

# 2017-2022 Malaysia Nail Polish Market Report (Status and Outlook)

<https://marketpublishers.com/r/2A1570A838EEN.html>

Date: August 2017

Pages: 116

Price: US\$ 3,360.00 (Single User License)

ID: 2A1570A838EEN

## Abstracts

The report requires updating with new data and is sent in 48 hours after order is placed.

The Nail Polish market size will be XX million (USD) in 2022 in Malaysia, from the XX million (USD) in 2016, with a CAGR (Compound Annual Growth Rate) XX% from 2016 to 2022.

In Malaysia market, the top players include

OPI

ZOTOS ACCENT

Maybelline

Dior

CHANEL

ORLY

ANNA?SUI

Revlon

Sally Hansen

MISSHA

CND

Butter London

Kiko

COSMAY

Nails Inc

Essie

L'OREAL

Bobbi Brown

Nars

Rimmel

This report with sales, revenue and market share for each type, split by product types/category, covering

Organic solvent based nail polish

Water based nail polish

This report focuses on sales, market share and growth rate of Nail Polish in each application, split by applications/end use industries, covers

Base coat

Top coat

Gel

Matte

## Contents

### **1 NAIL POLISH MARKET OVERVIEW**

#### 1.1 Product Overview and Scope of Nail Polish

#### 1.2 Nail Polish Market Segment by Types

##### 1.2.1 Malaysia Nail Polish Sales Present Situation and Outlook by Types (2012-2022)

##### 1.2.2 Malaysia Nail Polish Sales Market Share by Types in 2016

##### 1.2.3 Organic solvent based nail polish

##### Water based nail polish

#### 1.3 Malaysia Nail Polish Market Segment by Applications/End Use Industries

##### 1.3.1 Malaysia Nail Polish Sales Present Situation and Outlook by Applications/End Industrials (2012-2022)

##### 1.3.2 Malaysia Nail Polish Sales Market Share by Applications/End Industrials in 2016

##### 1.3.3 Base coat

##### 1.3.4 Top coat

##### 1.3.5 Gel

##### Matte

#### 1.4 Malaysia Nail Polish Overview and Market Size (Value) (2012-2022)

##### 1.4.1 Malaysia Market Nail Polish Overview

##### 1.4.2 Malaysia Nail Polish Market Size (Value and Volume) Status and Forecast (2012-2022)

### **2 MALAYSIA NAIL POLISH SALES, REVENUE (VALUE) AND MARKET SHARE BY PLAYERS/MANUFACTURERS**

#### 2.1 Malaysia Nail Polish Sales and Market Share (2012-2017) by Vendors/Manufacturers

#### 2.2 Malaysia Nail Polish Revenue and Market Share by Vendors (2012-2017)

#### 2.3 Malaysia Nail Polish Average Price by Vendors in 2016

#### 2.4 Malaysia Nail Polish Manufacturing Base Distribution, Sales Area, Product Types by Vendors

#### 2.5 Nail Polish Market Competitive Situation and Trends

##### 2.5.1 Nail Polish Market Concentration Rate

##### 2.5.2 Nail Polish Market Share of Top 3 and Top 5 Vendors

##### 2.5.3 Mergers & Acquisitions, Expansion

### **3 MALAYSIA NAIL POLISH SALES, REVENUE (VALUE) BY TYPE AND APPLICATION (2012-2017)**

- 3.1 Malaysia Nail Polish Sales, Revenue, Market Share and Price by Type (2012-2017)
  - 3.1.1 Malaysia Nail Polish Sales and Market Share by Type (2012-2017)
  - 3.1.2 Malaysia Nail Polish Revenue and Market Share by Type (2012-2017)
  - 3.1.3 Malaysia Nail Polish Price by Type (2012-2017)
- 3.2 Malaysia Nail Polish Sales and Market Share by Application (2012-2017)
- 3.3 Malaysia Market Nail Polish Sales, Revenue (Million USD), Price and Gross Margin (2012-2017)

