



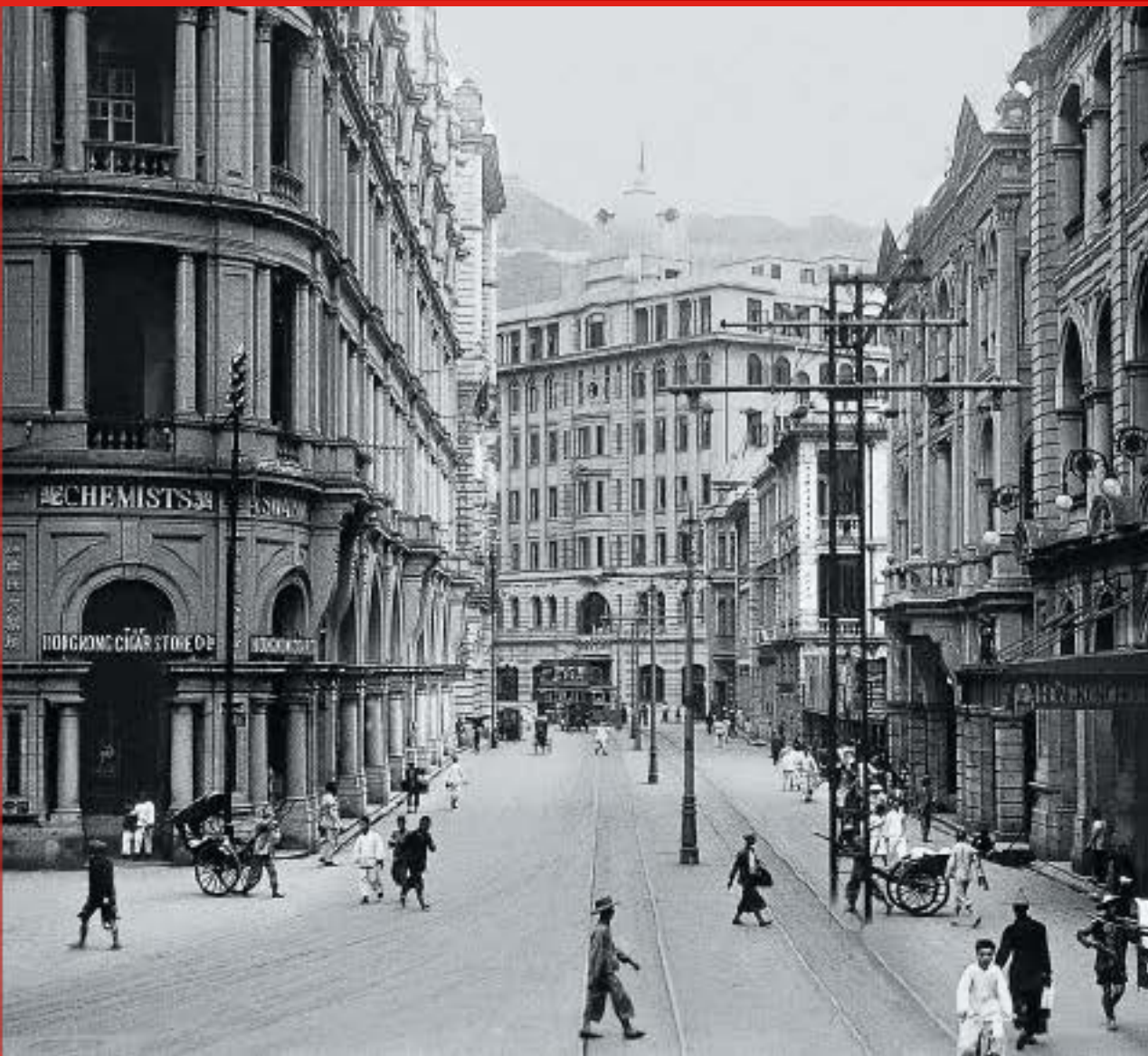
AS Watson

CORPORATE INTRODUCTION



A member of CK Hutchison Holdings

WE ARE 180 YEARS YOUNG



OUR PARENT COMPANY



Fortune Global 500 company, renowned Hong Kong-based conglomerate.

Four core businesses operating in over **50 countries** with over **300,000 employees** worldwide.

Among **the largest companies listed** on the main board of the Hong Kong Stock Exchange.

