

Business Snapshots - Dollar Sales SunCare										
Total US MULO	LW		L4		L12		YTD		L52	
	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA	Current	% Chg YA
SUNCARE	\$67,126,232	13.1%	\$168,715,295	-14.7%	\$379,321,141	-8.9%	\$458,087,802	-7.0%	\$1,183,527,099	-0.9%
IN SUN C-SPRY	\$29,943,546	13.6%	\$69,917,662	-16.7%	\$144,491,698	-12.3%	\$166,222,934	-10.4%	\$481,103,084	-1.3%
BAYER CONSUMER HEALTH-SUNCARE	\$14,295,342	3.0%	\$35,127,190	-24.2%	\$74,914,455	-23.8%	\$87,216,806	-18.1%	\$252,698,284	-7.5%
COPPERTONE	\$13,888,815	4.1%	\$34,070,406	-24.8%	\$72,219,457	-20.9%	\$83,862,386	-18.8%	\$241,925,481	-7.4%
SOLARCAINE	\$345,304	-25.0%	\$872,870	-30.9%	\$2,240,603	-18.9%	\$2,783,998	-15.2%	\$9,247,303	-6.7%
BAIN DE SOLEIL	\$61,223	-26.1%	\$183,913	-25.9%	\$454,395	-25.2%	\$570,421	-26.6%	\$1,525,500	-25.2%
BANANA BOAT	\$14,657,561	20.2%	\$33,198,700	-13.0%	\$70,670,606	-7.8%	\$82,287,331	-7.1%	\$221,525,077	-1.3%
NEUTROGENA	\$12,354,266	16.3%	\$33,643,908	-10.6%	\$80,387,082	-5.9%	\$100,956,513	-4.2%	\$238,336,734	-1.1%
AVEENO	\$1,320,539	13.2%	\$3,566,783	-18.9%	\$8,279,065	-11.3%	\$10,033,916	-9.5%	\$23,210,704	-1.9%
HAWAIIAN TROPIC	\$4,254,834	1.6%	\$10,434,059	-16.7%	\$23,467,905	-9.8%	\$28,106,990	-7.9%	\$71,201,299	2.1%
LOREAL	\$1,101,454	-18.3%	\$3,856,480	-28.8%	\$10,431,168	-23.0%	\$14,391,434	-20.4%	\$35,134,807	-17.1%
PRIVATE LABEL-SUNCARE	\$10,294,692	7.1%	\$25,530,538	-18.4%	\$56,779,525	-6.9%	\$67,773,868	-4.3%	\$189,379,834	-0.1%
IN SUN-SUNCARE	\$61,914,216	14.5%	\$152,718,777	-14.9%	\$337,589,088	-9.1%	\$403,407,011	-7.2%	\$1,056,148,019	-0.5%
COPPERTONE-IN SUN	\$13,835,023	3.9%	\$33,902,769	-24.2%	\$71,788,676	-21.1%	\$83,341,622	-19.0%	\$241,056,989	-7.0%
BAIN DE SOLEIL-IN SUN	\$51,205	-17.6%	\$150,266	-19.9%	\$366,145	-19.1%	\$456,055	-21.2%	\$1,189,937	-23.8%
BANANA BOAT-IN SUN	\$13,725,289	21.6%	\$30,722,579	-12.8%	\$64,565,216	-7.8%	\$74,773,082	-7.1%	\$203,183,429	-1.0%
NEUTROGENA-IN SUN	\$11,892,713	16.2%	\$31,998,633	-11.1%	\$76,051,291	-6.3%	\$95,274,356	-4.4%	\$227,080,740	-0.6%
AVEENO-IN SUN	\$1,320,539	13.2%	\$3,566,783	-18.9%	\$8,279,065	-11.3%	\$10,033,916	-9.5%	\$23,210,704	-1.9%
HAWAIIAN TROPIC-IN SUN	\$3,873,366	1.8%	\$9,407,285	-17.6%	\$21,031,853	-10.0%	\$25,256,291	-7.8%	\$64,506,092	4.1%
LOREAL-IN SUN	\$34,540	-88.8%	\$108,224	-90.3%	\$307,666	-87.4%	\$556,301	-82.2%	\$5,045,714	-43.9%
