison Whampoa Limited



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Cover story



ASW is delighted to introduce TASTE, the latest retail sensation that will add spice to life for discerning gourmets.

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 21 countries and regions across Asia and Europe. Today, the Group owns more than 4,800 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 43 countries.

Wats On is the quarterly family magazine of the A.S. Watson Group. Materials from this publication may only be reprinted with full accreditation to "Wats On".

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Acquisition to expand perfumery portfolio

A.S. Watson (ASW) in January made a cash offer on Marionnaud SA shares amounting to €534 million with a view to combining the two groups on a friendly basis.

Completion of the transaction will increase the number of ASW's health and beauty stores to over 5,660, making it the world's largest retail company in the sector. ASW will also add 11 new countries as a result, further expanding its geographical presence to 32 .

Headquartered in France, Marionnaud is a leading perfumery and cosmetic retailer with 1,226 stores in 15 countries, and is seen as a natural fit for the Group's continuing expansion strategy in Europe and in the perfumery business. 

Watsons Bringing health & beauty to Korea

A.S. Watson has teamed up with leading Korean retail company GS Retail (formerly LG Mart) to form a new 50:50 joint venture, marking the expansion of the Watsons health & beauty retail chain into Korea. The new company, named "GS Watsons" opened the first Watsons store in March, with plans to open more than 10 stores per year thereafter. 





Drogas launches PRICE blitz

In another pioneering initiative by A.S. Watson, Drogas stores have launched a "Price Guarantee" campaign in Latvia and Lithuania that is the first of its kind in the Baltics.

The messages: "Lowest price guarantee", "Refund guarantee", "I dare to swear" and "Drogas has the lowest prices" have been publicised throughout the countries with the "Price Guarantee" logo prominent on labels, floor stickers, safety gates, receipts, shopping bags and window displays. An advertising blitz covering newspapers, magazines, buildings, trams, radio and TV also helped spread the message.

Superdrug delegates stand out from the crowd

"Truly Different" was the theme of the Superdrug conference which took place over four days in January at a cinema in Birmingham.

The conference provided an opportunity for CEO Philip Ingham, COO Euan Sutherland and the senior management team to update everyone on the many exciting developments taking place within the business and Superdrug's objectives for 2005. Delegates were encouraged to ask questions.

The itinerary included an A.S. Watson Group business update, break-out sessions with presentations on

human resources, new product development, new stores, stock management and customer service. A separate session was also held for pharmacists. Suppliers shared sponsorship of the event, giving everyone the opportunity to visit promotional stands, sample new products and take part in various beauty demonstrations.

An award ceremony highlighted successes and acknowledged individuals for outstanding achievements with four employees, Mike Whyte, Jennifer Sale, Robert Dean and Marion Garrett, receiving a "Lifetime Achievement" award.



Jennifer Sale (16 years with Superdrug) pictured with CEO Philip Ingham. Jennifer is a top-performing store manager who consistently delivers excellent KPI performances. She has developed widely used training tools and participates in the Rathbone Work Experience Scheme.

All in good TASTE

TASTE, a new generation of lifestyle food store opened in Festival Walk, Hong Kong on 26 November, giving sophisticated consumers an innovative shopping experience.

The 35,000-square-foot store offers more than 25,000 international products and is divided into several mouth-watering zones.

(Also see Focus Story on p.11 – 14)





Mainland China



Concept store sets new standards in Guangzhou

PARKNSHOP China inaugurated an innovative new concept flagship store in Guangzhou Grand View Plaza in December that is expected to revolutionise the retail industry through increasing consumer choice and promoting a quality lifestyle for customers. The new store also saw the launch of the first "store in store" Watson's Wine Cellar in the Mainland.

The fast-growing PARKNSHOP China also opened three other stores in Guangzhou and one in Zhongshan in 30 days between December and January.

Major milestones for Watsons

Watsons opened its 100th store in Mainland China in January, at Grand View Plaza Guangzhou.

Featuring a design theme based on the "health, beauty and fun" concept, the store greets its customers with colour-coded zones instead of more conventional signboards. Shelf heights have been lowered, aisles widened and lighting enhanced to provide a fabulously comfortable shopping environment.

Watsons Taiwan meanwhile opened its 300th store in Taipei - the largest in Asia at 13,522-square-foot with 30,000 products. To celebrate this milestone, Watsons offered a variety of products at a special price of NT\$300 for 14 days to express gratitude towards loyal customers in Taiwan.

As at the beginning of 2005, Watsons operates over 980 stores regionally.

Colleagues join shopping spree

The International Buying Division held its first large-scale product show at the Harbour Plaza, Hong Kong, in December, to showcase up to 3,000 products and to build group-wide co-operation.

On display was an unrivalled range of diversified products that colleagues from different business units around the world, including Watsons Your Personal Store, PARKNSHOP, Superdrug and Drogas, were able to order for their businesses. The show will be held four times a year.



