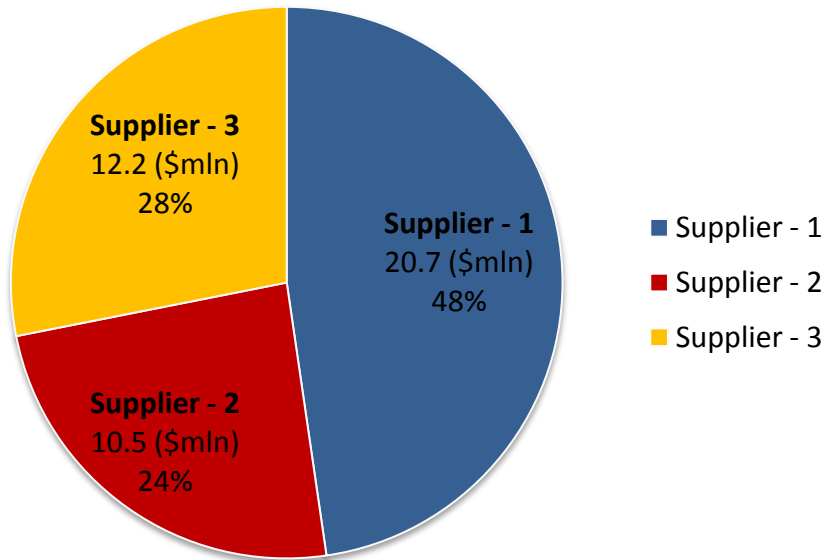
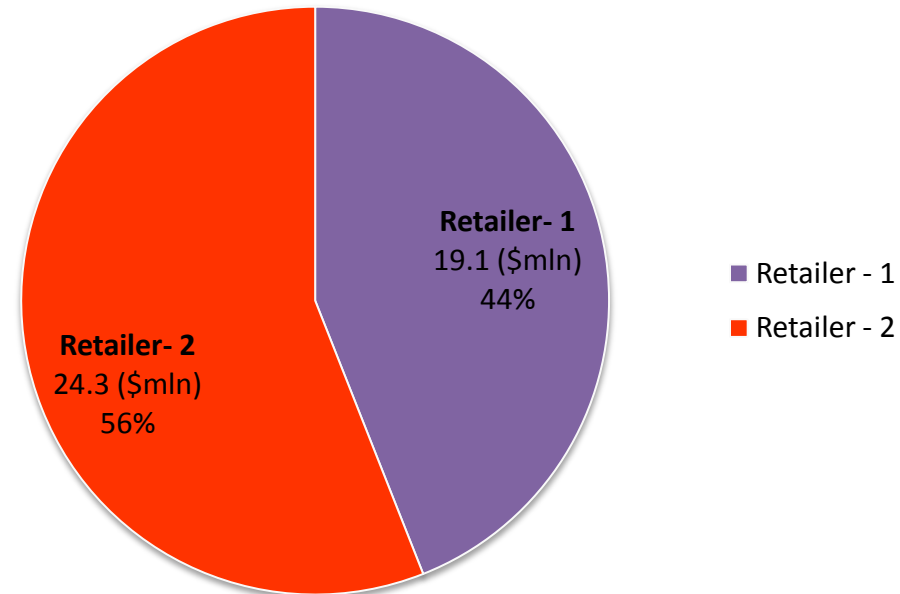


# Negotiation Results – Volume Discounts

**Breakdown of Volume Discounts  
given by Suppliers**



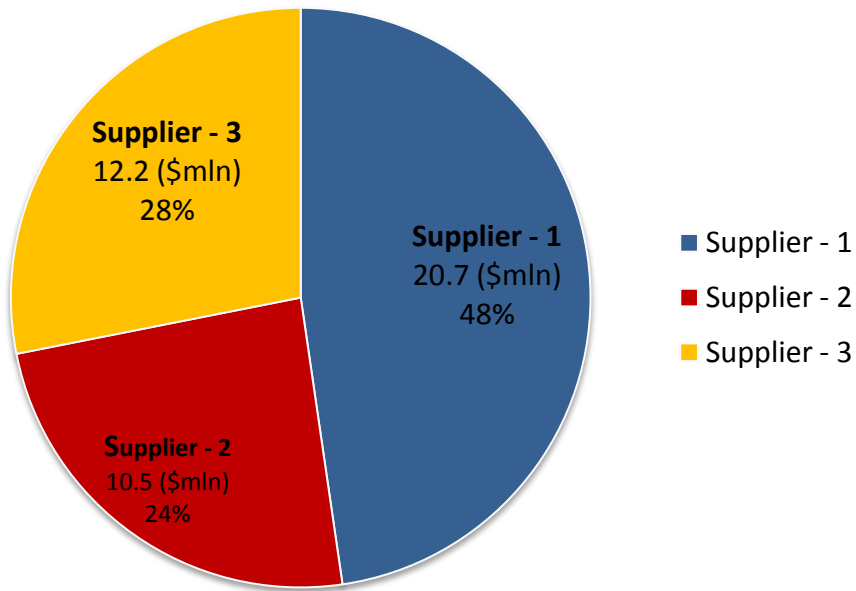
**Breakdown of Volume Discounts  
received by Retailers**



