

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	\$6,492,569	6.8%	\$20,003,234	4.7%	\$62,441,974	3.4%	\$1,222,569,116	3.0%	\$1,222,569,116	3.0%
Suncare In Sun C-SPRY	\$1,999,275	11.3%	\$5,324,574	7.2%	\$16,911,372	5.7%	\$500,136,881	2.8%	\$500,136,881	2.8%
MCC SUNCARE (CT,SLRC,BDS)	\$1,062,125	3.1%	\$3,030,299	1.3%	\$9,552,570	-0.3%	\$272,689,170	-2.1%	\$272,689,170	-2.1%
COPPERTONE-SUNCARE	\$1,009,109	3.3%	\$2,846,351	1.5%	\$8,886,871	-0.4%	\$260,972,162	-1.8%	\$260,972,162	-1.8%
SOLARCAINE-SUNCARE	\$43,653	7.9%	\$156,395	3.2%	\$568,886	7.3%	\$9,742,790	-3.8%	\$9,742,790	-3.8%
BAIN DE SOLEIL-SUNCARE	\$8,631	-30.0%	\$25,114	-28.1%	\$88,832	-28.0%	\$1,732,092	-23.6%	\$1,732,092	-23.6%
BANANA BOAT-SUNCARE	\$999,499	3.3%	\$2,826,126	-2.5%	\$8,878,249	-2.6%	\$227,814,440	-0.3%	\$227,814,440	-0.3%
NEUTROGENA-SUNCARE	\$1,778,998	3.6%	\$5,505,650	2.7%	\$16,217,895	-0.9%	\$242,708,394	3.3%	\$242,708,394	3.3%
AVEENO-SUNCARE	\$128,011	2.2%	\$417,160	2.4%	\$1,370,140	4.4%	\$24,253,504	4.5%	\$24,253,504	4.5%
HAWAIIAN TROPIC-SUNCARE	\$375,581	15.0%	\$1,023,739	9.4%	\$3,189,417	10.6%	\$73,610,572	7.3%	\$73,610,572	7.3%
LOREAL-SUNCARE	\$288,365	-13.5%	\$1,156,760	-11.1%	\$3,675,747	-13.6%	\$38,815,469	-13.2%	\$38,815,469	-13.2%
PRIVATE LABEL-SUNCARE	\$820,461	7.4%	\$2,592,401	5.6%	\$8,947,584	8.0%	\$192,006,199	2.1%	\$192,006,199	2.1%
IN SUN-SUNCARE	\$5,507,413	7.4%	\$16,188,031	4.9%	\$50,325,728	3.5%	\$1,084,331,104	3.4%	\$1,084,331,104	3.4%
COPPERTONE-IN SUN	\$1,006,012	3.5%	\$2,833,374	1.8%	\$8,838,713	-0.2%	\$260,496,039	-1.7%	\$260,496,039	-1.7%
BAIN DE SOLEIL-IN SUN	\$6,803	-28.0%	\$19,504	-26.3%	\$69,210	-26.0%	\$1,312,326	-24.3%	\$1,312,326	-24.3%
BANANA BOAT-IN SUN	\$899,563	3.6%	\$2,442,773	-2.9%	\$7,646,419	-2.6%	\$208,889,645	0.3%	\$208,889,645	0.3%
NEUTROGENA-IN SUN	\$1,688,682	4.7%	\$5,139,889	4.2%	\$15,052,333	0.5%	\$231,397,359	4.6%	\$231,397,359	4.6%
AVEENO-IN SUN	\$128,011	2.2%	\$417,160	2.4%	\$1,370,140	4.4%	\$24,253,504	4.5%	\$24,253,504	4.5%
HAWAIIAN TROPIC-IN SUN	\$346,276	17.6%	\$933,020	12.0%	\$2,898,265	13.4%	\$66,637,358	10.3%	\$66,637,358	10.3%
LOREAL-IN SUN	\$18,273	-54.2%	\$65,249	-48.1%	\$263,249	-39.7%	\$7,587,521	-20.2%	\$7,587,521	-20.2%
