NCH MID-YEAR 2018 COUPON FACTS: AT A GLANCE CPG Marketer Media Mix Scale Affects Redemption Activation



LARGEST **RETAILERS BY CONSUMER REDEMPTION**

First Half 2018 Coupon Rank

- **KROGER**
- **WALMART**
- **CVS**
- AHOLD DELHAIZE
- **TARGET**

PUBLIX

- **WALGREENS**
- **DOLLAR GENERAL**
- ALBERTSONS COS.
- **MEIJER**

The Top 10 Retailers Represent Approximately 65% Of All CPG Coupons Redeemed.

SHARE BY INDUSTRY SEGMENT

COUPONS DISTRIBUTED

74.1% NON-FOOD

25.9%

COUPONS REDEEMED

50.8%

FOUR OUT OF FIVE COUPONS

ARE REDEEMED FROM TRADITIONAL PRINT MEDIA

925 MILLION **COUPONS REDEEMED** -14.4%

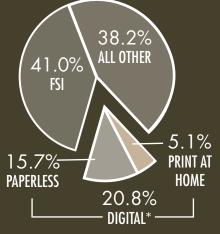
\$1.4 BILLION

SAVINGS ACHIEVED -12.5%

Scale of Coupon Media Mix Shift Suppressed Redemption Activation



SHARE OF REDEMPTION:



^{*}Digital includes Print At Home, Paperless and Blended digital media coupons.
Source: NCH U.S. CPG Coupon Facts: Mid-Year 2018 [YOY Percent Change vs. Mid-Year 2017]
Projections based upon NCH measurements and proprietary modeling of market activity.
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