## **4 MALAYSIA NAIL POLISH VENDORS/MANUFACTURERS PROFILES AND SALES DATA**

- 4.1 OPI
  - 4.1.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.1.2 Nail Polish Product Types, Application and Specification
    - 4.1.2.1 Type
    - 4.1.2.2 Type
  - 4.1.3 OPI Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.1.4 Main Business/Business Overview
- 4.2 ZOTOS ACCENT
  - 4.2.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.2.2 Nail Polish Product Types, Application and Specification
    - 4.2.2.1 Type
    - 4.2.2.2 Type
  - 4.2.3 ZOTOS ACCENT Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.2.4 Main Business/Business Overview
- 4.3 Maybelline
  - 4.3.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.3.2 Nail Polish Product Types, Application and Specification
    - 4.3.2.1 Type
    - 4.3.2.2 Type
  - 4.3.3 Maybelline Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.3.4 Main Business/Business Overview
- 4.4 Dior
  - 4.4.1 Company Basic Information, Manufacturing Base, Sales Area and Its

## Competitors

### 4.4.2 Nail Polish Product Types, Application and Specification

#### 4.4.2.1 Type

#### 4.4.2.2 Type

### 4.4.3 Dior Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

### 4.4.4 Main Business/Business Overview

## 4.5 CHANEL

### 4.5.1 Company Basic Information, Manufacturing Base, Sales Area and Its

## Competitors

### 4.5.2 Nail Polish Product Types, Application and Specification

#### 4.5.2.1 Type

#### 4.5.2.2 Type

### 4.5.3 CHANEL Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

### 4.5.4 Main Business/Business Overview

## 4.6 ORLY

### 4.6.1 Company Basic Information, Manufacturing Base, Sales Area and Its

## Competitors

### 4.6.2 Nail Polish Product Types, Application and Specification

#### 4.6.2.1 Type

#### 4.6.2.2 Type

### 4.6.3 ORLY Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

### 4.6.4 Main Business/Business Overview

## 4.7 ANNA?SUI

### 4.7.1 Company Basic Information, Manufacturing Base, Sales Area and Its

## Competitors

### 4.7.2 Nail Polish Product Types, Application and Specification

#### 4.7.2.1 Type

#### 4.7.2.2 Type

### 4.7.3 ANNA?SUI Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

### 4.7.4 Main Business/Business Overview

## 4.8 Revlon

### 4.8.1 Company Basic Information, Manufacturing Base, Sales Area and Its

## Competitors

### 4.8.2 Nail Polish Product Types, Application and Specification

#### 4.8.2.1 Type

#### 4.8.2.2 Type

### 4.8.3 Revlon Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

### 4.8.4 Main Business/Business Overview

## 4.9 Sally Hansen

- 4.9.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
- 4.9.2 Nail Polish Product Types, Application and Specification
  - 9.9.2.1 Type
  - 9.9.2.2 Type
- 4.9.3 Sally Hansen Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
- 4.9.4 Main Business/Business Overview
- 4.10 MISSHA
  - 4.10.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.10.2 Nail Polish Product Types, Application and Specification
    - 4.10.2.1 Type
    - 4.10.2.2 Type
  - 4.10.3 MISSHA Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.10.4 Main Business/Business Overview
- 4.11 CND
  - 4.11.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.11.2 Nail Polish Product Types, Application and Specification
    - 4.11.2.1 Type
    - 4.11.2.2 Type
  - 4.11.3 CND Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.11.4 Main Business/Business Overview
- 4.12 Butter London
  - 4.12.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.12.2 Nail Polish Product Types, Application and Specification
    - 4.12.2.1 Type
    - 4.12.2.2 Type
  - 4.12.3 Butter London Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.12.4 Main Business/Business Overview
- 4.13 Kiko
  - 4.13.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.13.2 Nail Polish Product Types, Application and Specification
    - 4.13.2.1 Type
    - 4.13.2.2 Type
  - 4.13.3 Kiko Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

