

A. S. WATSON AND COMPANY

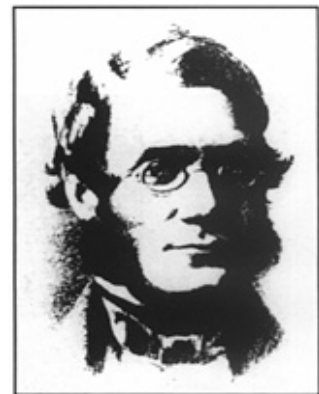
A.S. Watson & Company Limited is based in Hong Kong and is one of the world's leading and fastest-growing retail groups, operating more than 7,500 stores worldwide. Watson operates a variety of retail and restaurant formats throughout the world. The company also produces soft drinks, including the Mr. Juicy brand, and bottled waters. Retail, however, is Watson's core activity. The company's oldest format is the Watsons Your Personal Store chain, with 1,400 outlets in some 13 markets including Hong Kong and mainland China, most of Southeast Asia, and in Estonia, Slovenia, and Turkey.

A.S. Watson originated as part of the efforts of British and other missionaries to bring Western-style medical aid to the impoverished population in mainland China in the early decades of the 19th century. Although the first "dispensary" (as the medical clinics were called) was opened in Portugal-controlled Macao, the network of dispensaries soon spread to many of China's coastal cities. Canton, an important port city on the South China Sea (and later more familiarly known as Guangdong), became the site of a new dispensary opened in 1828. The Canton Dispensary, which received its supplies from Macao, was initially established to dispense free medical services to the city's poor. Like many of its counterparts, the dispensary quickly became a commercial hub for the growing foreign population in the region. By 1831, the dispensary began selling cures and medicines to the foreign community, and then quickly branched out into general trade. The dispensary went beyond merely serving as a trader; in 1832, the Canton Dispensary became one of the first in the region (if not the world) to manufacture and bottle soda water.



After the first Opium War, and Great Britain's takeover of the Hong Kong islands, the owners of the Canton Dispensary followed the foreign community across the channel, re-establishing itself as the Hong Kong Dispensary in 1841. The Watson family became involved in the dispensary in the 1850s. Thomas Boswell Watson was a Scottish physician who arrived in Macao in 1845, thirty years old and with the fervent intention of settling and practicing medicine in this small territory, he ultimately established a medical practice in Macao. In

1856, Thomas sold his practice, and moved to Hong Kong, where he established a new and highly successful medical practice. Thomas also made a number of investments, buying a stake in the Victoria dispensary, and becoming a major partner in the Hong Kong Dispensary. Thomas Watson, however, was preparing to return to Great Britain, and in 1858, Thomas brought his nephew Dr. Alexander Skirving Watson into the business as manager of the Hong Kong Dispensary. Thomas Watson returned to Scotland in 1859. Thomas Watson was also recognised as a particularly gifted painter, his watercolours and pen and pencil drawings are testimonials to Macanese building and sites long demolished or presently transformed beyond recognition. Thomas died in Edinburgh City at the age of 44 on May 26, 1860.



Thomas Boswell Watson

Alexander Skirving Watson became the Hong Kong Dispensary's first professional pharmacist. After his uncle's death, Alexander and two physician partners, Dr. John Humphreys and Dr. Arthur Hunt, took over the lease on the business, and by 1862, the name A.S. Watson began to feature prominently with the Hong Kong Dispensary based on a number of the products it carried. Around 1865, however, the Watson family had exited the company's trade and soda water bottling operations, turning over its lease to Humphreys and Hunt. In 1869, the Hong Kong Dispensary is appointed the chemist of the Hong Kong Governor and the Duke of Edinburgh. The popularity of the name led the company to change its name to A.S. Watson & Company in 1871.

