

78



Watson ON

A.S. Watson Quarterly Family Magazine
Quarter 2 • 2009



**Kruidvat:
Constantly Surprising,
Always a Good Deal**

Loving life

Watsons ranked No.1

Cultivating the best and the brightest

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Around the World



Loving life

To remind everyone to "Love Your Body", **Watsons Hong Kong** introduced a new brand campaign in June, with Hong Kong pop queen Kay Tse being appointed as the first brand ambassador.

Watsons' innovative campaign aims to add more spark to customers' lives by offering the highest quality health and lifestyle products. The slogan evokes a positive message and further demonstrates Watsons' commitment to enlighten customers on the importance of looking after themselves.

"Love Your Body" has also become Watsons Hong Kong's corporate vision. Seminars and workshops have been arranged for all employees to explain the campaign, encouraging them to take on the loving attitude from themselves to their families, friends and customers whom they are in touch with every day. At the stores, the campaign is expressed through a feminine touch on point-of-sales graphics, adding to the bright and contemporary retail store concept.

Watsons



Do you know...

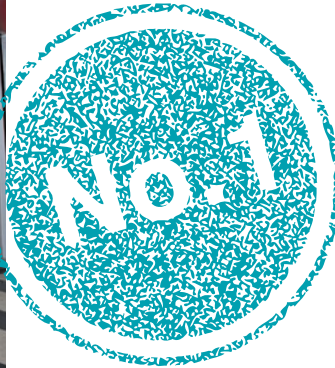
- hair lengthens from **6** to **12** inches every year
- kissing for one minute consumes **26** calories
- a woman blinks **twice** more than a man
- the skin renews itself every **27** days



Gary Ng, Managing Director of Watsons Hong Kong, endorses Kay Tse as the brand campaign ambassador and valued customer

奇妙的身體。
值得您無微不至的呵護。

Love your body



Watsons ranked No.1

Watsons Your Personal Store (WTC) has been voted No. 1 in "Asia's Top 1000 Brands 2009" in the "Retail – Chemist/Personal Healthcare Store" category, according to a survey funded by *Media* magazine and conducted by TNS*. The accolade is wonderful news and provides strong encouragement to all the WTC staff who work so hard across different countries and regions.

*Media/TNS "Asia's Top 1000 Brands Survey 2009" of 1,500 Asian respondents

Watsons



PARKnSHOP wins again

PARKnSHOP Hong Kong (PNS) this year again won the "Yahoo! Emotive Brand Awards" in the "Celebrity Spokesperson" category. PNS picked up the award on 25 June for its "LOWEST PRICE" campaign, featuring famous culinary critic Suzi Wong. PNS was the only brand to win with a non-singer celebrity. The campaign was well received by the public, particularly the younger Internet generation.

PARKnSHOP

Applause all round

Watsons Thailand has been awarded Superbrand status 2008 – 2009 by the Thailand Superbrands Council. The award is in recognition of the health and beauty chain's strong brand quality, affinity, and leadership in the industry.

Meanwhile, airport retailers **Nuance-Watson** in Singapore (NWS) and Hong Kong (NWL) notched up numerous wins in the DFNI Asia Pacific Awards. Among the accolades, NWS retained the "Asia-Pacific Travel Retailer of the Year" and "Best Fragrances and Cosmetics Travel Retailer in Asia-Pacific". NWL bagged the "Best Fashion, Leathergoods and Accessories Travel Retailer", "Best Food and Confectionery Travel Retailer" and "Best Gifts Travel Retailer" awards, and was highly commended for another two awards.

Four NWL frontline staff members also received the "HKIA Customer Service Excellence Award" from the Airport Authority of Hong Kong.



Ken Tse (5th from left), Managing Director of NWS and staff celebrates award winning



Alessandra Piovesana (left), Regional Managing Director of NWL receiving awards from the organiser



Watsons Korea celebrates 21st store

Watsons Korea opened its 21st store in Bucheon, South Korea on 7 April. The store is located near Bucheon subway station, an area which combines entertainment with shopping for the younger generation. Watsons hosted a special opening celebration to raise customer awareness, distributing leaflets and coupon offers along with eye-catching signs on the roadside.

