

# Biore's Men

— FINAL REPORT

Lecturer: Miss. Lan Oanh

Marketing Management - Group 1

PRESSEN'11

# **MAIN CONTENTS**

**1. OVERVIEW**

**2. POSITIONING**

**3. 4PS ANALYSIS**

- PRODUCT

- PRICE

- PLACE

- PROMOTION - IMC PLAN

**4. ACTION PLAN - BUDGET**

**WHAT WILL WE DEPLOY?**

Marketing Management - Group1

Ngoc Cam

# **IN GENERAL BIORE'S MEN**

## **1. Vision**

We are created to **have our product in every men's home worldwide** with the mission to complete your awareness about self-care.

## **2. Mission**

We are a passionate tribe of pore-obsessed risk-takers and trailblazers. We proudly create products that uniquely care for pores and clear acne with proof you can feel.

## **3. Objectives**

Become the **number one business in providing beauty products for men**. Create breakthroughs for men-products in the skincare industry.

## **CORE VALUES**

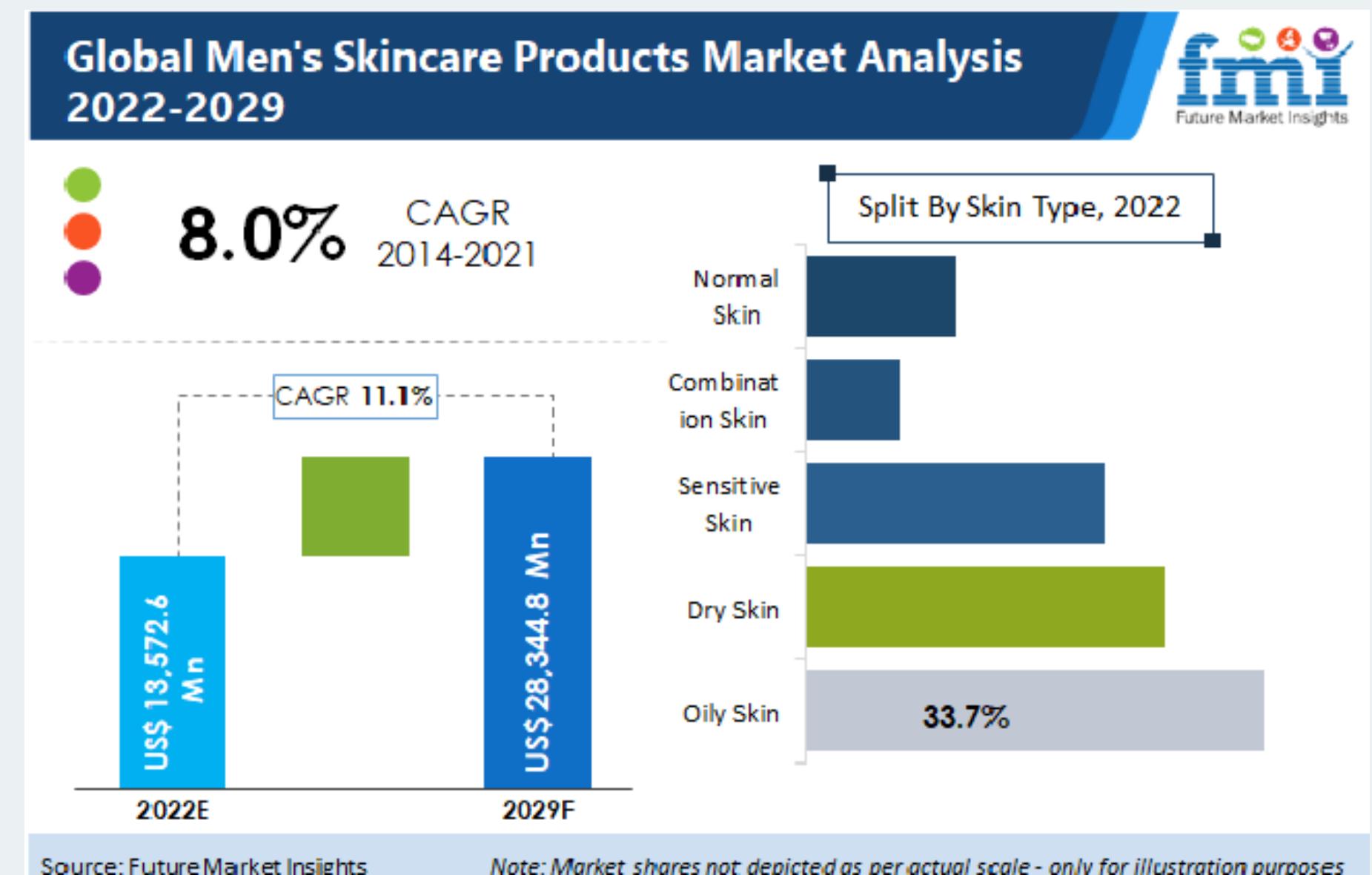
Marketing Management - Group1

Ngoc Cam

# GLOBAL MEN'S SKINCARE MARKET

## MARKET OVERVIEW

- According to FMI men's skincare product is estimated at **US\$ 13,572.6 Mn** in 2022 and is projected to reach **US\$ 28,344.8 Mn** by 2029, at a CAGR of 8.0% from 2014 to 2021.
- The share of the men's skincare products market in its parent market (skincare product market) is close to ~8%-11%.
- L'oreal is the highest market share of men's skincare products.