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Under Humphreys and Hunt, A.S. Watson expanded its manufacturing capacity, adding a new factory in Hong Kong for the production of flavoured soft drinks in 1875. A.S. Watson also began expanding beyond Hong Kong in the approach to the end of the century. In 1883, the company opened operations in the Philippines (Manila) and China. The following year, the company constructed a soft-drink factory in the Manila to serve that market as well. In the meantime, A.S. Watson having returned to the Chinese mainland, opened a number of pharmacies there. In 1886, the company was formally incorporated as A.S. Watson & Co. Limited, becoming the 15th company registered on the Hong Kong Company Register.



HONGKONG DISPENSARY.
A. S. WATSON AND COMPANY,
LIMITED.

AERATED WATER MANUFACTORY.

SODA WATER, LEMONADE,
 TONIC WATER, GINGER ALE,
 SARSAPARILLA WATER,
 SELTZER WATER,

and Waters to special medical prescription, of a very superior quality, manufactured under European supervision, with all the latest and most approved appliances, and supplied in any quantity, at prices bearing favourable comparison with Home rates.

COUNTER-FOIL ORDER BOOKS ARE SUPPLIED ON APPLICATION.

The Water used is the best the Island affords, and there is none better anywhere.

EXPORT ORDERS PROMPTLY ATTENDED TO.

No credit given for bottles that look dirty or greasy, or that appear to have been used for any other purpose than that of containing AERATED WATER, as such bottles are never used again by us.

No allowance can be made for breakage, ullage, or plunder in transit to or fro, the prices charged not covering such, or any risk.

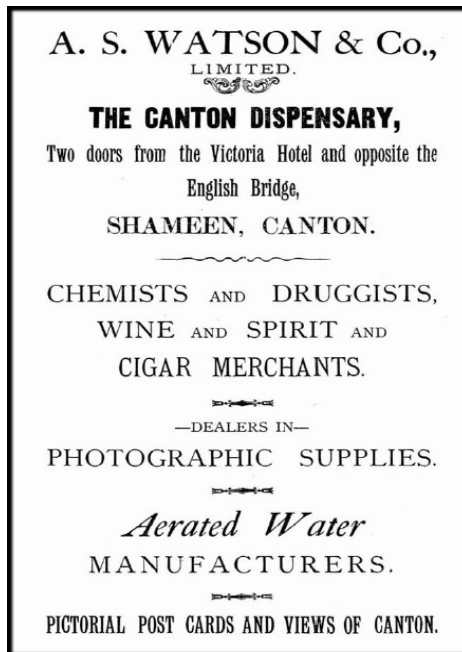
A. S. WATSON & Co.,
LIMITED.

The Hongkong Dispensary, Hongkong.
 The Shanghai Pharmacy, 24, Nanking Road, Shanghai.
 Botica Inglesa, 14, Escolta, Manila.
 The Canton Dispensary, Canton.
 The Dispensary, Foochow.
 The Dispensary, Hankow.
 The Dispensary, Tientsin.
 London Office, 106, Fenchurch Street, E.C.

Advertisement in the 1888 'Chronicle & Directory For China, Corea, Japan, the Philippines, Cochin-China, Annam, Tonquin, Siam, Borneo, Straits Settlements and Malay States'

A. S. WATSON AND COMPANY

A.S. Watson grew strongly over the next decade, topping 35 stores by 1895, and 100 stores by the turn of the century. The company had also built up a catalog of some 300 drug, toiletry, and beauty items produced at its own factories. A.S. Watson then responded to the growing demand for fresh drinking water in Hong Kong and China, establishing subsidiary Watson's Water to produce bottled water.



1923 Advertisement

The first half of the 20th century, however, brought a number of setbacks for the company. By 1910, the company had decided to shut down its operations in the Philippines, becoming successors to the Philippines Drug Company in 1912. The company also scaled back its operations in mainland China, and then was forced to abandon its Chinese businesses altogether following the Japanese invasion of the mainland in 1937. A.S. Watson celebrates its centenary just months before the Japanese forces attack on December 13, 1941. Following the Japanese attack on A.S. Watson was forced to cease its operations.

