FUNG GLOBAL RETAIL & TECHNOLOGY

WEEKLY RETAIL PROMO UPDATE

WEEK OF JUNE 5, 2016

WHAT'S INSIDE

- Stores are offering sales on warm weather products, such as summer apparel, footwear and sunscreen.
- Department stores are promoting more online-only sales and exploring the buy-online, pick-up-in-store model.

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US PROMO YOY HIGHLIGHTS

RETAILER	2016	2015
TAKE YOUR VITAMINS • CVS is offering a sale on health essentials, featuring vitamins and gummies, allergy sprays, and first aid kits. Haircare, sunscreen, Maybelline cosmetics and liquid detergent are also discounted this week. • A year ago, CVS also promoted vitamins and first aid kits. The retailer featured lower prices on sunscreen, liquid detergent and haircare, too.	 **12 pages**	 **N/A**
SUMMER SALES • This week, Kmart is promoting a sale on men's T-shirts, shorts and denim. The retailer is also discounting cleaning supplies, including liquid detergent and bleach. Summer essentials such as sunscreen and bottled water are on sale as well. • Last year during this week, Kmart offered a similar sale, featuring men's T-shirts and shorts. Liquid detergent, paper towels and bottled water were also marked down.	 **20 pages**	 **20 pages**
FATHER'S DAY DISCOUNTS • This week, Target is promoting a Father's Day sale that features men's polos for $8 and men's shorts for $12. • Last year, Target also offered a Father's Day apparel sale that featured men's polos and shorts for 40% off.	 **26 pages**	 **26 pages**

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WEEKLY US YOY COMPARISON

RETAILER	2016	2015
bloomingdale's	• Take $25 off every $100 you spend online and in-store • Loyallists get a $25 reward card for every $100 spent • Save 30% on women's handbags and shoes • Take 15% off when you spend $125 or more on lingerie	• bQuick! Online Secret Sale, by Invite Only: 80% off one-of-a-kind rugs for 16 hours only • Take $25 off every $100 you spend online and in-store • Just for Loyallists: $25 reward card for every $100 you spend
JCPenney	• Friends & Family Sale: Extra 30% off with your JCPenney credit card, extra 25% off with any other form of payment or extra 10% off select major appliances in-store and online • 20% off sports fan shop • Red Zone: Clearance 50%–70% off	• Friends & Family Sale: Extra 25% off • Extra 15% off watches, salon products, optical and portrait
KOHL'S	• Take an extra 30%, 20% or 15% off when you use or open a Kohl's Charge • Everyone gets $10 for every $50 spent • $10 off your Father's Day gift purchase of $40 or more • 15% off fragrance gift sets for men; 25%–40% off watches; 60%–65% off Sonoma Goods for Life	• Take an extra 30%, 20% or 15% off when you use your Kohl's charge • Everyone gets $10 for every $50 spent • 50%–60% off Sonoma Outdoors; 40%–60% off comforter sets and quilts; 40%–50% off women's swimwear; 30%–50% off tees and shorts for women; 50%–60% off men's polos; 25%–40% off men's watches
★macy's	• Summer Sale: Extra 20% off everything online and in stores • Home Sale: 30%–50% off • 50% off women's and juniors' dresses; extra 25% off clearance designer handbags; 60% off all pillows; 60% off bras; 60% off men's dress shirts; 30% off plus an extra 15% off mixers; 40% off when you buy three or more pairs of sandals; free eight-piece gift with $45 Estée Lauder purchase, plus additional gift with $100 online Estée Lauder purchase; fine jewelry 30% off; extra 20% off, kids' and baby sale; lingerie $50 off when you spend $100; Finish Line end-of-season sale, 20%–50% off; extra 10% off furniture, mattresses and rugs	• Summer Sale: Extra 20% off everything online and in-store • Save 50% on women's swimwear; save 60% on all pillows; save 40% on women's shoes; free seven-piece gift set with any $35 Estée Lauder skincare or foundation purchase; free three-piece BBQ set with $85 men's cologne or grooming purchase; buy one pair of sandals and get second pair for 50% off; save 20%–50% on summer home; Finish Line end-of-season sale, save 20%–40%; kids' sale, save 25%–50% plus extra 20% off

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