- 4.13.4 Main Business/Business Overview
- 4.14 COSMAY
  - 4.14.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.14.2 Nail Polish Product Types, Application and Specification
    - 4.14.2.1 Type
    - 4.14.2.2 Type
  - 4.14.3 COSMAY Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.14.4 Main Business/Business Overview
- 4.15 Nails Inc
  - 4.15.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.15.2 Nail Polish Product Types, Application and Specification
    - 4.15.2.1 Type
    - 4.15.2.2 Type
  - 4.15.3 Nails Inc Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.15.4 Main Business/Business Overview
- 4.16 Essie
  - 4.16.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.16.2 Nail Polish Product Types, Application and Specification
    - 4.16.2.1 Type
    - 4.16.2.2 Type
  - 4.16.3 Essie Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.16.4 Main Business/Business Overview
- 4.17 L'OREAL
  - 4.17.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.17.2 Nail Polish Product Types, Application and Specification
    - 4.17.2.1 Type
    - 4.17.2.2 Type
  - 4.17.3 L'OREAL Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)
  - 4.17.4 Main Business/Business Overview
- 4.18 Bobbi Brown
  - 4.18.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors
  - 4.18.2 Nail Polish Product Types, Application and Specification
    - 4.18.2.1 Type
    - 4.18.2.2 Type