The company resumed business on September 1, 1945, rebuilding itself around its core operations in Hong Kong. A.S. Watson's growth soon attracted the attention of fast-rising Hong Kong conglomerate Hutchison Group, which took majority control of A.S. Watson in 1963. As part of a larger group, A.S. Watson launched a new expansion phase in the 1970s. This began in 1972, with the acquisition of the Park'n'Shop supermarket

group, a leader in the Hong Kong market. The following year, the company acquired a chain of toy stores, Peter Pan Toy Shops. In 1981, A.S. Watson becomes a fully-owned subsidiary of Hutchison Group (forerunner to CK Hutchison Holdings Limited). Over the next decade, A.S. Watson expanded its portfolio of stores to 75.

Into the late 1980s, A.S. Watson made a new bid to establish itself as an international retailing force in the Southeast Asia region. In 1987, the company launched a new expansion drive, opening its first Watson's The Chemist shops in Taiwan and Macao. The company next entered Singapore in 1988, and then returned to mainland China in 1989. Further expansion in the region continued through the 1990s, with A.S. Watson stores opening in Malaysia in 1994 and Thailand in 1996. By 2002, the company had returned to the Philippines, and in 2005 the company added its first stores in South Korea, in partnership with that country's GS Retail.

A.S. Watson also had begun adding new retail formats. In 1990, for example, the company acquired the Fortress chain of consumer electronics stores. By 1998, A.S. Watson had opened its first Watson's Wine Cellar in Hong Kong. The wine specialist soon built up a network of 13 stores in Hong Kong by the middle of the first decade of the 21st century. In the meantime, A.S. Watson had formed a partnership with the Nuance group to form the Nuance-Watson retail airport concessions joint venture in 1998. That operation got off to a flying start, winning several concessions at the Hong Kong International Airport, and then expanding to a global scale with 40 duty-free shops under its control. The company also developed the Fortress retail format into an international chain, opening its first store in Taiwan in 1998. In 2000, the company extended its food business with the opening of its Great Food Hall in Hong Kong's Pacific Place. A similar extension came in 2004 with the launch of the Taste food hall in Hong Kong's Festival Walk shopping mall.

A. S. WATSON AND COMPANY

During the 1990s, A.S. Watson made an effort to expand its manufacturing base as well. The company built a new water factory in Beijing in 1994, and then expanded its Chinese bottled water holdings with the purchase of Shanghai Sparkling Drinking Water in 1997. By the late 1990s, the company's bottled water division had brought it to Europe for the first time, through the acquisition of a number of bottled water brands on the continent. Yet by the end of the 1990s, A.S. Watson had moved to sell much of its manufacturing business, including its ice cream operations, originally launched in the 1970s, which were sold to Unilever in 1999. By 2003, the company had exited the European bottled water market as well, selling these holdings to Nestle.



While A.S. Watson continues to build up its Asian holdings, especially in mainland China, the company has extended its reach to become one of Europe's leading retail operators in the health and beauty segment.

A.S. Watson controls leading European retail formats such as Kruidvat, Marionnaud, Superdrug, Savers, ICI Paris XL, and Rossmann. The acquisition of these businesses since the beginning of the 2000s has enabled A.S. Watson nearly to quadruple its sales.

PHILIPPINE OPERATIONS



A.S. Watson & Company commenced operations in Manila in 1883 trading as 'Botica Inglesa' (also known as Botica y Perfumeria Inglesa) located at 14 Escolta in Manila. In 1884, a soft drink factory was built and operated in Manila. The operations included: chemists and druggists; perfumers; aerated waters manufacturers; wine, spirit and cigar merchants. Earliest formal records in 1888 show John Dampney as Agent, assisted by Percy Tucker, H V Prentice, Ramon Tomas, Enrique Camus, P San Juan, A Reyes, S Isit, Siu Nam, and Marcelo Romero. In 1894, Percy Tucker takes over as Agent of Botica Inglesa, and in 1899 this post is held by E Wookey.

