



**By Post and by Email**

Date: 22 February 2019

Your ref.: AD/02HN

Competition Commission  
Room 3601, 36/F, Wu Chung House  
213 Queen's Road East,  
Wanchai  
Hong Kong

**Private and Confidential**

Attn.: Ms. Jingjing Zhao (of Counsel)

Dear Sirs,

**Re: Case AD/02NH: Application for a decision in relation to a proposed pharmaceutical sales survey – Request for information and invitation to submit representation**

We refer to your letter of 4 February 2019. Unless otherwise stated, we adopt the same defined terms thereunder in this reply.

We set out our reply below:

- Regarding our view on the present Application:
  - Our Group is not a member of the Applicant and has not had access to the Past Surveys. In addition, we do not have interest in paying for / subscribing to the Sales Survey Report (in the form as illustrated in the Annex 6 of Form AD) even if it were to be available in the future, since most of the information is not relevant to our business.
  - Likewise, we do not subscribe to IMS's service nor are interested in their services as these do not meet our business needs.
  - We do not have the relevant knowledge or expertise to comment on the proposed benefits of the Proposed Survey.

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A.S. Watson Group



Should you need further information, please contact myself or Patrick Yeung at [REDACTED] respectively.

Yours faithfully,  
For and on behalf of  
A. S. Watson Retail (HK) Limited  
(a member of A.S. Watson Group)

A handwritten signature in blue ink, appearing to read "Katie Gearing".

Katie Gearing  
Head of Regulatory

cc. Mr. Stephen Ryan and Mr. Tim Ker (by email only)