



SPANISH MARKET STATISTICS 2007

Distribution Channels Information

Products Categories Information

DISTRIBUTION CHANNELS INFORMATION



Distribution Channels Pannel 2007:

DISTRIBUTION CHANNELS	2006	% 06/05	% of Total	2007	% 07/06	% of Total
MASS MARKET	2.303,65	5,09	49,5	2.433,37	5,63	49,5
SELECTIVE	1.280,78	3,44	27,5	1.364,81	6,56	27,7
PHARMACY	458,62	5,76	9,9	491,65	7,20	10,0
HAIR DRESSER	347,73	4,77	7,5	365,12	5,00	7,4
DIRECT SELLING	173,12	3,79	3,7	176,05	1,69	3,6
BEAUTY SALONS	88,19	4,98	1,9	89,15	1,09	1,8
TOTAL (Million Euro)	4.652,09	4,62	100	4.920,15	5,76	100

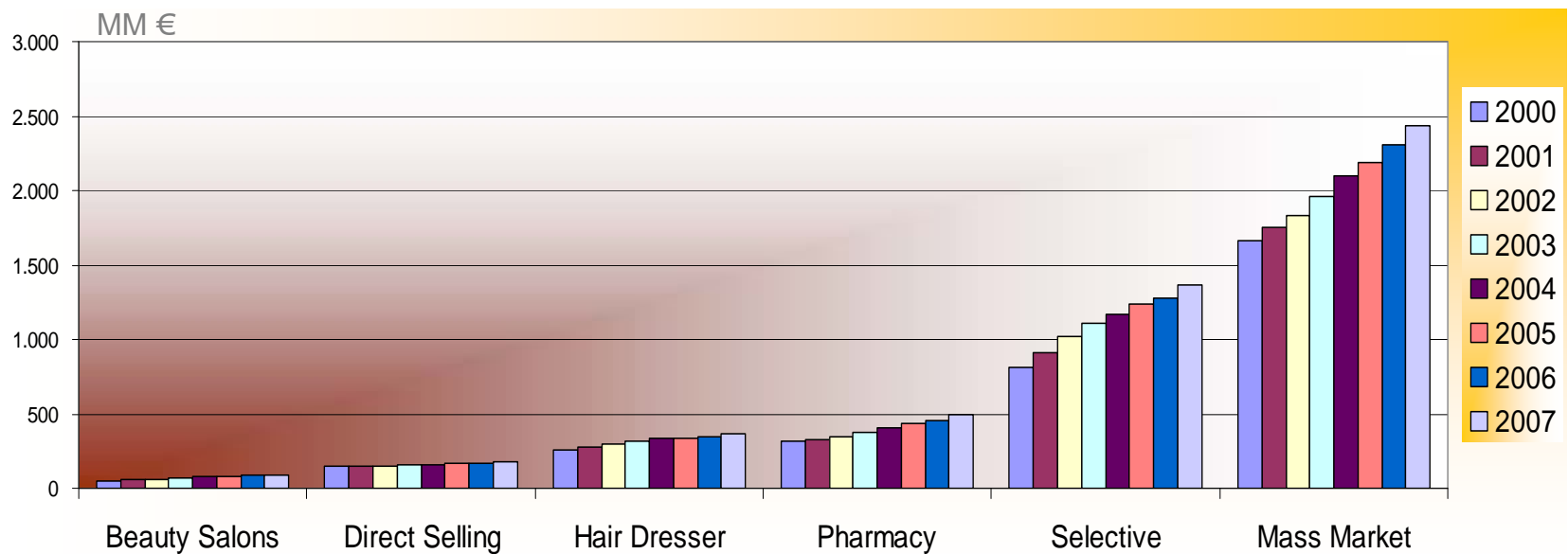
Population: 1,1%

GDP: 4,2%

RSP: 7.876,45 MM €

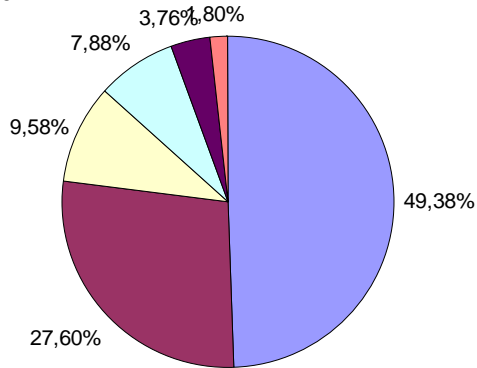


Annual Sales per Channel:

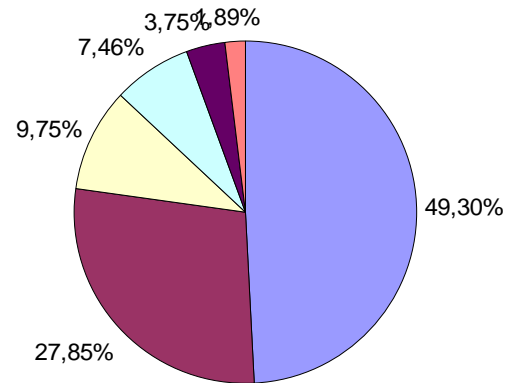


Weight per Distribution Channels:

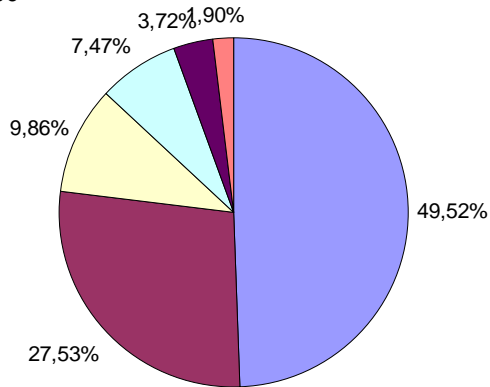
2004