In early 1900, the company moved to larger premises at 72-76 Escolta and between 1902 and 1910 it shows W Morely as Acting Manager of Botica Inglesa. In 1912, records show the Philippines Drug Company as Successors to A.S. Watson & Co Ltd, including Botica Inglesa, and remained trading as Aerated Water Manufacturers with G A Lawrence as General Manager; supported by E M Terry (secretary and treasurer), M A Alonso and A D Ferraz. Records in 1917 show the company located at 504-512 Calle Aviles, Manila with C A de Witt as President, Rev J L McLaughlin as Vice-President, P D Carman as General Manager and J Prager as Secretary and Treasurer. In 1922, the Philippine American Drug Company (better known as Botica Boie) bought the interests of A.S. Watson located in Manila and Cebu.

A. S. WATSON AND COMPANY

BIOGRAPHIES

Thomas Boswell Watson

Occupation: Doctor of Medicine
Born: August 30, 1815 – Haddington East Lothian, Scotland
Died: May 22, 1860 – Edinburgh City, Scotland (aged 44)

Wife: Elizabeth Stedman Watson

Born: November 16, 1817 – St George's Edinburgh, Midlothian, Scotland
Married: June 29, 1841
Died: March 12, 1902 – Liscard, Cheshire, England (aged 84)
10 Children

Father: James Watson

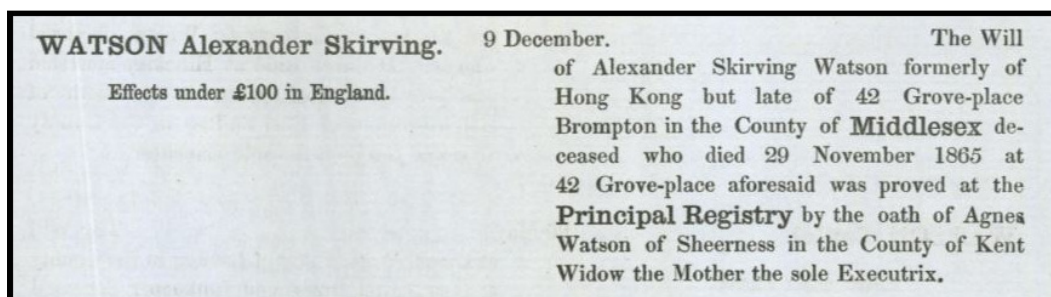
Born: May 14, 1772 – Kelso, Scotland
Died: 1844 – Stirling, Scotland (aged 72)

Mother: Janet Skirving Watson

Born: January 10, 1780 – Roxburghshire, Scotland
Died: 1849 – Edinburgh, Scotland (aged 67)
Married: June 9, 1809 – Kelso, Scotland
6 Children

Alexander Skirving Watson (Nephew of Thomas Boswell Watson)

Occupation: Pharmacist
Born: June 17, 1837 – Dabrowa, Poland
Died: November 29, 1865 – Brompton, Middlesex, England (aged 28)



1865 Probate for Alexander Skirving Watson

Father: Alexander Scott Watson (Brother of Thomas Boswell Watson)

Born: June 15, 1810 – Wellbank, Campsie County, Scotland
Died: August 29, 1846 – Poland (aged 36)

The Watson family had owned land at Priestfield, near Edinburgh and the younger sons had been emigrating to the Baltic countries. Alexander went out to Dabrowa, Southwest Poland, in 1833, sailing from Leith, with Agnes following shortly thereafter. He was employed by the Bank of Polski, which was financing the establishment of massive steel works in the Silesian part of Poland. He introduced the Neilson hot-blast process which had been recently patented in Scotland. In 1840 he became supervisor of mines. The private engineering company, which he set up in 1836, still extended after his death.

