

Business Snapshots - Dollar Sales Suncare										
	LW		L4		L12		YTD		L52	
	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA
SUNCARE	\$4,838,189	-19.2%	\$21,248,848	-7.3%	\$59,516,277	1.0%	\$1,222,553,174	3.0%	\$1,220,878,904	2.7%
Suncare In Sun C-SPRY	\$1,175,031	-19.8%	\$5,605,437	-4.6%	\$15,605,513	4.6%	\$500,133,635	2.8%	\$499,862,032	2.6%
MCC SUNCARE (CT,SLRC,BDS)	\$678,112	-23.8%	\$3,090,600	-11.4%	\$8,806,263	-2.3%	\$272,687,523	-2.1%	\$272,288,953	-2.3%
COPPERTONE-SUNCARE	\$629,428	-24.4%	\$2,883,575	-11.8%	\$8,207,599	-2.4%	\$260,970,684	-1.8%	\$260,584,084	-2.0%
SOLARCAINE-SUNCARE	\$41,959	-0.6%	\$175,694	4.8%	\$508,615	6.5%	\$9,742,629	-3.8%	\$9,750,744	-3.7%
BAIN DE SOLEIL-SUNCARE	\$6,188	-56.2%	\$29,708	-40.1%	\$84,098	-30.0%	\$1,732,081	-23.6%	\$1,712,217	-24.5%
BANANA BOAT-SUNCARE	\$649,705	-28.4%	\$3,001,307	-13.8%	\$8,410,106	-4.8%	\$227,813,223	-0.3%	\$227,332,714	-0.6%
NEUTROGENA-SUNCARE	\$1,316,623	-18.5%	\$5,799,404	-7.9%	\$16,099,690	-1.2%	\$242,706,082	3.3%	\$242,206,701	2.8%
AVEENO-SUNCARE	\$101,807	-26.8%	\$444,551	-14.1%	\$1,283,645	-2.5%	\$24,253,435	4.5%	\$24,180,224	4.2%
HAWAIIAN TROPIC-SUNCARE	\$254,031	-21.9%	\$1,148,875	-7.0%	\$3,118,932	5.6%	\$73,609,868	7.3%	\$73,523,211	6.9%
LOREAL-SUNCARE	\$299,759	-27.3%	\$1,226,232	-20.5%	\$3,479,666	-15.5%	\$38,814,361	-13.2%	\$38,497,898	-13.7%
PRIVATE LABEL-SUNCARE	\$663,716	-15.0%	\$2,802,123	-4.1%	\$7,949,931	3.5%	\$192,001,637	2.1%	\$191,880,572	1.9%
IN SUN-SUNCARE	\$3,810,063	-20.8%	\$17,099,396	-7.7%	\$47,820,846	1.1%	\$1,084,319,000	3.4%	\$1,082,884,051	3.1%
COPPERTONE-IN SUN	\$625,335	-24.3%	\$2,865,086	-11.8%	\$8,162,144	-2.2%	\$260,494,565	-1.7%	\$260,112,619	-2.0%
BAIN DE SOLEIL-IN SUN	\$4,875	-53.9%	\$22,870	-38.6%	\$65,314	-28.3%	\$1,312,315	-24.3%	\$1,297,951	-25.0%
BANANA BOAT-IN SUN	\$548,940	-30.2%	\$2,598,409	-14.3%	\$7,231,123	-5.1%	\$208,888,674	0.3%	\$208,453,819	0.0%
NEUTROGENA-IN SUN	\$1,224,058	-17.4%	\$5,411,125	-6.5%	\$14,994,626	0.2%	\$231,395,705	4.6%	\$231,017,020	4.1%
AVEENO-IN SUN	\$101,807	-26.8%	\$444,551	-14.1%	\$1,283,645	-2.5%	\$24,253,435	4.5%	\$24,180,224	4.2%
HAWAIIAN TROPIC-IN SUN	\$229,956	-20.9%	\$1,051,541	-4.3%	\$2,845,995	8.6%	\$66,636,721	10.3%	\$66,589,707	9.8%
LOREAL-IN SUN	\$19,489	-67.3%	\$77,870	-59.8%	\$221,683	-50.6%	\$7,587,266	-20.2%	\$7,471,271	-21.7%