PRIVATE LABEL-IN SUN	\$9,300,836	9.7%	\$22,914,275	-17.9%	\$50,317,675	-6.2%	\$59,593,306	-3.4%	\$166,573,662	0.4%
SPORT-SUNCARE	\$21,748,589	21.1%	\$51,835,533	-11.4%	\$111,713,926	-6.5%	\$131,497,386	-4.3%	\$359,990,707	5.2%
COPPERTONE-SPORT	\$6,666,366	8.5%	\$16,100,810	-21.8%	\$33,908,787	-20.4%	\$39,723,372	-18.0%	\$117,024,143	-4.2%
BANANA BOAT-SPORT	\$7,284,332	29.7%	\$16,406,590	-7.4%	\$35,149,872	-2.5%	\$41,322,196	-1.6%	\$111,002,201	4.3%
NEUTROGENA-SPORT	\$1,475,414	28.6%	\$3,848,131	1.7%	\$9,055,149	10.2%	\$11,021,723	12.5%	\$26,301,415	32.4%
HAWAIIAN TROPIC-SPORT	\$826,808	45.5%	\$1,941,713	15.2%	\$3,969,412	20.6%	\$4,642,148	29.6%	\$10,651,156	190.4%
PRIVATE LABEL-SPORT	\$4,432,858	16.4%	\$10,994,699	-13.4%	\$24,342,481	-2.3%	\$28,768,138	0.1%	\$80,411,527	3.5%
BEAUTY-SUNCARE	\$13,211,249	11.9%	\$35,839,410	-13.0%	\$85,462,827	-6.9%	\$108,397,254	-5.3%	\$255,795,100	-3.1%
COPPERTONE-BEAUTY	\$1,111,067	0.4%	\$2,935,084	-19.4%	\$6,720,511	-14.3%	\$8,161,740	-11.1%	\$21,090,510	-8.1%
NEUTROGENA-BEAUTY	\$7,157,538	16.5%	\$19,964,990	-10.9%	\$48,275,613	-6.7%	\$61,603,378	-5.1%	\$141,976,731	-4.4%
AVEENO-BEAUTY	\$795,676	4.1%	\$2,262,094	-20.4%	\$5,120,780	-13.1%	\$6,403,604	-11.3%	\$15,244,098	-4.2%
HAWAIIAN TROPIC-BEAUTY	\$1,832,790	9.4%	\$4,412,497	-10.1%	\$10,050,474	1.8%	\$12,017,534	2.4%	\$28,080,938	2.2%
LOREAL-BEAUTY	\$34,540	-88.8%	\$108,224	-90.3%	\$307,666	-87.4%	\$556,301	-82.2%	\$5,045,714	-43.9%
PRIVATE LABEL-BEAUTY	\$635,338	42.4%	\$1,706,915	4.5%	\$4,196,598	14.2%	\$5,314,765	14.3%	\$11,460,103	-0.6%
GENERAL PROTECTION-SUNCARE	\$8,398,948	22.9%	\$20,400,545	-10.5%	\$43,605,731	-7.6%	\$52,032,443	-6.2%	\$141,860,077	-0.5%
COPPERTONE-GENERAL PROTECTION	\$1,327,858	11.4%	\$3,229,483	-18.5%	\$6,050,216	-21.1%	\$7,016,114	-12.1%	\$22,837,973	-14.8%
BANANA BOAT-GENERAL PROTECTION	\$1,274,362	24.3%	\$2,757,735	-13.0%	\$5,582,758	-14.2%	\$6,431,364	-16.5%	\$18,813,313	-11.2%
NEUTROGENA-GENERAL PROTECTION	\$1,929,449	19.9%	\$4,874,481	-8.2%	\$10,775,980	-4.7%	\$13,013,327	-2.5%	\$34,327,620	5.1%
HAWAIIAN TROPIC-GENERAL PROTECTION	\$103,265	0.5%	\$239,321	-19.3%	\$514,943	-15.2%	\$601,607	-17.6%	\$1,588,623	-10.9%
BULLFROG-GENERAL PROTECTION	\$57,571	-20.5%	\$164,094	-20.2%	\$322,729	-24.3%	\$383,615	-20.1%	\$1,299,269	-2.7%