Mother: Agnes Kedsle Watson

Born: June 12, 1805 – Stockbridge, Midlothian, Scotland
Married: June 19, 1834 – Warsaw, Poland
Died: September 8, 1877 – Plymouth, Devon, England (aged 72)
7 Children (Alexander was their third child)

A. S. WATSON AND COMPANY

PRINTED RETURN ADDRESS ON BACK OF COVER

RA1: A. S. WATSON & Co., LIMITED, / HONG KONG, CHINA, / AND MANILA.

A. S. WATSON & Co., LIMITED,
HONG KONG, CHINA,
AND MANILA.



18 August 1886 - Cover from Manila to Fredrikstad, Norway

16c paying Double Weight Overseas Rate, Cancelled with 'Correos - Manila' Circular Date Stamp

A. S. WATSON AND COMPANY

BOTICA INGLESА

BUSINESS HANDSTAMP

BH1: SINGLE OUTER AND SINGLE INNER LINED CIRCULAR HANDSTAMP



**BOTICA INGLESА on Top
Crude Crown in Centre
14 ESCOLTA on Bottom with Period on Either Side**

1896



Recibos y Cuentas
(Receipts and Accounts)
Warren #W-261

A. S. WATSON AND COMPANY

PERFUMERIA INGLESА

BUSINESS HANDSTAMP

BH2: DOUBLE OUTER AND SINGLE INNER LINED CIRCULAR HANDSTAMP



PERFUMERIA INGLESА on Top
Blank Centre
MANILA on Bottom with Emblem on Either Side

1898



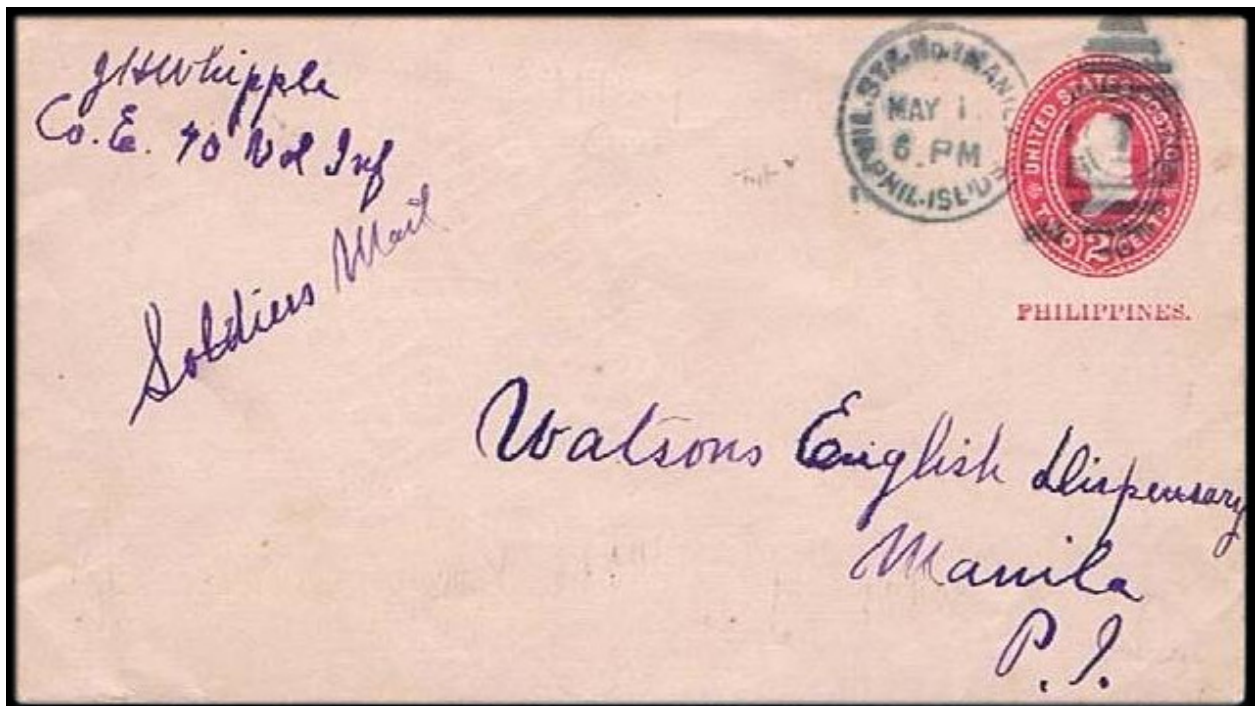
Timbre Movil Especial
(Special Adhesive Stamp)