Taiwan



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Watsons wins top drugstore award

Watsons' continuous drive to provide excellent customer service and competitively priced health & beauty products was affirmed at the National Shoppers Choice Awards in the Philippines, winning the Best Drugstore trophy 2004.

Based on a survey of 100,000 Filipinos, Watsons was chosen as one of the companies that has excelled in promoting quality products and consumer welfare, such as the "Watsons' Pharmacy Self Care" programme.



The award-winning project team comprises FORTRESS and Philips' professionals.

Streamlining the supply chain

FORTRESS Hong Kong and Philips recently launched an Order-To-Cash cycle pilot project that aims to improve co-operation between the retailer and supplier in the fast-moving consumer/home electronics market.

The objectives are to enhance consumer value by streamlining the supply chain, improving forecast reliability, reducing inventory, increasing sales, reducing non-value adding activities and optimising the order-to-cash process. Ultimately, the project will improve sales and profitability.

This project was awarded the "Judges' Commendation" by ECR Asia and presented at the 7th ECR Asia Conference on 27 October. Also, the team was invited for presentation at the 4th Annual SCM CEO Summit in November.

Honours in Guangzhou

In awards organised by the *Guangzhou Daily* (China), Watsons Your Personal Store, PARKNSHOP and FORTRESS have once again been recognised by mainland customers for their commitment to providing trustworthy customer service and quality products.

- **Watsons Hong Kong**
 - Hong Kong Merchants of Integrity Award
 - "My Most Favourite Top 10 Brands of Hong Kong"
- **Watsons China**
 - 2004 Fashion Glamour Award
- **FORTRESS**
 - Hong Kong Merchants of Integrity Award
- **PARKNSHOP China**
 - 2004 Fashion Glamour Award



Chris Lau (far right), Head of Marketing of Watsons Hong Kong, receives "My Most Favourite Top 10 Brands of Hong Kong" award with other winners.

Nuance - Watson lures airport buyers

Nuance-Watson (HK) hosted the first ever Harrods exhibition at Hong Kong International Airport between November and January. Customers were able to enjoy free tasting of mouthwatering foods from the premium English brand.

Other initiatives included Nuance-Watson's new "Arrival Collection Service", which was launched at Temptation perfume and cosmetics stores in August and allows outbound passengers to collect purchases on return, helped to more than triple sales during the Christmas period.





Watsons China welcomes global beauties

Watsons China recently sponsored the 2004 Star International Model Competition, echoing the theme "Health, Beauty & Fun".

Forty-five pretty models from the United States, Germany, Poland, Russia, Korea and elsewhere were invited to visit the Watsons store at Guangzhou Teem Plaza before the competition. They were all warmly welcomed by customers, particularly the Chinese representatives of the competition!



Watsons brings Missha to Taiwan

Watsons Taiwan introduced the exclusive famous Korean cosmetic brand "Missha" to Taiwanese consumers in January. Missha is the No.1 brand in Korea with over 200 stores and 600 products. Missha specialises in using natural botanical extracts to produce its products, targeting the 15-25 age group who pursue high quality, reasonably priced products.



Watsons makes a splash with spa products

Watsons Thailand recently held a "Health Spa Day" at the Pathumwan Princess Hotel's Tantara Health Spa to promote the high-quality Watsons Own Label products.

Journalists, customers and celebrities, including Saraichat Kulchorn Na Ayuthaya, Mesinee Kaewratree and Awittra Sirasart, filled the venue to enjoy the spa products in a relaxed environment.



Philippe (right) and Victor's (left) enthusiastic personal involvement and support inspires all the store staff.



Watsons management team works hard to achieve the sales target.

Back to the floor

During the busy Chinese New Year period, PARKNSHOP Hong Kong Managing Director Philippe Giard and Retail Director Victor Tsang worked at Tai Po Centre Superstore to show their support for frontline staff.

They put on staff uniforms, rolled up their sleeves and got busy displaying Chinese New Year gift boxes, stocking shelves and arranging fresh fruit and vegetables.

Meanwhile, Watsons' management staff took part in a team-building exercise which called for a two-day simulation of operating a store to attain the best sales performance.





enter TASTE — the latest generation lifestyle food store

TASTE's mission is to enrich the tastes and lifestyles of Hong Kong's cutting-edge consumers by providing "More Than Food" when they shop.

The new store, situated in the bustling Festival Walk shopping mall in the fast-growing area of Kowloon Tong, is to be the first of many, with plans to roll out several more in Hong Kong and across the border in Mainland China, starting in 2005. The store offers an innovative shopping experience and promotes a healthier lifestyle through quality food and services.