PRIVATE LABEL-IN SUN	\$514,348	-17.1%	\$2,204,887	-4.6%	\$6,286,295	5.4%	\$167,770,643	2.5%	\$167,664,909	2.3%
SPORT-SUNCARE	\$1,064,778	-17.9%	\$4,895,487	-3.0%	\$13,718,731	7.1%	\$363,684,560	8.2%	\$363,532,022	8.0%
COPPERTONE-SPORT-SUNCARE	\$291,923	-25.4%	\$1,402,840	-11.0%	\$4,130,830	0.5%	\$123,508,290	0.4%	\$123,334,635	0.2%
BANANA BOAT-SPORT-SUNCARE	\$343,390	-23.3%	\$1,612,148	-7.7%	\$4,413,756	0.7%	\$111,677,569	3.8%	\$111,542,764	3.5%
NEUTROGENA-SPORT-SUNCARE	\$109,891	-5.0%	\$462,734	2.9%	\$1,243,539	8.7%	\$25,051,696	41.2%	\$25,064,594	40.9%
PRIVATE LABEL-SPORT-SUNCARE	\$249,153	-15.7%	\$1,095,331	-0.4%	\$3,095,454	11.2%	\$80,372,831	5.5%	\$80,368,122	5.4%
BEAUTY-SUNCARE	\$1,443,271	-20.8%	\$6,346,836	-9.0%	\$17,776,244	-0.7%	\$260,353,125	0.5%	\$259,724,914	-0.1%
COPPERTONE-BEAUTY-SUNCARE	\$79,583	-25.9%	\$340,564	-13.5%	\$935,458	-4.3%	\$22,162,692	-6.6%	\$22,109,324	-7.0%
NEUTROGENA-BEAUTY-SUNCARE	\$869,479	-19.1%	\$3,837,078	-8.0%	\$10,711,859	-0.6%	\$145,262,460	-0.6%	\$144,929,559	-1.1%
AVEENO-BEAUTY-SUNCARE	\$80,555	-26.2%	\$346,261	-15.2%	\$993,533	-5.2%	\$16,052,774	2.1%	\$15,990,596	1.6%
HAWAIIAN TROPIC-BEAUTY-SUNCARE	\$97,423	-26.0%	\$445,627	-13.8%	\$1,207,909	-4.2%	\$27,788,867	0.2%	\$27,717,484	-0.5%
LOREAL-BEAUTY-SUNCARE	\$19,489	-67.3%	\$77,870	-59.8%	\$221,683	-50.6%	\$7,587,266	-20.2%	\$7,471,271	-21.7%
PRIVATE LABEL-BEAUTY-SUNCARE	\$62,129	-23.7%	\$265,815	-12.7%	\$729,163	-4.9%	\$11,133,556	-6.1%	\$11,094,928	-6.9%
GENERAL PROTECTION-SUNCARE	\$476,244	-24.5%	\$2,184,796	-10.0%	\$6,199,101	0.0%	\$145,802,586	4.2%	\$145,559,519	3.8%
COPPERTONE-GENERAL PROTECTION-SUNCARE	\$61,280	-33.9%	\$275,713	-25.7%	\$828,136	-14.4%	\$26,992,196	-6.7%	\$26,896,627	-7.1%
BANANA BOAT-GENERAL PROTECTION-SUNCARE	\$40,388	-54.9%	\$207,517	-39.1%	\$622,445	-26.7%	\$20,071,408	-11.0%	\$19,938,351	-11.7%
NEUTROGENA-GENERAL PROTECTION-SUNCARE	\$134,267	-14.8%	\$629,516	0.6%	\$1,684,834	7.5%	\$34,640,719	14.6%	\$34,644,357	14.1%
HAWAIIAN TROPIC-GENERAL PROTECTION-SUNCARE	\$5,567	-43.9%	\$27,474	-33.6%	\$75,159	-24.7%	\$1,716,642	-4.0%	\$1,702,756	-5.9%
BULLFROG-GENERAL PROTECTION-SUNCARE	\$2,523	-51.5%	\$14,804	-13.5%	\$40,997	-1.7%	\$1,392,028	4.5%	\$1,389,710	4.2%
