**Task 3 – Model answer: Email to client**

Hi Julia,

Hope you are well.

I am pleased to advise that we have completed the analysis for the category, with a focus on consumer behavior and the trial store layouts. Please find attached the report for your review.

At a high level we have found that:

* Mainstream Young Singles & Couples remain the primary shoppers of chips
* Opportunities have been identified with Young and Older Families
* Trial store performance was increased as a result of the new store layout

We are looking forward to discussing these results further next week.

Warm regards,

Murong (Sophie) Cui

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