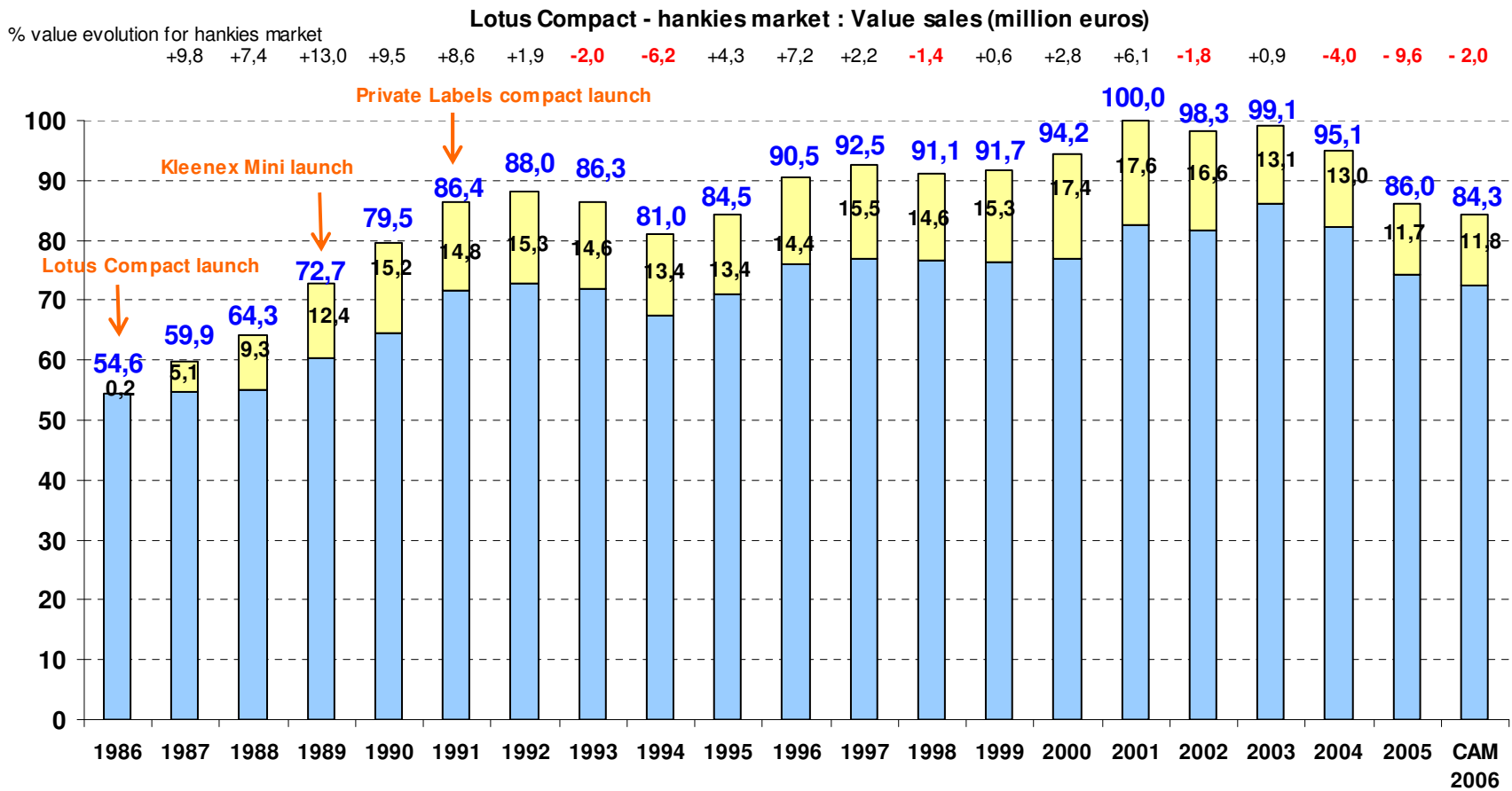


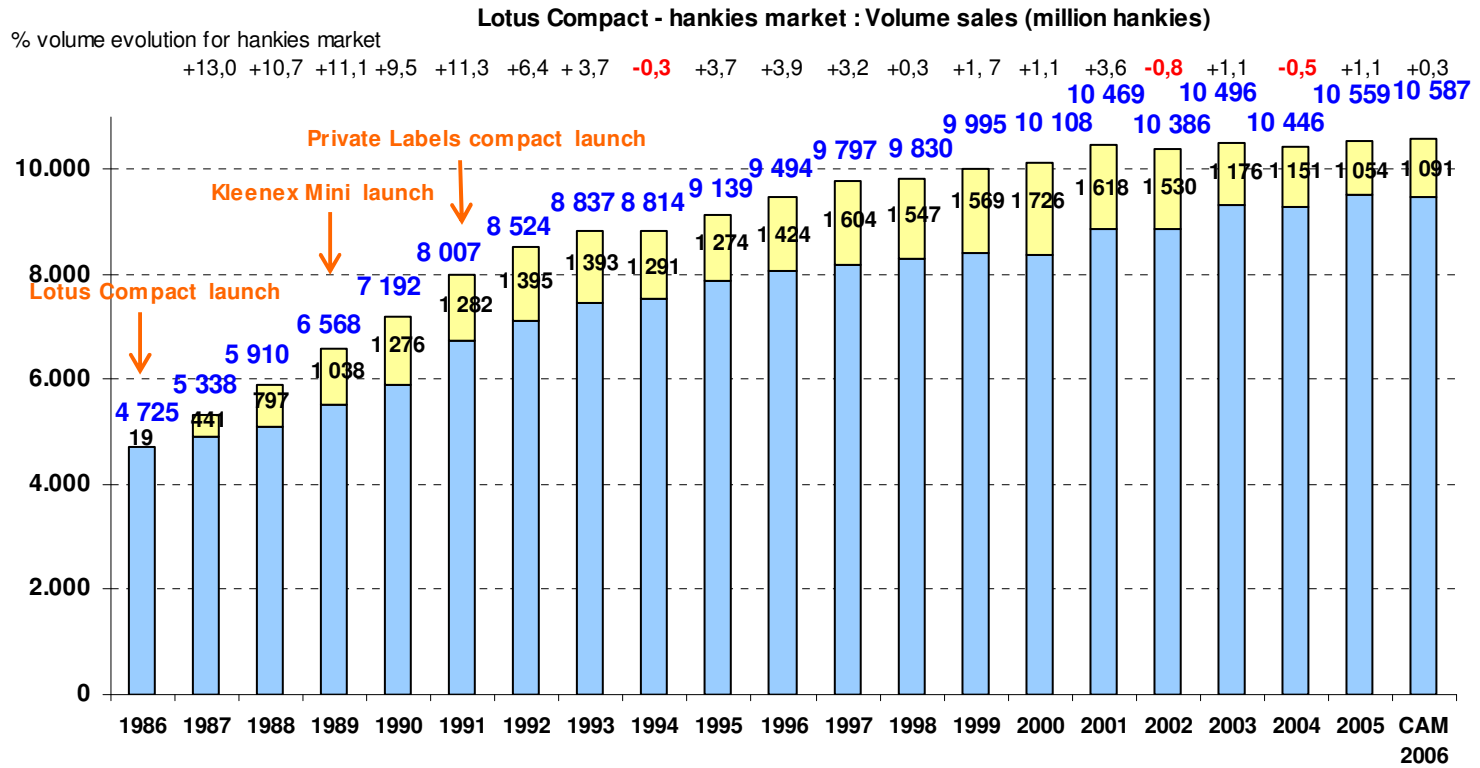
Lotus Compact – Hanky Market Value Sales (Million €)