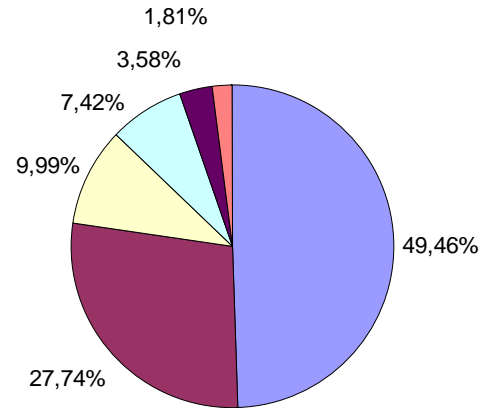
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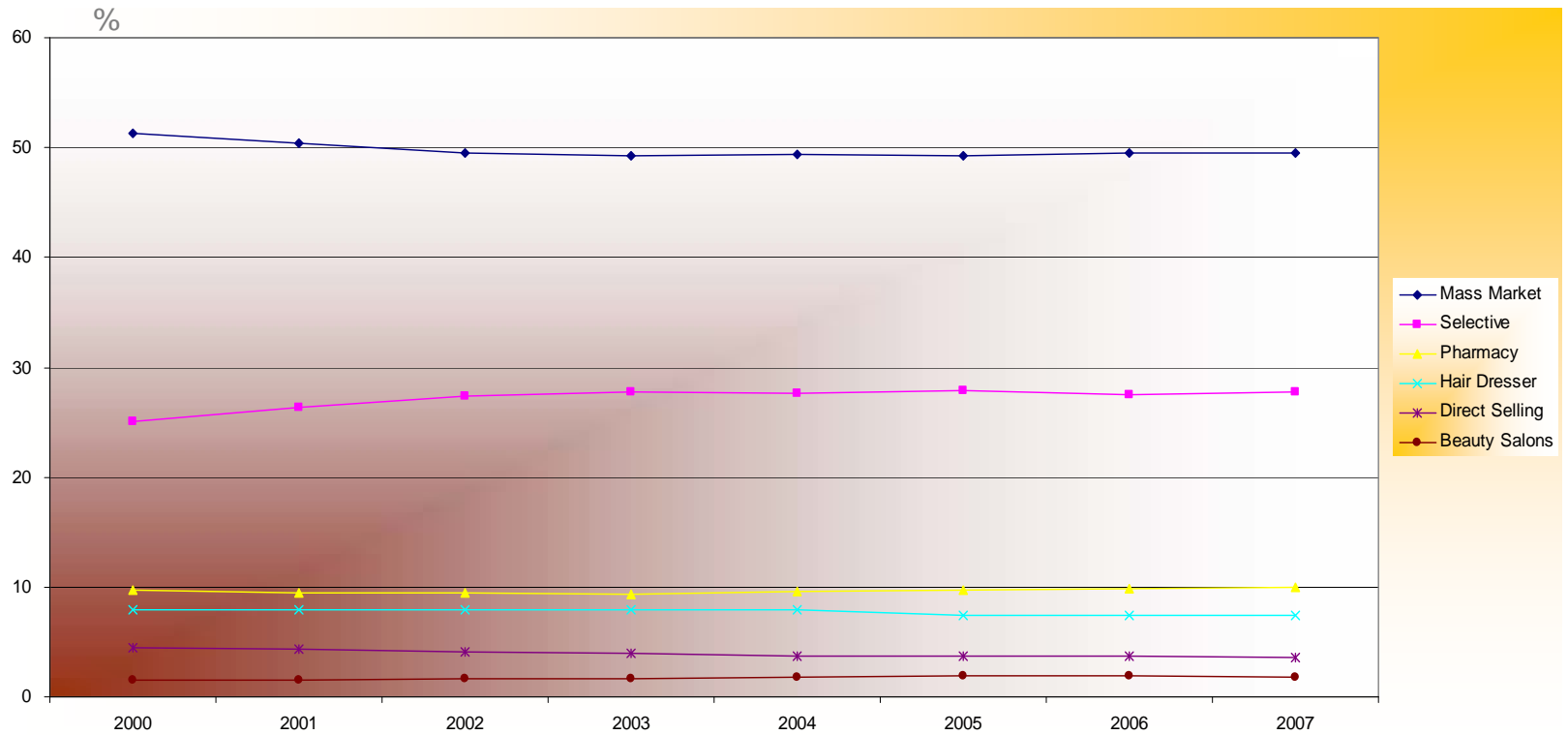
2006



