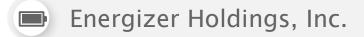
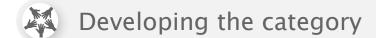




STRATEGY & OPPORTUNITIES











YOUR FAST MOVING CONSUMER GOODS DISTRIBUTOR ENERGY DISTRIBUTION NV



Market Knowledge

Experienced sales team in 3 countries of the Benelux



Category Management

- 30 years of experience
- International brands translated at the national level



Marketing

Together with our brands, we tailor their strategies to local needs



Data Management

 As a cornerstone of our efficiency, we gather all information, process it and share it with our customers



Supply Chain

- Our own warehouse of 3.600 m² (5.000 Pallets)
- Electronic data exchange
- Tailormade logistic services





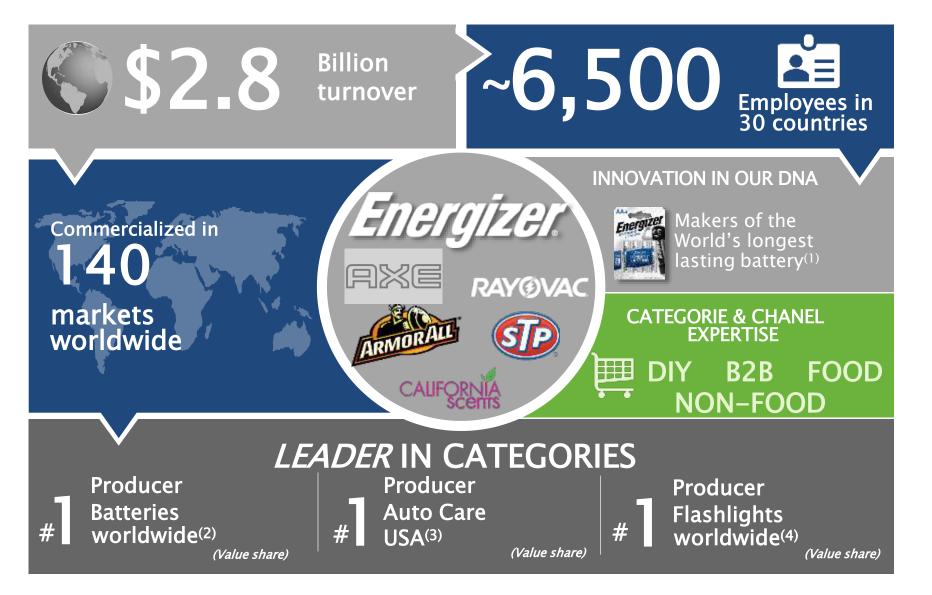
OFFICIAL DISTRIBUTOR BENELUX ENERGIZER HOLDINGS, INC.



CATEGORY LEADER IN BATTERIES, FLASHLIGHTS & AUTO CARE



ENERGIZER HOLDINGS, INC.





A STRONG PORTFOLIO OF HOUSEHOLD BRANDS

POWER AND LIGHTING





AUTO CARE AND PERFORMANCE





AIR FRESHENERS





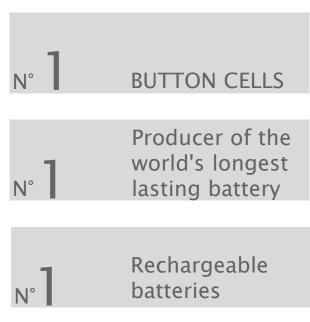




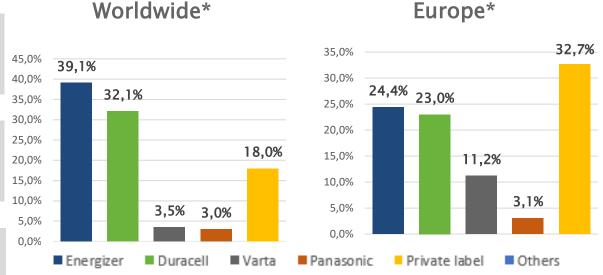
POWER



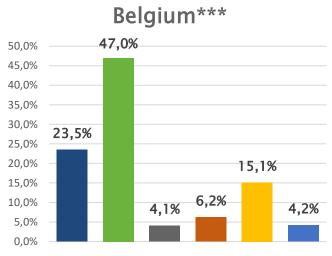
ENERGIZER BATTERIES: PARTNER OF CHOICE DEVELOPER OF THE CATEGORY



