

Margin Improvement Program

For Personal Care, Home Care and
Color Cosmetics

OUR MARGIN IMPROVEMENT 7R FRAMEWORK



OUR MARGIN IMPROVEMENT 7R PROCESS FLOW



Savings target Setting
2-4% Of Turn-over



Competitor product, Price, Claims Benchmarking

Formulation Tiering (Performance to Price)

Stretched Claims

RM/PM Should Cost Analysis

RM/PM Spec & Supplier Scoping

Process Plant Optimization for cost, capacity

Sourcing Strategy



Multi-functional Margin Workshop



Sign-off of the ideas and agreed validation plan, Network



Implementation and Confirmation on the margin deliver target achievement

A Program with duration of 6-9 months

WHY US

- ▶ Deep understanding of consumers and product performance
- ▶ Deep Domain expertise (100+ years of experience) for Personal Care, Home care, Colour Cosmetics
- ▶ Proven delivery of margin improvement programs globally
- ▶ Proprietary tools for unlocking margin with speed
- ▶ Collaborative approach
- ▶ We commit, we help to validate, we deliver together

Contact Us



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You Imagine, we make it a reality.



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