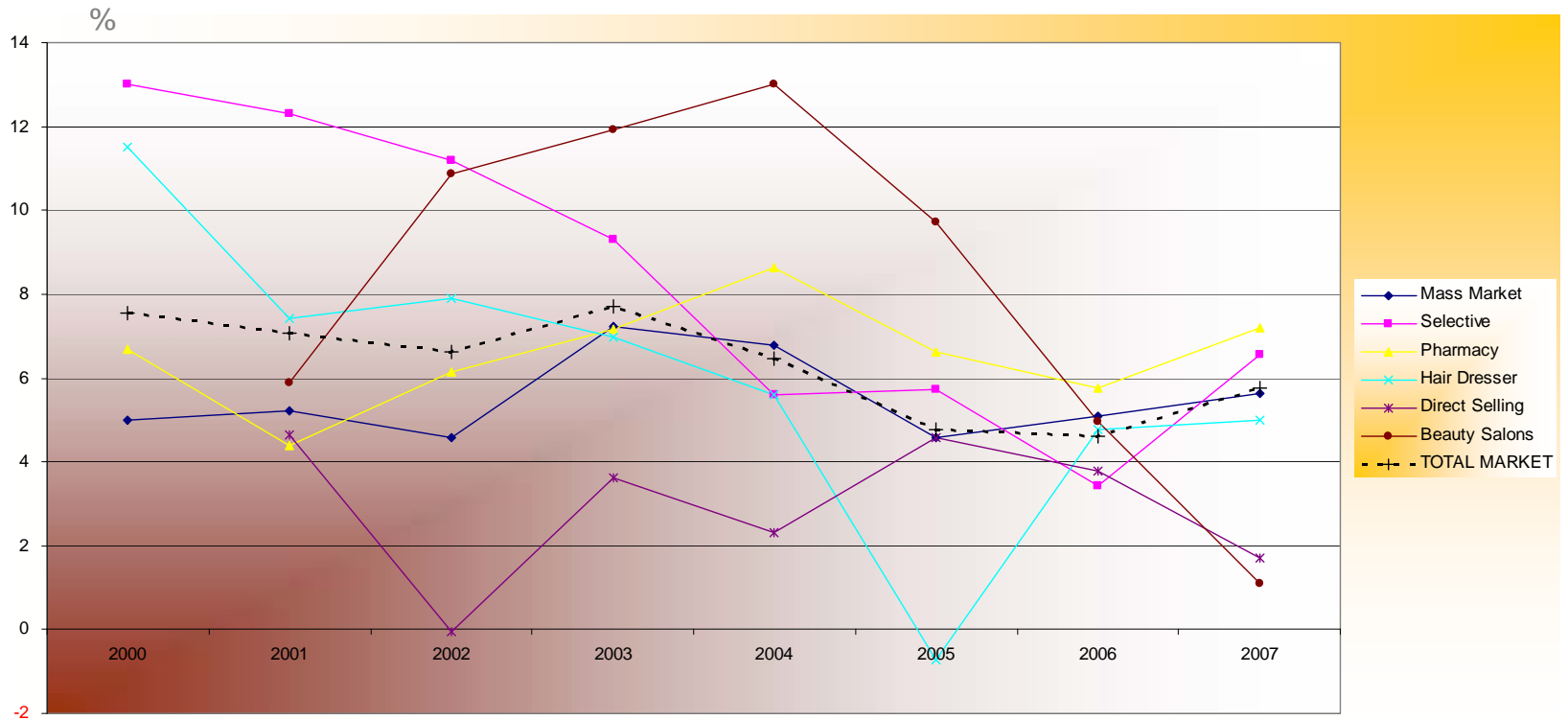
2007



Channels Weight:



Channels Growth:



Per Capita Consumption (*):

DISTRIBUTION CHANNELS	€/ Year / Consumer		
	2005	2006	2007
Mass Market	79,50	82,44	86,14
Selective	44,91	45,84	48,31
Pharmacy	15,73	16,41	17,40
Hair Dresser	12,04	12,44	12,92
Direct Selling	6,05	6,20	6,23
Beauty Salons	3,05	3,16	3,16
TOTAL MARKET	161,26	166,48	174,16

(*): €/Year/Consumer, Market Value



PRODUCTS CATEGORIES INFORMATION



Products Pannel 2007:

PRODUCT FAMILIES	2006	% 06/05	% of Total	2007	% 07/06	% of Total
I.- PERFUMES & FRAGRANCES	1.059,38	2,16	22,8	1.124,07	6,11	22,8
II.- DECORATIVE COSMETICS	385,24	4,33	8,3	406,05	5,40	8,3
III.- SKIN CARE	1.229,89	6,70	26,4	1.318,15	7,16	26,8
IV.- HAIR CARE	1.053,13	3,39	22,6	1.093,42	3,82	22,2
V.- TOILETRIES	924,44	6,37	19,9	978,52	5,85	19,9
TOTAL (Million Euro)	4.652,08	4,62	100	4.920,21	5,76	100