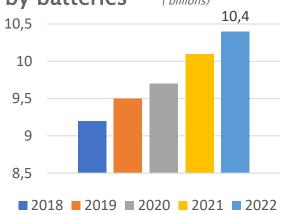








Number of devices powered by batteries ** (billions)









ENERGIZER BATTERIES: HIGH MARGINS & HIGH ROTATION



AA4





Ideal category to optimize margin





Trade up: via multi-pack & 2nd location



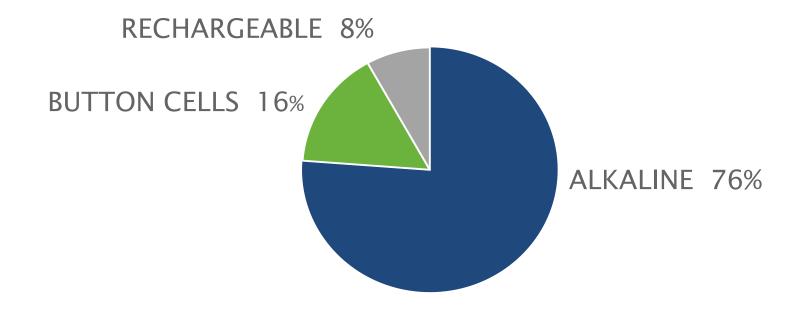
Organization of the planogram for maximizing profits



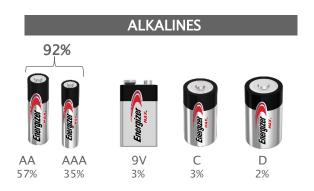
'Smart' volume Promotions

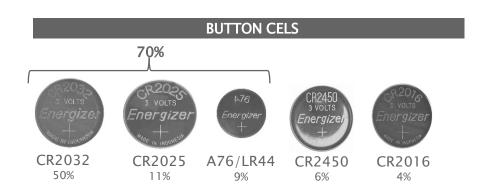


5 REFERENCES = 80% OF THE CATEGORY TURNOVER



BATTERIES - € SHARE PER SEGMENT







Source: Nielsen MAT-P082020



OUR OFFER



'THE ESSENTIALS'













Ref	MAXAABL4	MAXAAABL4	CR2032/4	MAX9VBL1	4/A76LB	CR2450/2
³ RSP	6,95	6,95	9,95	6,95	4,95	7,95

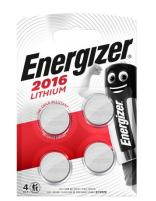
TO STRENGTHEN THE CATEGORY













Ref	CR2025/4	MAXCBL2	MAXDBL2	2/E23A	CR2016/4	2/EL123AP
³ RSP	7,95	5,95	5,95	4,65	7,95	14,95



SOLUTIONS FOR MULTI-SITING

Clips strips



52%

Off shoppers make their decision to buy batteries in- store

Counter displays





39%

Off shoppers say they prefer to find batteries at checkout ****

Multi-siting





34%

Off shoppers indicate that they want to see batteries visibly installed at difference places in the store****

Promo-displays



x2.6

Multi-siting = increased conversion rate **



Source: *Nielsen Homescan UK, % of baskets containing batteries 3 months ending december 2017, Customer A vs customer W. FR. Nielsen % FMCG Shoppers having purchased batteries within last 12 months- difference between best retailer conversion rate & average other similar store formats **2013 Walmart Shopper Motivation Study ***Value sales 6 weeks end Nov to end 1st week (FR+DE+BE) ****2016 Study (2) - Brand Potential Shopper Study - West Europe May 14 - 3000 interviews

'SMART' VOLUME PROMOTIONS







Ref	³RSP	QT
MAXAABL8P	10,95	72
MAXAAABL8P	10,95	48





RECHARGEABLE NIMH

Ref	³RSP	QT
5+1HR6PP2000	19,95	48
5+1HR03PP850	19,95	36







RAYOVAC

Top-quality hearing aid batteries, specially designed for the latest highperformance hearing devices



Rayovac Extra Advanced hearing aid batteries take advantage of our new Active Core Plus now with Air Optimisation Technology; a breakthrough new cell design which maximizes internal space to hold more active ingredients, ensuring our batteries are the longest lasting on the market.