Watsons



“Style W” wows Taiwan

Watsons Taiwan launched a new bi-monthly magazine, *Style W*, in April. The magazine covers fashion, beauty and health tips and practical know-how to help readers shop smartly, look good, feel great and have fun!

Launched with the support of Condé Nast International, *Style W* is positioned to be the ONLY health and beauty magazine. Neutrogena, L'Oréal, Olay, Kose, Flelis, Kanebo and Dr. Wu all advertised in the magazine, and 10,000 copies were sold in the first week.

Watsons

Watsons introduces new concept in Tianjin

On 20 March, **Watsons China** revealed a new look at Tianjin with the opening of its new concept store. Branded counters have been replaced by special "experience stations" according to product categories, so that customers can easily find a wide variety of brands for a product type within arms' reach, while beauty advisors stand by to give professional advice on products according to the different seasonal needs of customers.

Watsons



Martin So (right), CEO Health & Beauty Asia, joins Christian Nothhaft (left), Managing Director, Watsons China at the store opening ceremony



Customers mingle with the stars

Watsons China brought customers up close with glittering stars to welcome the spring and summer seasons. Numerous celebrities joined our promotional events to share their personal care tips, helping consumers to enhance their confidence and images.

Watsons



EXCLUSIVE TO 

Spend min. \$20 in a single receipt & enjoy up to 21% off the best seats!

Present your WATSONS receipt at any SISTIC Authorized Agent for 21% off Cat. 1 tickets and 10% off Cat. 2 tickets, from 25 March - 22 April. Conditions apply.



Catch us LIVE!
Sun 19 Apr, 3pm
at Watsons
Ngee Ann City!

SING DOLLAR!

THE MUSICAL COMEDY ABOUT MONEY!

*** STARRING ***
Sebastian Tan, Hossan Leong, Lim Kay Siu
Selena Tan, Pam Oei, Emma Yong
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More for your money at Watsons

Watsons Singapore hosted "Watsons Week" at the Tampines Mall from 23 to 29 March. Suppliers, including Majorica Majorca, Za and Bio-Essence pampered shoppers with makeovers, eye treatment massages and hair analyses. During the event week, GLOW magazine was also launched and shoppers who bought a copy won prizes.

The first GLOW workshop was also held in April, with professionals giving the latest health and beauty tips. Dermatologists presented on sun-protection and skin care, personal trainers put on a Flexicise programme and beauticians demonstrated the latest make-up techniques. Each participant went home with a goodies bag full of products.

Watsons Singapore meanwhile teamed up with "SING DOLLAR" rewarding customers with discount tickets to the musical comedy, with "SING DOLLAR" star Selena Tan appearing at the Ngee Ann City store on 19 April.



Winning formula

Watsons Thailand recently held the annual "Watsons Health, Wellness and Beauty Awards 2009" under the theme "Masquerade Ball". Awards and prizes were presented to over 100 product suppliers in health, beauty, and cosmetics categories as well as the "Best of the Best Award", which was won by "Rojukiss" pore-tightening serum from Korea.

Meanwhile Watsons Thailand announced six "YOU Awards" winners to encourage customers to discover their own unique attributes in six different categories. Winners received cash, products from sponsors plus an opportunity to work in RS, a leading entertainment company in Thailand.



Watsons' loyal following

Realising university students' promising potential as future customers, **Watsons China** stepped into universities in Shanghai to bring the pleasure of shopping at Watsons right on the campus. Membership Card Experience Days were held from 13 to 17 April, in which more than 2,000 new members were recruited. Students also enjoyed surprise services in skin, hair and nail care at the promotion booths. The membership card family has now reached over 3.3 million members.

Watsons Taiwan also celebrated first anniversary of i-card on 7 July, reaching 1.6 million in membership. A birthday party was being bid and won by a diversified profile of ages 17 – 48 male and female members, who joined i-card celebrity endorser Show Lo on this commemorative occasion.





1st Marionnaud
PARIS
Anniversary



Happy Anniversary Marionnaud!

Marionnaud France celebrated 25 years of beauty and success in May with lots of surprises for customers over a four-week period. The promotion included the creation of a specific logo while the shops were customised to create a colourful and joyful atmosphere. Customers enjoyed weekly promotions on top health and beauty product lines, which were highlighted in all stores.