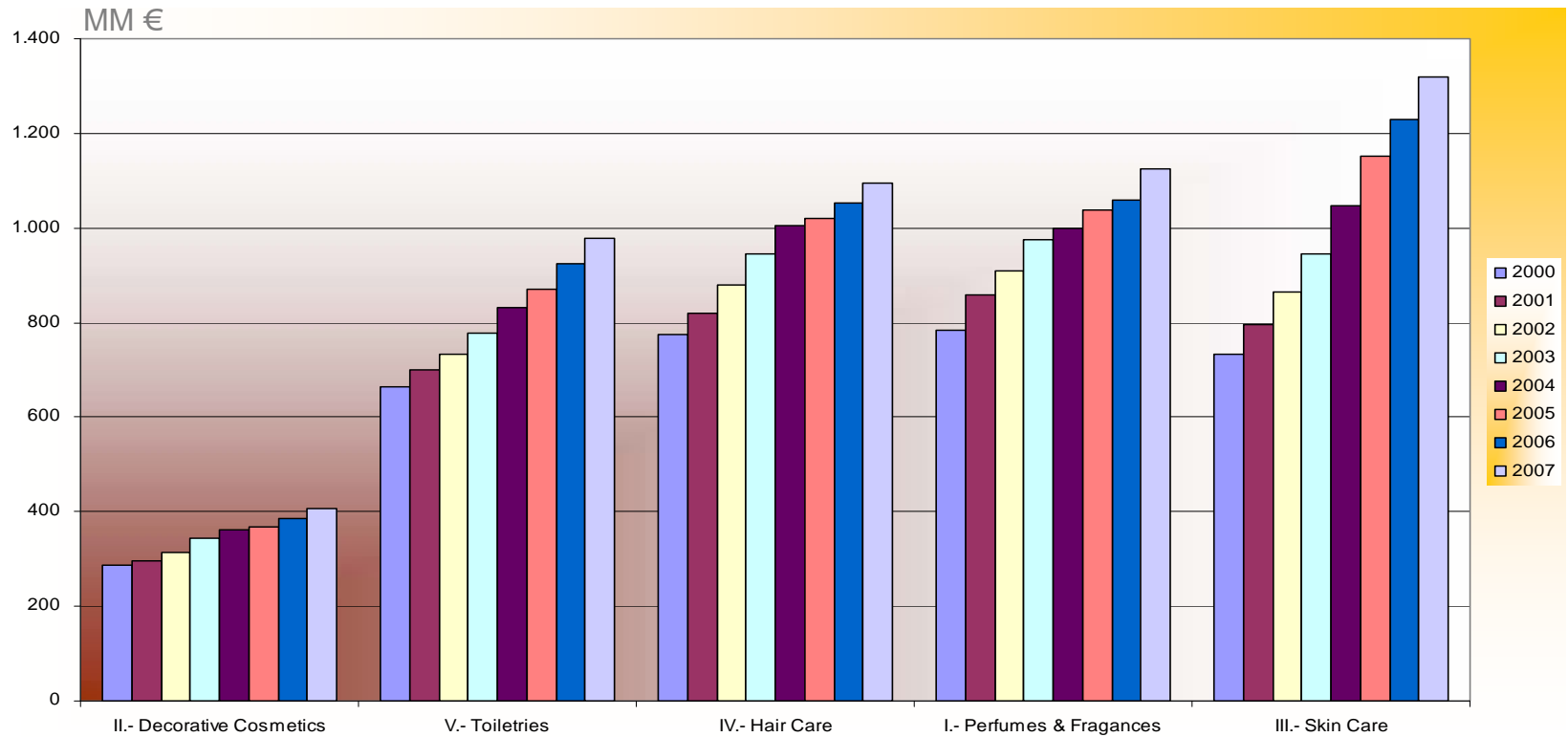
Population: 1,1%

GDP: 4,2%

RSP: 7.876,45 MM €

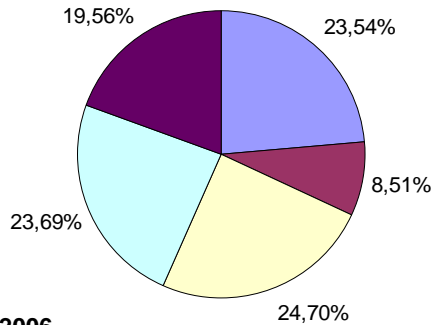


Annual Sales per Products:

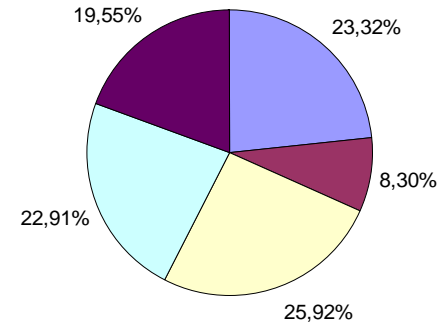


Weight per Products:

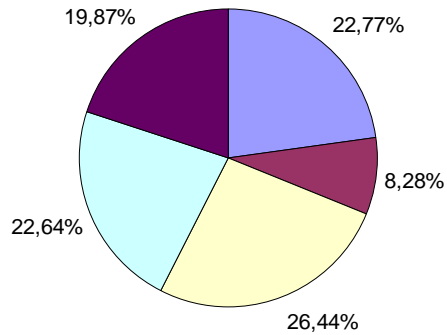
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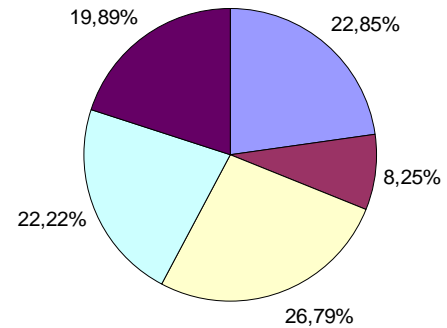
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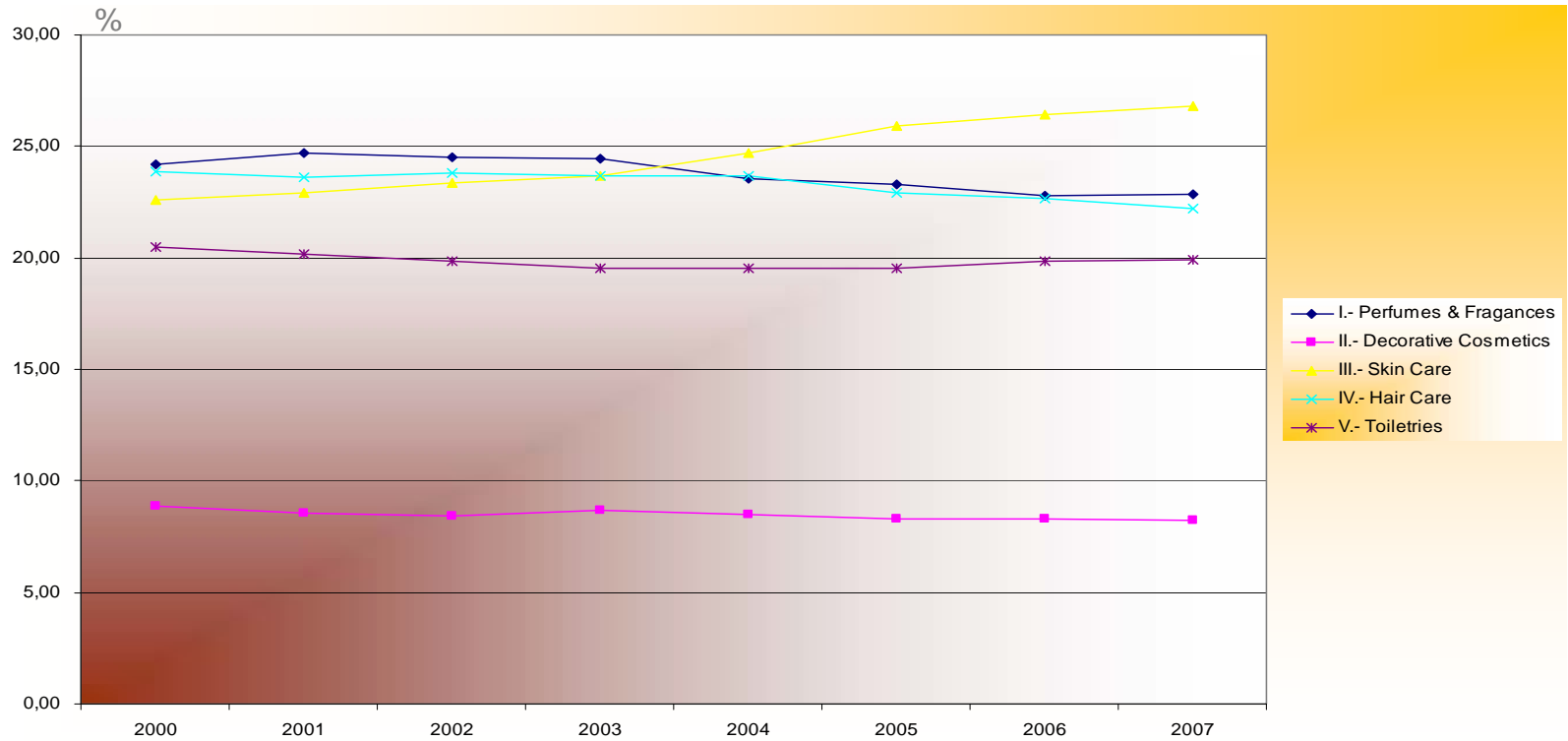
2006



