

A.S. Watson quarterly family magazine

Quarter 1 • 2006

# WatsonON

- **Ahead of the pack in China** • Superdrug on fast track to expansion
- Watsons Water makes refreshing debut • Earth baby delivers green message
- Volunteer service enriches lives



A Hutchison Whampoa Company



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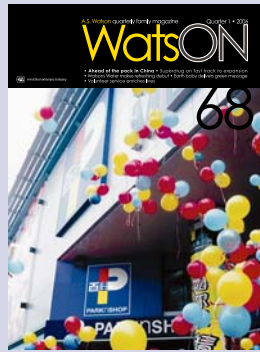


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## Cover story



With customer-friendly shopping environments that offer thousands of top-quality product lines, PARKNSHOP China's innovative retail strategy is a formula for success.

## 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 36 markets worldwide. Today, the Group owns more than 7,200 retail stores running the gamut from health & beauty chains, luxury perfumeries & cosmetics to food, electronics, fine wine 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 over 90,000 staff and is a member of the world renowned Hong Kong-based conglomerate Hutchison Whampoa Limited, which has five core businesses - ports and related services, telecommunications, property and hotels, retail and manufacturing, and energy and infrastructure, in 54 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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Slovenia



Indonesia

## New markets for Watsons

Watsons Your Personal Store started 2006 by extending its footprint into two high-potential markets – Indonesia and Slovenia.

On 13 January, Watsons opened its first store in Jakarta, featuring a new and unique health & beauty retail concept in the Indonesian market. The store offers comprehensive health care categories, including pharmacy and general merchandise items. More stores will be rolled out in various retail centres in Jakarta and other major cities throughout Indonesia.

Watsons also opened its first store in Zalec, Solvenia, on 6 February, boosting the A.S. Watson's global presence to 36 markets. The store offers over 7,500 health & beauty products as well as photographic services. At least ten more Watsons stores are planned. [Watsons](#)

## Superdrug on fast track to expansion

With the opening of at least 35 new stores planned in 2006, Superdrug is on track to bring a Superdrug store to every high street in the UK and beyond. New store formats will range from a new smaller 2,500-square-foot store to two-floor stores, and the potential for at least 10 stores at 6,000-square-foot.

A £14.6 million investment will complete the current rebrand programme and create 350 new jobs in locations ranging from Bristol International Airport to Wick in Northern Scotland. What's more, Superdrug will double the number of stores in Central London and make a strategic move in Southern Ireland. [Superdrug](#)





Kees Buur (right), Buying Director of Health & Beauty Continental Europe and Buyer Martijn van Zanten, welcome the introduction of Watsons Water in the Netherlands and Belgium.

## Watsons Water makes refreshing debut

Providing consumers with a fresh and healthy new choice, sodium-free Watsons Water was introduced at Kruidvat stores in the Netherlands and Belgium in January, and sales have been unexpectedly buoyant.

"We have already sold three times more bottles than the leading brand," said Kees Buur, Buying Director of Health & Beauty Continental Europe. "People like the shape and colour of the bottle and appreciate the fresh taste of the water." [Watsons Water](#) [Kruidvat](#)



## Superdrug impresses the press

A vast collection of must-have cosmetics, skincare, travel accessories, gifts, electricals, well-being and healthcare products were showcased at the Superdrug Spring/Summer press show in January, resulting in positive coverage from a multitude of well-known newspapers and magazines.

The show marked the launch of four new home collections, ranging from retro inspired kitchen accessories to soft furnishings for the home. Guests were also treated to a lavish beauty treatment of their choice, from pedicures and brow shaping to facials and makeovers. [Superdrug](#)



## Christmas comes early for international buyers

CEOs and buyers from 12 European countries gathered in Hong Kong for the first "A.S. Watson International Buying Christmas Showcase 2006" in February. Group Managing Director Ian Wade (5<sup>th</sup> from right, 2<sup>nd</sup> row) and Group Finance Director Martin So (5<sup>th</sup> from left, 2<sup>nd</sup> row) hosted the earliest ever Christmas lunch.

[A.S. Watson International Buying](#)



## Love is in the air at Marionnaud

To celebrate Valentine's Day with all romantics, Marionnaud held a special promotion themed "Lovers' Day".

Romantic messages and advertisements adorned every eye-catching corner in Marionnaud stores and stary-eyed shoppers were presented with a delicate Valentine "Dossier Expert" brochure showcasing ideal gifts for their partners. Those purchasing goods to the value of €75 received an exquisite bracelet. Customers also had the chance at purchase to win travel prizes and free "love SMS" services. [Marionnaud](#)



## Marionnaud brings managers together

Marionnaud organised its first store managers conference on 15 March at Versailles, with store, regional and sector managers participating from all 560 stores in France.

The night before the conference, major supplier L'Oreal hosted a champagne dinner and cabaret.

The conference began with speeches from Marionnaud's CEO Hugues Witvoet, Marionnaud France Managing Director Dominique Dubald, and a Q&A session with Human Resources Manager Gildas Delon. There were also customer services sessions, chat shows, the release of a new store concept film and news of Marionnaud's corporate responsibility initiatives. [Marionnaud](#)



During the lunch break, suppliers organised a "Beauty Street" by creating booths in the lobby to present their new products and the store managers were able to communicate with the suppliers to receive their latest product information and on-site product test.



## Kruidvat's got it covered

Since 1 February, Kruidvat has been offering insurance policies through Proteq, which is part of the international SNS Reaal Groep.

Kruidvat serves millions of customers every day and knows that they are looking for competitively priced products with uncomplicated conditions.