The 35,000-square-foot retail space has 25,000 food and non-food product varieties, and 200 trained staff - most of whom are fluent in English, in order to deliver the best service possible to Hong Kong's global society. More than 1,000 new products are flown in from around the world, some of which are now available in Hong Kong for the first time. Respected food brands on offer include UK brand *Waitrose* and *President's Choice* from Canada.

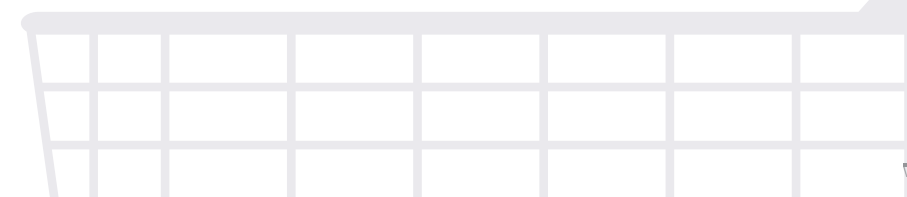
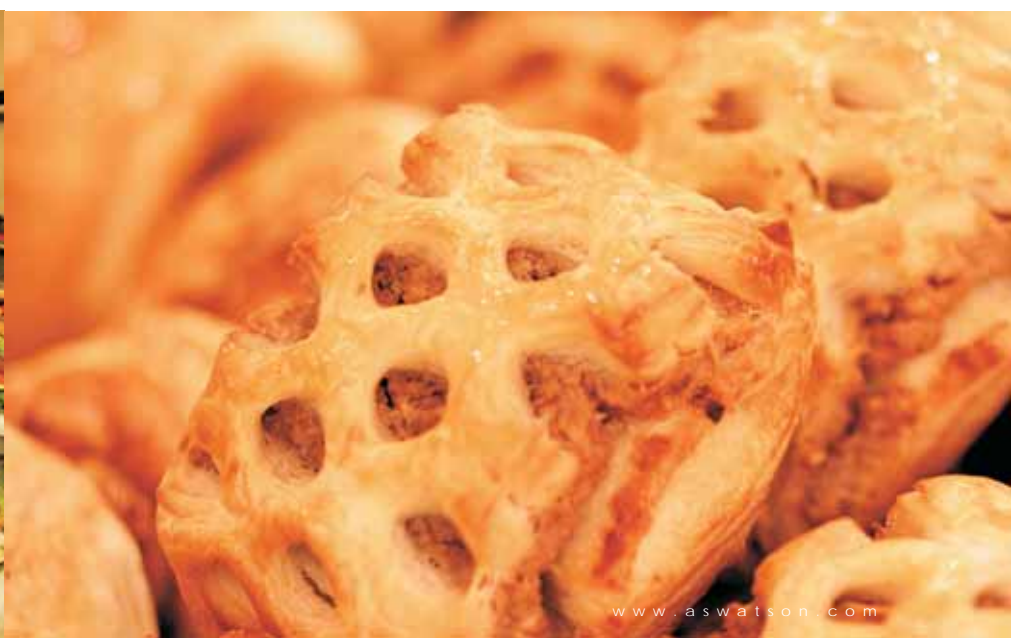
Ushering in a new **TASTE** sensation

A.S. Watson opened its first TASTE store in Hong Kong's Festival Walk in November, marking the debut of the company's new food brand.

As its long history confirms, A.S. Watson (ASW) is always looking for ways to make life better for its customers. And its latest brand — TASTE — has indeed caused a sensation among Hong Kong consumers. The new brand was created after more than a year of research, which revealed that local customers want more than just food. They are seeking a wider variety of products that meet their increasingly sophisticated and health-conscious needs.

"Hong Kong consumers are incredibly cosmopolitan," says Iwan Evans, CEO of the Food, Electronics & General Merchandise Division. "And they are known to love their food. Many travel extensively and enjoy tastes and flavours from all over the world."

"While we already have some of the strongest food brands in the territory, our research showed that there was a need for a brand new TASTE sensation. We aim to offer our customers the best of East and West to meet their aspirations and enhance their daily lives," Mr Evans adds.





Besides a wide selection of international groceries, there is also a wine cellar and an unparalleled array of fresh and cooked food. This ranges from live fish, market-style fruit and vegetables, Chinese *siu mei* and *lo mei* through to freshly prepared Japanese *sushi* and *sashimi*, plus an open in-store bakery. Customers can enjoy foods and flavours from the far corners of the world – including warm French baguettes from the bakery, Italian cold cuts from the delicatessen, the freshest Canadian salmon, fruits from Australia and vegetables and cheeses from New Zealand. The Sandwich & Gourmet Food Bar offers fresh made-to-order sandwiches throughout the day, plus ready-made meals to take home, with 16-20 different dishes.