RAYOVAC ASSORTMENT



RAYO10GBL6 Protectant wipes matt RSP: 3,49



RAYO13GBL6 Protectant wipes gloss RSP: 3,49



RAYO312GBL6 All round wipes RSP: 3,49



RAYO675GBL6 Glass wipes RSP: 3,49



LIGHTING

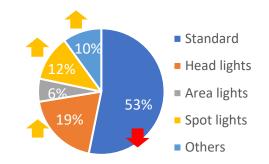


PORTABLE LIGHTS CATEGORY:

PROFITABLE, EXCELLENT BASKET BUILDER, BUT ROOM FOR OPTIMIZATION

CATEGORY

- Handheld Lights are the #1 Lights segment (1)
- Headlights, Spotlights are growing sales mix*



- Shoppers are confused: 21% ask an employee for help (2)
- High fragmentation Multiple brands / formats drives complexity for shoppers and costs for retailers









OPPORTUNITIES





74% of HH own Handhelds

33% own Headlights

31% own Area Lights

WILLING TO BUY MORE (5)



Up to 68% Will consider an item other than their planned purchase

~50% Of owners have 4 or more lights

TRENDS (3)

- Rechargeable Lights gaining traction in both shops and online
- Growth in Combo Lights and Work Lights



LIGHTS CATEGORY IS DRIVEN BY FOUR KEY DRIVERS

LIFE'S MOMENTS



Consumers need **lights to create life's moments** or to be ready for them

EMERGENCIES



Everyday emergencies and more frequent natural disasters create need for the category

DECISIONS



Retailers and manufacturers can influence shoppers' decisions and drive conversion.

Consumers' preference for a quality product provides an opportunity to drive value through trade-up

DESIGN



Consumers' want a light designed to address their specific usage occasion and to look good as well.