PRIVATE LABEL-IN SUN	\$677,934	10.0%	\$2,065,602	9.1%	\$7,243,734	11.1%	\$167,774,579	2.5%	\$167,774,579	2.5%
SPORT-SUNCARE	\$1,673,526	12.8%	\$4,671,624	9.6%	\$14,871,665	10.2%	\$363,686,843	8.2%	\$363,686,843	8.2%
COPPERTONE-SPORT-SUNCARE	\$534,984	4.9%	\$1,459,366	3.7%	\$4,558,939	3.4%	\$123,508,979	0.4%	\$123,508,979	0.4%
BANANA BOAT-SPORT-SUNCARE	\$553,076	8.2%	\$1,495,621	2.1%	\$4,613,492	2.3%	\$111,677,823	3.8%	\$111,677,823	3.8%
NEUTROGENA-SPORT-SUNCARE	\$148,307	14.0%	\$431,130	13.2%	\$1,297,158	11.3%	\$25,052,049	41.2%	\$25,052,049	41.2%
PRIVATE LABEL-SPORT-SUNCARE	\$338,758	16.2%	\$1,017,783	14.6%	\$3,517,635	16.5%	\$80,373,761	5.5%	\$80,373,761	5.5%
BEAUTY-SUNCARE	\$1,919,914	4.4%	\$6,042,681	4.2%	\$18,072,209	0.7%	\$260,357,505	0.5%	\$260,357,505	0.5%
COPPERTONE-BEAUTY-SUNCARE	\$97,766	-3.9%	\$314,238	2.1%	\$988,558	-2.7%	\$22,162,883	-6.6%	\$22,162,883	-6.6%
NEUTROGENA-BEAUTY-SUNCARE	\$1,171,595	3.0%	\$3,656,552	3.7%	\$10,746,428	-0.3%	\$145,263,469	-0.6%	\$145,263,469	-0.6%
AVEENO-BEAUTY-SUNCARE	\$96,367	-1.3%	\$322,203	-0.4%	\$1,053,319	1.4%	\$16,052,773	2.1%	\$16,052,773	2.1%
HAWAIIAN TROPIC-BEAUTY-SUNCARE	\$152,111	4.2%	\$399,394	-2.5%	\$1,230,270	-0.9%	\$27,789,005	0.2%	\$27,789,005	0.2%
LOREAL-BEAUTY-SUNCARE	\$18,273	-54.2%	\$65,249	-48.1%	\$263,249	-39.7%	\$7,587,521	-20.2%	\$7,587,521	-20.2%
PRIVATE LABEL-BEAUTY-SUNCARE	\$84,249	2.7%	\$256,175	6.8%	\$758,153	-4.0%	\$11,133,862	-6.1%	\$11,133,862	-6.1%
GENERAL PROTECTION-SUNCARE	\$733,564	8.7%	\$2,070,443	2.5%	\$6,770,542	3.7%	\$145,805,253	4.2%	\$145,805,253	4.2%
COPPERTONE-GENERAL PROTECTION-SUNCARE	\$111,121	-1.1%	\$291,698	-10.3%	\$950,075	-8.4%	\$26,992,385	-6.7%	\$26,992,385	-6.7%
BANANA BOAT-GENERAL PROTECTION-SUNCARE	\$75,689	-16.0%	\$206,956	-22.9%	\$734,673	-19.0%	\$20,071,689	-11.0%	\$20,071,689	-11.0%
NEUTROGENA-GENERAL PROTECTION-SUNCARE	\$208,364	14.9%	\$574,871	8.8%	\$1,664,056	5.6%	\$34,640,840	14.6%	\$34,640,840	14.6%
HAWAIIAN TROPIC-GENERAL PROTECTION-SUNCARE	\$9,316	-22.3%	\$23,210	-26.4%	\$79,021	-24.5%	\$1,716,665	-4.0%	\$1,716,665	-4.0%
BULLFROG-GENERAL PROTECTION-SUNCARE	\$5,006	3.9%	\$13,074	5.6%	\$46,255	-7.7%	\$1,392,028	4.5%	\$1,392,028	4.5%
PRIVATE LABEL-GENERAL PROTECTION-SUNCARE	\$185,392	8.5%	\$572,369	5.2%	\$2,054,399	10.1%	\$39,082,938	4.8%	\$39,082,938	4.8%