## CONTEXT ANALYSIS

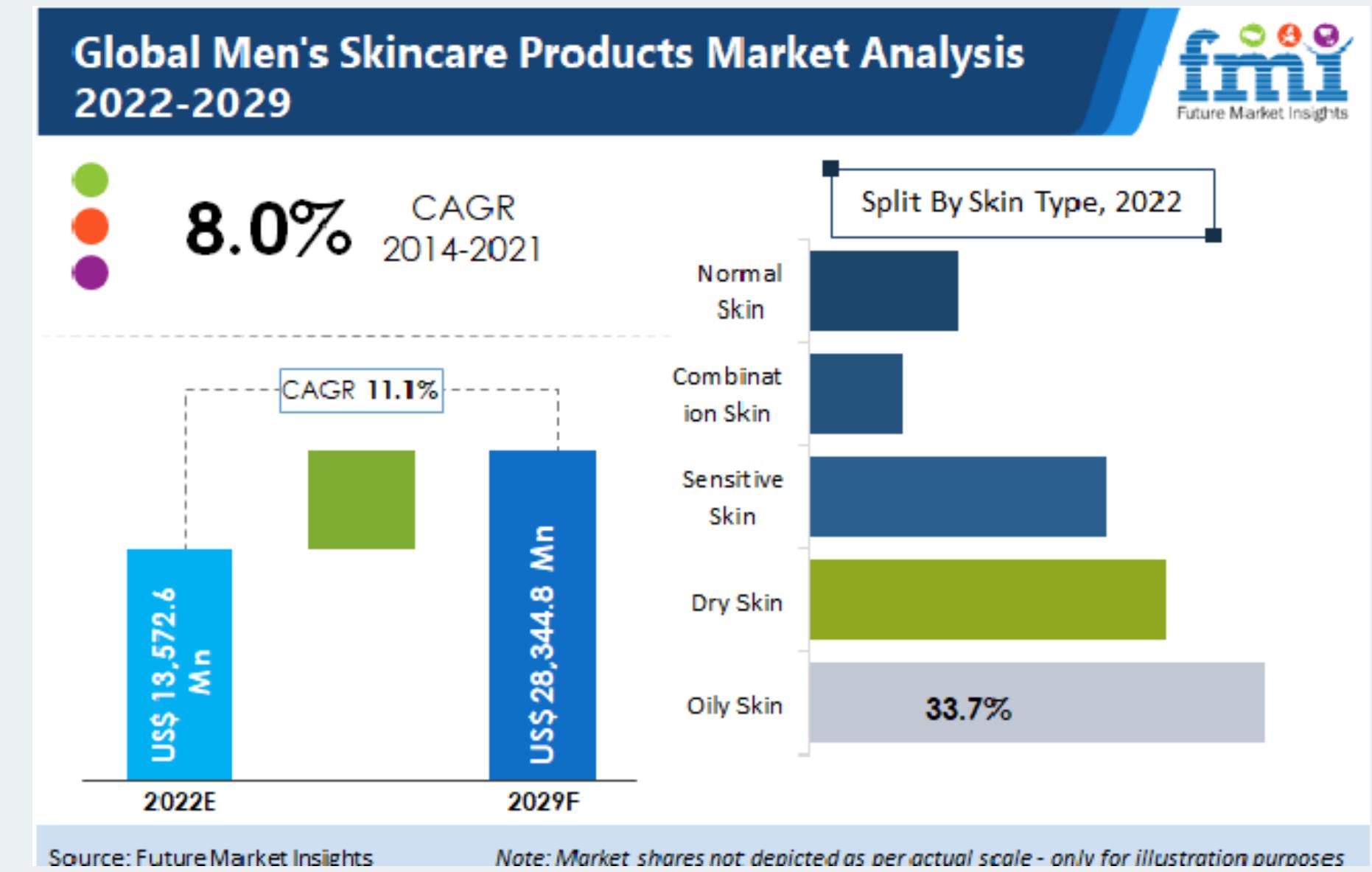
Marketing Management - Group1

Ngoc Cam

# GROWTH OF THE MARKET IN THE FUTURE

## MARKET POTENTIAL

- Increasing awareness about skincare, self-grooming, and healthy-looking among men.
- Users are principally engaged to gain traction with **millennial men** and provide them with the best quality **natural and organic skincare** products.



# WHAT DO CUSTOMERS EXPECT FROM THIS MARKET?

## MARKET TREND (ACCORDING TO FMI)

- Increasing awareness, coupled with health-conscious behaviors of consumers with regard to men's skincare products are major reasons that compel consumers to opt for natural and organic personal care products.
- To target this untapped group, developing novel products with natural ingredients, is expected to boost the demand for men's grooming products in the near future.

# HOW DOES BIORÉ'S MEN CLEANSER COMPARE TO THE COMPETITORS?

09

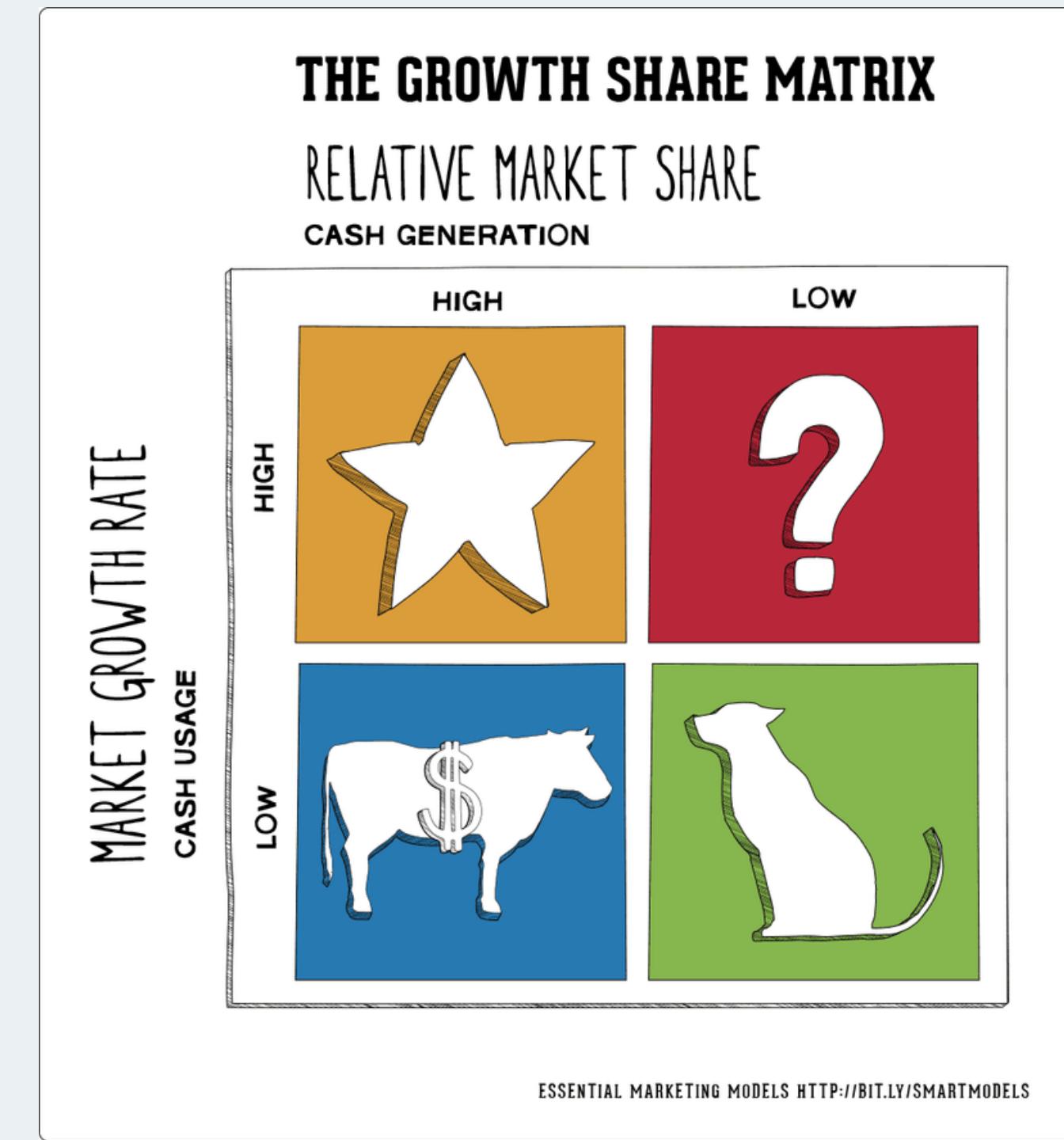
	PRODUCT	PRICE	PLACE	PROMOTION
BIORE MEN	Aim to give consumers a deep clean skin, control oil, prevent acne.	The product line sold in the cheap segment to cover the market	Using intermediate distribution systems and e-commerce platforms.	Using images of sports in advertising to attract attention.
OXY	Help deep clean, alkaline sebum in products with natural ingredients.	-	-	The image that the oxygen built in the ad is a product containing natural ingredients
NIVEA FOR MEN	Cleansing products for acne; for brightening and oily control	-	-	Advertising images are based on the five senses
X-MEN	The ability to prevent acne with an OCS brings the effects of sweeping sebum and dirt from deep inside the pores	-	-	The image of a powerful, pompous man with perfume in the products

Ngoc Cam

# WHAT'RE THE POSITION OF BIORÉ MEN PRODUCTS?

## BCG/DPM MATRIX MODEL

1. Dogs: These are products with low growth or market share.
2. Question marks or Problem Child: Products in high-growth markets with low market share
3. Stars: Products in high-growth markets with high market share
4. Cash cows: Products in low-growth markets with high market share



High

Market  
growth  
rate

Low

Relative market share

High



- The product has a **good growth opportunity**.
- This is also a product with a high market share and the market is **growing strongly** due to ease of use and accessibility for men.
- The company should significantly invest in these “stars” as they have high future potential.