Nearly
50%
of lights shoppers

Saw it when shopping for something else**

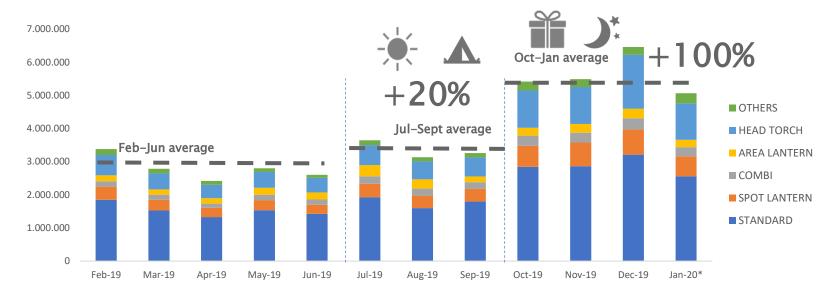
33%

Saw the product on a special display**

20% Saw it on promotion promotion sale**



Visibility during key weeks is important to capture impulse sales



OUR STRATEGIES TO DRIVE PORTABLE LIGHTS GROWTH IN YOUR STORES



UP SALES WITH INNOVATION

Evolving consumer needs & expectations





SIMPLIFY & OPTIMISE

Right assortment for your shoppers





DRIVE CONVERSION

Missed opportunities to convert core shoppers







OUR OFFER B2B



Energizer B2B

Hazardous use



ATEX2D ATEX2AA RSP³: 4,95 RSP: 45,75



D

fre

S

and

Construction / Industry



HARDCP2AA RSP: 29,95



HARDCP4AA RSP: 39,95



WORKLIGHT RSP: 49,95





HARDCASEMULTIUSE HARDCASEPIVOTPLUS RSP: 36,95 RSP: 22,95



HEADHARDCASE RSP: 39,95

Premium





INSPEC2AAA VISIONHD3AAA LITHIUMLED RSP 19,95 RSP: 29,95 RSP: 39,95



VISIONHDR RSP 79,95



VISIONHD6AA RSP: 59,95







INDHEAD RSP 34,95



INDHEADR RSP: 54,95

Precision



TAC700 RSP: 49,95



TAC1000 RSP: 59,95



RSP: 69,95





OUR OFFER B2C



Energizer B2C

Headlights



HEADLIGHT2LED RSP: 12,95



HEADUNIV RSP: 19,95



HEADPRO RSP: 24,95



HEADPROADV RSP: 29,95



HEADVISION RSP: 34,95



HEADVISIONHD RSP: 39,95



HEADVISIONR RSP: 49,95

Premium



Energized Section 11 and 12 an

INSPEC2AAA VISIONHD3AAA RSP: 19,95 RSP: 29,95



LITHIUMLED RSP: 39,95



VISIONHD6AA RSP: 59,95



Precision



TAC700 RSP: 49,95



TAC1000 RSP: 59,95



TACR RSP: 69,95



Energizer B2C

Universal



TOUCHTECH RSP: 11,95



POCKETLED RSP: 8,95



BPLED RSP: 11,95



BOOKLITE2 RSP: 13,25



RSP: 19,45



TOUCHLIGHT METALLIGHTAAA XFOCUSE23A RSP: 7,95



RSP: 8,95



METAL2AA RSP: 12,45



METAL2D RSP: 29,95



MAGNETLED RSP: 12,95



RSP: 10,95



XFOCUS2AA RSP: 13,95



WORK4AA RSP: 29,95

Leisure



CAMPINGLANTERN RSP: 39,95



CLIPLIGHT RSP: 10,95



LEDLANTERN2 RSP: 14,95



SOLUTIONS FOR MULTI-SITING

Floorstands



Clips strips



Counter displays





GENERAL AUTO CARE CAR CARE & AIR FRESHENERS



THE CATEGORY

Auto care

- Interior cleaners
- Exterior cleaners
- Tire care
- Wax
- Vehicle Wash
- Cleaning wipes
- Protectants
- Accessories

33 %

Category Value in %

Our brand in this category



Air fresheners

- Vent
- Paper
- Hidden
- Novelty
- Electric
- Spray

32 %







Performance

- Fuel additives
- Oil additives
- Brake fluid
- Power fluid
- Steering fluid
- Radiator treatments

24 %

Refrigerants & Accessories

- A/C Refrigerants
- Recharge kits
- Retrofit kits

11 %





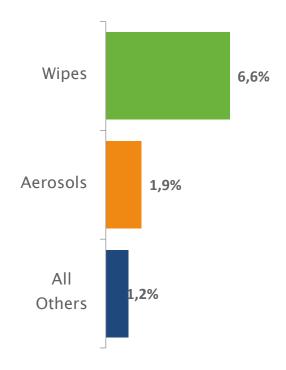
CAR CARE



CATEGORY TRENDS

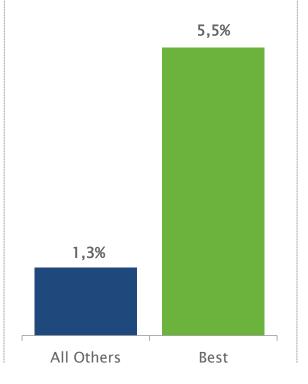
Easier Usage Products

Shoppers € spend gravitating towards wipes and aerosols



Shift up the Value Chain

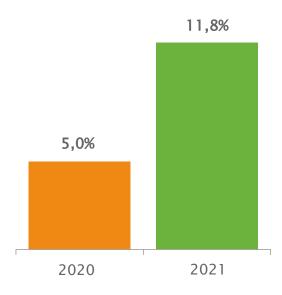
Best products driving € growth



Innovation for specific solutions

New product innovations grew more than 2X in 2021

Ceramic Waterless Snow Foam Multi-Surface Swipes





CONSUMER MOTIVATIONS

Functional

- Extend the life of the car
- Protect the value of their asset
- Clean car after weather, Birds, pollen
- Clean after / before travel
- Clean car from pets

51%

"I want to extend the life of my car" 41%

"I clean my car in preparation for travel/a long road trip"

Emotional

- Feel Control of their life
- Look good for others
- Have "me" time
- Feel proud after cleaning the cars
- Car is an extension of a tidy home



51%

"I feel proud when I take good care of my belongings (I like my car)" 34%

"I clean my car in preparation for driving other people"



CONSUMER ATTITUDES CHANGING TOWARDS ECO-FRIENDLY



The challenge of an eco-friendlier cleaning process

The fight against in particularly single-use waste, such as cleaning wipes, is a real challenge for companies manufacturing these type of products. In fact, the wipes are in most cases made from plastics.



