



OUR
JOURNEY
WITH YOU

Heat Doward

YOUR PARTNER IN PHARMACY

2000-2016 HIGHLIGHTS

- 2000 - Founded
- 2001 - secured Australian contract for **Max Factor & CoverGirl**
- 2005 - acquired **ulta3**
- 2010 - secured Australian contract for **essence**
- 2012 - acquired **Billie Goat**
- 2014 - acquired **OZK.O** and **Carlo G**



BRIGHT FUTURE

In order to continue to be a partner of excellence, we have completed a strategic review of our brands and service. As a result, we are now making a number of business improvements, which will provide a more streamlined, focussed operation geared to meet your every need.

1. ONE TEAM, ONE DREAM

Your store will be serviced by a single Heat Doward rep who will be your specialist and work with you to drive growth and success for your business.



2. STREAMLINED RANGE

Our three pillars are in the key pharmacy segments to drive growth for your business.

BEAUTY - a wide range of brands relevant to your pharmacy customer to give the gift of confidence.

HEALTHY LIVING - trusted health and wellbeing aids to help your customers lead healthier, happier lives.

CONFECTIONERY - delicious treats that provide incremental spend – by driving impulse sales and lifting customer spirits.



3. IMPROVED STOCK SUPPLY AND SUPPORT

Stock supply is critical to your success, and our new strategy- with a focus on core brands and streamlined operations- will result in improvements on all your stock deliveries.

2001
P&G



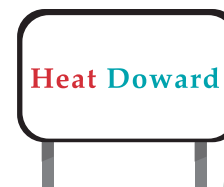
2010
ESSENCE



2014
OZK.O AND CARLO G



NOV 2016
HEAT DOWARD



ROUGH ROAD

2017-2018 CHALLENGES

- P&G sold Max Factor & CoverGirl to Coty Inc.
 - Heat acquired 96yr old company Doward International.
- A number of business challenges occurred as a result, particularly around the handover and transition.

2000
FOUNDED



2005
ULTA3



2012
BILLIE GOAT



2019 BRAND PORTFOLIO

BEAUTY

BILLIE GOAT
BODYTOOLS
ESSENCE
FLEURIQUE
MASON PEARSON
REFLECTIONS
REMINGTON
ULTA3
WINDSOR
ZO

HEALTHY LIVING

AMMELTZ
BREATHCARE
BYRON BAY CANDLES
CLEARWIPE
E-CHAMBER
CHUCKIE'S
GO TRAVEL
MACK'S
MEDI MANAGER
OZK.O
HOT DATE
RAINMATES
WHEAT BAG
HOT HANDS
KOOL N SOOTHE
ONE DROP
SPEEDO

CONFECTIONERY

ANTICOLS	KELLY'S CANDY
BUDERIM GINGER	KINDER SURPRISE
BUTTERMENTHOLS	KIT KAT
CADBURY	MARS BAR
CHUPPA CHUPS	MENTOS
DARREL LEA	MRS MAYS
DOLLAR SWEETS	QUICKEZE
DOUBLE D	SIMPKINS
DUCK CREEK MACADAMIAS	SMARTIES
ECLIPSE MINTS	SNICKERS
EXTRA GUM	SOOTHERS
FISHERMANS FRIEND	THROATIES
FREDDO FROG	VIVIL
JOHNSONS	WERTHERS

QUESTIONS OR COMMENTS?

Please contact your rep or our Customer Service team on (toll free) 1 800 181 040