A selection of cover is being offered, including car, housing, travel and pet insurance.

In July 2005 Kruidvat introduced Kruidvat Credit with the Royal Bank of Scotland, an initiative that has turned out to be very successful. [Kruidvat](#)

## Refreshing start

Watsons Malaysia launched Watsons Olive Range personal care products at a Mediterranean-style party on 13 January.

With the tagline "Deliciously good from head to toe", the range promises incredible anti-aging properties and natural goodness and includes skincare and hair care products on sale at Watsons stores in Malaysia and Apex Pharmacies nationwide.



Ian Cruddas (right), General Manager of Watsons Malaysia and Cheryl Samad, Watsons Ambassador (middle), officiate at the launch of Watsons' Olive Range personal care products.

### CONGRATULATIONS

to  
**Ian Cruddas, winner of "General Manager of the Year 2006/07" and the team of Watsons Sungei Wang, Platinum Award winner of "Health & Beauty/Pharmacy Award of the Year" in Retail World Excellence Award 2006/07.**



## GREAT news for Hong Kong gourmards

A.S. Watson's fine food hall Great re-launched in Pacific Place on 8 December after a revamp to create a truly world-class food hall in Asia.

The culinary adventure caters to the full spectrum of tastes ranging from cooked-to-order Asian and European specialties to chocolate delicacies and fresh coffees and juices.

With 2,000 new products, nearly half exclusive to Great, Hong Kong gourmards can now enjoy even greater access to mouth-watering delicacies from around the world, including i-SCREAM Italian gelatos counter, and CRESCENDO which allows customers to sample over 50 premium-grade olive oils and vinegars.



## Smooth operator

More than 200 guests, including government officials, attended the opening of the new Watsons Taiwan Logistic Headquarters at Taoyuan, Taiwan on 8 December.

At over 13,800 square feet, it is the largest and most advanced logistics warehouse in Asia within the A.S. Watson Group. Equipped with temperature-controlled storage for cosmetics and chocolate as well as a professional logistic system and electronic supply chain, the new headquarters enables seamless retail logistic operations that respond efficiently to market needs.



Government officials get together with Watsons Taiwan's Managing Director Stuart Mitchell (3<sup>rd</sup> from left) and Logistic Director Phil Vaudin (1<sup>st</sup> from right) to inaugurate the ice-breaking ceremony at the new warehouse.

## 5 Five new stores for Terminal 2

Nuance-Watson (HK) has successfully obtained five concessions in Terminal 2 of the Hong Kong International Airport. The concessions cover "FORTRESS", "Amazing Grace", a perfume & cosmetic multi-brands store, an all new leather goods concept store and a specialty store for bags, which are due to open in September this year.



## More in the store

Offering unparalleled convenience and value to customers, PARKNSHOP has introduced a new "Living Ideas" dimension to its 42,000-square-foot superstore at Whampoa Garden, Hong Kong.

The "Living Ideas" corner stocks more than 2,500 general merchandise products in ten categories, ranging from kitchen goods and stationery to small furniture and lighting in 7,000 square feet of selling space, or about one-fifth of the store.

The concept will be applied to between five and ten superstores within two years, with the next one in Macau.



## İnsan Saygı Ödülü 2005



## Caring counts for Watsons Turkey

Of the 7,243 companies in Turkey, Watsons Turkey scooped the caring company award in the retail sector for the year 2005. This award is given to companies that sensitively process candidate applications, as judged by the country's biggest internet job and human resources portal, Kariyer.net which has 300,000 daily visits.



# Savers

climbs the popularity ladder

British consumers have voted Savers their seventh-most favourite retailer in the UK.

Retail industry analysts Verdict Research conducted the "Consumer Satisfaction Index 2006" study in which 6,000 customers were surveyed about where they shopped most frequently and asked to rate the stores in terms of range, price, convenience, quality, service, ambience, facilities and layout.

Savers achieved the biggest ranking gain of any retailer in the top ten, rising from last year's position of 39<sup>th</sup> among the 67 shops ranked in the index.



Alan Nementzik, Managing Director of Watsons Thailand, accepts the award from His Majesty King Bhumipol.

# Royal "Thank you"

Watsons Thailand was bestowed an award on 29 November by His Majesty King Bhumipol at the Klai Kang Wol Palace. The accolade recognises the generous donation by staff to the Rajaprajanugroh Foundation, which assists those who were affected by the South Asian Tsunami in 2004.



# "Click" for excellence

Reflecting its ongoing passion to excel, FORTRESS has received a "Standard of Excellence" award from the Web Marketing Association after revamping its website [www.fortress.com.hk](http://www.fortress.com.hk) last July.

FORTRESS and Watsons Your Personal Store were also featured among the top ten favourable brands for the third consecutive year in the *Guangzhou Daily* newspaper's Hong Kong Merchants of Integrity Awards.



第3屆“港澳優質誠信商號”(2005-2006)



# ICI PARIS XL voted champion

In a poll on the best shopping chains in the Netherlands in 2005, more than 90,000 consumers voted ICI PARIS XL the champion in the perfumeries/cosmetics category. ICI PARIS XL also achieved 3<sup>rd</sup> place overall.

# Praise for beauty promotion

The SK-II outpost organised by Nuance-Watson (HK) was "Highly Commended for Best Beauty Promotion" in the Duty Free News International (DFNI) Product Awards 2005.

Judged by a team of specialist product writers from DFNI, these important travel-retail awards recognise the outstanding achievements of different product sectors throughout the year.