Armor All® is the 1st

to launch a 100% biodegradable plastic-free wipe on the auto care market



100 % made with plant fibers*



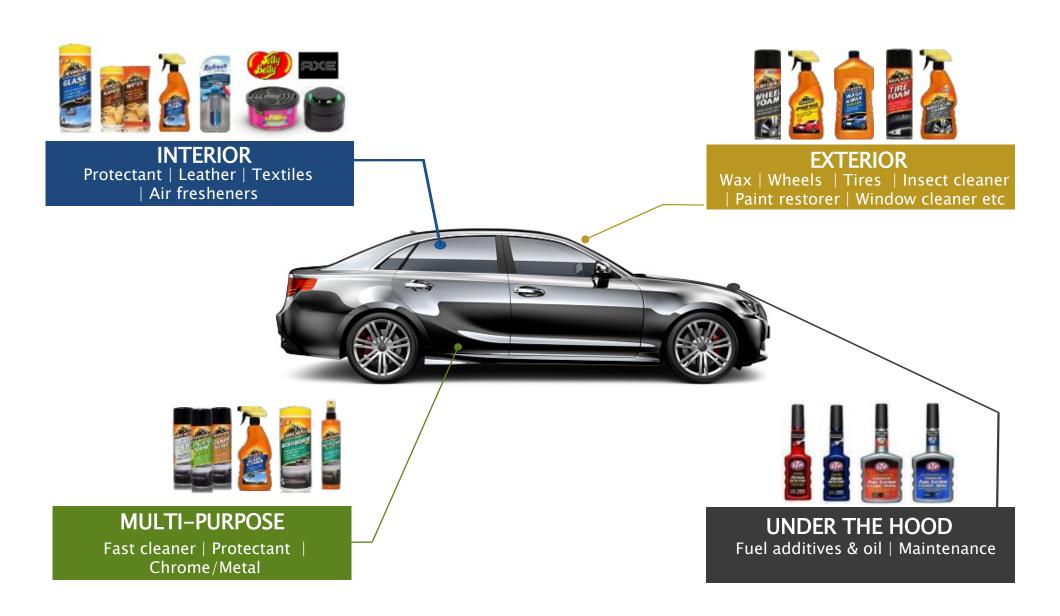
- Biodegradable wipes*
- Produced from natural materials
- For a greener car maintenance





*Wipe material only

A LARGE ASSORTMENT CAR MAINTANANCE PRODUCTS







ABOUT ARMOR ALL

60 +

years appealing to car enthusiasts

Inside out

complete car care solutions

Patented Technology

Armor All Protectant
Shield

Armor All

1ST

brand in Europe to launch wipes into car care category

Solutions

that deliver results

quicker

easier

ISO 9001 ISO 14001

certified manufacturing site





Newest division in a fast growing global company

\$5 billion

BUILDING THE BRAND

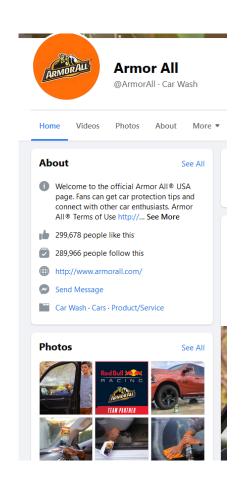
POS

Social

Consumer promos

Formula One Sponsoring











BUILDING BRAND AWARENESS

OFFICIAL PARTNER FOR RED BULL RACING

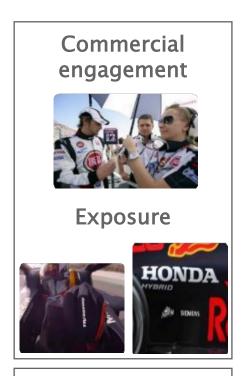


Harness the power and size of Red Bull Racing to amplify our brand recognition.

JENSON BUTTON, OUR ARMOR ALL AMBASSADOR

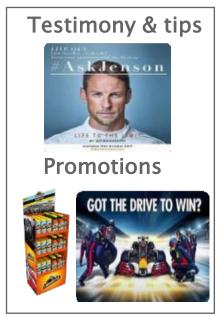


Leverage Jenson's expertise to endorse Armor All with our consumers and customers.