TASTE offers a greater range of food and beverages than ASW's household name PARKNSHOP, which caters to daily grocery needs. In fact, TASTE's shelves stock up to a third more products than in the average PARKNSHOP outlet. TASTE is also more affordable than gourmet store GREAT, which caters to very high-end consumers and stocks many speciality items.

With its wider product range and broader appeal, ASW is aiming for higher turnover at TASTE — and expects to sell up to 20% more goods at the new TASTE store than it did in its previous form as a PARKNSHOP outlet.

"With TASTE, we are catering to a broader customer base, from the affluent to budget shoppers, all of whom have a growing appetite for wider variety when they shop," says Mr Evans. "You could say we have spotted a new and emerging market and are doing everything we can to meet their needs, both now and in the future."



A delicious threesome

TASTE also offers a variety of value-added services, such as parking and deliveries, providing the extra service that will keep customers coming back for more and distinguishing the brand from any would-be competitors.

With the recent addition of TASTE to its family of food brands, ASW now has three distinctive names to titillate every taste bud across its diverse and growing customer base.

TASTE — more than Food

What's more, TASTE's bright, modern store environment with a contemporary layout that would impress any design aficionado, elevates the shopping experience to more than a daily chore. It is a chance for Hong Kong's busy population to indulge in what is — in the words of the TASTE logo — a great deal "More than Food".



PARKNSHOP is a household name positioned as a "one-stop" supermarket that meets the food and household needs of its customers in dozens of convenient locations. It offers a comprehensive product range, from fresh food and live seafood to groceries and general merchandise, at the best value for money.



GREAT is a stylish international food hall concept that delivers the widest selection of the freshest, best quality gourmet products from around the world. The upmarket deli-type stores also have dedicated sections such as a Mix & Roast Coffee Corner and Organic Food Zone to cater to the dietary needs of discerning customers.

ASW has invested more than HK\$20 million in the new project, with HK\$1 million allocated to the first phase of budgeting and marketing. The company expects the new brand to see a return on investment in the next couple of years.

Plans are already well under way to launch eight to 12 TASTE stores in Hong Kong, with the second store to be added on Hong Kong Island early this year.



ASW also aims to extend the TASTE concept to Mainland China, with new stores planned for Shanghai, Beijing and Guangzhou. In the mainland's fast-growing market, where a rapidly emerging middle class is seeking more than a regular supermarket, the prospects for TASTE are simply mouth-watering. **TASTE** more than food

TASTE is a new-generation lifestyle food store. It has a cosmopolitan outlook and offers quality products at competitive prices. Featuring a warm atmosphere and modern ambience, TASTE offers a variety of speciality groceries that fulfil the growing needs of health-conscious consumers.



A helping hand from the Heart

The tsunami that struck Indian Ocean shorelines on 26 December claimed some 300,000 lives. Millions more people were left homeless or lost their livelihoods. They desperately need help.

Following the tragedy, the A.S. Watson (ASW) family immediately sprang into action. Our Watsons staff in Thailand personally delivered 1,000 Watsons bags containing 300,000 baht worth of essentials to victims. They also donated 500,000 baht to the King's Relief Fund. The money had originally been set aside for the annual staff party.

In Hong Kong, ASW's initiatives raised more than HK\$5 million for the Hong Kong Red Cross. ASW placed donation boxes in Watsons, PARKNSHOP, TASTE, GREAT, Watson's Wine Cellar, FORTRESS and Nuance-Watson (HK). A quarter of ticket sales of the Watsons Water Champions Challenge tennis tournament was donated and the Group also helped to supply a million bottles of Watsons Water.

Donations also poured in from Watsons China, Malaysia and Singapore, with €15,000 raised in the Netherlands.

ASW's parent company Hutchison Whampoa Limited and the Li Ka Shing Foundation meanwhile donated HK\$24 million in total.



Watsons Thailand donates "Watsons bags" to an affected school and victims.



David Boynton, Managing Director of Watsons Hong Kong (left) and Philippe Giard (right), Managing Director of PARKNSHOP Hong Kong, present the cheque to K.M. Chan, Secretary General of Hong Kong Red Cross.



We dare to care

In recognition of contributions in volunteering, employing the vulnerable, being family friendly, mentoring, partnering and giving, A.S. Watson, together with its subsidiary companies PARKNSHOP, FORTRESS, Watsons Your Personal Store, Watsons Water, Watson's Wine Cellar and GREAT, have been named "Caring Company" by the Hong Kong Council of Social Service.



PARKNSHOP passes on festive cheer

PARKNSHOP gave its enthusiastic support to the Hong Kong Red Cross "Pass-it-On" programme over the Christmas period, selling "Pass-it-On" recordable Christmas teddy bear gift sets for HK\$88 in over 89 outlets.

PARKNSHOP also collected teddy bears donated by customers for the Red Cross to give to underprivileged children in Mainland China and placed donation boxes at check-out counters.



