Annex L

The original document included detailed internal profit and loss accounts and cash flows for the UK ironing board market within the applicant. It would be detrimental to the applicant if it was made publicly available as it would give confidential management figures to competitors and customers giving them a clear competitive advantage. it has therefore been removed. It cannot be further redacted or summarised beyond what is revealed below.

An indexed summary of the information is as follows

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **2015** | **2016** | **2017** | **2018** | **2019** | **2020** | **2021** |
| Sales | 105 | 113 | 97 | 100 | 97 | 84 | 90 |
| Contribution | 156 | 153 | 144 | 100 | 65 | 65 | 36 |
| Investments | 10 | 39 | 27 | 100 | 61 | 40 | 12 |
| Inventories | 106 | 125 | 104 | 100 | 130 | 120 | 116 |

Indexed Sales to specific Customers

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **2015** | **2016** | **2017** | **2018** | **2019** | **2020** | **2021** |
| Retailer A | 100 | 0 | 0 | 0 | 123 | 116 | 0 |
| Retailer B | 100 | 83 | 73 | 0 | 11 | 0 | 0 |
| Retailer C | 100 | 103 | 46 | 0 | 0 | 0 | 0 |

The original document also includes internal management calculations of declining profit and cash flow that cannot be indexed or ranged without causing a detrimental effect to the applicant for the reasons given above.