BABY-SUNCARE	\$241,861	4.0%	\$727,150	2.2%	\$2,384,236	-0.4%	\$77,311,594	2.8%	\$77,311,594	2.8%
COPPERTONE-BABY-SUNCARE	\$87,123	-2.9%	\$258,350	-5.8%	\$849,929	-7.0%	\$36,077,616	0.7%	\$36,077,616	0.7%
BANANA BOAT-BABY-SUNCARE	\$15,262	-9.4%	\$43,807	-16.8%	\$154,595	-13.7%	\$6,556,432	-14.5%	\$6,556,432	-14.5%
NEUTROGENA-BABY-SUNCARE	\$65,365	1.5%	\$196,733	1.1%	\$597,105	-4.1%	\$12,042,844	0.0%	\$12,042,844	0.0%
AVEENO-BABY-SUNCARE	\$28,454	10.3%	\$86,433	9.5%	\$291,569	11.2%	\$7,611,614	9.4%	\$7,611,614	9.4%
CALIFORNIA BABY-BABY-SUNCARE	\$6,405	57.3%	\$25,428	77.5%	\$47,465	-1.4%	\$1,903,763	-23.2%	\$1,903,763	-23.2%
PRIVATE LABEL-BABY-SUNCARE	\$14,300	-0.3%	\$43,463	-4.0%	\$178,521	-2.0%	\$4,989,440	-5.0%	\$4,989,440	-5.0%
KIDS-SUNCARE	\$337,495	18.1%	\$993,958	18.2%	\$3,000,462	10.4%	\$123,574,874	3.9%	\$123,574,874	3.9%
COPPERTONE-KIDS-SUNCARE	\$81,330	30.2%	\$254,457	32.4%	\$671,051	8.3%	\$29,841,871	-6.7%	\$29,841,871	-6.7%
BANANA BOAT-KIDS-SUNCARE	\$89,640	1.5%	\$252,670	-5.6%	\$808,197	-8.8%	\$37,143,705	0.6%	\$37,143,705	0.6%
NEUTROGENA-KIDS-SUNCARE	\$66,384	5.6%	\$176,409	2.0%	\$509,973	0.5%	\$13,383,963	-3.8%	\$13,383,963	-3.8%
PRIVATE LABEL-KIDS-SUNCARE	\$47,738	-1.7%	\$149,731	1.3%	\$615,404	11.4%	\$29,076,400	-1.9%	\$29,076,400	-1.9%
TANNING-SUNCARE	\$491,862	-4.5%	\$1,342,452	-9.7%	\$4,338,997	-7.2%	\$101,659,804	-5.6%	\$101,659,804	-5.6%
COPPERTONE-TANNING-SUNCARE	\$92,957	-2.8%	\$252,826	-8.3%	\$812,179	-4.7%	\$21,670,179	1.2%	\$21,670,179	1.2%
AUSTRALIAN GOLD-TANNING-SUNCARE	\$135,210	-3.6%	\$370,428	-11.2%	\$1,197,066	-9.4%	\$18,933,471	-5.8%	\$18,933,471	-5.8%
BANANA BOAT-TANNING-SUNCARE	\$125,732	-1.4%	\$329,376	-7.5%	\$1,043,627	-4.3%	\$29,453,811	-0.1%	\$29,453,811	-0.1%
HAWAIIAN TROPIC-TANNING-SUNCARE	\$115,309	-4.0%	\$312,450	-9.1%	\$1,001,711	-7.4%	\$25,787,998	-12.8%	\$25,787,998	-12.8%
OCEAN POTION-TANNING-SUNCARE		-100.0%		-100.0%	\$566	116.9%	\$4,687	16.8%	\$4,687	16.8%
PRIVATE LABEL-TANNING-SUNCARE	\$7,497	-16.3%	\$26,082	-11.3%	\$119,621	8.7%	\$3,118,178	-12.2%	\$3,118,178	-12.2%
BAIN DE SOLEIL-TANNING-SUNCARE	\$6,803	-28.0%	\$19,504	-26.3%	\$69,210	-26.0%	\$1,312,326	-24.3%	\$1,312,326	-24.3%