# FINAL REPORT - SWOT ANALYSIS

## STRENGTHS

- Develop product for **acne and oily skin problems**.
- Has **Unique SPT Skin Purification Technology**
- Biore uses **electronic data interchange (EDI)** and **credit to income ratio (CIR)** to analyze buying habits as well as **customer insight**...

## WEAKNESSES

- Biore is criticized by environmentalists for not having good management of **waste treatment** as well as **sustainable development**.
- Biore **cannot compete** with higher-end products because of the chemical ingredients.

## OPPORTUNITIES

- The issue of men's beauty in Vietnam is getting more and more attention.
- The COVID-19 pandemic and worsening economic conditions affect business performance as they directly affect the way customers spend and purchase power.
- The men's beauty market is getting more and more exciting high profits. The world's annual sales of "for men" cosmetics can **reach over \$1.3 billion by the end of 2022**.

## THREATS

- The increasing number of **direct and/or indirect competitors** affects the organization's ability to sustain and expand the customer base.
- Currently, on the market, there are facial cleanser products made from **natural** (green tea, clay, charcoal), with **effective acne treatment** substances known by many people (AHA, BHA, ...)

# POSITIONING - TARGET CUSTUMER PORTRAIT



**Nguyễn Hùng Mạnh**  
Bachelor of Economics - UEF  
Age: 23 years old  
Income: 8.000.000 VND

## Biography

As a guy who has just graduated from university, he is very active in his work. As a sports lover but also very interested in appearance. Because of playing sports a lot, Manh has many problems with sebum and acne.

## Behaviors

- Likes to hang out with friends, and often hangs out with friends and family on weekends.
- Be very interested in sports activities. He is especially fond of football, being one of the enthusiastic fans of the U23 Vietnam team at the recent Sea Game.
- Take great care of your appearance every time go out. Or watch youtube, TikTok, or surf Facebook.
- Enjoy the quick convenience, products with integrated technology.

## Frustrations

- Because Manh usually hangs out and plays spot so his skin is always greasy, which makes him have a lot of acne.
- Manh's Income is not high so he needs the product more pocket-friendly.

## Goals

- Can buy quick convenience, and save time in searching for products.
- Acne clearing products.
- The price is suitable for Manh's salary.
- Control greasy skin.

## Motivations

- Manh wants the product must acne clearing.
- Pocket-friendly.
- Greasy skin cleaning.

**Care about appearance, active/sporty man, but have problem with greasy skin and acne.**

# POSITIONING STAGE

## BRAND TOUCHPOINTS

- Being increasingly asserting its value and increasingly **finding itself in the hearts of Vietnamese people** by connecting with the public with a close image.
- Biore men have interacted with customers through the image of the **Vietnamese football team** to affirm the brand throughout Vietnam.
- Biore men's products are often **promoted in supermarkets and shops** so that consumers can feel pampered and cherished to inculcate in their subconscious of customers.



# POINT OF DIFFERENCE - POSITIONING

- Biore's men's facial cleanser is targeted at people aged 16-27 with limited financial resources and low income.
- Men have a **special interest in sports topics**, especially national sports. Biore is a sponsor of Vietnam's national teams and uses advertising images of athletes and players in advertising campaigns to attract customers' attention.
- Biore's men **clean skin, control oil, prevent acne but still retain moisture, and are gentle** for the skin. We have a separate line of acne cleansers is the choice of customers with acne skin problems.



# VALUE PROPOSITION



Men's Biore has developed a breakthrough formula that helps men achieve healthy glowing skin, clear of acne, non-greasy, and full of masculinity.

# 4P MODEL

## PRODUCT - MEN'S BIORÉ ANTI-ACNE CLEANSING FOAM



- Weight: 100g
- Objective: **Excess sebum and oil accumulate** without being thoroughly cleaned, leaving the skin prone to acne, dullness, and large pores.
- Function:
  - Men's Biore specialized **oil-cleaning cleanser to dislodge the causes of acne**:
- White Cream From White Clay Complex: Absorbs excess oil and sebum deep in the pores (in the epidermis), eliminating the development environment. growth of acne bacteria. Active ingredient o-Cymen-5-of antibacterial helps reduce acne effectively.
- Unique SPT - Skin Purification Technology: **Effectively cleans but retains natural moisture, without worrying about dry, rough skin.**
- Target customers: Men 16-27 years old, active life, looking for specialized products to reduce acne, and make skin look clean and healthy with small pores.

# MARKETING MIX

## PRODUCT - INSIGHTS



### INSIGHTS

- Clean skin
- Contains anti-acne ingredients
- There are substances that solve acne problems
- Skin-friendly natural ingredients
- Contains moisturizer
- No ingredients that cause skin irritation

### EXPECTATION

- Solve the problem of acne skin
- Solving the problem of grease when playing sports
- Doesn't dry out the skin
- Clean skin

# MARKETING MIX

## PRODUCT - COMPARISONS

BIORE'S MEN



MEN'S BIORE ANTI-ACNE  
CLEANSING FOAM

OXY



OXY TOTAL ACNE  
PREVENT CREAM

NIVEA FOR MEN



NIVEA MEN FACE WASH  
HELPS PREVENT ACNE

X-MEN



CLEANSE ACNE  
PREVENTION

Minh Hoang

# MARKETING MIX

## PRODUCT - COMPARISONS

MEN'S BIORÉ ANTI-ACNE CLEANSING FOAM	OXY TOTAL ACNE PREVENT CREAM	NIVEA MEN FACE WASH HELPS PREVENT ACNE	CLEANER ACNE PREVENTION	
<ul style="list-style-type: none"><li>White Cream From <b>White Clay Complex</b>:</li><li>Absorbs excess oil and sebum deep in the pores.</li><li>Active ingredient <b>o-Cymen-5-ol</b> antibacterial helps reduce acne effectively.</li><li><b>Unique SPT Skin Purification Technology:</b> Effectively cleans but retains natural moisture, without worrying about dry, rough skin.</li></ul>	<ul style="list-style-type: none"><li><b>Green tea</b> essence cleans &amp; soothes the skin, effectively preventing acne bacteria.</li><li><b>Broccoli</b> helps improve the skin's biological barrier.</li><li><b>Vitamin B3</b> controls sebum, and fades dark spots.</li></ul>	<ul style="list-style-type: none"><li>Contains natural <b>Magnolia Bark</b> extract effective in preventing acne.</li><li><b>Sunscreen</b></li></ul>	<ul style="list-style-type: none"><li>Breakthrough dual-action active ingredient <b>OCS</b> effectively removes dirt and grime.</li><li>Advanced active ingredient <b>o-C5</b> helps strong antibacterial, preventing acne-causing agents.</li><li><b>Vitamin E</b></li></ul>	<ul style="list-style-type: none"><li>The cleansing product of Oxy extracted from nature (green tea) has acne. treatment effect.</li><li>Nivea face wash for men especially has sunscreen function but in the ingredient list, there is no UV protection.</li><li>Competitors' facial cleanser products all contain acne-fighting agents that are not effective on the skin.</li><li>Improve products to add new acne treatments</li></ul>