PRIVATE LABEL-GENERAL PROTECTION	\$1,913,043	3.3%	\$4,657,059	-27.5%	\$10,464,667	-17.0%	\$12,892,563	-12.7%	\$37,588,280	-1.9%
BABY-SUNCARE	\$4,959,097	19.9%	\$12,495,720	-17.7%	\$28,734,561	-9.6%	\$32,491,208	-7.8%	\$74,948,805	-1.5%
COPPERTONE-BABY	\$2,004,608	-1.5%	\$5,210,374	-19.1%	\$11,649,048	-21.8%	\$12,845,275	-10.5%	\$32,767,472	-8.8%
BANANA BOAT-BABY	\$510,492	34.4%	\$1,182,562	-12.9%	\$2,431,758	-5.4%	\$2,623,236	-5.8%	\$6,395,427	-8.9%
NEUTROGENA-BABY	\$598,075	3.8%	\$1,575,837	-27.7%	\$3,939,432	-20.8%	\$4,777,369	-17.5%	\$11,028,720	-9.6%
AVEENO-BABY	\$476,119	28.6%	\$1,199,382	-16.6%	\$2,946,341	-8.9%	\$3,382,697	-7.1%	\$7,355,985	2.0%
CALIFORNIA BABY-BABY	\$87,816	-8.1%	\$188,847	-49.5%	\$470,208	-48.1%	\$595,258	-43.5%	\$1,446,152	-32.2%
PRIVATE LABEL-BABY	\$313,425	12.4%	\$768,446	-26.1%	\$1,762,761	-15.0%	\$2,049,025	-10.9%	\$5,090,871	-5.7%
KIDS-SUNCARE	\$7,699,665	0.6%	\$17,683,783	-24.8%	\$35,290,834	-16.6%	\$39,054,376	-14.3%	\$117,172,997	-2.6%
COPPERTONE-KIDS-SUNCARE	\$1,595,294	-8.4%	\$3,674,646	-18.0%	\$7,175,089	-21.4%	\$7,929,788	-10.4%	\$26,542,902	-14.3%
BANANA BOAT-KIDS-SUNCARE	\$2,725,425	8.4%	\$5,927,949	-20.1%	\$11,588,895	-12.5%	\$12,647,777	-11.5%	\$35,506,915	-4.0%
NEUTROGENA-KIDS-SUNCARE	\$715,962	-4.1%	\$1,670,777	-26.0%	\$3,787,535	-19.0%	\$4,429,953	-17.0%	\$12,478,803	-11.3%
PRIVATE LABEL-KIDS-SUNCARE	\$1,680,372	-11.6%	\$3,979,204	-27.6%	\$7,865,768	-13.9%	\$8,585,847	-11.9%	\$27,933,112	-4.2%
TANNING-SUNCARE	\$5,146,137	0.4%	\$12,504,800	-23.5%	\$28,373,077	-19.2%	\$34,327,644	-17.9%	\$93,088,336	-10.2%
COPPERTONE-TANNING	\$1,116,476	3.1%	\$2,719,431	-21.1%	\$6,202,610	-15.8%	\$7,569,760	-13.0%	\$20,540,600	-3.8%
AUSTRALIAN GOLD-TANNING	\$928,152	17.9%	\$2,457,013	-8.6%	\$5,906,560	-7.0%	\$7,201,246	-8.7%	\$17,160,694	-6.8%
BANANA BOAT-TANNING	\$1,716,157	7.8%	\$3,857,999	-23.2%	\$8,404,212	-18.6%	\$9,949,977	-17.4%	\$27,364,781	-7.6%
HAWAIIAN TROPIC-TANNING	\$1,039,347	-24.4%	\$2,599,941	-38.8%	\$5,950,157	-34.7%	\$7,263,029	-32.4%	\$22,312,470	-19.6%
OCEAN POTION-TANNING	\$1,686	1027.5%	\$1,742	762.1%	\$2,560	260.2%	\$2,751	212.5%	\$6,558	83.1%
PRIVATE LABEL-TANNING	\$181,630	2.8%	\$435,851	-23.9%	\$926,812	-14.1%	\$1,125,034	-9.3%	\$3,005,554	-11.5%
BAIN DE SOLEIL-TANNING	\$51,205	-17.6%	\$150,266	-19.9%	\$366,145	-19.1%	\$456,055	-21.2%	\$1,189,937	-23.8%