NB : From 1986 to 2004, Nielsen data
From 2005, IRI data

■ Hankies without Lotus Compact ■ Lotus Compact

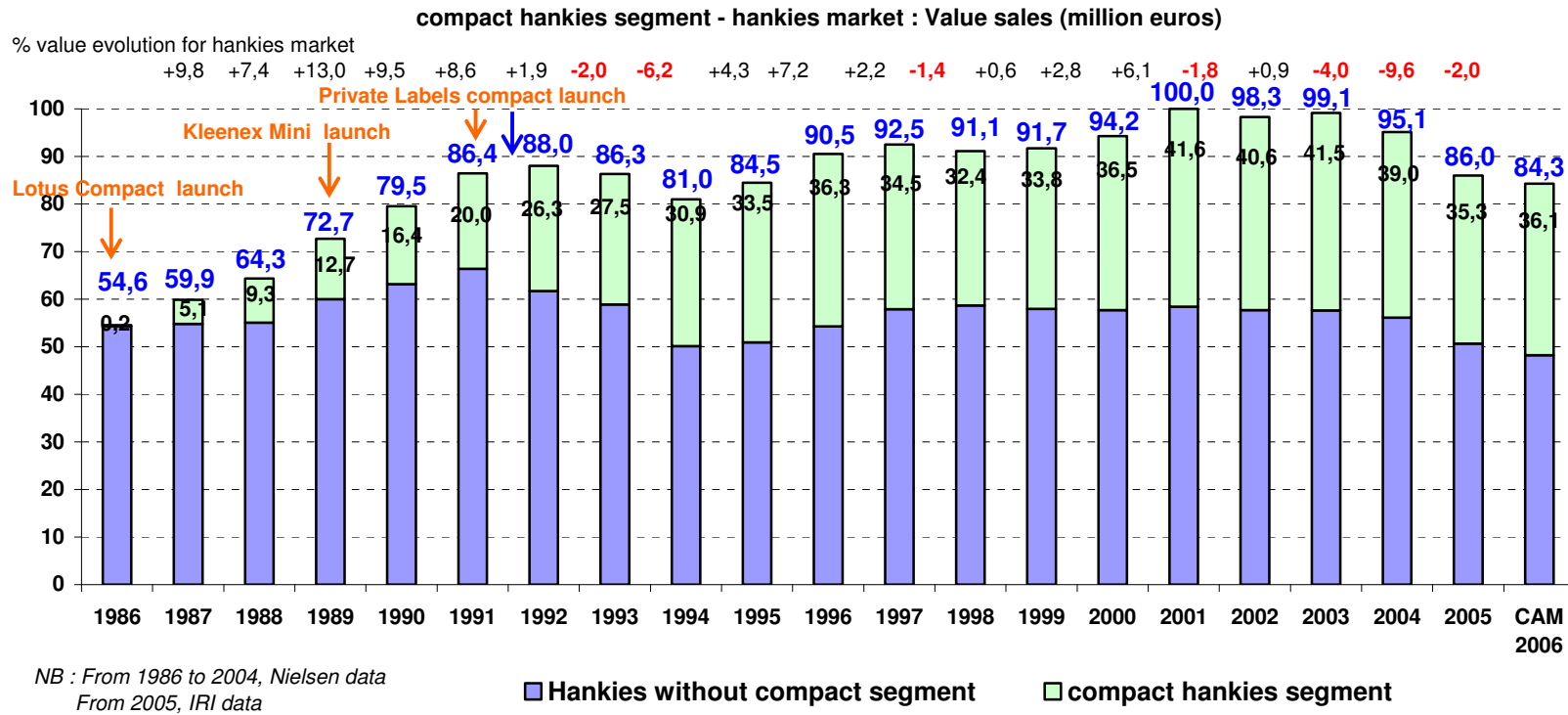
Lotus Compact – Hanky Market Volume Sales (Million hankies)