# MARKETING MIX

## PRODUCT STRATEGY:



- Competitor cleansers **contain ingredients** that don't really work for acne or acne-fighting agents but **have no real effect** on the skin.
- Biore's men's acne action facial cleanser **contains o-Cymen-5-ol**, which has **anti-acne effects** as it irritates dry or sensitive skin.  
=> Use more effective acne agents, known for their acne treatment (AHA, BHA, Azelaic acid, Benzoyl peroxide)

## BIOREMEN'S

- The cleansing product of Oxy extracted from nature (green tea) **has an acne treatment effect**  
=> Use melaleuca in the product to **have a higher and natural acne treatment effect.**

# MARKETING MIX

## PRICE STRATEGY:

**What strategy is Bioren Men use for their Cleanser Products?**

Biore's men's pricing strategy is based on the Vietnamese **people's income and living conditions**. Because the majority of these customers have **middle-class incomes**.



# MARKETING MIX

## PRICE STRATEGY:

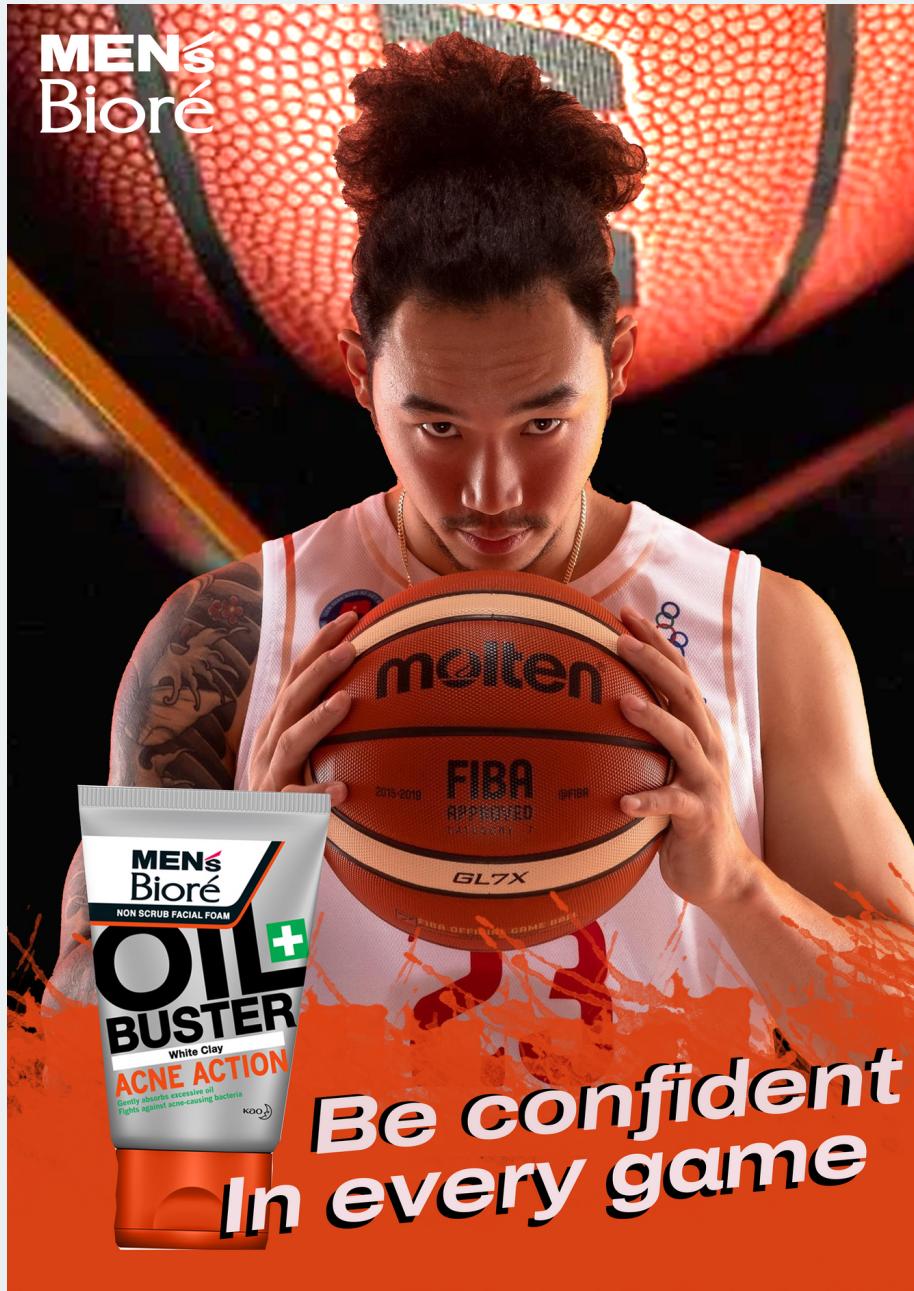


Biore's men use **a competitive price strategy**. They set their prices based on what the opponent is counting. The goal is to valuation a product cheaper than competitors and profit in large quantities

*Biore's men have a price change strategy as well, such as promotions. Discounts on products purchased.*

# MARKETING MIX

## The Goal of Biore men



- The objective of the Competitive Pricing Strategy is to attract the customers that Biore's men's face wash is aimed at, financially constrained young men, who make up a large portion of the human market. use.  
=> In order to increase the market share of Biore's men to bring the brand closer to everyone

# MARKETING MIX

## Selling Price



SỮA RỬA MẶT BIORÉ MEN  
NGỪA MỤN KHÁNG KHUẨN...

ShopDacBiet

đ 55.000

Đã bán 7

Bà Rịa - Vũng Tàu



Yêu thích

25.6 FREESHIP XTRA

Sữa Rửa Mặt Giảm Mụn Men's Biore non scrub facial foam o...

ShopDacBiet

đ 56.000

★★★★★ Đã bán 5

TP. Hồ Chí Minh



( Tặng thêm 25g) Sữa rửa mặt Bioré Men's Acne Action sạch...

ShopDacBiet

đ 59.700

TP. Hồ Chí Minh



Yêu thích

NHẤT HÀN CỬA HÀNG CHÍNH 31% GIẢM



QUÀ TẶNG  
Bấm Deal Sốc  
Tặng 1 Mặt Nạ ISK Bất Kỳ Cho Đơn Từ 300K Kiểm Tra Giá Hàng Trước Khi Thanh Toán

Sữa rửa mặt sạch nhờn giảm mụn cho nam Men's Bioré no...

Mua để nhận quà

đ 85.000 đ 59.000

TP. Hồ Chí Minh



SỮA RỬA MẶT NAM

SẠCH NHƠN, GIẢM MỤN

Phù hợp mọi loại da nam giới

Giữ độ ẩm tự nhiên

Sữa rửa mặt cho nam Men's Biore Oil Buster White Clay...