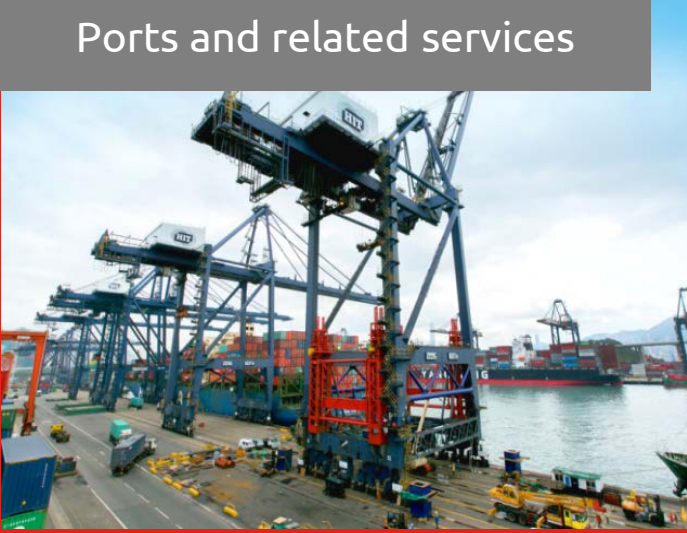


Senior Advisor Mr Li Ka-shing



4 CORE BUSINESSES

Ports and related services



Infrastructure



Retail



Telecommunications





WORLD'S LARGEST INTERNATIONAL
HEALTH & BEAUTY RETAILER

ASW MILESTONES

1841

operations extend to Hong Kong

1981

joins HWL
(forerunner of CKHH)

1987

expands to Asia

2000

expands to Europe

2015

reaches 12,000 stores and 100 million loyalty members

2021

180th Anniversary

2024

reaches 16,500 stores and 170 million loyalty members

1841

2024



ASW FACT FILE

FINANCIALS



HKD 183 BILLION
REVENUE

HKD 16 BILLION
EBITDA

*Under Pre-IFRS 16 basis

COMMERCIALS



16,500+
RETAIL STORES

28 MARKETS

5,000+ CITIES

1,500+ PHARMACIES

12 RETAIL BRANDS

170 MILLION+
LOYALTY MEMBERS

5.5 BILLION+
SHOPPERS PER YEAR

WORLD'S LARGEST INTERNATIONAL HEALTH & BEAUTY RETAILER

WE REACH

2.6B

POTENTIAL POPULATION

32%

OF WORLD POPULATION

28 MARKETS
No.1 in 14 Markets



Health and Beauty China

Mainland China

Health and Beauty Asia

Hong Kong
Macau
Taiwan
Indonesia
Malaysia
Philippines
Singapore
Thailand
Vietnam
Türkiye
Qatar
United Arab Emirates
Saudi Arabia

Health and Beauty Western Europe

Albania
Belgium
Germany
Ireland
Luxembourg
Netherlands
United Kingdom
Spain

Health and Beauty Eastern Europe

Czech Republic
Hungary
Latvia
Poland
Ukraine
Kosovo

Other Retail

Mainland China
Hong Kong
Macau

SERVE OVER **5.5 BILLION** CUSTOMERS EVERY YEAR VIA
OUR TECH-ENABLED **O+O (Offline plus Online)** PLATFORMS



OUR BRAND PORTFOLIO

ASIA

HEALTH & BEAUTY



Health & Beauty
Watsons
(Hong Kong, Mainland China, Taiwan, Macau, Singapore, Malaysia, Thailand, the Philippines, Indonesia, Vietnam, Türkiye, Qatar, United Arab Emirates and Saudi Arabia)

Food
PARKnSHOP supermarket chain
(Hong Kong, Macau, Mainland China)

Fine Wine
Watson's Wine
(Hong Kong, Macau)

Electrical & Electronics
FORTRESS (Hong Kong and Macau)

Food



Fine Wine



Electrical & Electronics



OUR BRAND PORTFOLIO

EUROPE



Health & Beauty

Kruidvat
(The Netherlands and Belgium)

Trekpleister
(The Netherlands)

Rossmann
(Germany, Poland, Hungary,
Czech Republic, Albania,
Türkiye, Kosovo and Spain)

Savers
(The United Kingdom)

Superdrug
(The United Kingdom and
Ireland)

Drogas
(Latvia)

Watsons
(Ukraine)



Luxury Perfumeries & Cosmetics

ICI PARIS XL
(The Netherlands, Belgium and Luxembourg)

The Perfume Shop
(The United Kingdom and Ireland)