OUR OFFER



12 REFERENCES= 75% TURNOVER



Protectant

RSP: 8,49



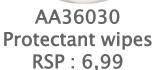














AA38030 All round wipes RSP: 6,99



AA37030 Window wipes RSP: 6,99



AA35030 Dashboard wipes RSP: 6,99



AA45030 Dashboard wipes RSP: 6,99







TO STRENGHTEN THE CATEGORY



AA40016 Sponge RSP: 1,99



AA40045 Cleaning cloths RSP: 7,99



AA40036 Chamois RSP: 5,99



AA40044 Drying Towel RSP: 7,99



AA40046 Polishing towel RSP: 6,99



AA40040 Wash mitt RSP: 6,99



AA40042 Wheel brush RSP:5,99



AA40048 Window cloth RSP: 2,99



AA40047 Polish cloth RSP: 2,99



AA40051 All purpose cloth RSP: 2,99



PROMOTIONS



AA35020 Protectant wipes matt RSP: 4,49



AA36020 Protectant wipes gloss RSP: 4,49



AA38020 All round wipes RSP: 4,49



AA37020 Glass wipes RSP: 4,49



AA39020 Leather wipes RSP: 4,49





PROMOTIONS

INTERIOR KIT: TO GENERATE VALUE AND ATTRACTIVITY





ALCARINTKIT Interior car kit RSP³ € 14,49



SOLUTIONS FOR MULTI-SITING

Floorstands

























STP, inside every great machine

- Oil
- Diesel
- Additifs

- Technical solutions
- Benzine





The assortment

	Complete cleaners	Ultra 5-in-1 Benzine system cleaner ST76400 RSP: 29,95	Ultra 5-in-1 Diesel System cleaner ST77400 RSP: 29,95						
T R D A E	Specialised cleaners	Benzine injector cleaner ST53200 RSP: 7,99	Diesel Injector cleaner ST59200 RSP: 7,99	Start stop benzine cleaner ST74200 RSP: 9,99	Start Stop Diesel cleaner ST75200 RSP: 9,99	Injectorcleaner diesel engines ST59200 RSP:7,99	System cleaner diesel ST65400 RSP: 19,95	System cleaner benzine ST50400 RSP: 19,95	Diesel filtercleaner ST66200 RSP: 12,95
U P	Treatments	Benzine treatment ST51200 RSP: 6,99	Dieseltreatment ST54200 RSP: 6,99	Oil additives benzine engines ST60300 RSP: 9,99	Oil addivites dielse engine ST61300 RSP: 9,99	Engine stop leakage ST63300 RSP: 12,95	Radiator Anti- Leak ST96300 RSP: 9,99		



SOLUTIONS FOR MULTI-SITING

Floorstands



Counter displays

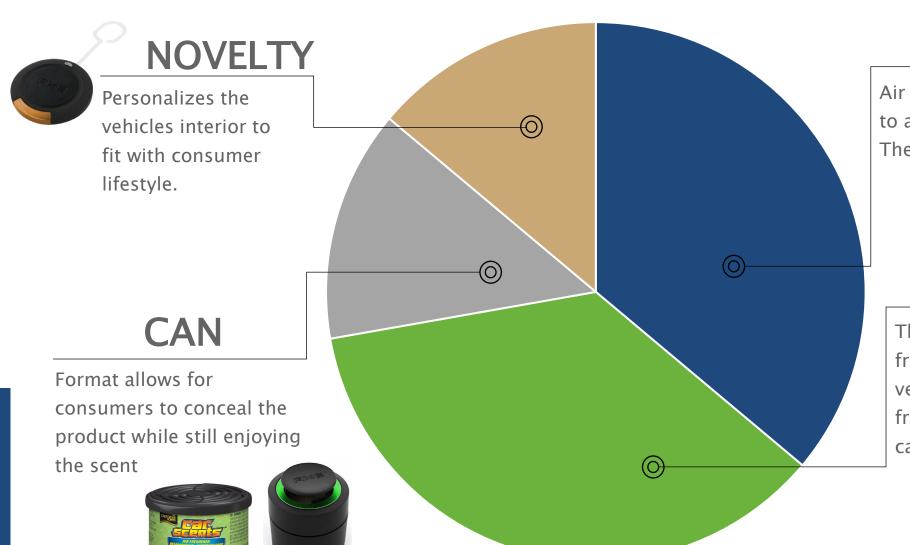




AIR FRESHENERS



CATEGORY SPLIT PER FORMAT ENERGIZER HOLDINGS OFFERS ALL



VENT

Air freshener that attaches to a vehicle's interior vent. The most efficient format



PAPER

The original format of air fresheners which remains very much unchanged; fragrance is embedded in cardboard.