đ 36.000

TP. Hồ Chí Minh

HA PHAN

# MARKETING MIX

## PRICE STRATEGY:

Washing face product for  
100g/product.

Compare the biore's men price  
for their competitors.

### Criteria of Goals:

Financial constraints.

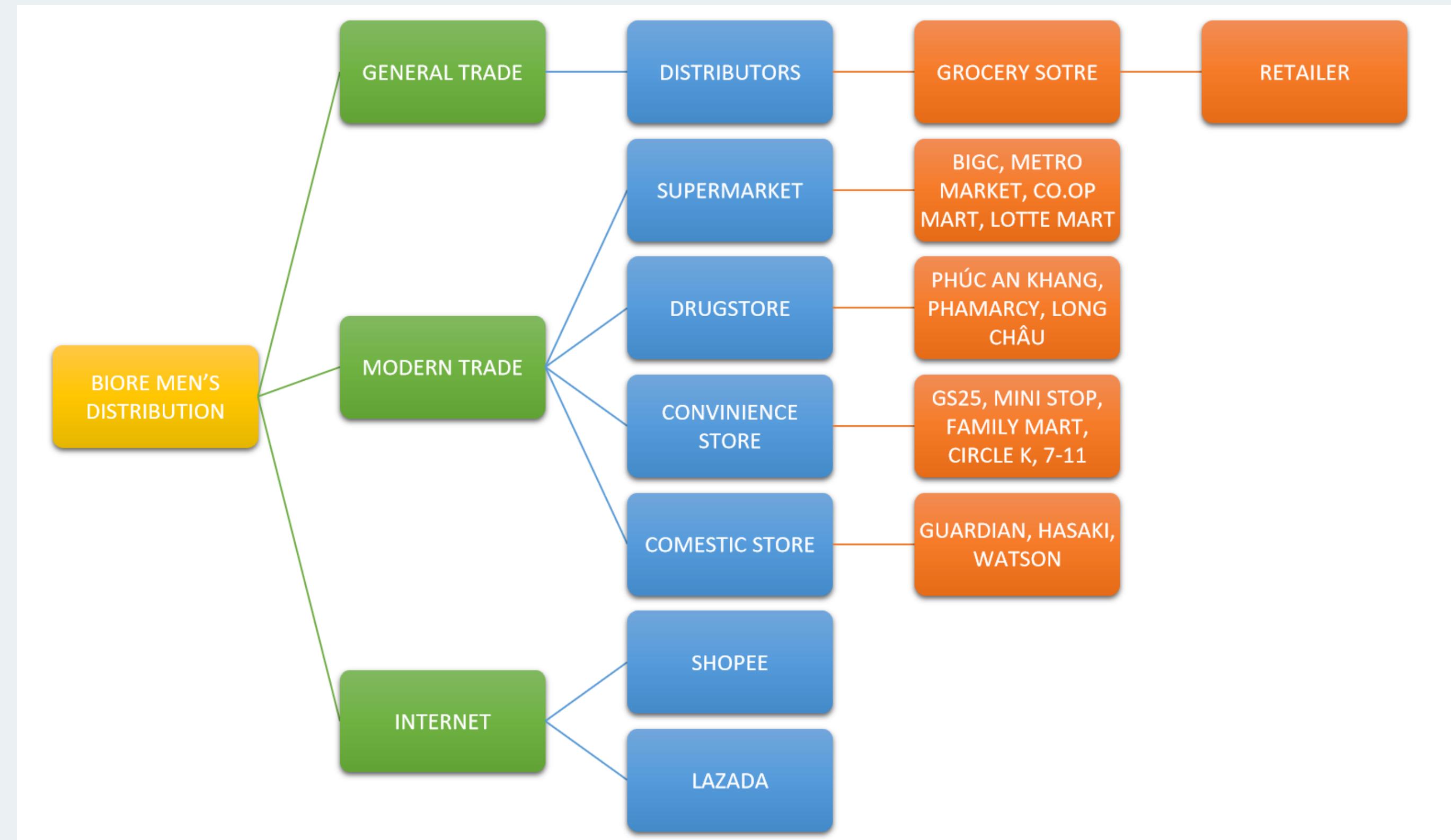
The price-sensitive.

The price of its product is slightly  
lower.

Brand name	Sale off (price VND)	Without Selling off (price VND)
NIVEA MEN FACE WASH HELPS PREVENT ACNE	79k	
OXY TOTAL ACNE PREVENT CREAM	72k	60k
X-MEN CLEANSER ACNE PREVENTION	79k	69k
Men's Bioré Anti-Acne Cleansing Foam	59k	49k

# MARKETING MIX

## PLACE



# MARKETING MIX

## PROMOTION IDEAS

**"Be confident in every game."**

- Be aimed at men between the ages of 14-25 specifically young working people, and students who love sports or sports.
- Have acne skin problems, focus on appearance, and want healthy skin.
- **The product was created for people with oily skin, clogged pores, and acne.**

Biore's men's acne cleanser line will promote through:

- Advertising
- Sale Promotion
- Event and Experience

# MARKETING MIX

## ADVERTISING



NAME : ĐINH THANH TÂM

AGE : 32 YEARS OLD

JOB : BASKETBALL PLAYERS

- Tam Dinh was chosen to **represent the brand** because he is a veteran star on the VN team, but Tam Dinh club also participates **very strongly**, which is HN Buffaloes.
- Tam Dinh's image is powerful, **evoking the temperament of a warrior** who has been involved in VBA solutions for a long time. As a result, Tam Dinh's selection is very appropriate for the action of Biore Men Oild buster Acne "with the main idea "**Confident in every game.**"

The Hoang

# MARKETING MIX

## ADVERTISING - BILLBOARD



- Be placed at **large roads and intersections** in the areas of Ho Chi Minh City, Hanoi, Can Tho, and Da Nang.
- Targeting audience using transportation.
- It will give us **more exposure**, as many people will **spot the billboard** and our product will **gain more publicity**.
- **As waiting times** for traffic lights, our audience may **get bored** of the wait and by looking around the vicinity, they will be **exposed to our billboards** in their sight.

The Hoang

# MARKETING MIX

## ADVERTISING - TVC

- Basketball is frequently associated with **the spirit of always remaining confident, shining, and dynamic**, which is ideal for **young people**. Men's Bioré Oil Buster Acne Action White Clay by Bioré is ideal for those **who regularly participate in sports**. When they exercise frequently, their face **produces sweat and oil**, which reduces their confidence.
- As a result, this product **is an entirely reasonable option**. It not only **shines** and is confident on the outside but can also be **more explosive in every battle** on the field, not afraid to show bravery. **The concept of "Be confident in every game"** expresses everything that the TVC segment wishes to convey to everyone.

