

AS Watson (Health & Beauty Europe) in Retailing (Netherlands)

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Abstracts

AS Watson's strategy is to defend its leading position in health and beauty specialist retailers in the Netherlands by focusing on Kruidvat and ICI Paris XL, its two major retailing brands. The bulk of the company's efforts will continue to be focused on Kruidvat, with an emphasis on new store openings and aggressive pricing in the mass segment, where the retail brand is most active. Meanwhile, with regard to ICI Paris XL, the company's focus will be on maintaining a premium image and meeting th...

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