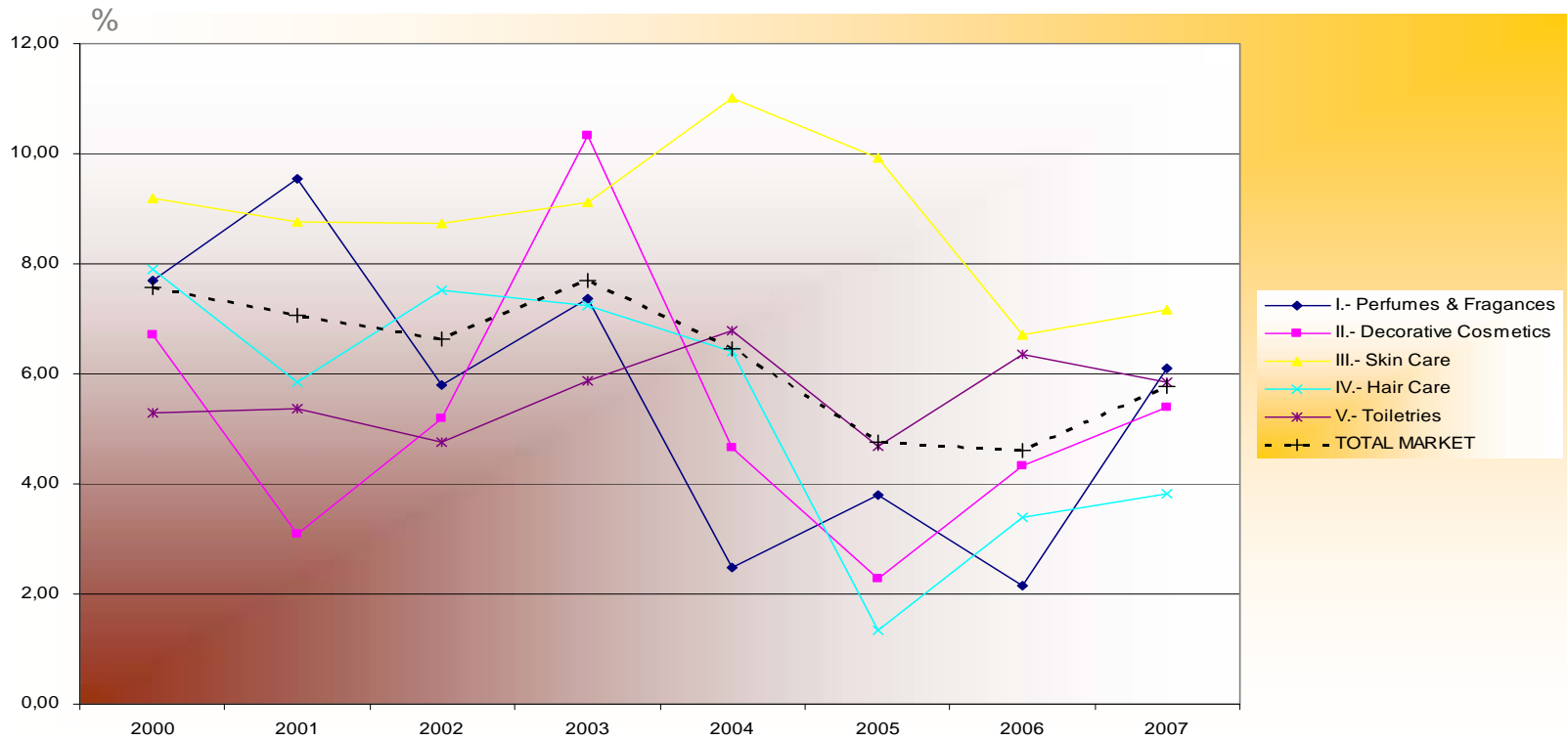
2007



Products Weigth:



Products Growth:



Per Capita Consumption (*):

PRODUCTS CHANNELS	€/ Year / Consumer		
	2005	2006	2007
I.- Perfumes & Fragrances	37,61	37,91	39,79
II.- Decorative Cosmetics	13,39	13,79	14,37
III.- Skin Care	41,80	44,01	46,66
IV.- Hair Care	36,94	37,69	38,70
V.- Toiletries	31,52	33,08	34,64
TOTAL MARKET	161,26	166,48	174,16

(*) €/Year/Consumer, Market Value