# MARKETING MIX

## ADVERTISING - TVC

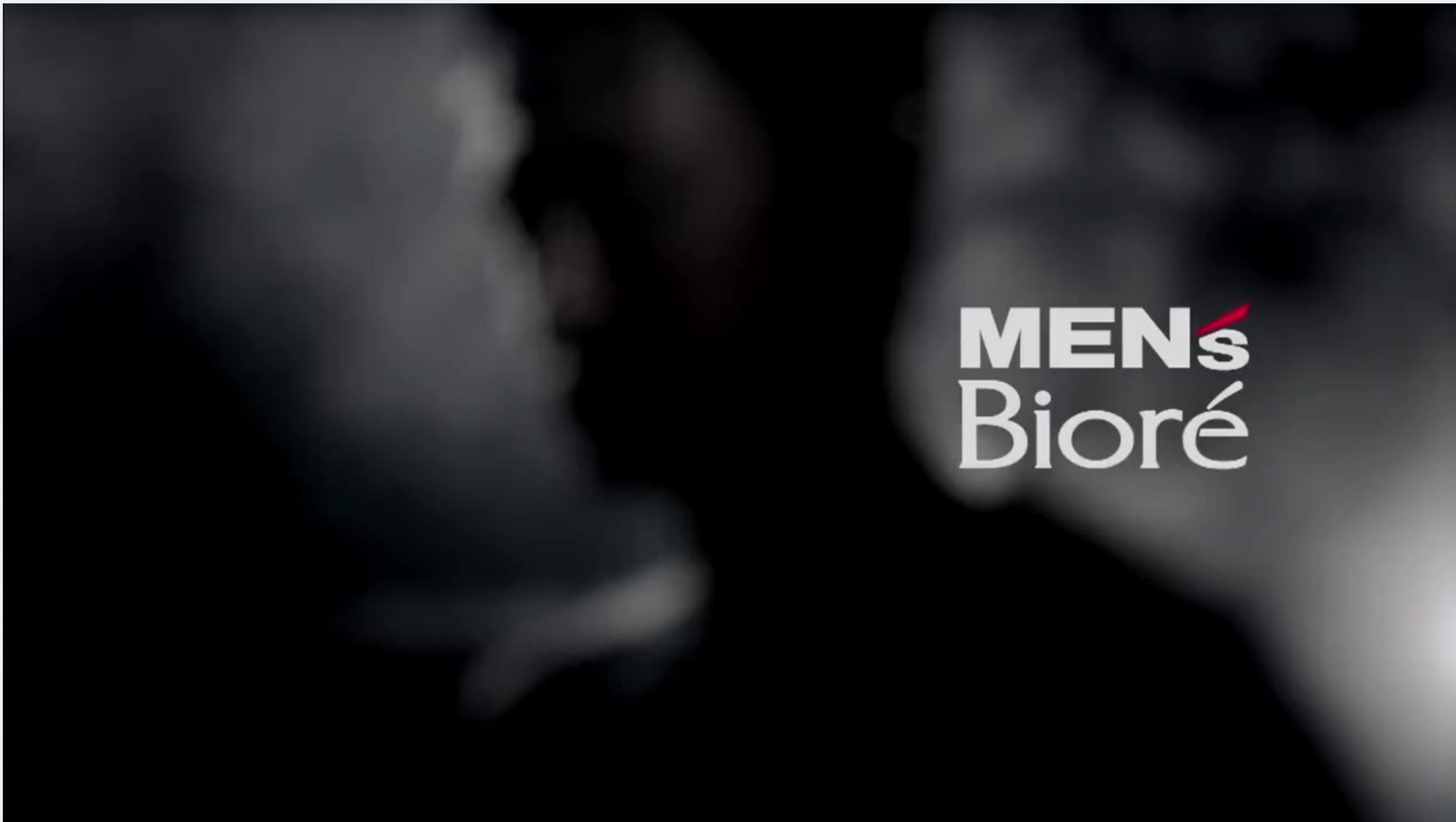
Time: 27s

Platform: Youtube, TikTok, Facebook

- Youtube: **Using skippable In-stream Ads** has a more familiar name than TrueView in-stream advertising - true views because users must actually see the ad to be counted in this form.
- TikTok: We **using “In-Feed video” for promo on TikTok** because when an in-feed or ad **type appears** in the user's "**for you**" section, it will appear as a **normal video**, with the user having the option to continue watching or scroll to skip. This form has the advantage of supporting a button that allows direct redirection from the promotional video to the brand's page or where to download the app.
- Facebook: At Facebook, we chose the method of "**running video in-stream**" because the feature targets potential target audiences, and the content we want to convey in TVC will **reach the right audience** thanks to **Ai behavior analysis**.

# MARKETING MIX

## ADVERTISING - TVC



The Hoang

# MARKETING MIX

## SALE PROMOTION

### Online Contests:

Be held for a period of three weeks, with contestants coming up with **a code** at the bottom of the product, contestants **must upload** their photos on Facebook or Instagram, **and tag #biore'smen** and the code in the photo.

After 3 weeks, the winners will be selected based on the popularity of their photos and how many people have liked their photos. The winners will **get prizes ranging from shopping vouchers to a free overseas trip to Taiwan**

# MARKETING MIX

## SALE PROMOTION

### Premiums and gifts

- Buy one facial cleanser, and get one cotton towel.
- Gift packaging: cotton towels will be packed with stencils in gray, and orange tones of the product, with the logo of Biore's men, glued together with the product



# MARKETING MIX

## SALE PROMOTION

### Sampling:

- Give away mini-size samples of cleansers in Biore's men's shower gels and cleansers.
- Mini sample size 10ml, with the same external design as the product. Mini sample size 10ml, with the same external design as the product. And is packaged with nippers for shower gel and face wash products



Minh Hoang

# MARKETING MIX

## SALE PROMOTION

### Coupons:



- Buy 3 facial cleanser products, and get a Coupon for 30000 VND
- This program is only available online when buying products on Biore's men's websites or Biore's men's stores on e-commerce platforms (Tiki, Lazada, Shopee, ...)

# MARKETING MIX

## SALE PROMOTION

### POSM:

- **Supermarket:** the selling point of Biore's men's acne cleanser is a **stall arranged and decorated at the entrance** to attract target customers' interest in new products. Decorate the stalls based on images related to basketball (basketball, basketball court, uniforms). Basketball-themed shop decoration. At the top of the product, the counter is the logo of Biore's men, the product, and the KOL image in the poster. Along with that, the product model is large in size.
- **Location:** GO! (Big C), Co.op mart, Lotte Mart, Emart, Vinmart around the country.



# MARKETING MIX

## SALE PROMOTION

### POSM:

- **Drugstores, cosmetic stores, convenience stores:** buy store locations near the payment, customer consultation, and eye-level positions, use posters of facial cleansers with basketball events, and Provide stickers that decorate product placements. Make cards about product information designed to resemble posters. Poster decorated in gray, white, black, and orange product color tones.
- **Location:** Drugstores (Pharmacy, Long Châu, Phúc An Khang), convenience stores (Family mart, GS25, CircleK, 7-Eleven, Mini stop, Bmart), cosmetic stores ( Hasaki, Guardian, Waston, Lam Thảo) around the country.

# MARKETING MIX

## SALE PROMOTION

### TARGET:

- During the event, we have to contact and let **60%** of people aged 16-27 **know and try our products**.
- Consolidate customer's identity with Biore's men's facial cleanser
- Sell 500 new products per week at the beginning of the month and 800 new products per week the following month.
- Provide more information about Biore's men's facial cleanser

# MARKETING MIX

## EVENT AND EXPERIENCE

### TARGET:

- Working with the **Vietnam Basketball Association (VBA)** during the group stage.
- Begin on the **second week of the tournament** and end on the seventh week of the group stage.
- Have set up small booths in the stadium where we will organize **gift-giving games** while customers watch basketball. We calling the name of this event is **Buzzer-beater**.
- We will help players feel confident when they step into the game by combining Men's Bioré Oil Buster Acne Action White Clay.
- Minigames such as "Pong Buster," "Digital Blindfolded," "Throw Round," and "Bottle Flip" will be organized. We will **sell** Men's Bioré Oil Buster Acne Action White Clay **at our booth** in addition to exchanging and introducing products.