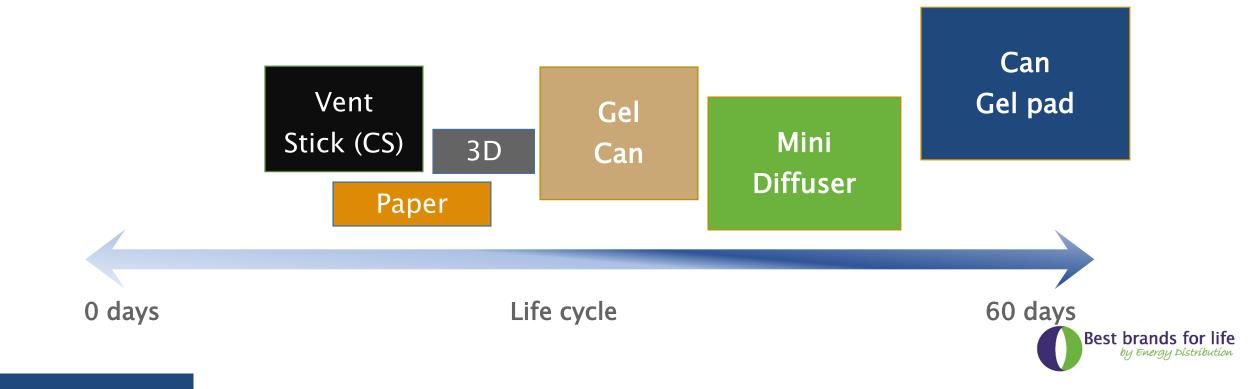




DIFFERENT FORMATS: DIFFERENT LIFECYCLES

Currently, there are no industry standards for measuring the duration of action of a freshener.

The duration of the freshener depends on the environment, temperature, setting and air movement.



3 BRANDS WITH DIFFERENT ÁND SHARED TARGETS







Women



18-35 years



>= 25k €



Growing family



Vintage car







Men & women



30-49 years



0-50K €



Prefers brands



Recently bought car







Men



18-35 years



15-75K€



Ambitious



Modern car



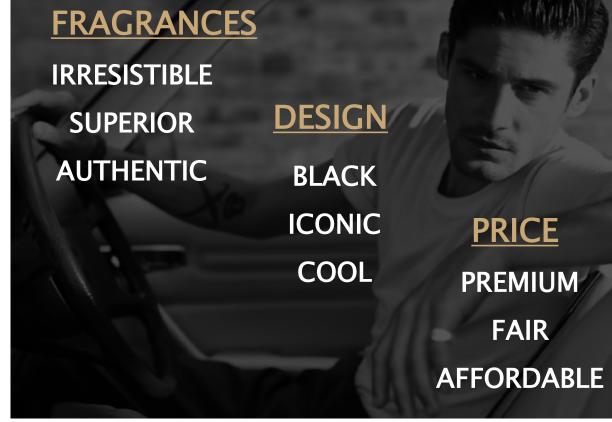




TARGET GROUP



UNIQUE PROPOSITION







DEVELOPING THE CATEGORY

AXE car fresheners are designed to help target the **75**% of consumers currently not purchasing car air fresheners.

PROBLEM:



 48.36% not buying because of available fragrances



 18.08% not buying because of limited life cycle



■ 14.55% not buying because they don't like the looks or design of current available products.

SOLUTION:

■ 100% Authentic AXE fragrances.

- Long lasting fresh car vibes up to 30 days.
- With the design at the heart of every product, the axe car fresheners are sleek and stylish.