# Clean sweep for PARKNSHOP

PARKNSHOP China has been recognised for its great efforts in striving to provide the most comfortable shopping environment and the freshest delicacies.

PARKNSHOP stores in Dongguan received recognition by the 2005 Annual Safety Producing Advanced Unit and the 2005 Annual Hygiene Advanced Unit during the Dongguan Government annual meeting in January. Additionally, all stores in Dongguan have been awarded "Hygiene A Level 2005" by the Dongguan government.





# AHEAD of the pack in China

Few markets in the world are more exciting than that of China where there are unparalleled opportunities for business growth. But as everyone knows, China is not an easy market to penetrate and the marketplace is becoming ever more competitive. So what does it take for PARKNSHOP to stay ahead of the pack?



Every morning at 9am, Mrs Li walks into the PARKNSHOP Grandview Plaza store in Guangzhou with a smile. On her way to the grocery section, Mrs Li picks up a shirt in the textile department for her husband, a toy for her child and a new music CD for herself. At the fresh food section she stops at the Fresh Food Checking Laboratory notice board, a facility unique to PARKNSHOP in China. Based on the results on display, she decides what meal to prepare for her family that day. Mrs Li's daily trip is one small sign to the laboratory staff of a job well done.

Every day, more than 6,600 PARKNSHOP China employees work hard to put into practice a modern, customer-centred retail concept that results in a pleasant shopping experience for Mrs Li and tens of thousands of other customers.

## PIONEER of the modern retail concept

PARKNSHOP (PNS) ventured into the mainland in 1984, opening its first Hong Kong-style supermarket in Shekou, Shenzhen. The small store was limited to providing basic daily necessities for citizens in the immediate vicinity. By 1999, there were 50 stores located across southern China, but PNS faced several challenges. For example, according to Iwan Evans, CEO of A.S. Watson's Food, Electronics & General Merchandise Division, "the retail market in Mainland China significantly differs from that of Hong Kong. Our competition is of a wider scope in China with competitors coming from all over the world. In that sense, the market is much more sophisticated. Being able to 'break into new territory' in this market is vital."

The revolution began in 1999 when the first PNS Superstore opened in Guangzhou, heralding a brand new store concept. The concept was such a success that for three consecutive months customers queued up for 20 minutes outside the store to get in.

By that time, PNS had conducted thorough market research on customer attitudes and buying habits. As a result, in 2000, PNS opened its first Megastore at Jin Tian Garden in Guangzhou with a store concept that had originated from a specific China model to meet local market needs and expectations – spacious, with a comfortable one-stop-shop environment, a clear layout, colour zoning and thousands of products on offer.



# FORMULA for success

So what are the secrets behind PARKNSHOP's success?

“Being customer-focused means we must always be a step ahead of our consumers, We must find out what they want even before they tell us.”

Hicks Feng  
Managing Director of PNS China

## 1 Innovation and localisation

Never stop innovating. PNS China is constantly tuned to changes in the mainland retail market. By conducting regular market surveys, PNS China understand the needs of mainland consumers. The three retail formats – the Megastore, the Superstore and the Supermarket – feature trendy designs with cleanliness, providing a pleasant shopping environment. The designs have won the Guangdong Province Chain Stores Association's "Best Retail Outlet Design Award" for two consecutive years.



PARKNSHOP offers the most competitive pricing in southern China, backed by its "Everyday Low Price" guarantee.

## 2 Quality excellence

Quality is key. Food safety weighs heavily on the minds of Chinese consumers and is one of the regulators' primary concerns. PNS supplies more than 2,200 varieties of the freshest produce to customers every day. With product quality and safety as the lifeline of our business, PNS China places consumers' interests before everything else. PNS China's Purchasing Department enforces strict selection criteria and safeguards, while its Quality Control Department imposes stringent controls on the quality of fresh food. PNS China was the first retailer to set up in-store Fresh Food Checking Laboratories that are equipped with government-certified pesticide residue detectors. Every day, sample tests are conducted on fresh foods and the results are posted on in-store notice boards.

## 3 More choices

More of the right choices. PNS China stocks more than 20,000 kinds of general merchandise, from basic necessities such as rice, oil, salt, sauces, vinegar and tea, to fresh fruits and vegetables, fresh seafood and meat, different varieties of cooked foods, freshly baked bread, clothing, cosmetics, home electrical appliances and sports equipment. PNS' private labels cover 800 products in 120 categories ranging from foodstuff and cosmetics, to household items, textiles and electronics. Customers can also select products imported from 16 countries.



PARKNSHOP is known for its fresh food and product quality.

## 4 Value for money

Value is our number-one priority. To stay ahead of the competition, PNS' Purchasing Department secures the best prices through bulk purchases. Smart price checkers stationed in stores have the latest market prices and their competitors' price lists at their fingertips. An effective supply chain ensures just-in-time replenishment, providing value for money in every item and giving customers good reason to shop at PNS.

## 5 Professional and dedicated staff

A dream team makes all the difference. Retail is a people-centred business. PNS China believes that it can satisfy its customers only when an excellent team is in place to offer competitive service. New recruits and existing staff undergo on-the-job training. PNS China's annual management conference looks back on the year's operational performance and provides a forum for sharing ideas and developing the blueprint for future success. The strong sense of team spirit can be felt throughout the company, from front-line to back-office.