BEVERAGES

610M+

LITRES OF
BEVERAGES SOLD
PER YEAR

OR

244

OLYMPIC-SIZE
SWIMMING POOL





130,000

EMPLOYEES WORLDWIDE



HIGHLIGHTS OF OUR ACHIEVEMENTS

BRAND AWARDS

2023	AS Watson Group	International Business Awards - Company of the Year - Retail	Watsons China	Outstanding Brand in Beauty & PC industry	
	AS Watson Group	Ranked 16th in Top 50 Global Retailers		Watsons Türkiye	Customer Experience Research - 1st in Personal Care/Cosmetics Category
	Watsons International	Asia's Coolest Retailers		Watsons Ukraine	Victory in Retail Category (Perfumery and Cosmetics)
	Watsons International	Retail Asia Awards - Health & Beauty Retailer of the Year	2022	AS Watson Group	Asia's Most Influential Brand
	Watsons Singapore			Watsons Thailand	Superbrands Thailand
	Watsons Malaysia			Kruidvat Netherlands	Best Retail Chain in the Netherlands (Personal Care Category)
	Watsons Philippines			ICI PARIS XL Belgium	Best Perfumery in Belgium
	Watsons International	Ranked 6th in Top 50 Brands for Customer Experience		ICI PARIS XL Netherlands	Retailer of the Year - Best Perfumery in the Netherlands
	PARKnSHOP	HKIM Market Leadership & Power Brand Award - Market Leadership in Supermarket		The Perfume Shop UK	The Fragrance Foundation Awards 2022 Consultant of the Year
Watsons China	Annual Industry Benchmark Brand				
Watsons China	Annual Uni Marketing Benchmark				



KANTAR



HIGHLIGHTS OF OUR ACHIEVEMENTS

DIGITAL AWARDS

2023	AS Watson Group	Retail Asia Awards - Omnichannel Strategy of the Year	Watsons Malaysia	Retail Asia Awards - Digital Initiative of the Year
	Watsons International	International Business Awards - Mobile App - Shopping	Watsons Indonesia	Indonesia's Popular Digital Products Awards - Top Digital Innovation
	Watsons Hong Kong	Asia eCommerce Award - eCommerce Brand of the Year	The Perfume Shop UK	Online Retailer of the Year
	Watsons Hong Kong	DigiZ Award - Best e-Commerce Strategies (Gold)	2022 PARKnSHOP Hong Kong	Smart Retailing Awards Smart Transformation & Innovation Award (Retailer Group)
	FORTRESS	O2O Customer Experience Recognition	ICI PARIS XL Netherlands	Best Online Store (Cosmetics & Perfumery)
	Watson's Wine	Top 10 Quality E-Shop Award	ICI PARIS XL Netherlands	Retailer of the Year - Best Webshop Award
	Watsons China	The Most Influential eStore of JD Beauty	ICI PARIS XL Belgium	Best Webshop (Personal Care category) in Belgium
	Watsons China	JD.com Best Star eStore of the Year	ICI PARIS XL Belgium	Best Webshop (Perfumery category) in Belgium
	Watsons Singapore	Retail Asia Awards - Omnichannel Strategy of the Year		



HIGHLIGHTS OF OUR ACHIEVEMENTS

SUSTAINABILITY AWARDS

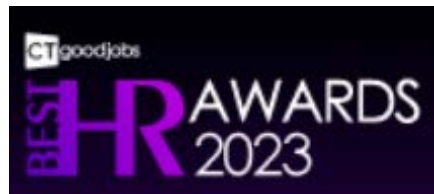
2023	AS Watson Group	International Business Awards - Communications or PR Campaign of the Year – Sport & Community Engagement	Watsons International	Award for Innovation in Sponsorships
	AS Watson Group	International Business Awards - Corporate & Community - Community Engagement Event	Watsons International	International Business Awards - Cause & Green - Sustainable Event
	AS Watson Group	PR Awards Asia-Pacific Best Sports/eSports Campaign	Watsons International	International Business Awards - Communications or PR Campaign of the Year - Environmental
	AS Watson Group	20 Years Plus Caring Company Logo	AS Watson Industries	Green Office and Eco-Healthy Workplace Awards Label
	AS Watson Group	Award for Innovation in Community Relations	PARKnSHOP Hong Kong	Bye Bye Microbeads Award - Pioneer
	AS Watson Group	Retail Asia Awards - ESG Initiative of the Year - Hong Kong	Watsons Taiwan Watsons Philippines	Retail Asia Awards - Sustainability Initiative of the Year
	AS Watson Group Watsons Water PARKnSHOP Hong Kong Watsons Hong Kong FORTRESS Watson's Wine	Sport-Friendly Action - Awarded Corporate	Rossmann Germany	Green Brand Award