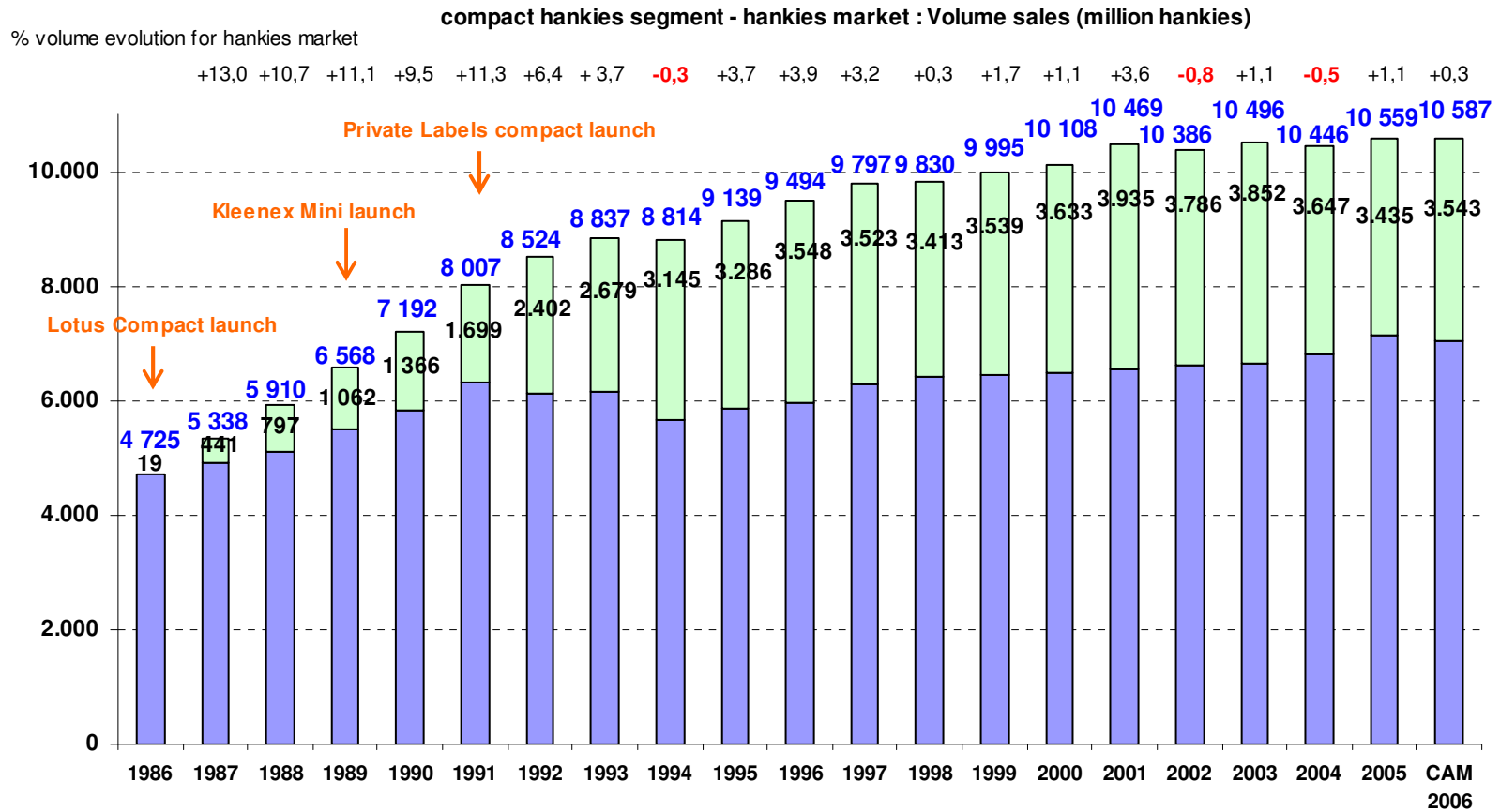
NB : From 1986 to 2004, Nielsen data
 From 2005, IRI data

■ Hankies without Lotus Compact ■ Lotus Compact

Compact Hankies Segment – Hanky Market Value Sales (Million €)



Compact Hankies Segment – Hanky Market Volume Sales (Million hankies)