## Aim for 100

PNS operates 37 stores across southern China, Beijing, Shanghai, Nanjing and Chengdu with more than a million people visiting their neighbourhood PNS each week. Reflecting its commitment in the market, PNS aims to open its 100<sup>th</sup> store in the mainland by 2008. The one-stop-shopping environment, value-for-money products and friendly customer services make PNS China one of the most influential foreign-owned retailers in southern China. The company has accumulated a wealth of experience in growing its business in the challenging China market and the PNS brand is positioned for even greater success when it ventures into other regions in the mainland.



**PARKNSHOP**

The familiar "P" logo

Now a well-recognised symbol, PNS China's logo is synonymous with excellence. In southern China, the PNS brand has won numerous awards from local government and media. It has been awarded "Customer Satisfied Shop" status for three consecutive years by the Guangzhou Industry and Commerce Bureau and the Guangzhou Customers' Association. In 2004, PNS China was awarded the 2004 "Fashion Glamour Award" and the "Consumers' Favourite Brand Shopping Centre" by the *Guangzhou Daily*.

# FORTRESS training inspires smarter thinking



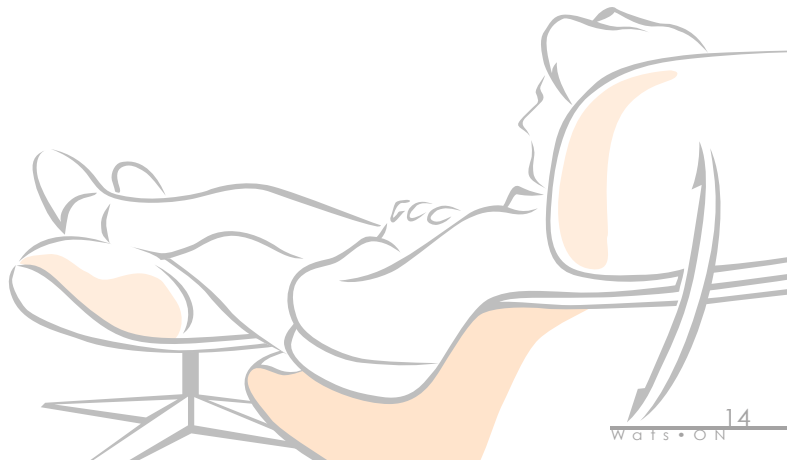
In line with this philosophy, the Operations Department and the Human Resources Department jointly introduced an innovative and stimulating staff development programme in early 2005, named the "Successional Development Group (SDG)".

With the concerted efforts of these two core stimulators, the formation of SDG aims to prepare future management successors for the Operations Department at FORTRESS, thus ensuring a steady supply of fruitful talents.

Under the new programme, frontline supervisory staff who show strong potential are invited to prepare for further management roles and leadership responsibilities to help facilitate the company's continued development. Candidates need to demonstrate an eagerness to excel, be highly committed to the programme and have the mutual support of team members.

The process begins with the referral of candidates by the Operation Area Managers for screening by the Operations Director and the Human Resources Manager. Currently, there are eight SDG1 graduates, and there are ten candidates in the SDG2 group made up of supervisors and managers recruited from different stores.

FORTRESS, the leading consumer electronics & electrical appliances chain in Hong Kong, has a deeply rooted belief that people are one of our most precious assets and are a vital ingredient in the company's success.







# Fast track

To bring SDG recruits up to speed in a short time, candidates go through a series of concentrated instruction in which comprehensive training tools are employed. For instance, "undergraduates" participate in an outward bound and leadership experiential workshop; department briefing and discussion groups; company business meetings; store visits; and on-the-job coaching. All these experiences help mould participating members into increasingly proficient managerial staff with enhanced leadership skills, improved people development skills, insightful business views and enhanced competence in their own area of expertise. Candidates are expected to demonstrate their competencies in two presentations on specific projects during and at the end of the programme.

The programme is successful in nurturing the candidates' skills and also acts as a benchmark for future staff development. To capitalise on such prime opportunities, thorough progress assessments are attached to the programme, including a monthly review with line managers for instant feedback, programme-end peer evaluation and programme-end reviews with the Operations Director and Human Resources Manager. There is also assessment of sales performance and overall improvement of management competencies. All these periodical assessments serve to closely gauge members' progress and to implement programme adjustment if necessary.



The SDG2 graduates passed the "Outward Bound" training in June, 2005.

## Unleashing potential

The SDG1 group successfully completed the programme a few months ago and some of them were subsequently assigned with new tasks. Generally, the feedback has been extremely positive.



I have become more confident and tactful in staff supervision and management.

*Bonnie Choi*  
Store Manager of Ocean Centre

It's an inspiring and challenging training programme that introduced us to new thinking methods and perspectives on issues we didn't employ before.



*Ely Chan*  
Store Manager of New Whampoa Garden



It provided a greater awareness of ourselves in terms of our strengths and weaknesses.

*Ben Kwok*  
Store Manager of Maritime Square

I experienced the powerful and dynamic forces resulting from the synergy of a team.



*W.Y. Po*  
Department Sales Supervisor of Times Square store

It offers substantial personal development and improvement.



*Allan Wong*  
Department Sales Supervisor of Admiralty store



Novel impetus to innovation and problem solving styles.

*Leo Tsang*  
Store Manager of Times Square store

"I am very motivated when I see my team growing to be more competent managers and leaders day after day. I strongly believe that the workshops and training we have put together for them facilitated their progression. I am looking forward to rolling this out further for more people this year," says Gary Ng, Operations Director of Fortress.

The SDG2 programme, consisting of ten members, started in mid 2005 with participants now approaching graduation. Following to the success of SDG1 & 2, three more SDG teams will be launched in 2006. The SDG programme symbolises the people-oriented and development-driven strategic planning within FORTRESS.