HIGHLIGHTS OF OUR ACHIEVEMENTS

PEOPLE'S AWARDS

2023	AS Watson Group	Best Companies to Work for in Asia	PARKnSHOP Hong Kong	The Racial Diversity & Inclusion Charter for Employers
	AS Watson Group	Best HR Awards Best Corporate Social Responsibility Award	Watsons China	Best Innovative Employee C&B Program
	AS Watson Group	Best HR Awards Best Innovative L&D Initiative Award	Watsons China	Most Popular Employer of the Year
	AS Watson Group	Best HR Awards Employer of The Year - Grand	Watsons Malaysia	No.1 Most Preferred Graduate Employer in Retail
	AS Watson Group	The Hong Kong HR Awards - Diversity and Inclusion Award	Watsons Philippines	We Invest in People – Gold Accreditation
	AS Watson Group	Top Employer 2023 (Italy)	Watsons Thailand	Ranked 43rd in Top 50 Companies in Thailand
	AS Watson Group	QF in Action (QFIA) Achiever	Watsons Thailand	Best Place to Work in Thailand
	PARKnSHOP Hong Kong		Watsons Türkiye	100 Companies that Lead Equality for Women
	Watsons Hong Kong		2022 Rossmann	Ranked 26th in World's Best Employers
	FORTRESS		Superdrug UK	Top 100 Apprenticeship Employers
	Watson's Wine			

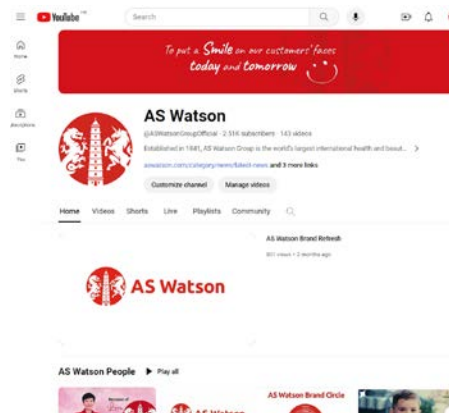
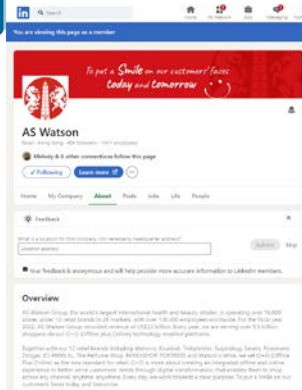


FOLLOW US ON WEB & SOCIAL MEDIA!



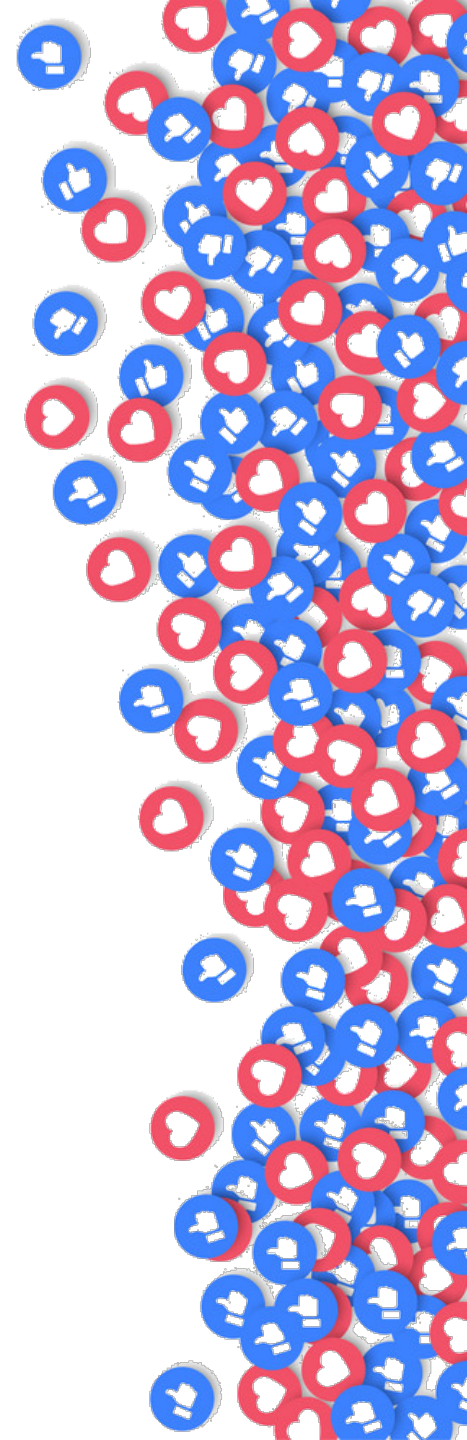
We're Brands with Purpose

AS Watson is a diverse family of over 130,000 people. For over 180 years, we've been united by an unchanging purpose - 'to put a Smile on our customers' faces today and tomorrow'. It's always our pride and joy to bring a Smile to everyone we come in touch with. A simple smile can make a huge impact. Today, AS Watson has grown into the world's largest international health and beauty retailer, we strive to connect our international network of 12 vital brands to make the world a happier and healthier place together. Learn more about our Purpose.