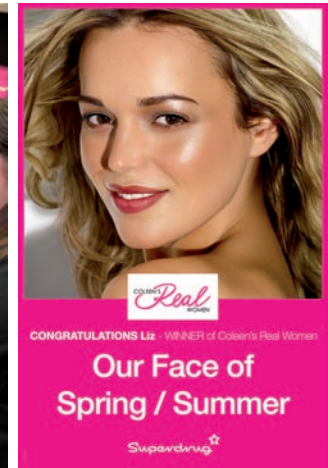
While Marionnaud celebrated 25 years of success in France, the chain continued in a festive mood for **Marionnaud Paris'** first birthday in Hong Kong. On 4 May, media attended a "Joyful and Pretty Spring/Summer Journey", where famous model Amanda S showed off the latest spring/summer trends. Customers could also enjoy exclusive offers along with a variety of new make-up and perfume products during this celebrative promotion period.

Marionnaud Marionnaud

“Girls Aloud” flutter their lashes

UK's top girl band “Girls Aloud” visited **Superdrug**'s Westfield store in London during spring to celebrate the global launch of their own collection of false eyelashes. Sold exclusively at Superdrug, they have become an instant hit with customers across the country.

Meanwhile, the popular ITV2 show *Colleen's Real Women* hit the streets in search of Superdrug's summer campaign model. Winner Liz Clough encapsulated the fun of summer, featuring in store displays and promotion publications.



Sunshine and safety

Echoing the National Day of Melanoma on 11 May, **ICI PARIS XL** launched a consciousness-raising campaign to emphasise the importance of solar protection.

Customers were each offered a detailed, professional examination with a “Skin Analyser”, which enables the Beauty Coach to determine the biological age of skin and give advice on the most suitable solar protection. A discount promotion on sun-care products was also on offer to help customers combat the sun's rays.





DC rises to the challenge

In tough economic times **DC** continued to achieve outstanding results in Ukraine with a strategy of "Total'na Deshevyzacia" (Total Price Reduction). Two weeks of promotional events enhanced consumers' confidence that DC is the best-priced store with the best-quality health and beauty products.

The discount promotion – launched in Zaporozhe in April – attracted additional customers and increased transaction value. It was supported with outdoor and in-store advertising, radio broadcasts, leaflets and mobile messaging.



Janis Kalinins (left), Store Manager DrogaS Kauguri store and Svetlana Tarusina (right), Area Manager with their winning smiles



Inga Geka, HR and Communication Director of DrogaS receives certificate at the "Praise Good Service!" closing event



Service with a smile

In March, **DrogaS Latvia** participated in the "Praise Good Service Month" campaign for the second year. The competition was especially tough with 75 companies representing more than 1,000 stores and service points. Of the 5,000 phone, email and website responses from customers, 1,370 voted for DrogaS stores all over Latvia, with the most votes for the Kauguri store, making it one of the most praised service points of the year.



Tantalising TASTE of Japan

Hong Kong customers have always had a love affair with Japanese culture and food, and in April gourmets were delighted to enjoy the wonderful **TASTE** of Japan right at their doorsteps with the Japanese Food Festival being back again. Featuring over 500 specialties and promoting Japanese food culture, masters were flown in from Japan to demonstrate the art of making Japanese dumplings and other delicious desserts.



Bonanza for babies

PARKnSHOP Hong Kong, TASTE, GOURMET and **Fusion** hosted a Baby Fair in May to give parents a helping hand in their effort to raise happy, healthy and bright children. Special offers on baby products abounded with activities for babies and parents, including a lucky draw, a photo competition and a baby crawling contest. Over 70 babies competed in the crawl-athon at the Whampoa Homeworld PARKnSHOP store, making it a happy day for all.





Irresistibly fruity

Thirsty consumers were introduced to a delicious and refreshing new product line this summer following the launch by **Sunkist** of a "Premium Juice" brand. Sunkist Premium appeals to mid- to high-income juice lovers who look for high quality and value for money.