Warren #W-265

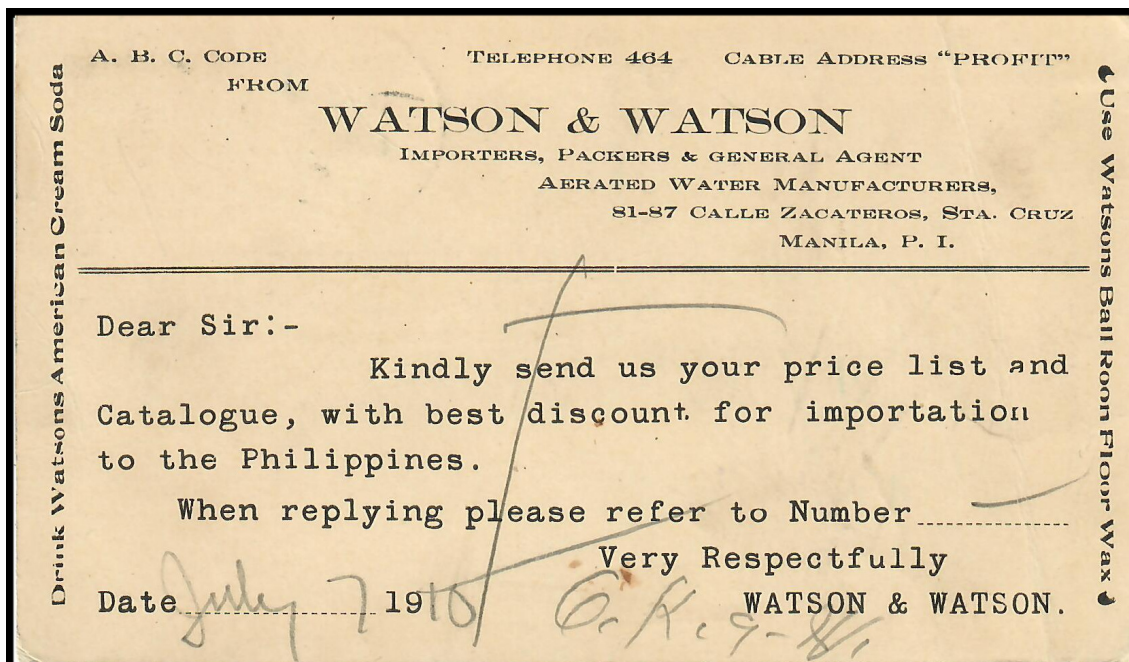
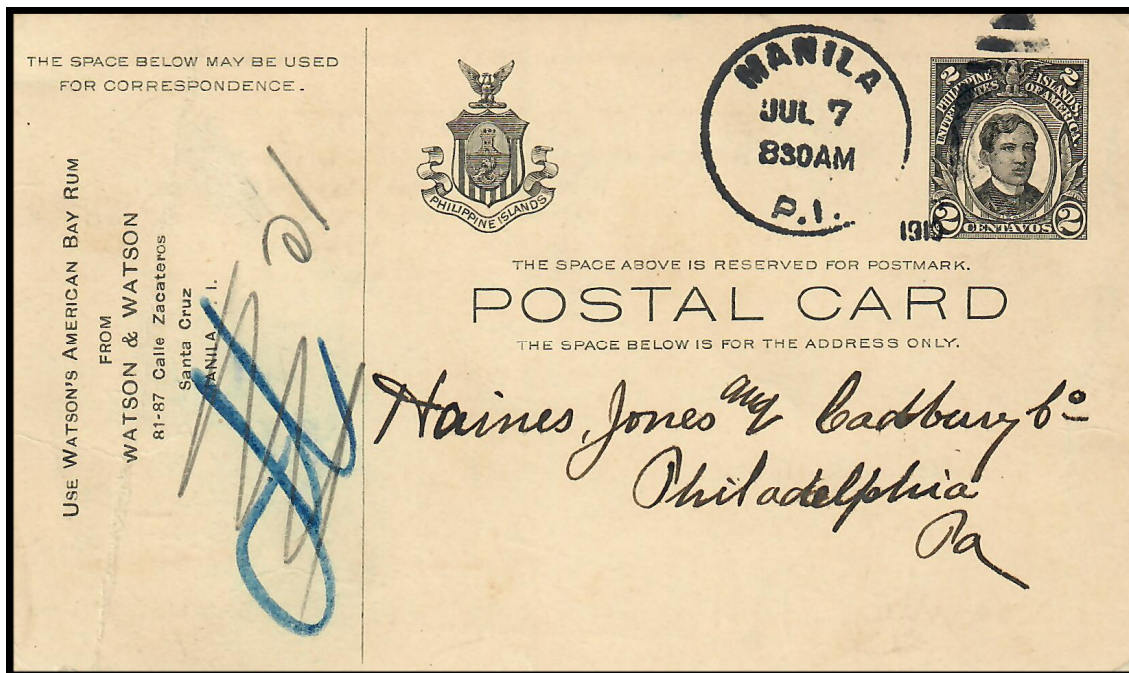
A. S. WATSON AND COMPANY