"FORTRESS is not only a company that inspires smart living, but also one that inspires smart people," says Ivy Yeung, Human Resources Manager of FORTRESS. "I am pleased that everyone benefited from the programme and this team of passionate staff will definitely help our growth in future."

In the near future, more and more SDG groups will graduate, strengthening the philosophy that FORTRESS has always advocated and strived for: "Inspiring Smarter Thinking".



## Bags of potential



Superdrug has formed a partnership with The Prince's Trust, a UK charity that helps young people overcome barriers and get their lives working.

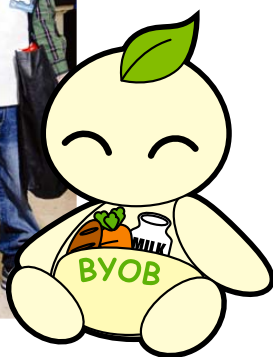
Part of this partnership will be to support The Prince's Trust's 30<sup>th</sup> Birthday event in May by producing a limited edition bag, set to become the UK's must-have charity accessory for 2006.

Deigned by a winning Prince's Trust supported fashion designer, the bag will be sold in all Superdrug stores for £2.99 each, with all proceeds from the bag going to The Prince's Trust. [Superdrug](#)

## Earth Baby delivers green message

In February, PARKNSHOP Hong Kong launched the "Say No to Plastic Bags" campaign, building on the success of last year's "Don't Drown the Earth" programme, which cut six million plastic bags in four months and sold close to 200,000 environmentally friendly shopping bags.

The new campaign has a cute environmental mascot, Earth Baby. Consumers are encouraged to Bring Your Own Bag with new "green" shopping bags, privileges and rebates for those who use their own bags and free Earth Baby fridge magnets. Further, PARKNSHOP committed reducing 40 million plastic bags a year, by signing an agreement with the Environmental Protection Department. [PARKNSHOP](#)



Artiste Leo Ku brings cheer with Mickey and Minnie Christmas gifts to haemophiliac patients at Queen Mary Hospital.



## Sharing festive joy with people in need



Taiwan's hit idols "Jungierey Family" and "183 Club" make guest appearance at Watsons' charity sale.

During Christmas, Watsons Hong Kong continued its support of the Sheen Hok Charitable Foundation's "New Chance for Life" programme to raise money for the Hong Kong Marrow Match Foundation.

Watsons Sheen Hok Ambassador Leo Ku designed a "Kubi 2006" calendar and participated in the "Christmas Mickey and Minnie Charity Sale" with three talented artistes, Karena Lam, Maria Chen and Vinci Wong.

In Taiwan, a total of NT\$2 million was donated to the Child Welfare League Foundation from the selling of lovely Mickey/Minnie set. [Watsons](#)

## "Tree cheers"

During the festive season, a Christmas tree donated by famous local singer Aaron Kwok lit up the Nuance-Watson (HK) store at the Hong Kong International Airport. The tree helped draw attention to Nuance-Watson's efforts to collect donations for the "Save the Children Hong Kong Charity Fund". The fund helps children in need in Hong Kong and China.

The charity drive was also supported by the Airport Authority Hong Kong. [Nuance-Watson](#)





## Hear what our volunteers have to say:

“ My life experience has been broadened and I can contribute to a harmonious society through interacting with people of different backgrounds and abilities. ”



**Loretta Wong**  
PARKSHOP

“ Being a volunteer makes my life more fruitful and gives me a chance to communicate with my children while they participate in volunteer work. I have learnt to listen with patience and take care with thoughtfulness. ”



**Alice Leung**  
Watsons Water

“ The perception that being a volunteer is a waste of time is wrong. Instead, you will gain a lot, you have more understanding of others, you learn how to tolerate and get along with different people. ”



**Alice Tang**  
Group Office

“ The happiness from being a volunteer is far larger than the happiness a person can enjoy individually, as we can share the joy with many people. ”



**Ringo Ho**  
Watsons Water

“ After being a volunteer, I have more understanding of the saying: "A contented mind is a perpetual feast". ”



**Arre Li**  
Watsons Your Personal Store



“ Working with elderly people is just like a mirror, it has given me an understanding of life and teaches me to face future challenges with optimism. ”

**Rebecca Tam**  
FORTRESS



Staff are welcome to join us to share the joy of giving to someone in need. Just contact Irene Man at Group Public Relations at email: [IreneM@asw.com.hk](mailto:IreneM@asw.com.hk).

A.S. Watson  
屈臣氏集團

拉闊生活  
新一族 Lifestyle Club

# ASW Volunteer Team 屈臣氏集團義工隊

Volunteer service enriches **LIVES** lives

Since its establishment last July, the ASW Volunteer Team has recruited over 130 members and donated 2,000 hours of voluntary service.

The team has visited new immigrants from the mainland, visited elderly people who live on their own and hosted fun days for the mentally handicapped.

The stars  
**watsons water**  
**Champions Challenge**  
 屈臣氏蒸餾水世界網球冠軍挑戰賽 Jan 4-7, 2006 • Victoria Park 2006  
**shine**  
 at Watsons Water Champions Challenge



Serena Williams



Sania Mirza



Zheng Jie



Lindsay Davenport



Elena Dementieva



Kim Clijsters



Venus Williams



Nicole Pietrangeli



The 2006 Watsons Water Champions Challenge hit Hong Kong on 4-7 January.