PRIVATE LABEL-GENERAL PROTECTION-SUNCARE	\$147,464	-16.1%	\$613,924	-4.9%	\$1,772,023	3.8%	\$39,081,035	4.8%	\$39,049,422	4.6%
BABY-SUNCARE	\$188,337	-18.1%	\$788,048	-7.9%	\$2,203,808	-1.2%	\$77,309,882	2.8%	\$77,242,635	2.7%
COPPERTONE-BABY-SUNCARE	\$64,834	-18.8%	\$276,010	-9.7%	\$772,308	-6.4%	\$36,077,283	0.7%	\$36,047,690	0.5%
BANANA BOAT-BABY-SUNCARE	\$8,557	-42.2%	\$41,689	-28.4%	\$129,960	-18.3%	\$6,556,236	-14.5%	\$6,539,719	-14.5%
NEUTROGENA-BABY-SUNCARE	\$46,575	-25.8%	\$207,318	-14.1%	\$584,668	-5.1%	\$12,042,675	0.0%	\$12,008,652	-0.3%
AVEENO-BABY-SUNCARE	\$19,693	-30.3%	\$88,671	-12.5%	\$263,553	3.8%	\$7,611,560	9.4%	\$7,598,874	9.3%
CALIFORNIA BABY-BABY-SUNCARE	\$14,192	64.3%	\$40,847	61.0%	\$76,077	39.3%	\$1,903,763	-23.2%	\$1,919,238	-22.4%
PRIVATE LABEL-BABY-SUNCARE	\$10,169	-29.0%	\$44,626	-16.5%	\$136,701	-8.1%	\$4,988,776	-5.0%	\$4,979,967	-5.1%
KIDS-SUNCARE	\$235,130	3.4%	\$1,018,368	11.5%	\$2,810,625	13.6%	\$123,574,622	3.9%	\$123,679,653	3.9%
COPPERTONE-KIDS-SUNCARE	\$51,890	5.2%	\$236,264	16.1%	\$659,816	18.0%	\$29,841,782	-6.7%	\$29,874,522	-6.6%
BANANA BOAT-KIDS-SUNCARE	\$55,606	-28.0%	\$257,774	-12.3%	\$740,792	-8.0%	\$37,143,623	0.6%	\$37,107,601	0.4%
NEUTROGENA-KIDS-SUNCARE	\$40,952	-18.3%	\$185,039	-9.8%	\$509,592	-2.3%	\$13,383,985	-3.8%	\$13,363,947	-4.2%
PRIVATE LABEL-KIDS-SUNCARE	\$37,197	-7.9%	\$152,341	-7.4%	\$463,919	2.7%	\$29,076,302	-1.9%	\$29,064,197	-2.0%
TANNING-SUNCARE	\$325,398	-39.2%	\$1,567,684	-22.9%	\$4,215,733	-12.4%	\$101,659,021	-5.6%	\$101,192,873	-6.3%
COPPERTONE-TANNING-SUNCARE	\$75,286	-28.5%	\$332,072	-15.8%	\$829,644	-7.8%	\$21,670,193	1.2%	\$21,607,913	0.6%
AUSTRALIAN GOLD-TANNING-SUNCARE	\$79,592	-43.4%	\$416,666	-25.5%	\$1,148,630	-15.7%	\$18,933,273	-5.8%	\$18,790,865	-7.0%
BANANA BOAT-TANNING-SUNCARE	\$74,936	-41.9%	\$375,481	-23.3%	\$1,021,157	-10.2%	\$29,453,669	-0.1%	\$29,339,304	-0.8%
HAWAIIAN TROPIC-TANNING-SUNCARE	\$73,709	-41.3%	\$351,013	-24.4%	\$966,864	-12.0%	\$25,787,589	-12.8%	\$25,674,184	-13.2%
OCEAN POTION-TANNING-SUNCARE	0	-100.0%	110	778.2%	\$135	-11.1%	\$4,687	16.8%	\$4,785	19.1%
PRIVATE LABEL-TANNING-SUNCARE	\$8,236	-35.8%	\$32,850	-23.1%	\$89,035	-12.7%	\$3,118,143	-12.2%	\$3,108,274	-12.5%
BAIN DE SOLEIL-TANNING-SUNCARE	\$4,875	-53.9%	\$22,870	-38.6%	\$65,314	-28.3%	\$1,312,315	-24.3%	\$1,297,951	-25.0%