Two flavours in one-litre cartons are now available at supermarkets and high-end restaurants. Sunkist Premium Orange 100% is filled with the essence of California sunshine and loaded with pulp and natural goodness. Sunkist Premium Pomegranate Pink Guava also contains aloe vera, has high levels of antioxidants, and is rich in vitamins and minerals. All ingredients are natural with no added sugar or preservatives.

Sunkist



Hot products for a cooler summer

Mr Juicy has taken the heat away from the hot and stuffy summer weather with introduction of three refreshing new juice products. The new flavours are made from an array of zesty fruit, including pineapples, passion fruit, mangoes, lemons, honeydew melon mixed with vegetable, and fuji apples. The deliciously healthy thirst-quenchers are served in a new streamlined signature bottle that is easy to grip.





Conceptually COOL

Now you can drink with chic – the **COOL** bottled water brand underwent an identity revamp in May to give it a refreshing new image. The vibrant design is simple and modern, making it stand out among competitors. To raise brand awareness and to appeal to customers from all walks of life, the new COOL logo has graced buses, railway billboards and magazine covers.

COOL





Constantly **Surprising**, Always a **Good Deal**

Upside surprises

On almost every Tuesday morning just before nine o'clock, people gather in front of **Kruidvat** shops across the Netherlands and Belgium, waiting for the doors to open. That's because the Kruidvat magazine is dropped on the doormats of every household in both countries every Monday, so the following morning consumers rush to the shops to get hold of the spectacular offers advertised.

Kruidvat lives up to its slogan "Constantly Surprising, Always a Good Deal", by offering a wide choice of health and beauty products – complemented by an extensive and surprising range of items from different sectors. Kruidvat is highly successful at cross-selling promotions on non-cosmetic lines, from CDs at bargain-basement prices to toys and decorative items for the home and the popular Kruidvat photo service. Over 1,000 Kruidvat products combine great quality and exceptionally attractive prices. No wonder then that Kruidvat serves around three million customers each week. Of the 1,000 most respected brands in the Netherlands, Kruidvat is in the top three – a strong indication that Dutch consumers do not want to miss Kruidvat in their daily lives.

Kruidvat was incorporated in 1975 by the Dutch family de Rijcke. Only eight years after its incorporation, 100 branches had been opened, and there are now 800 outlets in the Netherlands. In Belgium, the first store was opened in 1992, and today Kruidvat is a major player with 165 branches.



A new formula for the next generation

The customer is central to everything Kruidvat does. In order to serve customers even better, Kruidvat has started a major roll-out of its new generation of drugstores, aiming to stand out even more in the Dutch and Belgium health and beauty market. The renewed Kruidvat concept offers all the familiar benefits in a modern and accessible shopping environment with clear and logical presentation, allowing customers to find their way through stores with ease.

The new formula is characterised by a modern look in which products and promotions are presented in such a way that customers intuitively find what they are looking for. Customer logic is the principle for product presentation. For example, the hairdryers are now displayed beside the hairstyling products and shampoos. The complete men's range at the front of the store is innovative, allowing men to quickly select the products they want, from aftershave to day cream. Baby products, on the other hand, are at the back of the store so mothers (and expecting mothers) can browse through the range in a quiet and peaceful ambience.

The well-organised store layout, with low shelves and good presentation, fits consumers' searching behaviour. All the products are in categories with recognisable icons and clear product information. Weekly promotions and offers are presented in a clear and accessible way in the centre of the store. The flow through the stores is also improved, and multiple tills beside each other ensure that waiting in queues is kept to a minimum.



Kruidvat by numbers

800 stores in the Netherlands

165 stores in the Belgium

650 million leaflets per year

320,000 weekly hit rate at Kruidvat.nl

650,000 subscribers to the internet newsletter

2.6 million mascaras sold per year

100 million photos developed





1975



2006



2009



New brand identity

Thus far, 100 shops have been re-designed according to the new formula. Recently, Kruidvat launched a new brand identity. The old logo dated back to 1975 and was no longer an ideal fit for the new formula. The new logo is modern, fits the new formula, is more contemporary and at the same time not a big break with the past, but a rather logical development.

The new logo incorporates a new "fifth element" – a circle that can be better used to Own Brand's packaging, exteriors and interiors. This circle is also the key element for a new picture language.