The tournament adopted a new format that enables the fans to see more competitive matches, with clashes between five world-class aces - Lindsay Davenport, Kim Clijsters, Elena Dementieva, Serena and Venus Williams and three rising stars - Nicole Pietrangeli, Sania Mirza and Zheng Jie.

Kim Clijsters dethroned Lindsay Davenport in the roller-coaster ride of the Gold Group while Nicole Pietrangeli won the Silver Group along with the Doubles title with Elena Dementieva.



Tennis fans get the chance to participate in the world-class champions Star Tennis Clinic in which they received tutorials and on-court coaching.

Enthusiastic consumers, the Williams sisters bring along their mother and sister to shop at the FORTRESS store in Times Square.



A.S. Watson  
屈臣氏集團

拉闊生活  
新一族 Lifestyle Club

## Team spirit lifts Lifestyle Club

Launched in April 2005, the ASW Lifestyle Club has organised a variety of exciting activities for the fun and enjoyment of staff.

On 21 January more than 90 staff members participated in a Mahjong Competition in Hong Kong. Competition was keen and after an eight-hour battle, Ngai Wing-yip from Watsons Water won the championship. Elizabeth To and Eric Law from PARKNSHOP were the 1<sup>st</sup> and 2<sup>nd</sup> runner-ups. To maximise their enjoyment, staff also participated in the "lucky draw" and "lucky Mark Five" charity drive to raise fund for the Community Chest.

Formed last October, the ASW Sports Teams include four talented teams – basketball, athletics, tenpin bowling and indoor rowing. These teams took part in the Hong Kong Corporate Games 2005-2006 organised by the Government's Leisure & Cultural Services Department. ASW won 14 gold, seven silver and five bronze medals in the athletics events, gold in the indoor rowing event and 3<sup>rd</sup> runner-up in the 3-on-3 Basketball Challenge.



A.S. Watson  
屈臣氏集團

拉闊生活  
新一族 Lifestyle Club

## Get ready for the ASW Singing Contest 2006

It's time for all talented singers in the ASW Group family to get ready for the ASW Singing Contest 2006, which will be held on 2 August 2006 in Hong Kong.

Last year, over 100 colleagues from different countries contested for the triumph in an exciting and entertaining evening. Certainly, this year will also be a marvellous one with your enthusiastic support.

For more information keep a lookout for our staff circular, meanwhile start gearing up to take on the challenge! 🎤



## A classy thank you

On 14 January, ICI PARIS XL held the "Bling Bling" annual party at the Angel Studios in Amsterdam to thank staff for their hard work over the past year.

About 1,000 colleagues attended the party where there was lots of fun and joy. Miek Vercouteren, Managing Director of ICI PARIS XL, sent his personal congratulations and a bunch of flowers to female staff who have worked at ICI PARIS XL for more than 12 years. **ICI PARIS XL**





# Pool of talent

Watsons Athletic Club employee Tam Wai-yip (Sam), who is the winner of an Outstanding Persons with Intellectual Disabilities Award organised by local charity group Lok Chi Association, is also a top-notch swimmer. He won two gold, two silver and a bronze medals at the 1999 Special Olympics World Summer Games in North Carolina, and also a silver and a bronze at the FESPIC Youth Games for the disabled in 2003.

Sam shares his life experience with <WatsON> readers.

1. How do you feel about receiving the "Outstanding Persons with Intellectual Disabilities Award"?

This is great recognition and encouragement. I am delighted. However, I know that there are lots of challenges I need to face in the future.

2. Did you feel unhappy when you found that you were different from other children?

No! I have not regarded myself as a disabled person at all.

3. Who discovered your exceptional talents in swimming?

My secondary school teacher encouraged me to learn how to swim and take the training course. I participated in the "Hong Kong Special Olympics Swimming Competition" and won an award. Then I was selected to take part in the swimming refinement course held by the Hong Kong Association for the Mentally Handicapped to polish up my swimming skills. It was the start of my enduring bond with swimming.

4. Do you enjoy working at Watsons Athletic Club?

When I started this job in 2005 I made quite a lot of mistakes, especially when I handled telephone inquiries. However, my colleagues are so nice and have taught me how to improve myself. I am very happy I can learn many new things and meet people.

5. Are you satisfied with your achievements, and what is your life goal?

One should not be satisfied with achievements early. My current goal is to be a global ambassador for Special Olympics International and promote sports for mentally handicapped.

6. What is the secret of your success and push factor for your hard work and optimism?

Keep learning. Improve your weaknesses and your strengths. For an optimistic life it is very important to develop an interest. If you like your work, you will work cheerfully and confidently.

7. What would you like to say to your parents?

"Thank you for your great support and encouragement. I will do my best to repay your endless love and care."

8. Apart from parents, who else would you like to thank?

School teachers who were patient enough to teach me; the Hong Kong Association for the Mentally Handicapped, which provides me with many opportunities to learn outside training and competitions; and the sincere support from my friends, classmates and colleagues.

**Special Olympics** is the world's largest year-round programme of sports training and competition for individuals (age eight and older) with intellectual disabilities. More than one million athletes in over 150 countries train and compete in more than 26 Olympic-type sports. The programme aims to empower individuals with intellectual disabilities to become physically fit, productive and respected members of society through sports training and competition.