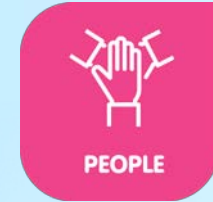
Official Fanpage
@ASWGroupofficial

Project LOL CSR Fanpage
@ASWProjectLOL



SOCIAL PURPOSE

To put a *Smile* on our customers' faces
today and tomorrow 😊



OUR COMMITMENT TO PLANET



PLANET

1. FIGHTING THE CLIMATE CHANGE

- Implementing interventions across scopes 1, 2 and 3 to reduce greenhouse gas emissions

2. BUILDING GREENER STORES

- Building a stronger sustainability culture and practice in the way we design, construct, operate and maintain our stores

3. ACHIEVING ZERO WASTE TO LANDFILL

- Diverting operational waste away from landfills

OUR COMMITMENT TO PEOPLE



PEOPLE

PEOPLE

1. RESPECTING HUMAN RIGHTS

- Upholding human rights and monitoring compliance with our suppliers

2. CARING FOR OUR PEOPLE

- Promoting a diverse and inclusive workplace where everyone can grow and thrive
- Ensuring the health and wellbeing of our people
- Supporting career development for the youth

3. SUPPORTING OUR COMMUNITIES

- Promoting volunteering and long-term engagement with charity organisation in the fields of either health & wellbeing, education or community care
- Expanding our global partnership with Operation Smile
- Stepping up our Empowerment campaigns

OUR COMMITMENT TO PRODUCTS



PRODUCTS

PRODUCTS

1. MAINTAINING HIGH PRODUCT QUALITY & SAFETY

- Providing safe and high-quality products
- Conducting regular customer research to get feedback

2. OFFERING MORE SUSTAINABLE PRODUCTS

- Encouraging customers to adopt a more sustainable lifestyle by offering them a wider range of food and non-food products with more sustainable ingredients and packaging, through both offline plus online.
- Developing more packaging with less or better plastics (New Plastic Economy global commitment)
- Increasing our sourcing of deforestation-free products



Join our volunteer team!



21K+
Volunteers



218K+
Beneficiary



26K+
Service Hours





ASW's worldwide movement **"Give a Smile"** supports Operation Smile to help children with cleft lips and palates to receive free corrective surgeries



The AS Watson Emblem

is a symbol of unity, harmony and sustainability

DRAGON

Eastern
Powerful
Protective



UNICORN

Western
Caring
Pure

PAGODA

Ethics
Values
Respect

YEAR OF
Kindness
MAKE 2♥24

BE KIND



AS Watson

The AS Watson DNA



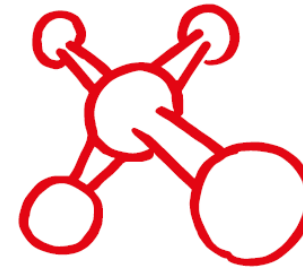
PASSION



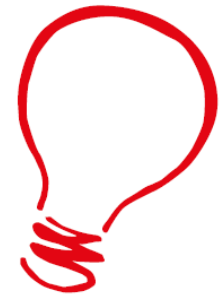
COMMITMENT



TEAMWORK



SCIENCE



INNOVATION

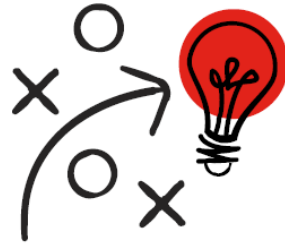
The AS Watson Capabilities



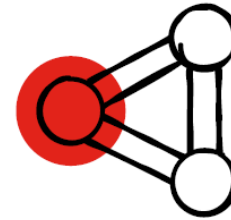
**CUSTOMER
FOCUSED**



**RESULTS
DRIVEN**



**THINK & ACT
STRATEGICALLY**



**FOSTER
COLLABORATION**



**MANAGE
COMPLEXITY**



AS Watson