Students participate in Fortress project

Final-year marketing students from the City University of Hong Kong had an opportunity to apply their knowledge by participating in a FORTRESS marketing consultancy project in which they were involved in a post-launch evaluation and enhancement of the FORTRESS website, FORTRESS Club and FORTRESS' after sales services.

Participating students were highly commended on capturing strong consumer insights through a range of qualitative and quantitative research and deriving clear recommendations.




Elman Lee (second right), Marketing Manager of FORTRESS, presents the prizes to the winners with Alex Tham (far right), Marketing Consultancy Project Instructor, City University of Hong Kong.

Spring buds blossom with Watsons

Thanks to Watson China's ongoing commitment to the "Spring Bud Project", a new Watsons School was inaugurated in Anhui Province, Mainland China on 15 September 2004, offering education opportunities to more than 2,000 teenage girls who are financially disadvantaged.

Watsons China donated RMB250,000 from sales of a "Snoopy Cartoon Character" promotion during Christmas to improve campus facilities and teaching conditions.

Earlier, Watsons China organised a charity event in November 2003 at which customers, suppliers and employees together raised over RMB400,000 for building the school. 



Winston Wang (right), Operations Director of Watsons Northern China, presents the cheque of RMB250,000 to Song Li-ying, Deputy Secretary of China Children and Teenagers' Fund.




Hong Kong

Taiwan


Snoopy helps the people in need

In Hong Kong, Watsons teamed up with the Sheen Hok Charitable Foundation to launch the "Light Up A New Life" fundraising programme during the Christmas season, to raise money for the Hong Kong Marrow Match Foundation. Watsons Sheen Hok Ambassador Leo Ku designed a "Kubi 2005" calendar, which was sold together with Snoopy and Christmas Love Bear at a charity sale.

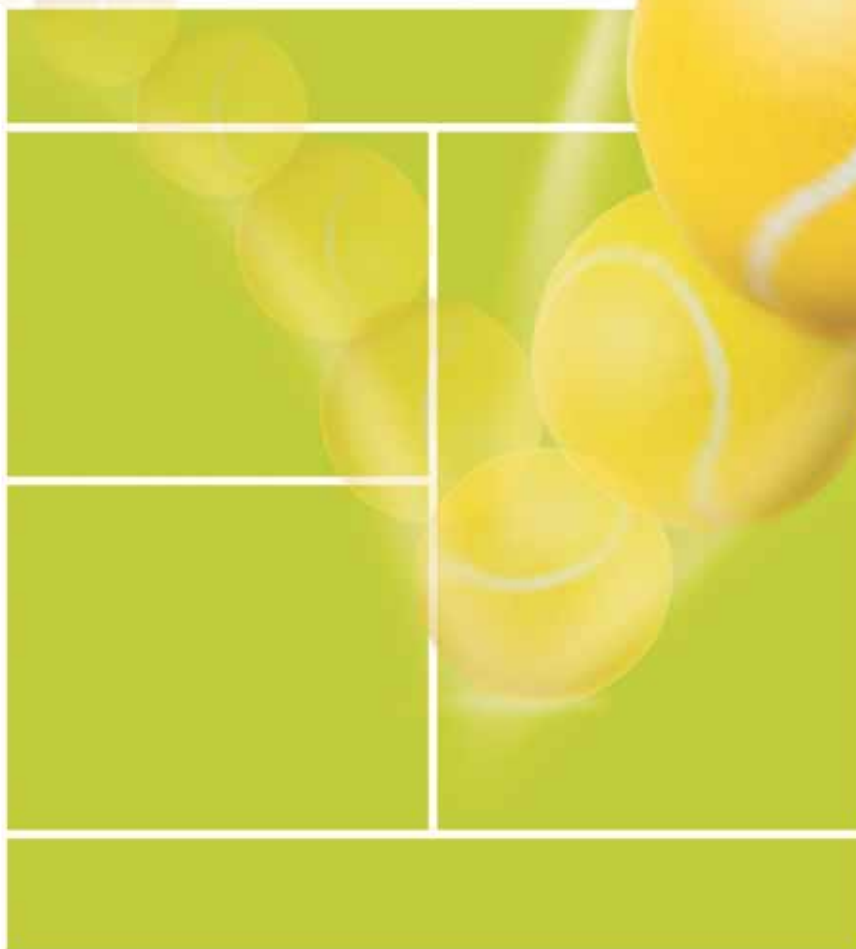
In Taiwan, Watsons invited local hit idol, Show Lo to participate in its Snoopy Charity Sale to raise money for the Child Welfare League Foundation. 

Watsons Malaysia lends support to anti-violence campaign

Watsons Malaysia recently joined hands with the "All Women's Action Society" (Awam) to launch a nationwide "Stop Violence Against Women" campaign.

Watsons pledged to donate to Awam proceeds from the sales of Sweater Bears between December and January, to give support to promoting the message of stamping out violence against woman. 