# SuperQuiz

(ISSUE NO. 68)

## ANSWERS to Issue no. 67:

- 1) Russia / Estonia
- 2) Beauty Day
- 3) A.S. Watson Group Hong Kong Student Sports Awards (SSA)

### Super Prize (Watsons Iso-tone windbreaker)

Name	Company & Department
1. Chung Chui-ping	FORTRESS – Sales Admin
2. Sam Chen	ASWI Guangzhou – Finance
3. Vera Judina	Drogas Latvia

### Gold Prize (Great cooler bag)

Name	Company & Department
1. Margaret Lau	ASW – HR
2. Sukie Au	ASW – Security
3. Wong Pui-man	Watsons HK- Accounts
4. May Lee	Watsons HK- Accounts
5. Lau Koon-wah	PARKNSHOP HK- Accounts
6. Ng Kam-ho	PARKNSHOP HK- Accounts
7. Lok Kam-han	PARKNSHOP HK- Accounts
8. Ma Siu-ping	FORTRESS – Accounts
9. Louise Tong	FORTRESS – Sales Admin
10. Eda Wong	FORTRESS – Supply Chain
11. Poon Ngai-hung	ASWI HK – Finance
12. Ruby Kwan	ASWI HK – Finance
13. Man Wai-yan	ASWI HK – Finance
14. Sunny Zhao	Watsons Chengdu – HR
15. Stephen Chang	Watsons Taiwan
16. Huang Shan	ASWW Beijing – Finance
17. Helene Liu	ASWI Guangzhou – HR
18. Emily On	ASWI Guangzhou – Engineering
19. Tam Lin	ASWI Guangzhou – Engineering
20. Dong Lei	ASWI Beijing – Merchandising
21. Jeffrey Pacia	Watsons Philippines – IT
22. Leilani M. Magcayang	Watsons Philippines
23. Joanne Tordesillas	Watsons Philippines – Finance
24. Choow Mee-fong	Watsons Malaysia – MIS
25. Loreta Zieziene	Drogas Lithuania
26. Leva Januskyie	Drogas Lithuania
27. Oskars Stunda	Drogas Latvia
28. Carole Shaw	Superdrug
29. Sarah Gaywood	The Perfume Shop
30. Kampen Liewe	Health & Beauty Continental Europe

### Silver Prize (A.S. Watson Group Sports & Fun Day 2005 souvenir kit)

Name	Company & Department
1. Cheung Chui-man	ASW - International Buying
2. Yu Hoi-chun	ASW – Security
3. Tammy Yip	Watsons – Accounts
4. Jade Cheung	Watsons – Accounts
5. Minerva Wong	PARKNSHOP HK– Property
6. Rio Chan	PARKNSHOP HK– Construction & Engineering
7. Shirley Kwok	PARKNSHOP HK– Accounts
8. Fung Sze-wing	FORTRESS – Customer Service
9. Silvia Ip	ASWW – Sales
10. Chan Sau-fong	ASWW – Customer Care
11. Kwan Yuen-mei	ASWW –Customer Care
12. Tsang Yim-fung	ASWI – Garage
13. Jerry Yu	ASWI Guangzhou – Finance
14. C.K. Liu	ASWI Guangzhou – Finance
15. Grace Yeh	Watsons Taiwan – Finance
16. Shureen Lim	Watsons Malaysia – Marketing
17. Erwine.E Scandor	Watsons Philippines – IT
18. Aukse Lukaseviciute	Drogas Lithuania
19. Kristina Mickeviciene	Drogas Lithuania
20. Ar Cienu	Drogas Latvia

### Bronze Prize (Health & Beauty gift set)

Name	Company & Department
1. Tang Mun-yi	ASW – HR
2. Jennifer Tsang	PARKNSHOP HK- Accounts
3. Tang Kit-yin	ASWI – Finance
4. Cheng Yuk-ling	Watsons HK – Accounts
5. Catherine Tsoi	Watsons Taiwan
6. Lilian Chen	ASWI Guangzhou – Finance
7. Robert Liu	Watsons Philippines
8. Myla A. Fabian	Watson Philippines – IT
9. Sandra Luksiene	Drogas Lithuania
10. Anna Kalajeva	Drogas Latvia

### Super Prize (20)



### Gold Prize (20)



### Silver Prize (10)



- 1) Which two markets did Watsons enter recently?
- 2) What ranking did Savers achieve in the Most Favourite UK Retailer survey?
- 3) Name any one of the success formulae of PARKNSHOP China.

Name of Staff Member: \_\_\_\_\_ (ENG) \_\_\_\_\_ (CHI)

Company & Department: \_\_\_\_\_

Address: \_\_\_\_\_

Employee No: \_\_\_\_\_ Contact Tel No: \_\_\_\_\_ Signature: \_\_\_\_\_

A1: \_\_\_\_\_ A2: \_\_\_\_\_ A3: \_\_\_\_\_

Send your **completed** entry form to:

**Group Public Relations**  
A.S. Watson Group  
11/F Watson House  
1-5 Wo Liu Hang Road  
Fo Tan, Shatin, Hong Kong

or Email to [WatsOn@asw.com.hk](mailto:WatsOn@asw.com.hk)

Deadline: 26 May 2006

## PARKSHOP

### Hong Kong

- Supermarket
  - Healthy Garden, North Point
- Superstore
  - Homeworld, Commercial Complex, Hunghom
  - Hoi Lai Shopping Centre, Lai Chi Kok



## Watsons

### Hong Kong

- Pre-immigration Hall, Level 5, Hong Kong International Airport
- Level 1, Asia World-Expo
- Tung Chung Station
- Cheung Wah Estate
- Tin Ping Estate
- Kornhill Plaza North
- Hoi Lai Estate
- Lai Chi Kok Road

### Taiwan

- Hsin Yeh, Chiayi
- Nan Tun, Taichung
- Da Ya, Taichung
- Ren Hua, Taichung
- Li Hsin, Taichung
- Bei Chen, Penghu
- Chin Yi, Taichung
- Miao Nong, Taoyuan
- Tao Yin 2, Miaoli
- Jing Chen, Taichung
- Hon Pin, Kaohsiung
- Pin Dong, Pingtung
- Jiu Chuan, Taipei
- Su Ao, Yilan
- Nan Da, Hsinchu
- Rei Feng, Kaohsiung
- Cha Ha Er, Kaohsiung

### Korea

- ChongShin (충신대역점)



Watsons Korea opens its 4<sup>th</sup> store, ChongShin store, in Gangnam area on 6 January, 2006.