US OCCUPATION

**PRE-STAMPED ENVELOPE ADDRESSED TO
WATSON ENGLISH DISPENSARY
MANILA**



1 May 1900 - Pre-stamped Envelope (Scott #U8), Manila Circulating
Soldier's Mail Cancelled with Manila Military Station Duplex Cancel (Baker #C-6)

A. S. WATSON AND COMPANY**US OCCUPATION****PRE-PRINTED POSTAL CARD****WATSON & WATSON**

7 July 1910 – Postal Card from Manila to Philadelphia, Pennsylvania, USA
Watson & Watson, 81-87 Calle Zacateros, Santa Cruz Corner Card on Front

*Believed to be associated with AS Watson & Company, given products advertised
and reference to being Aerated Water Manufacturers*

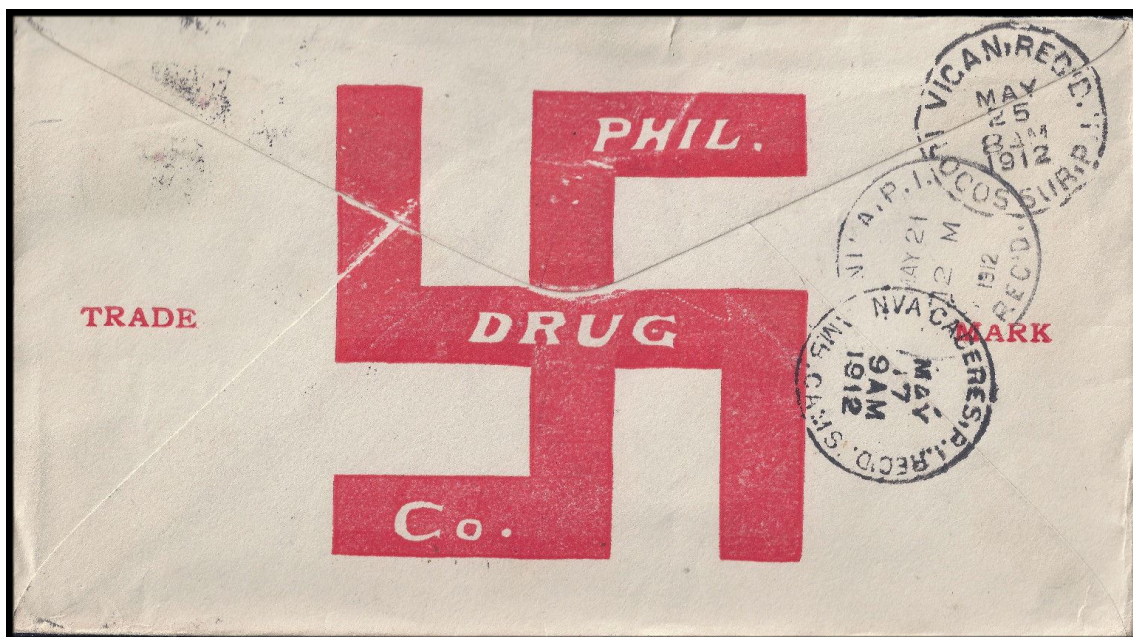
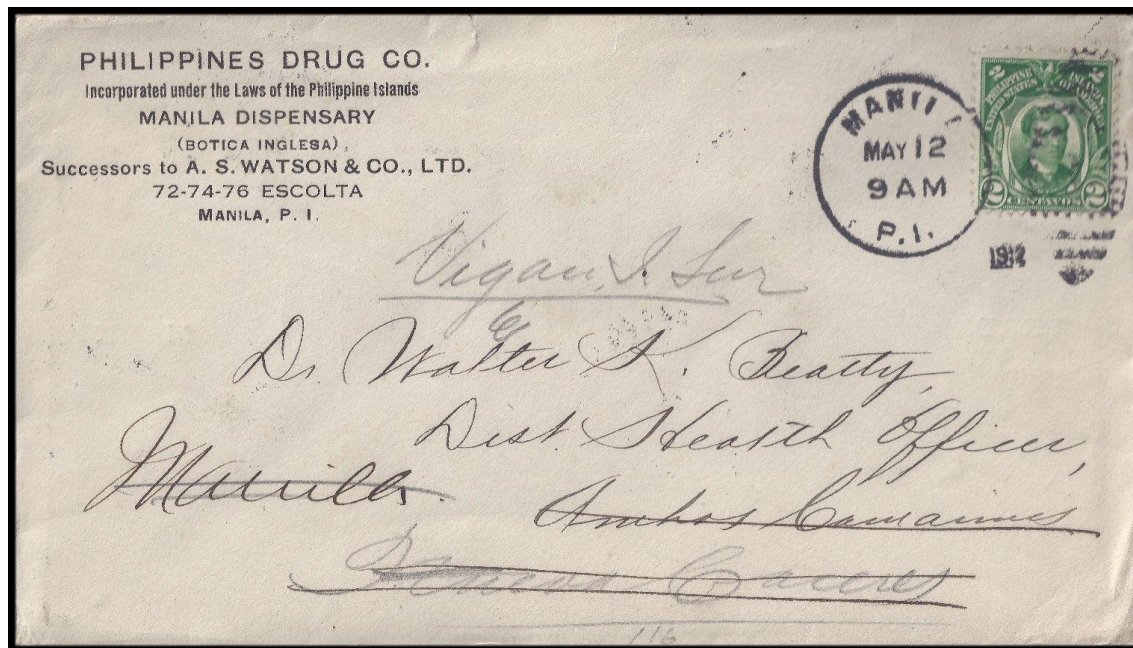
A. S. WATSON AND COMPANY

US OCCUPATION

PHILIPPINES DRUG COMPANY CORNER CARD

MANILA DISPENSARY (BOTICA INGLESA)

SUCCESSORS TO A. S. WATSON & Co LTD



12 May 1912 – Manila Circulating Cover, Redirected to Nueva Caceres then again to Vigan, Ilocos Sur
 Nueva Caceres, Camarines Sur (17 May 1912) Receiving Backstamp;
 Manila (21 May 1912) Receiving Backstamp; and Vigan, Ilocos Sur (25 May 1912) Receiving Backstamp