4.18.3 Bobbi Brown Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

4.18.4 Main Business/Business Overview

4.19 Nars

4.19.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors

4.19.2 Nail Polish Product Types, Application and Specification

4.19.2.1 Type

4.19.2.2 Type

4.19.3 Nars Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

4.19.4 Main Business/Business Overview

4.20 Rimmel

4.20.1 Company Basic Information, Manufacturing Base, Sales Area and Its Competitors

4.20.2 Nail Polish Product Types, Application and Specification

4.20.2.1 Type

4.20.2.2 Type

4.20.3 Rimmel Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

4.20.4 Main Business/Business Overview

## **5 PRODUCTION COST ANALYSIS OF NAIL POLISH**

5.1 Main Raw Materials of Nail Polish

5.1.1 List of Nail Polish Main Raw Materials

5.1.2 Nail Polish Main Raw Materials Price Analysis

5.1.3 Nail Polish Raw Materials Major Suppliers

5.1.4 Nail Polish Main Raw Materials Market Concentration Rate

5.2 Production Cost Structure of Nail Polish

5.2.1 Raw Materials

5.2.2 Labor Cost

5.2.3 Production Expenses

5.3 Nail Polish Manufacturing Process/Method

## **6 VALUE CHAIN, PURCHASING STRATEGY AND DOWNSTREAM BUYERS**

6.1 Nail Polish Value Chain Analysis

6.2 Upstream Raw Materials Purchasing

6.3 Raw Materials Sources of Nail Polish Major Vendors in 2016

6.4 Downstream Buyers

## **7 MARKETING STRATEGY ANALYSIS, DISTRIBUTORS/TRADERS**

### **7.1 Sales Channel**

#### **7.1.1 Direct Sales**

#### **7.1.2 Indirect Sales**

#### **7.1.3 Sales Channel Development Trend**

### **7.2 Product Market Positioning**

#### **7.2.1 Pricing Strategy**

#### **7.2.2 Brand Strategy**

#### **7.2.3 Target Client**

### **7.3 Nail Polish Distributors/Traders List in Malaysia**

## **8 MARKET INFLUENCES FACTORS ANALYSIS**

### **8.1 Changes from the Related Industries**

### **8.2 Substitutes Threat**

### **8.3 Customer Preference Change**

### **8.4 Economic/Political Environmental Change**

### **8.5 Upstream and Downstream Fluctuation**

## **9 MALAYSIA NAIL POLISH MARKET FORECAST (2017-2022)**

### **9.1 Malaysia Nail Polish Sales, Revenue and Price Forecast (2017-2022)**

#### **9.1.1 Malaysia Nail Polish Sales and Growth Rate Forecast (2017-2022)**

#### **9.1.2 Malaysia Nail Polish Revenue and Growth Rate Forecast (2017-2022)**

#### **9.1.3 Malaysia Nail Polish Price Trend Forecast (2017-2022)**

### **9.2 Malaysia Nail Polish Sales Forecast by Type (2017-2022)**

### **9.3 Malaysia Nail Polish Sales Forecast by Application (2017-2022)**

## **10 RESEARCH FINDINGS AND CONCLUSION**

## **11 APPENDIX**

### **11.1 Methodology**

### **11.2 Data Source**

## List Of Tables

### LIST OF TABLES AND FIGURES

Figure Picture of Nail Polish

Table Product Specifications of Nail Polish

Figure Malaysia Nail Polish Sales (volume) for Each Type (2012-2022)

Figure Malaysia Nail Polish Sales Market Share by Types in 2016

Table Types of Nail Polish

Figure Product Picture of Organic solvent based nail polish

Table Major Players of Organic solvent based nail polish

Figure Product Picture of Water based nail polish

Table Major Players of Water based nail polish

Figure Malaysia Nail Polish Sales Present Situation and Outlook by Applications (2012-2022)

Figure Malaysia Nail Polish Sales Market Share by Applications/End Industrials in 2016

Table Applications of Nail Polish

Figure Base coat Examples

Figure Top coat Examples

Figure Gel Examples

Figure Matte Examples

Figure Malaysia Nail Polish Revenue (Million USD) Status and Forecast (2012-2022)

Figure Malaysia Nail Polish Sales (Volume) Status and Forecast (2012-2022)

Table Malaysia Nail Polish Sales by Vendors (2012-2017)

Table Malaysia Nail Polish Sales Market Share (%) by Vendors (2012-2017)

Figure Malaysia Nail Polish Sales Share by Vendors in 2016

Figure Malaysia Nail Polish Sales Share by Vendors in 2017

Table Malaysia Nail Polish Revenue (Million USD) by Vendors (2012-2017)

Table Malaysia Nail Polish Revenue Market Share (%) by Vendors (2012-2017)

Figure Malaysia Nail Polish Revenue Share by Vendors in 2016

Figure Malaysia Nail Polish Revenue Share by Vendors in 2017

Figure Malaysia Nail Polish Average Price by Vendors in 2016

Table Malaysia Nail Polish Manufacturing Base Distribution and Sales Area by Vendors

Table Vendors Nail Polish Product Types

Figure Nail Polish Market Share of Top 3 Vendors

Figure Nail Polish Market Share of Top 5 Vendors

Table Malaysia Nail Polish Sales by Type (2012-2017)

Table Malaysia Nail Polish Sales and Market Share by Type (2012-2017)

Figure Malaysia Nail Polish Sales Market Share by Type 2016

Figure 2016 Malaysia Nail Polish Sales Market Share by Type  
Table Malaysia Nail Polish Revenue (Million USD) by Type (2012-2017)  
Table Malaysia Nail Polish Revenue Market Share by Type (2012-2017)  
Figure Malaysia Nail Polish Revenue Market Share by Type 2016  
Figure 2016 Malaysia Nail Polish Revenue Market Share by Type  
Table Malaysia Nail Polish Price by Type (2012-2017)  
Table Malaysia Nail Polish Sales by Application (2012-2017)  
Table Malaysia Nail Polish Sales and Market Share by Application (2012-2017)  
Figure Malaysia Nail Polish Sales Market Share by Application (2012-2017)  
Figure 2016 Malaysia Nail Polish Sales Market Share by Application  
Table Malaysia Market Nail Polish Sales, Revenue (Million USD), Price and Gross Margin (2012-2017)  
Table OPI Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table OPI Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)  
Figure OPI Nail Polish Market Share (2012-2017)  
Table ZOTOS ACCENT Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table ZOTOS ACCENT Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)  
Figure ZOTOS ACCENT Nail Polish Market Share (2012-2017)  
Table Maybelline Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table Maybelline Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)  
Figure Maybelline Nail Polish Market Share (2012-2017)  
Table Dior Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table Dior Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)  
Figure Dior Nail Polish Market Share (2012-2017)  
Table CHANEL Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table CHANEL Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)  
Figure CHANEL Nail Polish Market Share (2012-2017)  
Table ORLY Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table ORLY Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)  
Figure ORLY Nail Polish Market Share (2012-2017)  
Table ANNA?SUI Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table ANNA?SUI Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)  
Figure ANNA?SUI Nail Polish Market Share (2012-2017)  
Table Revlon Basic Information, Manufacturing Base, Sales Area and Its Competitors  
Table Revlon Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Revlon Nail Polish Market Share (2012-2017)