### Thailand

- Grand Ngamwongwan
- Century Movie Plaza
- Nevada Roiet
- IT Square
- Home Pro Bangna
- Bangpakok
- Hua Hin 2
- Trang
- Kad Ton Payom
- longsan
- Chan Road
- Ngam Duplee
- Singburi



### Malaysia

- San Pedro, Laguna
- New Virra Mall, Greenhills, San Juan Metro Manila
- NE Pacific Mall, Cabanatuan City, Nueva Ecija
- Waltermart Gapan, Nueva Ecija
- Columban Plaza, Lingayen, Pangasinan
- XRC Commercial Building, Taytay, Rizal

### Turkey

- Cevahir Shopping Centre, Istanbul
- Aquarium



The largest Watsons Store in Turkey opened in Istanbul Cevahir Shopping Centre recently.

### Indonesia

- Kakarta

### Slovenia

- Celjska Cesta 7, Zalec

## ICI PARIS XL

### The Netherlands

- Korte Kerkstraat 7, Geldrop
- Beukerstraat 39, Zutphen
- Grotestraat 92, Almelo
- Beethovenstraat 34, Amsterdam
- Rivieradreef 32, Haarlem

## Kruidvat

### Belgium

- Volpestraat 3, Halle
- Oostrozebekerstraat 1, Ingelmunster
- Rue de Fer 56, Namen

### The Netherlands

- Midstraat 55, Joure
- Regulierbreestraat 22, Amsterdam
- Eurowerf 22, Denekamp
- Bloemendalstraat 6, Dalfsen
- Dijkstraat 35, Appingedam
- Lusthofstraat 67, Rotterdam
- Raadhuisplein 40a, Heerhugowaad
- Hoofdpoort 18, Kaatsheuvel

## savers

### The Netherlands

- De Heurne 12a, Enschede

## ROSSMANN

### Hungary

- Ehen Gy. tér 3-5, Szombathely
- Várkerület 81, Sopron
- Kossuth L. u. 11, Nyírbátor
- Újhegyi sétány 16, Budapest
- Simon Mihály tér, Gyömrő
- Kossuth L. u. 14, Fehérgyarmat
- Köztársaság tér 11, Kunszentmárton
- Kossuth L. u. 27, Gyöngyös
- Kossuth L. tér 7-9, Mezőtúr
- Ady Endre u. 7, Fonyód
- Bartók Béla út 46, Dabas

### Czech Republic

- Masarykovo nám. 1001, Jeseník
- Lannova 206/14, České Budějovice
- 28. října 225, Děčín

### Poland

- Pradzynskiego 2, Ostroleka
- Plac Legionow 12, Wielun
- Wroclawska 6-10, Dzierzoniow
- Chorzowska 111, Katowice
- Zwirki 6, Mlawa
- Zeromskiego 42, Radom
- Sienkiewicza 13A, Piotrkow Trybunalski
- Kosciuszki 23, Belchatow
- Przemyslowa 3, Katowice
- Grunwaldzka 41/47, Jaworzno
- Wyszynskiego 13, Stargard Szczecinski
- Wojska Polskiego 20, Chodzicz
- Dworcowa 73, Bydgoszcz

# HPH in Shanghai port venture



Yangshan Deep-water Port Phase II Joint-venture Contract Signing Ceremony: Mr Li Ka-shing, Chairman of Hutchison Whampoa Limited (7<sup>th</sup> from left), and Han Zheng, Mayor of Shanghai (8<sup>th</sup> from left).



Mr Li Ka-shing (left) meets with Mayor Han Zheng prior to the signing ceremony.



Hutchison Port Holdings (HPH) entered into a joint-venture agreement on 19 December 2005 with Shanghai International Port (Group) Company Limited (SIPG), APM Terminals, COSCO and China Shipping Group to jointly develop the Yangshan Deep-water Port Phase II Project (Yangshan Phase II). The contract signing ceremony was held at the New Jin Jiang Hotel in Shanghai.

Speaking at the ceremony, Mr Li Ka-shing, Chairman of Hutchison Whampoa Limited, said, "The Yangshan Deep-water Port affirms Shanghai's status as a major international shipping centre and deep-water container transport hub, and will accelerate growth in the Yangtze River Delta. As the first foreign capital firm to invest in and operate container terminals in Shanghai in the early 1990s, the Hutchison Whampoa Group will continue to work with the Shanghai Municipal Government to contribute to Shanghai's future success."

Yangshan Phase II will have a total area of 64 hectares with a quay length of 1,400 metres and a depth alongside exceeding 15 metres. There will be four deep-water berths capable of handling the latest generation of mega-vessels.

Hutchison Port Holdings (HPH) is the world's leading port developer and operator as well as an industry leader in the application of technologies to strengthen the entire transportation and logistics chain. Today, HPH operates 247 berths in 42 ports along with a number of transportation related service companies. In 2005, the HPH Group handled 51.8 million TEU. 