



## **A.S. Watson Global Retail Day First Global Supplier Conference and Awards night in Hong Kong**



(16 March 2010, Hong Kong) A.S. Watson Group (ASW) proudly hosted its first Global Supplier Conference in Hong Kong on 4 March 2010, presenting strategies and latest initiatives on meeting the demand of customers across its wide-ranging portfolio that covers 34 markets.

The global gathering was part of the world's largest international health and beauty retailer's new drive to increasingly focus on collaboration with international manufacturers to bring innovation, differentiation and excitement to stores for customers.

ASW is one of the fastest growing retailers in the world with 8,800 outlets. Since this year the Group has opened two stores per day, including one daily in China. Its mainland flagship, Watsons China, now operates in 101 cities with over 600 stores, and plans to increase to 1,000 outlets in 16 months.

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At the Conference, ASW received over 100 attendees from US, Europe, Asian and Australian head offices, many of whom are senior executives – including Chief Executive Officers, Global Customer Officers, Regional Chiefs and Presidents of Sales - from the global skin and beauty care companies including Procter & Gamble, L'Oréal, Johnson & Johnson, Unilever, GlaxoSmithKline, Beiersdorf and Coty.

Group Managing Director Dominic Lai officiated the full day conference with a strategic roadmap of the group's 182 years of development, delivering the Group's operating philosophy behind the US\$15 billion empire and the next step ahead. The Group's executives in various developed markets (Europe), developing markets (Asia) and emerging markets (China, Eastern Europe) also told stories on how they manage the opportunities and challenges in their respective markets.

A highlight of the conference was on the Future of the Retailing eCommerce and Customer Relation Management. Morgan Stanley Managing Director Mary Meeker, an authority in global internet trends, offered her analysis and advice by webcast. Bernd Beetz, Coty Chief Executive Officer and Robert Fregolle, P&G Global Customer Business Development Officer had also joined for a subsequent panel discussion.

To round up this first-ever event, ASW presented in the evening Global Suppliers Awards including Best Product of the Year, Best of the Best Exclusive of the Year, Best of the Best Innovation, Best of the Best Marketing Event, Best of the Best Multi-Category Partner, Best of the Best Operational Excellence & Best of the Best Supplier of the Year.

#### **Notes to Editor**

##### **About A.S. Watson Group**

Around the world, 25 million customers a week enjoy shopping at A.S. Watson Group's retail stores across its 34 markets. The Group has one of the world's largest portfolio of retail formats, retail brands and geographical presence. Proudly supported by a global family of 87,000 staff, the Group is also a member of the world renowned Hong Kong-based conglomerate Hutchison Whampoa Limited, which has major interests in ports and related services; property and hotels; retail; energy, infrastructure, investments and others; and telecommunications in 54 countries.

A.S. Watson Group is ...

- the world's largest health & beauty retailer with over 8,800 stores in 34 markets worldwide, and is one of the top three market leaders in 26 of them
- the largest health & beauty retailer in Asia, with Watsons Your Personal Store currently operating over 1,700 stores and 1,242 pharmacies in 10 Asia markets, including Mainland China, Hong Kong, Taiwan, Macau, Singapore, Thailand, Malaysia, the Philippines, South Korea and Indonesia
- the largest perfumeries & cosmetics retailer in Europe, with over 1,600 stores under three retail chains, including Marionnaud, operating in 15 markets among which 10 holding market leader position; ICI Paris XL in the Benelux; and The Perfume Shop in UK

Please visit [www.aswatson.com](http://www.aswatson.com) for more in-depth information about A.S. Watson Group and its brands.

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