The new logo was warmly received by Kruidvat customers, recognising that their favourite health and beauty shop is modern and ready for the future, serving the consumer by continuing to be surprising and offering products at the lowest price.





Kruidvat shops in Belgium and the Netherlands re-open with the new brand identity and in-store materials since late May. The shop in Antwerp – which is situated along one of the most famous shopping streets in Europe, the Meir, is opened spectacularly by a famous Flemish lady (formerly Miss Belgium) who is well known for her daredevil acts, like jumping off the Eiffel Tower



New GrapeBella



Grape stuff

Besides fine wines and juices, we can enjoy the benefits of French grapes thanks to **Watsons Thailand's** new skin care range "GrapeBella"! Rich in antioxidants, the breakthrough product range is the solution for perfect skin. GrapeBella is rich in vitamins and minerals, providing nourishment to all skin types, combating pollution damage and assisting in slowing down fine lines.

The new product range was introduced to lifestyle and business media at a press event held on 27 April. To create a natural and refreshing image, the venue was decorated as a French vineyard, draped with lush green grape leaves, which also appear in store displays. To further boost sales, Watsons Thailand aired its very first Own Brand's TV commercial.

watsons



watsons 打造男势力
解码男士护肤，成就新势力男

Man code
独家新品
Only @ Watsons

男士比女士更加需要注意肌肤的护理。男士肌肤由于不同的生理结构及经常剃须的习惯，使他们会有肌肤油脂分泌多及毛孔粗大的肌肤问题。屈臣氏针对男士肌肤的护理特点，全新推出“Man code”男士护肤系列，经皮肤测试，专为男士肌肤而设计，解码控油及保湿护肤。

4步解码控油程式
解码控油护肤 主控清爽人生

1.1 清洁
男士控油洁面乳
100ml ¥23.9

1.2 深层清洁
男士控油磨砂洁面膏
100ml ¥23.9

1.3 爽肤
男士控油爽肤水
125ml ¥35.9

1.4 滋润
男士控油保湿啫喱
50ml ¥39.9

3步解码保湿程式
解码保湿护肤 透射光彩自我

2.1 清洁
男士深层洁面乳
100ml ¥23.9

2.2 滋润
男士保湿啫喱
50ml ¥39.9

2.3 深层护理
男士深层保湿面膜
3片 ¥29.9

Our Products
Own Brand

Men's range is a big hit

Watsons China launched the “Man code” range on 23 April. Research indicates that Chinese men are paying more attention to skin care, so that two product lines were developed targeting at oil control and hydration. The media showed tremendous interest, commending Watsons for catching on to the trend in the men's skin care market.



LA PÊCHE À LA LIGNE

Sen-sation for slimmers

Marionnaud France introduced Sen as an exclusive brand last September. Inspired by traditional Chinese medicine, Sen products promise to improve harmony between body and spirit.

Spring is the perfect time to rejuvenate the senses, and in April, Sen was promoted through print media and radio advertising along with themed furniture and window displays in stores.

The promotion resulted in broadened exposure of Sen in popular magazines and increased sales, particularly for Sen's weight control range.

Sen is manufactured by Chi-Med, a subsidiary of Hutchison Whampoa Limited.

Marionnaud

www.aswatson.com

Et si j'abusais
plutôt des crèmes
amincissantes ?

Marionnaud
Ce qui est unique chez nous, c'est vous.



Our Products (Exclusives)

29. Cultivating the best and the brightest **30. Read all about it!** • **Drogas in the running** **31. Model Store sees standards soar** • **Luxury in a box** **32. Going for gold** **33. Watsons supports active lifestyles**



Our Home





Dominic Lai, Group Managing Director, with happy graduates from Senior Management Development Programme and Management Development Programme in Asia (top), and Commercial Management Programme for China (bottom) in May



Cultivating the best and the brightest

A.S. Watson Group (ASW) believes people are our greatest asset. Accordingly, ASW has created a people development culture that enables employees to grow professionally.

Reflecting our "One Team" philosophy, ASW provides a range of staff development strategies. These include a series of Management Development Programmes for staff since July 2008; work assignments abroad for selected employees to gain exposure and advancement; sharing of knowledge between colleagues from different business units; seeking to fill key positions internally where possible.