# MARKETING MIX

## PONG BUSTER

- Is a game in which players throw ping-pong balls into glasses of water. Each person will have three chances to play; if the ball lands in the cup, the player will receive a prize.
- Details on the reward:
- **Pointing to a ball:** the player will receive a **keychain** with a Men's Bioré Oil Buster Acne Action White Clay poster.
- If you throw in **two-thirds** of the fruit, the player will receive one purchase voucher (20 percent discount).
- If you get **3/3**, the player will **get a bottle of Men's Bioré Oil Buster Acne Action White Clay cleanser**.



# MARKETING MIX

## GUESS THE OBJECT IN THE BOX WHEN BLINFOLDED



- Participants will be blindfolded and placed their hands in a closed box, using their sense of touch to determine what object is hidden inside. Each player will have **10 seconds to feel** an object and respond to the game administrator; the leaker will provide the answer to the player by opening the box and showing it to the player.
- After each game, the items in the crate will be changed.
- The following items are included in the crate: marshmallow, gummy bear, celery, potatoes, sweet potatoes,...

# MARKETING MIX

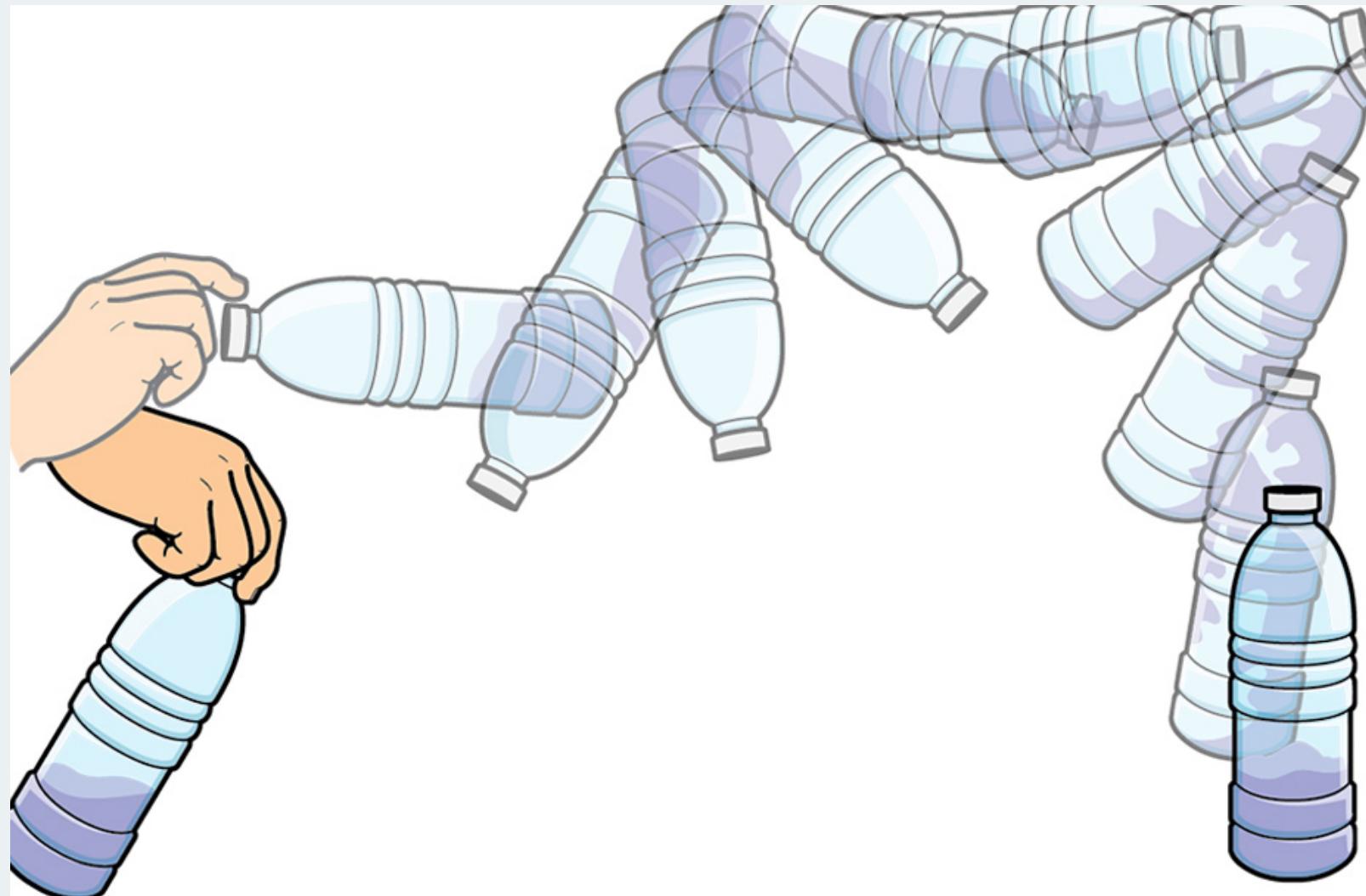
## HOOPLA



- Small gifts will be placed on the table; players must stand at least one meter away from the table and throw the rings at the gift of their choice. Each player has three turns to throw the ring at the object and collect it. There will be 7 gifts in total, arranged in a triangle.
- After the player receives the gift, the items will be refilled in the same manner.
- **Items used as gifts:** 5 bottles of mineral water (500ml), 1 bottle of Men's Bioré Oil Buster Acne Action White Clay mini sample (10ml), and 1 voter will receive a 20% discount on Men's Bioré Oil Buster Acne Action White Clay. (To avoid getting wet or flying, the voucher will be placed in a gift box.)

# MARKETING MIX

## BOTTLE FLIP



- The player will launch a water bottle into the air, and when it lands, it must stand. To receive a gift, each player must throw and make three water bottles stand.
- Prepare the following: 3 water bottles (containing 40 percent water).
- When you purchase Men's Bioré Oil Buster Acne Action White Clay, you will receive a 20% discount voucher.
- The booth will be open for about 2-3 hours before the tournament begins. There will be approximately 250 gifts prepared. Our goal with this event is to bring Men's Bioré Oil Buster Acne Action White Clay closer to every customer, thereby increasing the customer's enjoyment of our brand.

# ACTION PLAN

PHASE (12 weeks)	Awareness (3 weeks)	Interest (3 weeks)	Desire (3 weeks)	Action (3 weeks)
Advertising	Billboard			
	Tvc on facebook, youtube, tiktok			

# ACTION PLAN

# BUDGETS

STT	ACTIVE	COST (vnd)	NOTE
1	Hire a player Dinh Thanh Tam (Tam Dinh) for photoshoot	80.000.000	
3	Production house (makeup, photographer, editor, POD, studio,...)	18.000.000	
4	Running billboard	2.774.000.000	In 3 month
5	Social Advertising	350.000.000	In 3 month
6	Present for online contests	9.000.000	Taiwan tour 5 days 4 nights by dulichViet.com.vn
7	Premiums & Gifts	2.000.000.000	In 6 week on every distribution channel
8	Sampling	900.000.000	In 6 week on every distribution channel
9	Coupon	900.000.000	For 1.500 coupons on Shopee, 1.500 coupons on Lazada.