For the first time, 3 Hong Kong mobile phone users could view real-time tournament updates on their 3G handsets.



Arantxa Sanchez-Vicario coaches students at a Tennis Clinic co-organised by Watsons Water and the Leisure & Cultural Services Department.



During Serena Williams' visit to Hong Kong, she shops for personal digital products at the FORTRESS store in Times Square.

Reaffirming its commitment to promoting sports activities in Hong Kong, Watsons Water was again the title sponsor of the "Watsons Water Champions Challenge" held at Victoria Park from 5-8 January.

The star-studded line-up of players was one of the best ever seen in Asia. Among the eight players who participated, five were ranked in the world's Top 10.

Elena Dementieva dethroned defending champion Venus Williams to capture the Singles crown. The legendary Williams sisters defeated Svetlana Kuznetsova and Arantxa Sanchez-Vicario for the Doubles title.

Prior to the finals, a charity auction was organised to help tsunami victims. Players donated personal items and a total of HK\$1.2 million was raised. Additionally, a quarter of ticket sales and on-site sales of Watsons Water were donated.

HWL Sports

Family Day 2004



HWL Group Chairman Li Ka-shing (centre) and directors visit the A.S. Watson booth: (from left) Dominic Lai, HWL Executive Director; Susan Chow, HWL Deputy Group Managing Director; Ian Wade, ASW Group Managing Director; Martin So, ASW Group Finance Director; Victor Li, HWL Deputy Chairman and Canning Fok, HWL Group Managing Director.

All in the family

On 20 November, A.S. Watson colleagues from the UK, Latvia, Mainland China and the Netherlands joined the Hutchison Whampoa staff for the annual Sports & Family Day held at Hong Kong Sports Institute. The day was officially opened by Group Chairman Li Ka-shing.

A total of 12,000 staff and their family members enjoyed a day of sunshine, games and prizes. 🏆





Christmas Fever


A.S. Watson hosted dinners for its executives on 11 December and 12 December in Hong Kong and Shenzhen respectively.

Themed "A Wild West Experience", executives dressed as cowboys and cowgirls to compete for the "Best Dressed Award" and a "wild time" was enjoyed by all.

A.S. Watson Health & Beauty Continental Europe also held its first Christmas party with Santa Claus handing out Christmas presents to the staff in a festive atmosphere. 🎅



PARKNSHOP crime-buster trips up thief

On 23 November, PARKNSHOP employee Yan Kwok-wai caught a man who tried to rob a nearby Watsons store, chasing the thief for over a kilometre before apprehending him. Mr Yan's bravery has been recognised with an award and sets a good example for our staff to be socially responsible citizens. 



- 1) When did you join PARKNSHOP?
I joined as a part-time store assistant at the Chai Wan Island Resort store in July 2004.
- 2) What happened on 23 November?
I was working near the storefront when I heard the anti-theft alarm so I ran out to catch the thief. I followed him and eventually caught him. Our store Manager, Mr Yeung, then called the police.
- 3) How were you able to catch the thief successfully?
I was confident as I am fit and can run fast.
- 4) How did you identify him in the crowd?
He had a big shopping bag and I remembered what he was wearing.
- 5) Have you caught any thieves before?
This is my third time while working at Island Resort.
- 6) What did your family and friends think?
They admired my bravery.
- 7) How did your company recognise your bravery?
PARKNSHOP and Watsons Your Personal Store awarded me a certificate, a badge and some cash coupons as a token of appreciation.
- 8) Have you ever thought of being a police officer?
Yes. Nevertheless, I am still proud of being a member of the PARKNSHOP family.
- 9) In a similar situation, would you take your safety into account first?
I am sure I would chase the thief without any hesitation, but in safety.

In this issue, we feature PARKNSHOP Store Design Manager Ian Lau, who is responsible for planning and designing the overall layout of new stores based on the site conditions and business concept. Ian also produces plans to refit, renew and rebalance stores to upgrade their look and feel for a better shopping experience for customers.



8:30am
Arrive at the office. Check emails and review the day's schedule.



9:30am
Team meeting, discuss the renovation plan for the new Tai Po Centre Superstore. A superstore concept is to be applied to the existing store.



11:00am
After reviewing drawing and sketches, work on the updated printout for the revamped store.



12:30pm
Lunch in office cafeteria.



2:00pm
Site meeting with contractor. Closely monitor the renovation work.



5:00pm
Update meeting with Calum Stewart, Store Development Director, to discuss and review the renovation work and progress.



After months of hard work, the Tai Po Centre Superstore has successfully launched.