ASW also offers comprehensive staff training programmes in China, reflecting our huge business growth there.

In October 2008, ASW started the Asia Future Leaders Programme. Nine experienced graduates are completing an 18-month fast track training programme, combining on-the-job experience and mentorship with formal education – and providing a great start for their successful career in management.

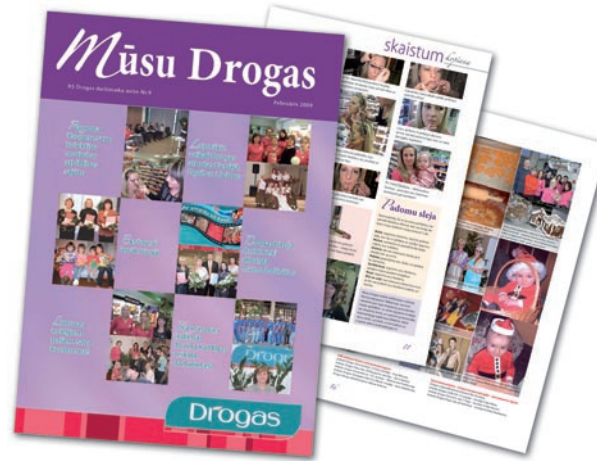


Agnes Chan (front row, 2nd from left), Director of Group Human Resources (Asia) with management trainees at the Staff Annual Dinner

Read all about it!

Drogas has been publishing its own employees' newspaper for three years. "Musu Drogas" keeps staff informed of internal activities as well as business information. Recently, the paper was redesigned in a pocket size to make it even reader friendlier. With significant input from staff, who contribute as much as possible to the production process, the colourful design features advice on beauty, business-related articles, interviews and more.

Drogas



Drogas in the running

Active people from all over Latvia and 34 other countries came together early on Sunday, 17 May in the city centre to run the 19th Riga Marathon. Of the 8,593 runners, 31 were **Drogas** employees who were participating for the second year under the slogan "Give way, Drogas is running!" Most employees ran the mini-marathon (5 km), while some others chose the half-marathon (21 km) option. Altogether Drogas employees ran 187 kilometres!

Drogas





Model Store sees standards soar

Savers launched a Model Store Competition in January to promote service standards. Stores first competed locally, so that Area Model Store winners could enter into the final round to be judged in late April by Joey Wat, Managing Director, Peter Macnab, Commercial Director and Doug Winchester, Head of Operations of Savers. The **Hammersmith** and the **Trongate** stores emerged as ultimate double winners, and were praised for their high standards, customer service and commercial awareness.



Luxury in a box

Watsons China gave a surprise treat to over 8,000 staff members and their families in June – in the form of a pretty box containing 12 different Own Brand products to take care of their hair, skin and nail! Staff were encouraged to share feedback on the products to help the Own Brand team make further improvements. An Internet survey was also available for staff to send in responses. Let's make Watsons' Own Brand our pride!





Going for gold

Watsons Philippines held its sixth National Sales Conference in February to celebrate the achievements of the past year, exchange success stories and set the current year's strategic direction and key initiatives.

Under the theme "Build the Basics... Win the GOLD!" the best performing stores were presented with awards. Store programmes were also launched to reflect the Group's essence and core values, and highlight of the evening was the launch of the "Yes We Care!" campaign, which emphasised all-round care to customers, self, family and colleagues.

In May, the "Yes We Care!" campaign was extended to head office staff, in an effort to bring the same principle of customer service standards to internal operations.





Watsons supports active lifestyles

"Be active, be Watson!" is our mantra. **Lifestyle Club** hosted a variety of interesting activities in the past months, including a Spring BBQ on 22 March, in which over 210 staff and family members participated, and an interesting photo competition held during Easter. From April onwards, more than 380 energetic staff showed their talents in a series of soccer, running, snooker and tenpin bowling competitions.

Besides competing against one another, our sports teams have represented the Group in several external competitions. The Distance Running Team won the Team Champion title in the Standard Chartered Marathon 10 km Corporate Challenge, while the Dragon Boat Team was first runner-up in the Shatin Dragon Boat Competition! Our teams also participated in the Green Power Hike and the Tree Planting Challenge.