10	Point of Sale	15.000.000.000	GO!/Big C (38 Market & Supermarket), Co.op mart (140 Market & Supermarket), Lotte Mart (14 Supermarket), Mega Market (Metro Market) (20 Supermarket) around the country
11	Event	13.000.000.000	For equipment, rent booth space at the stadium and donation for VBA.
12	Promotion in Drugstores, cosmetic stores, convenience stores	2.000.000.000	Drugstores (Pharmacy, Long Châu, Phúc An Khang), convenience stores (Family mart, GS25, CircleK, 7-Eleven, Mini stop), cosmetic stores (Hasaki, Guardian, Watson)
13	Total	37.031.000.000	

# REFERENCES

<b>MEN'S SKINCARE PRODUCTS MARKET</b>	<a href="https://www.futuremarketinsights.com/reports/mens-skincare-products-market?fbclid=IwAR0ZFJ1_yCVYDJKtc0MnD3N13EP5slZfqhxSA7pzjSvVPWOAME95VXxfkuk">https://www.futuremarketinsights.com/reports/mens-skincare-products-market? fbclid=IwAR0ZFJ1_yCVYDJKtc0MnD3N13EP5slZfqhxSA7pzjSvVPWOAME95VXxfkuk</a>
<b>HOT BOY BÓNG RỒ TÂM ĐINH</b>	<a href="https://kenh14.vn/hot-boy-bong-ro-tam-dinh-cao-1m92-tren-san-thi-dau-quyet-liet-ngoai-doi-ha-guc-fan-vi-lang-tu-20220523220944862.chn?fbclid=IwAR3RSa_f7xUql1vH1x2xnRd3Q1K5t5VlfnejCvQsFNGjkypc0eydl2gH_Q#:~:text=T%C3%A2m%20%C4%90inh%C3%B3%20t%C3%AAn%20%C4%91%E1%BA%A7y,n%E1%BB%95i%20b%E1%BA%ADt%20c%E1%BB%A7a%20gi%E1%BA%A3i%20%C4%91%E1%BA%A5u">https://kenh14.vn/hot-boy-bong-ro-tam-dinh-cao-1m92-tren-san-thi-dau-quyet-liet-ngoai-doi-ha-guc-fan-vi-lang-tu-20220523220944862.chn? fbclid=IwAR3RSa_f7xUql1vH1x2xnRd3Q1K5t5VlfnejCvQsFNGjkypc0eydl2gH_Q#:~:text=T%C3%A2m%20%C4%90inh%C3%B3%20t%C3%AAn%20%C4%91%E1%BA%A7y,n%E1%BB%95i%20b%E1%BA%ADt%20c%E1%BB%A7a%20gi%E1%BA%A3i%20%C4%91%E1%BA%A5u</a>
<b>MEN'S SKINCARE PRODUCTS MARKET SIZE, SHARE &amp; TRENDS ANALYSIS REPORT BY PRODUCT</b>	<a href="https://grandviewresearch.com/industry-analysis/mens-skincare-products-market?fbclid=IwAR16axhLIM2MSJksbO5Cq80SYBntBvyeZBSuPnkunDBV5Khm8CRpIsyPzbU">grandviewresearch.com/industry-analysis/mens-skincare-products-market? fbclid=IwAR16axhLIM2MSJksbO5Cq80SYBntBvyeZBSuPnkunDBV5Khm8CRpIsyPzbU</a>
<b>MEN'S BIORÉ SỮA RỬA MẶT SẠCH NHỜN GIẢM MỤN</b>	<a href="https://www.kao.com/vn/products/mensbiore/mbi_face_oil_acne_00/?fbclid=IwAR22-DuUZL5gzRXXAG6-MOHwghB23kBIIsD7Y-77NOIhJh-5kM_OV9KXsoQ">https://www.kao.com/vn/products/mensbiore/mbi_face_oil_acne_00/?fbclid=IwAR22-DuUZL5gzRXXAG6-MOHwghB23kBIIsD7Y-77NOIhJh-5kM_OV9KXsoQ</a>
<b>HOW TO CONDUCT A COMPETITOR ANALYSIS</b>	<a href="https://squareup.com/us/en/townsquare/competitor-analysis-a-definition-and-guide?fbclid=IwAR3Wq8OfNWFRGOHumhKFPzygvKNnk-S_bME8VHbjIH57dosCDLfwSzciLT0">https://squareup.com/us/en/townsquare/competitor-analysis-a-definition-and-guide? fbclid=IwAR3Wq8OfNWFRGOHumhKFPzygvKNnk-S_bME8VHbjIH57dosCDLfwSzciLT0</a>
<b>MA TRẬN BCG LÀ GÌ? HƯỚNG DẪN CÁCH XÂY DỰNG MA TRẬN BCG</b>	<a href="https://atpsolution.vn/kien-thuc-marketing/ma-tran-bcg-la-gi/?fbclid=IwAR16axhLIM2MSJksbO5Cq80SYBntBvyeZBSuPnkunDBV5Khm8CRpIsyPzbU">https://atpsolution.vn/kien-thuc-marketing/ma-tran-bcg-la-gi/? fbclid=IwAR16axhLIM2MSJksbO5Cq80SYBntBvyeZBSuPnkunDBV5Khm8CRpIsyPzbU</a>
<b>SỮA RỬA MẶT NIVEA MEN GIÚP NGĂN NGỪA MỤN</b>	<a href="https://www.nivea.com.vn/san-pham/s%e1%bb%afa-r%e1%bb%ada-m%e1%ba%b7t-nivea-men-giup-ng%c4%83n-ng%e1%bb%aba-m%e1%bb%a5n-40058088883750243.html?fbclid=IwAR04pZaju2iZ2aUUMHn8MAXc3jUTn8O0m69Kyj4AI5SBa-L_6EIfMFNbZdc">https://www.nivea.com.vn/san-pham/s%e1%bb%afa-r%e1%bb%ada-m%e1%ba%b7t-nivea-men-giup-ng%c4%83n-ng%e1%bb%aba-m%e1%bb%a5n-40058088883750243.html?fbclid=IwAR04pZaju2iZ2aUUMHn8MAXc3jUTn8O0m69Kyj4AI5SBa-L_6EIfMFNbZdc</a>
<b>TOP 10 THƯƠNG HIỆU MỸ PHẨM CÓ DOANH THU CAO NHẤT NĂM 2020</b>	<a href="https://www.vimacos.vn/top-10-cac-thuong-hieu-my-pham-noi-tieng-co-doanh-thu-cao-nhat-nam-2020-342544">https://www.vimacos.vn/top-10-cac-thuong-hieu-my-pham-noi-tieng-co-doanh-thu-cao-nhat-nam-2020-342544</a>
<b>BIORE CASE STUDY</b>	<a href="https://pdfcoffee.com/biore-case-study-pdf-free.html">https://pdfcoffee.com/biore-case-study-pdf-free.html</a>

# THANK YOU

THANK YOU FOR FOLLOWING US! FEEL FREE TO ASK