

Vendor Selection and Walking Protocol - Indonesia

Vendor Selection:

We pre-determined 6 different vendor types for Indonesia. Vendor types are: (1) kiosk (2) street vendor, (3) convenience store/mini mart, (4) independent small grocer, (5) vape shop, and (6) HTP flagship store determined in consultation with partners and taking into account GATS/Euromonitor data. Data collectors will need to visit each vendor type with the following steps:

HTP and E-cigarettes collection:

- A. In each city, data collectors will first visit one IQOS flagship store and three vape shops to look for and purchase HTP and e-cigarette products, respectively. One IQOS flagship store and three vape shops with the most variety will be purposively selected based on descriptions and pictures found online. One vape shop per SES level (low, middle, and high) will be selected.

Cigarettes collection:

- B. After making purchases at a HTP store and vape shops, data collectors will then proceed to the first neighborhood in a given city. In each city, a purchase should be made from each vendor type #1 to #4 at least twice. Data collectors will aim to make a purchase from each vendor type in the neighborhood through this method:
 - 1. In City 1, Neighborhood 1 (always middle SES area), a purchase will be made from vendor type #1
 - a. Neighborhood 2, look for and purchase from vendor types #2, #3, or #4
 - b. Neighborhood 3, look for and purchase from any of the vendor types except type #1 and the vendor type from neighborhood 2
 - c. Neighborhood 4, look for and purchase from any of the vendor types, but not the vendor type in the previous neighborhood
 - d. Neighborhood 5, if a purchase has not been made from all four vendor types, then look for and make a purchase from a remaining vendor type; if a purchase has been made at all four vendor types, then look for and purchase from any of the four vendor types, but not the vendor type from the previous neighborhood
 - i. If a new pack cannot be found at this vendor, then look for and purchase from any of the four vendor types, but not the vendor type from the previous neighborhood
 - e. Neighborhood 6, apply the same steps as neighborhood 5
 - f. Neighborhood 7, if a purchase has not been made from all four vendor types TWICE, then look for and make a purchase from a remaining vendor type; if a purchase has been made at all four vendor types TWICE, then look for and purchase from any of the four vendor types, but not the vendor type from the previous neighborhood
 - i. If a new pack cannot be found at this vendor, then look for and purchase from any of the four vendor types, but not the vendor type from the previous neighborhood
 - g. Neighborhood 8, apply the same steps from neighborhood 7

- h. Neighborhood 9, apply the same steps from neighborhood 7
 - i. Neighborhood 10, apply the same steps from neighborhood 7
 - j. Neighborhood 11, apply the same steps from neighborhood 7
 - k. Neighborhood 12, apply the same steps from neighborhood 7
2. This entire method should be repeated, starting from the beginning in Cities 2 and 3.

Walking Protocol:

1. Arrive at the “hub” identified for the neighborhood. Go to the main entrance or central location of the hub and face towards the street with your back to the hub. The hub is the starting point for the walking protocol and will not serve as a place from which to purchase packs.
2. With your back to the hub, scan the immediate vicinity. If a required vendor type **is** seen, follow instructions in section A. If a required vendor type is **not** seen with your back to the hub, follow instructions in section B.
 - A. If a required vendor type is seen, go to that vendor. If you see more than one of the required vendor types, go to the one on the right.
[If a unique pack is not found at this vendor, exit the vendor and with your back to the vendor entrance, turn right and start walking in search of a vendor (see section B).]
 - B. If you do not see a required vendor type, or if a unique pack is not found from the starting point or the “hub”, turn right and start walking, looking for the required vendor type(s) as you go. Look on both sides of the street as you are walking and stop at the first outlet seen that meets the required vendor type definition. If the required vendor type is not found after walking for 5 minutes in this direction, turn right at the next intersection and walk for another 5 minutes. If the required vendor type is not found after walking for 5 minutes on this road, turn right again at the next intersection and walk for another 5 minutes. If the required vendor type is still not found (after approximately 15 minutes of walking), identify any of the other vendor types and make a purchase from the first one that you see. At this point, you may backtrack to make a purchase. Turn around and start walking back to the hub and purchase from the first vendor you see.
3. Once data has been collected from the designated vendor type, proceed to the next neighborhood on the list, and repeat the walking protocol for the next vendor types starting from the hub location.

Note:

While following the walking protocol, data collectors should observe whether there are e-cigarette products, HTPs, and nicotine pouches for sale in each store visited and purchase them in unique packs if available. However, the availability and purchase of these products will NOT dictate steps

taken in this walking protocol.