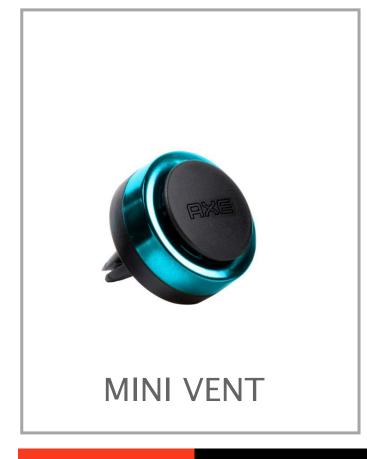




OUR OFFER



3 FORMATS – 6 FRAGRANCES







ADRENALINE BLACK AFRICA ICE CHILL DARK TEMPTATION LEATHER COOKIES



3D HANGING AIR FRESHENER















RSP per CU incl. taxes : € 3,99



MINI VENT AIR FRESHENER















RSP per CU incl. taxes : € 4,99



GEL CAN AIR FRESHENER















RSP per CU incl. taxes : € 5,99













OUR OFFER



CAR SCENTS ™















CSCANSANTA







RSP per CU incl. taxes : € 5,99



PALMS PAPERS BLISTER OF 1



CSPALCHER1





COCONUT CSPALCOCO1



NEW CAR CSPALCAR1



STRAWBERRY SHASTA CSPALSTRAW1



CALIFORNIA CLEAN CSPALCAL1









TROPICAL COLADA CSPALTRO1



BERRY CSPALINDI1



ROUTE 66 CSPALROU1



CSPALWAVE1



CSPALICE1

RSP Blister 1 pc incl. taxes : € 1,99



PALMS PAPERS BLISTER OF 4



CHERRY
CSPALCHER4



CAPISTRANO COCONUT CSPALCOCO4



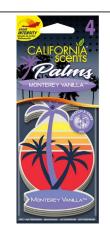
NEW CAR
CSPALCAR4



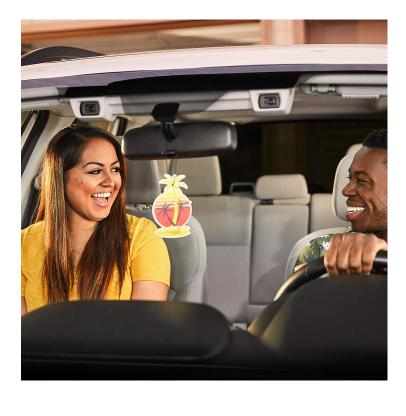
STRAWBERRY SHASTA CSPALSTRAW4



CALIFORNIA CLEAN CSPALCAL4



VANILLA CSPALVAN4





TROPICAL COLADA CSPALTRO4



NDIGO ISLANE BERRY CSPALINDI4



ROUTE 66 CSPALROU4



CSPALWAVE4



ICE CSPALICE4

RSP Blister 4pc incl. taxes : € 5,99



SOLUTIONS FOR MULTI-SITING

Floorstands





Counter displays











A BRAND EXPERIENCE LIKE NO OTHER

- 14 years developing brand extensions
- 50 licensed partners globally
- Placement at 50,000 + retail doors globally
- License extensions across food, apparel, giftware, homeware, cosmetics & toiletries.





Brand DNA

<u>Core values:</u> colour | shape | flavour | scent | fun

Brand voice:

original | creative | innovative | colourful | e

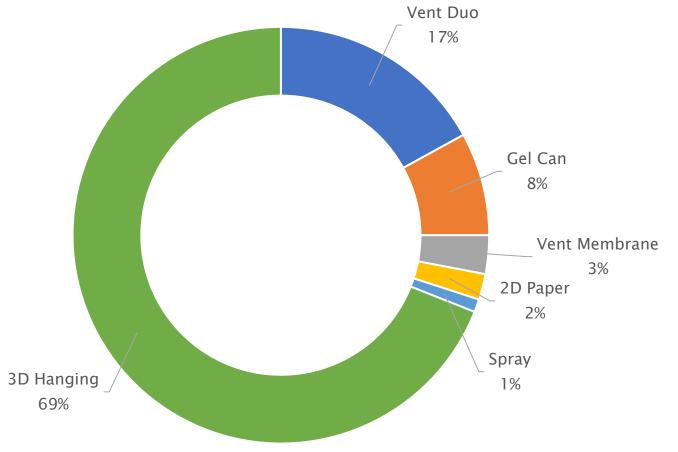




94% OF JELLY BELLY SALES COME FROM 3D HANGING, VENT DUO AND GEL CAN FORMATS

More than 45 million Jelly Belly air fresheners have been sold so far!

One Jelly Belly air freshener sold every 7 seconds!













OUR OFFER



3D HANGING

FULL FRAGRANCE RANGE

Our 3D Gel hanging air freshener is our best selling product.

We can produce our air freshener fragrances in any of the 50 authentic Jelly Belly flavours!





RSP per CU incl. taxes : €



VENT

DUO RANGE

Our best selling 3D air freshener has been multiplied for a balanced experience.

We can produce our air freshener fragrances in any of the 50 authentic Jelly Belly flavours!



































RSP per CU incl. taxes : €

GEL CAN

The Gel Can is for a more discreet fragrance in the cabin of your vehicle.

They are now available in 6 fragrances and last up to 30 days.















RSP per CU incl. taxes : €



PAPER

2D CARDBOARD

Our 2D Paper format is available in 8 different & colourful fragrances.

This format is used for targeting promotional opportunities with discount retailers.







SOLUTIONS FOR MULTI-SITING

Floorstands



Counter displays







LET'S WORK TOGETHER



Belgium Office and DC

Rue de France 7 4280 Hannut

Tel: +32 (0)19 51 53 51

The Netherlands Office

Industrieweg 2 6651 KR Druten +31 (0)487 51 73 00

www.bestbrandsforlife.com