

Meeting Minutes 7

Date: 17 November 2017

Attendees: Lam You Kang, Yong Li Ru Cheryl, Tan Yong Ying

Agenda

Weekly meetup to update on progress

Notes

Sheet 1: Average manufacturing costs by country. (Is actually addressed in "Proportion of cost" sheet, cleaned up already)

- China is 4 times more expensive than India (we need to check the numbers)
- Label the number of SKUs for each country
- Do the same format for DC costs and subcontracting costs

Cross comparison by country

MFG-Variant – Paraffinum: need to verify chemical costs in China again

Sheet 15: SKU 19608347

MFG-Variant – Parfum/Aroma: need to verify China, the two shortest bars in Thailand that seem like outlier

PKG-Pumps – First show the impact of the pump, then we remove the pump and show what's the cost composition without pumps (in this case we can find cheaper pumps, or transfer the pump cost to consumers)

MFG-Caps – We will have two versions, one is USD/bottle, one is USD/litre. (Possible that CAP material is different)

MFG-Bottles – Mostly fine, nice ladder. China bottles are expensive

PKG-Labels – China cheaper than Thailand

19602354 in DC Costs (better check if the O/H PFG is included in PFG Material or not)

19617331 in DC Costs (Freight is exceptionally high)

Put thought into comparing subcon vs internally manufactured

Other things to consider