Champion



1st Runner-up



2nd Runner-up



37. GREAT Easter helps the homeless • Teddy to the rescue 38. It Must Be Good Friends 39. Flourishing love and care 40. Volunteers bring cheers to all



Our Community



GREAT Easter helps the homeless

As usual **GREAT** celebrated Easter by bringing in a rich array of festive Easter treats and traditions. From 27 March to 14 April, GREAT celebrated Easter by donating profits to the South China Morning Post (SCMP) Homes for Hope, when customers purchased selected Easter items. Donation boxes were also placed in-store during the period, with proceeds going to SCMP Homes for Hope to help Sichuan earthquake survivors rebuild their homes.



Christine Thyange (far left), Training and Development Manager of ICI Paris XL, together with Operations Manager Manuel Servenay (far right), present a cheque to representatives of SOS Children Villages.

Teddy to the rescue

Every Christmas, **ICI PARIS XL** supports a charitable cause through the sale of teddy bears. In 2008, the chosen charity was SOS Children Villages, an NGO providing help in countries and communities where it can contribute to the development of the local people.

On 21 March, ICI Paris XL hosted a classical concert to raise additional funds for the charity and to present a €25,000 cheque from Christmas teddy sales.





Krish Iyer (2nd from right), Managing Director of Watsons Taiwan, encourages cultivating good friendship among students together with celebrity Show Lo (far right)



It Must Be Good Friends

Watsons Taiwan has always supported efforts to care for children, as shown in the recent co-operation with The Child Welfare League Foundation to organise events at school campuses. This campaign aims at raising children's awareness of their own physical development, to enjoy the growing process and to support their friends.

The "It Must Be Good Friends" campaign was taken to three elementary schools where celebrities shared their experiences with 700 fifth-grade students on sustaining friendships. Health knowledge on puberty and related souvenirs were presented to students who also participated in a painting expression with prizes on offer. Students also received themed booklets, calendars and gifts designed to encourage students' interaction with their parents.



Watsons



Flourishing love and care

PARKnSHOP Hong Kong supported the Hong Kong Tree Planting Day 2009 as title sponsor and also sent a team to help plant trees at Ma On Shan Country Park on 28 March. A hill fire damaged the site last year and the team of 30 staff, together with other participants, helped plant over 10,000 trees.

Besides sponsoring community events, **PARKnSHOP Hong Kong**, **TASTE GOURMET** and **Watson's Wine Cellar** also joined hands to support the Red Cross Pass-it-on Campaign, selling hugging bears and placing donation boxes at store checkouts. During the campaign, 560 hugging bears were sold, raising more than HK\$170,000.





Volunteers bring cheers to all

"Busy bees" best describes our **ASW Volunteer Team**! In May, our volunteers joined hands with Wong Chak Shum Elderly Community Centre to celebrate the Dragon Boat Festival. The elderly enjoyed games, a circus performance and gifts. Earlier on 18 April, our volunteers attended a seminar covering prevention of abuse and communication skills for the elderly.

In May, the team has also focused on underprivileged families and children in Tai Po district. Co-operating with the Hong Kong Children and Youth Services, our volunteers provided homework tutorials and also organised games for the children.



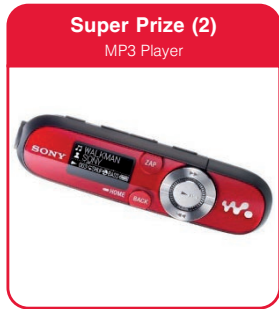
Super Quiz

Answers

to Issue 77 1) 2006 2) 400 3) 802

Questions:

- 1) Watsons Your Personal Store was ranked _____ in the "Retail-Chemist/Personal Healthcare Store" category in the *Media* magazine survey conducted by TNS.
- 2) How many customers does Kruidvat serve each week?
- 3) Cheung Kong Holdings and Hutchison Whampoa Limited donated to support the World Expo 2010. In which city in China will the Expo be held?