Table Sally Hansen Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Sally Hansen Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Sally Hansen Nail Polish Market Share (2012-2017)

Table MISSHA Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table MISSHA Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure MISSHA Nail Polish Market Share (2012-2017)

Table CND Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table CND Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure CND Nail Polish Market Share (2012-2017)

Table Butter London Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Butter London Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Butter London Nail Polish Market Share (2012-2017)

Table Kiko Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Kiko Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Kiko Nail Polish Market Share (2012-2017)

Table COSMAY Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table COSMAY Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure COSMAY Nail Polish Market Share (2012-2017)

Table Nails Inc Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Nails Inc Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Nails Inc Nail Polish Market Share (2012-2017)

Table Essie Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Essie Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Essie Nail Polish Market Share (2012-2017)

Table L'OREAL Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table L'OREAL Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure L'OREAL Nail Polish Market Share (2012-2017)

Table Bobbi Brown Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Bobbi Brown Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Bobbi Brown Nail Polish Market Share (2012-2017)

Table Nars Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Nars Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Nars Nail Polish Market Share (2012-2017)

Table Rimmel Basic Information, Manufacturing Base, Sales Area and Its Competitors

Table Rimmel Nail Polish Sales, Revenue, Price and Gross Margin (2012-2017)

Figure Rimmel Nail Polish Market Share (2012-2017)

Table Production Base and Market Concentration Rate of Raw Material

Figure Nail Polish Main Raw Materials Price Trend

Table Nail Polish Raw Materials Major Suppliers List

Figure Production Cost Structure of Nail Polish

Figure Nail Polish Manufacturing Process/Method

Figure Nail Polish Value Chain Analysis

Table Raw Materials Sources of Nail Polish Major Vendors in 2016

Table Major Buyers of Nail Polish

Table Nail Polish Distributors/Traders List in Malaysia

Figure Malaysia Nail Polish Sales and Growth Rate Forecast (2017-2022)

Figure Malaysia Nail Polish Revenue and Growth Rate Forecast (2017-2022)

Figure Malaysia Nail Polish Price Trend Forecast (2017-2022)

Table Malaysia Nail Polish Sales Forecast by Type (2017-2022)

Figure Malaysia Nail Polish Sales Market Share Forecast by Type (2017-2022)

Figure Malaysia Nail Polish Sales Market Share Forecast by Type in 2022

Table Malaysia Nail Polish Sales Forecast by Application (2017-2022)

Figure Malaysia Nail Polish Sales Market Share Forecast by Application (2017-2022)

Figure Malaysia Nail Polish Sales Market Share Forecast by Application in 2022

## I would like to order

Product name: 2017-2022 Malaysia Nail Polish Market Report (Status and Outlook)

Product link: <https://marketpublishers.com/r/2A1570A838EEN.html>

Price: US\$ 3,360.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/2A1570A838EEN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:  
Last name:  
Email:  
Company:  
Address:  
City:  
Zip code:  
Country:  
Tel:  
Fax:  
Your message:

**\*\*All fields are required**

Customer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970