NB : From 1986 to 2004, Nielsen data
From 2005, IRI data

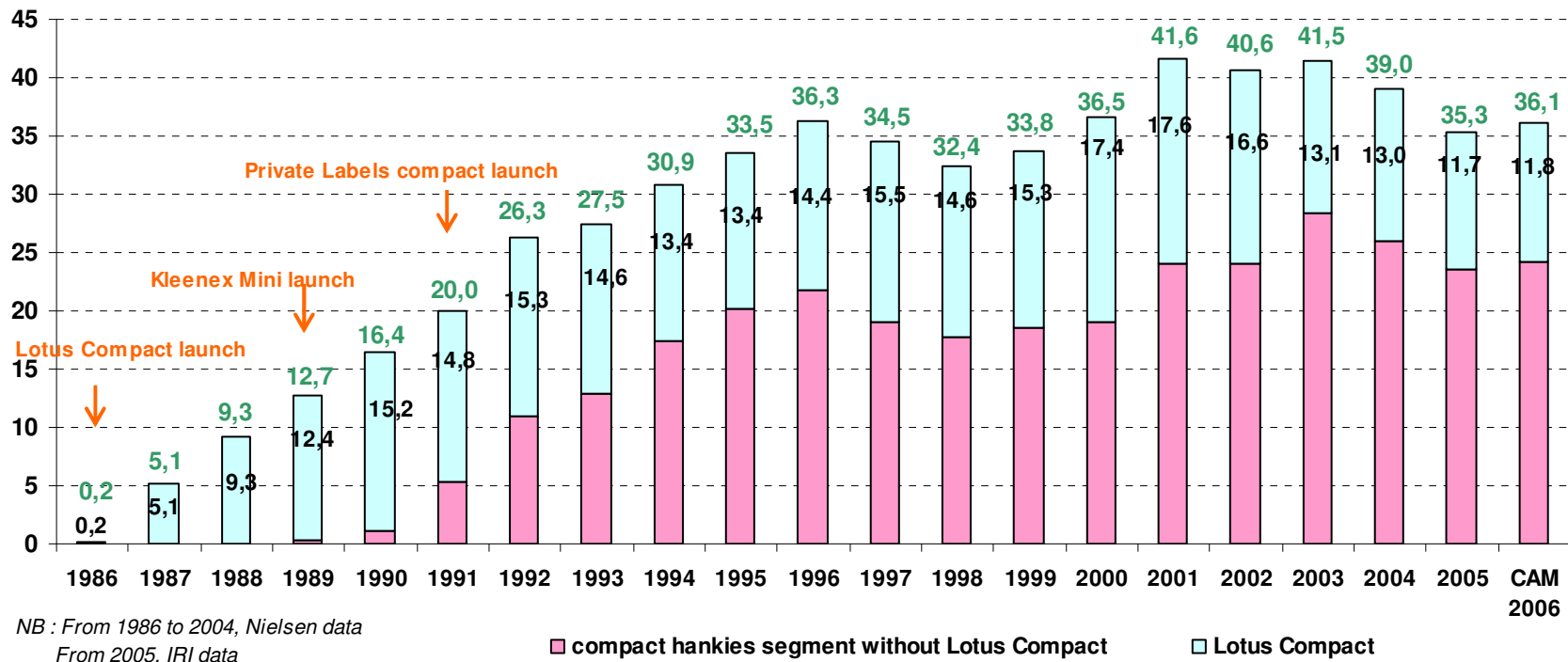
■ Hankies without compact segment ■ compact hankies segment

Lotus Compact – Compact Hankies Segment Value Sales (Million €)

Lotus Compact - compact hankies segment : Value sales (million euros)

% value evolution for compact hankies segment

+82,1 +37,1 +29,0 +22,3 +31,6 +4,2 +12,4 +8,6 +8,2 **-4,7** **-6,1** +4,0 +8,2 +13,8 **-2,3** +2,2 **-6,0** **-9,5** +2,2



Lotus Compact – Compact Hankies Segment Volume Sales (Million hankies)