Sponsored by



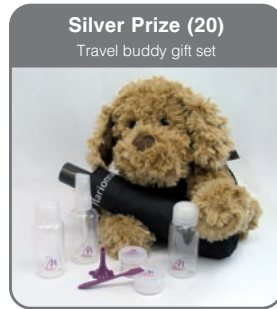
A.S. Watson Group



Sponsored by



Thailand



Sponsored by



International Buying
Shared Buying Services

Super Prize (Electronic scale & crystal watches)

Name

1. Leung Man-kii
2. Daisy Mapanao

Company & Department

Nuance-Watson(HK) – Finance
Watsons Philippines – Merchandising

Gold Prize (Watsons Skin care set)

Name

1. Kenney Kwok
2. Ng Loi-chuen
3. Karry Lai
4. Vivian Ho
5. Man Wai-yan
6. Wong Siu-ling
7. Wong Wai-yung
8. Yau Kin-ip
9. Kitty Du
10. Kwok Yee-man
11. Lam Shuk-han
12. Tarcy Chen
13. Jimmy Chung
14. Iris Soon
15. Ho Peck-rhu
16. Eva Chan
17. Helen G. Hermocilla
18. Catherine L. Pascua
19. James Fan
20. Melissa Shen

Company & Department

ASW – IB
ASW – Finance
ASW – FSSC
ASW – FSSC
ASWW HK – Finance
ASWW HK – Finance
ASWW HK – Finance
ASWW HK – Engineering
PARKnSHOP China – Administration & PR
PARKnSHOP HK – QA
PARKnSHOP HK – Administration
Watsons Chengdu – HR
Watsons HK – Merchandising
Watsons HK – Merchandising
Watsons Malaysia – HR
Watsons Malaysia – Finance
Watsons Philippines – Finance
Watsons Philippines – Finance
Watsons Philippines – Finance
Watsons Taiwan – HR
Watsons Taiwan – Sales & OPS

Silver Prize (Andox premium set)

Name

1. Amy Au
2. Cheung Wai Man
3. Lau Koon Wah
4. Chui Chi Yan
5. Leung Hong Yau
6. Xiao Li
7. Huang Wan Ling
8. Joyce Zeng
9. Eggermont Christel
10. Gadija Dahdouh
11. Leung Shui Ming
12. Winnie Hou
13. Anna Chan
14. Tsang Hing Wah
15. Matt Hanwell
16. Iris Chen
17. Dian Wen
18. Anna Aimdyn N. Fresco
19. Daniel Ng
20. Norhairi Binti Hassan

Company & Department

ASW – OSD
ASW – Finance
ASW – FSSC
ASWI HK – Finance
ASWW Beijing – Finance
ASWW Beijing – Finance
ASWW Guangzhou – Sales
ASWW Guangzhou – Sales
ICI Paris XL Belgium
ICI Paris XL Belgium
Nuance-Watson(HK) – Finance
PARKnSHOP China - HR
PARKnSHOP HK – Business Development
PARKnSHOP HK – Trading
The Perfume Shop
Watsons Guangzhou – Internal Audit
Watsons Guangzhou – Trading
Watsons Malaysia – IT
Watsons Malaysia – Marketing
Watsons Malaysia – HR

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

Company and Department: _____

Address: _____

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

A1: _____ A2: _____ A3: _____

Send your **completed** entry form to:

Deadline: 30 September 2009

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

or email to: WatSON@asw.com.hk



Cheung Kong Holdings and Hutchison Whampoa Limited donate RMB 100 million to support Shanghai Expo

On 22 April, Mr Victor Li, Standing Committee Member of the Chinese People's Political Consultative Conference, Managing Director and Deputy Chairman of **Cheung Kong (Holdings) Limited** and Deputy Chairman of **Hutchison Whampoa Limited**, received a souvenir from Mr Yu Zhengsheng, Member of the Political Bureau of the Communist Party of China (CPC) Central Committee and Secretary of the CPC Shanghai Municipal Committee, as a token of thanks for the Group's RMB 100 million donation to support the Shanghai Expo.

The Group's donation would support the construction of the China Pavilion at the Expo, which would be held in Shanghai next year from 1 May to 31 October.



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 34 markets worldwide.

Today, the Group operates over 8,400 retail stores running the gamut from health & beauty, luxury perfumeries & cosmetics to food, electronics, fine wine and airport retail arms. Also 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 87,000 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; property and hotels; retail; energy, infrastructure, investments and others; and telecommunications in 54 countries.

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