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

SuperQuiz



(Issue no. 64)

Answers to Issue no. 63: 1) Top Retailer Gold Award - Hong Kong
2) Food, Electronics & General Merchandise
3) Inspiring Smart Living

Super Prize (Wine Starter Kit)

Name	Company & Department
1. Rebecca Tam	FORTRESS - Accounts
2. Serena So	Watsons - Store Development
3. Elaine Lau	ASWI - Finance
4. Chiang Ka-ye	ASWW - Customer Care
5. Cecille Dator	Watsons Philippines

Gold Prize (Exquisite Bath Gift Set)

Name	Company & Department
1. Lau Tan-man	ASW - Group Finance
2. Clarence Yeung	ASW - Group Finance
3. Ida Chau	PARKNSHOP - Accounts
4. Ng Kam-ho	PARKNSHOP - Accounts
5. Cindy	PARKNSHOP China
6. Cheung Sau-wai	FORTRESS - Accounts
7. May Tong	FORTRESS - Accounts
8. Cheng Yuk-ling	Watsons - Accounts
9. May Lee	Watsons - Accounts
10. Pan Hsin-hsin	Watsons - Store Development
11. Wong Ka-yan	ASWI - Finance
12. Poon Ngar-hung	ASWI - Finance
13. Helen Chui	ASWI - Finance
14. Cheung Suk-han	Hong Kong Water Bottling - Sales
15. Ho Choi-lin	ASWW - Sales
16. Key	Watsons Guangzhou
17. Stephen Chang	Watsons Taiwan
18. Ma. Christinal Sabado	Watsons Philippines
19. Pat Smith	Savers
20. Elina Vaivade	Drogas

Silver Prize (Purity Duo Packs)

Name	Company & Department
1. Tammy Ching	ASW - Group Finance
2. Linda Lee	ASW - Group Finance
3. Alison Chan	ASW - Group Finance
4. Bonnie Ha	PARKNSHOP - Accounts
5. Leung Wei-na	PARKNSHOP - Trading
6. Shirley Sun	PARKNSHOP China
7. Wong Wai-sim	FORTRESS - Accounts
8. Woo Lai-wah	Watsons - Accounts
9. Lam Pui-ming	Watsons - Accounts
10. Edmond Ng	Watsons - Store Development

11. Chow Cheuk-man	ASWI - Finance
12. Chui Chi-yan	ASWI - Finance
13. Raneer Fung	ASWI - Finance
14. Wong Oi-shan	ASWW - Customer Care
15. Sunny Zhao	Watsons Chengdu
16. Panda Hong	Watsons Guangzhou
17. Carel Lyn Albarillo	Watsons Philippines
18. Cecille Chua	Watsons Philippines
19. Agnese Jeskova	Drogas
20. Inese Vanaga	Drogas

Bronze Prize (Plush Dog)

Name	Company & Department
1. Pinky Wong	ASW - Group Finance
2. Julianna Lai	ASW - Group Finance
3. Yip Kuen-hung	ASW - Group Finance
4. Rex Tsang	ASW - Group Finance
5. Tsang Wai-keung	ASW - Group Information Technology
6. Wency Chan	PARKNSHOP - Accounts
7. Tam Chung-yan	PARKNSHOP - Accounts
8. Kwok Fung-ye	PARKNSHOP - Accounts
9. Lau Chi-hang	PARKNSHOP - Quality Assurance
10. Emory	PARKNSHOP China
11. Li Kwai-ming	FORTRESS - Accounts
12. To Cheung-hang	FORTRESS - Accounts
13. Ho Yuet-ye	FORTRESS - Accounts
14. Jade Cheung	Watsons - Accounts
15. Yip Lai-sheung	Watsons - Accounts
16. Chan Hiu-kwan	Watsons - Information Technology
17. Ng Suet-kan	Watsons - Store Development
18. Le Siu-mun	ASWI - Human Resources
19. Fung Wing-sze	ASWI - Finance
20. Cheng Kwok-sing	ASWI - Finance
21. Yeng Chau-han	ASWI - Finance
22. Nelson Nip	ASWI - Finance
23. Wong So-fong	ASWI - Finance
24. Lam Yuk-chun	ASWI - Accounts
25. Tsang Yim-fong	ASWI - Garage
26. Wong Lai-sheung	ASWW - Customer Care
27. Oxygen Zhou	Watsons Guangzhou
28. Freddielyn Coronado	Watsons Philippines
29. Victoria Metcalfe	Savers
30. Kristine Bruzite	Drogas

Super Prize (5) 512MB MP3 player



This stylish and handy 512MB MP3 player is able to record over 100 songs. With built-in FM radio and recorder, it can also connect as a flash drive to store data files without cables.



Gold Prize (20) Watsons Water Champions Challenge 2005 souvenir kit



The souvenir kit contains mug featuring pictures of tennis players, an autographed towel set and a watch.



Silver Prize (50) Watsons Own Label skincare gift set



The gift set includes a bird's nest essence whitening facial mask and a Collagen hand care set.



