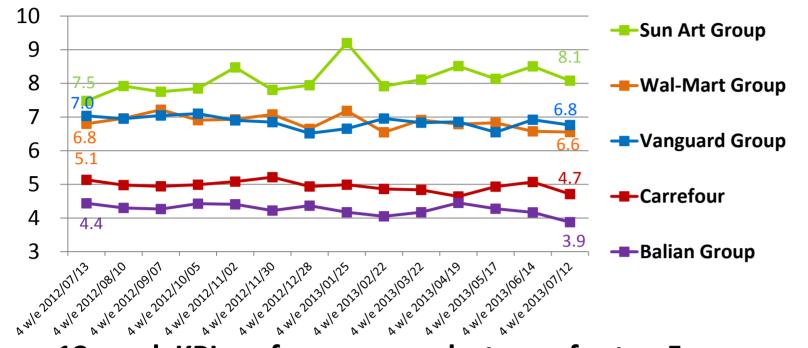
a CTR Service in China

## KANTAR ULIRLDPANEL

## Retail Snapshot

## 4 week share tracking of top 5 retail groups

Value Share (%) within Modern Trade – National China D+



Sun Art Group is the only key player to see a higher share in the latest 4 weeks versus last year whilst Balian sees a share low.

## 12 week KPI performance vs. last year for top 5 groups

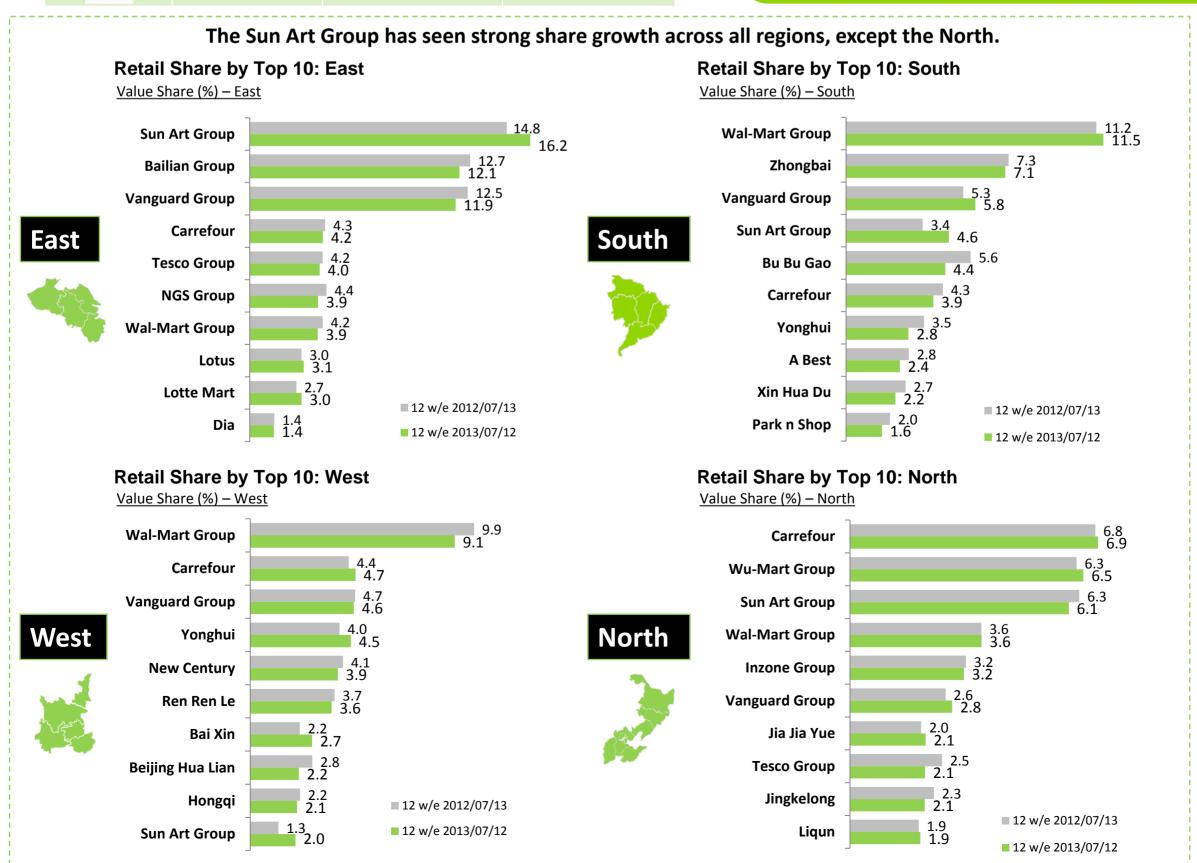
12 w/e P7 2013 vs 12w/e P7 2012: Penetration vs Trip Spend vs Frequency – National China D+

	More Shoppers?	Higher Value Baskets?	More Trips?	
◆大潤發 RT-MART Auchan	14.4% +6.5%	90 RMB +10.5%	4.3 trips -1.0%	
Walmart >;<	14.8% - <mark>2.8%</mark>	86 RMB +10.0%	3.5 trips -1.9%	
拳測万家 vanguard	11.5% - <mark>0.7%</mark>	80 RMB +5.8%	5.0 trips +0.4%	
Carrefour	11.1% - <mark>3.4%</mark>	85 RMB +3.6%	3.5 trips +4.1%	
1				

Sun Art Group's stronger performance is driven by attracting <u>more shoppers</u> whereas the other players have failed to grow this measure.

Shoppers continue to <u>increase the</u> <u>value of their baskets</u> at all of the retailers. Carrefour is the only player to also see a significant increase the





Data Source: Kantar Worldpanel China - Based on FMCG Market