- 1)Watsons celebrated the opening of how many stores in Mainland China and Taiwan respectively?
- 2)What is the name of the lifestyle food store recently launched?
- 3)Which tennis player visited FORTRESS during the Watsons Water Champions Challenge 2005?

Send your completed entry form to:

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

Company & Department: _____ (Country)

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

A1: _____ A2: _____ A3: _____

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

or Email to WatsOn@asw.com.hk

Deadline: 22 April 2005

store Openings

(November 2004 to February 2005)

FORTRESS

- Hong Kong**
- FORTRESS World
 - Kwun Tong
 - Shatin New Town Plaza
 - FORTRESS Digital
 - Ocean Centre Phase II



PARKSHOP

- Hong Kong**
- Supermarket
 - Shek Yam
 - Rambler Crest
 - Mainland China**
 - Megastore
 - Dong Shan Cascaden, Guangzhou
 - Grand View Plaza, Guangzhou
 - Teem Plaza, Guangzhou
 - Holiday Plaza, Zhongshan



Trekpleister

- Netherlands**
- Bergschenhoek, De Vlashoek 40
 - Tiel Waterstraat 20a
 - Mijdrecht Dorpsstraat 21



Watsons

- Mainland China**
- Huai Ha
 - Lijing Garden
 - Grand View Plaza, Guangzhou
- Taiwan**
- Yan Shui, Tainan
 - Mei Nong, Kaoshiung
 - Yan Pu, Pingtung
 - Hua Chung, Hua Lien City
 - Ton Hwa, Taipei
 - Bei Kang, Yuen Lin
 - Tang Chuan, Taipei
 - Ben Yuan, Tainan
- Thailand**
- Sirirach, Bangkok inner city
 - Samui
 - Ubon
 - Leamthong Shopping Plaza Bangsaen



TASTE

- Hong Kong**
- Festival Walk



ICI PARIS XL

- Netherlands**
- Den Helder, Spoorstraat 15
 - Amsterdam, Buikslotermeerplein 72



Kruidvat

- Netherlands**
- Scheveningen, Place Promenade 990-86
 - Middelburg, Johan van Reigersbergstraat 9
 - Emmen, Statenweg 55
 - Haelen, Roggelseweg 8

ROSSMANN

- Poland**
- Warszawa Marszałkowska, 104/122
 - Elbląg, Brzozowa 20
 - Wałcz, Kilińszczaków 43
 - Starogard Gdański, Rynek 9
 - Kluczbork, Krakowska 9
 - Żywiec, Dworcowa 3
 - Rzeszów, Słowackiego 16
 - Rawicz, Rynek 4
 - Łomża, Al. Piłsudskiego 14 A
 - Łódź, Dąbrowskiego 91 A
 - Wrocław, Strzegomska 194
 - Nowa Sól, Zjednoczenia 9
 - Warszawa, Marszałkowska 28
- Hungary**
- Tolna, Szent Istvan Platz 1
 - Szigetvar, Jozsef A. Starsse 4
 - Tatabanya, Kodaly Zoltan Platz 5
 - Bekes, Szechenyi Platz 5
- Czech Republic**
- Pardubice, Palackého 1931
 - Uherské Hradiště, Prošředni 131-132



Superdrug

- UK**
- Craigavon
 - Cumbernauld



HWL
hutch

Generous funding lays foundations for a better world

Chairman Li Ka-shing has sold 17,008,928 common CIBC shares at C\$70 (approximately HK\$455) each for total proceeds of approximately C\$1.2 billion (approximately HK\$7.8 billion) to private charitable foundations, including the Li Ka Shing Foundation in Hong Kong and the Li Ka Shing (Canada) Foundation based in Toronto.

The Foundations are established wholly and solely for charitable purposes and expend all their income in pursuit of charitable objectives, which include education, medical care, poverty relief, and cultural and religious causes. No profits of the Foundations may be applied to benefit their founder, Li Ka-shing, members of his family, or any other members or directors of the Foundations.

"I have been pleased to be an investor in CIBC for many years, and this investment in the Bank has earned a handsome return," Mr Li said. "I am pleased to be able to increase the allocation of my assets to charitable purposes. It is an honour to have the opportunity to establish the Li Ka Shing (Canada) Foundation in recognition of the warm welcome Canada has extended to me and to our Group of companies over the years."

The Li Ka Shing Foundation, an approved charitable institution established in 1980 in Hong Kong, and other private Foundations established by Li Ka-shing, have supported numerous charitable activities with grants, sponsorships and commitments of over C\$1 billion (approximately HK\$6.5 billion).

LI KA SHING
foundation

Watsons

YOUR PERSONAL STORE

屈臣氏

更加关心您



Watsons China celebrates the 100th store opening in January 2005 at the Grand View Plaza Guangzhou, Asia's largest shopping mall.