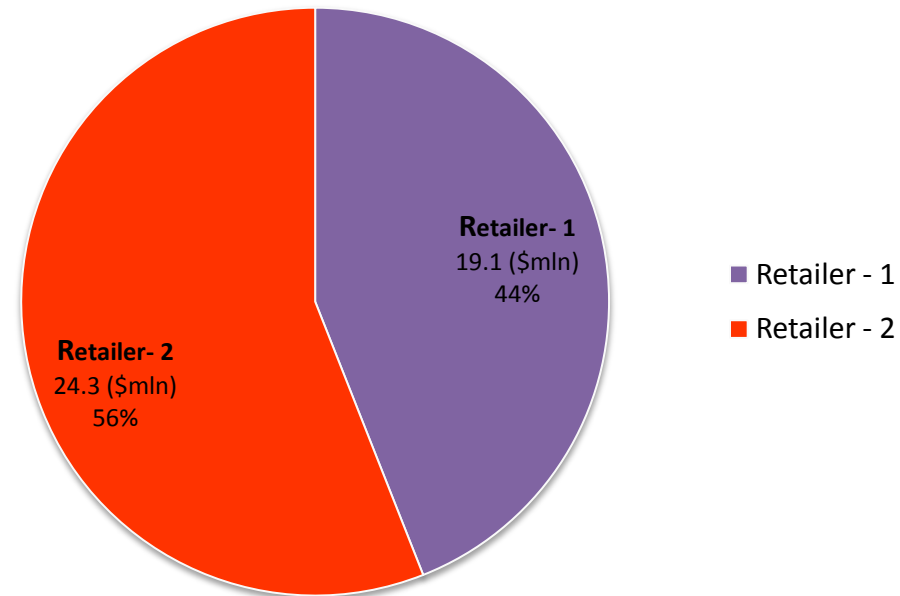
**Total Volume Discounts: 43.4 (\$mIn)**

# Negotiation Results – Performance Bonus

**Breakdown of Performance Bonuses  
given by Suppliers**



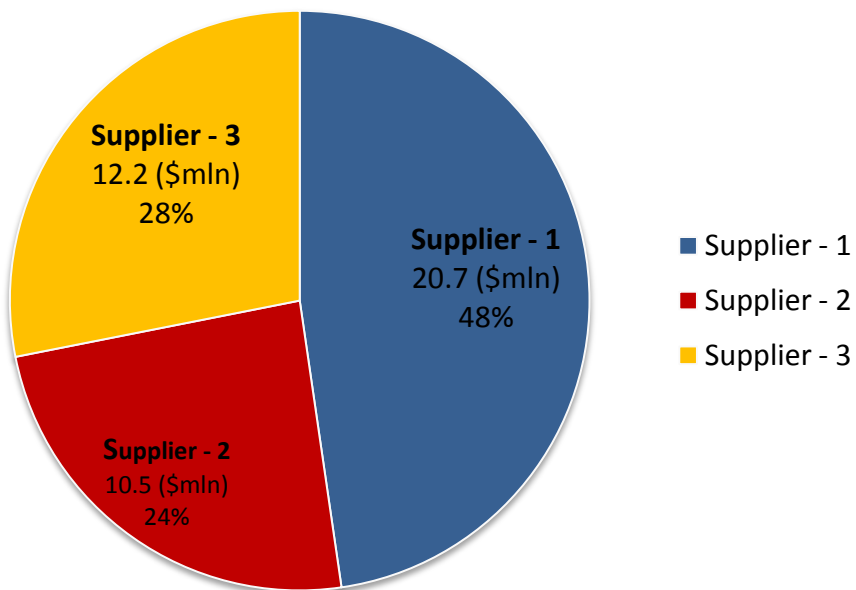
**Breakdown of Performance Bonuses  
received by Retailers**



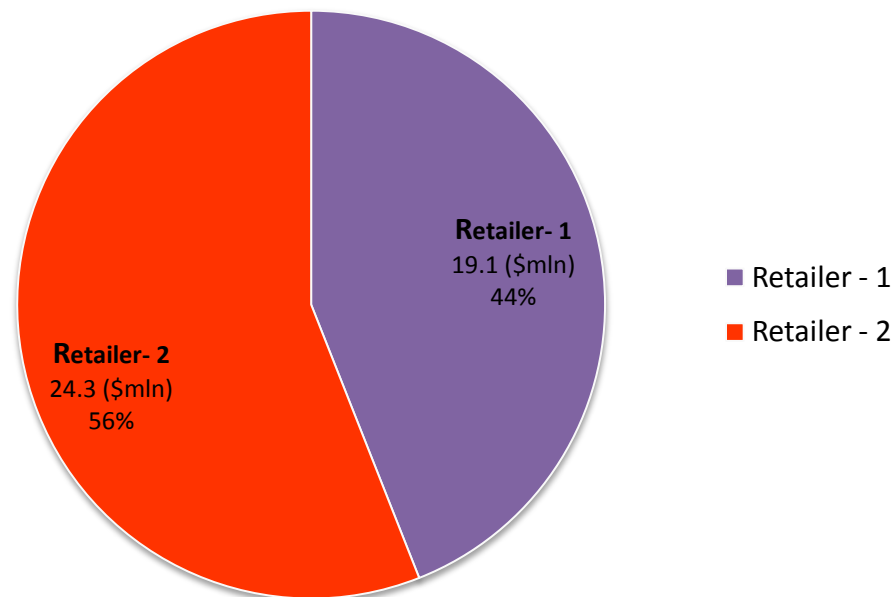
**Total Performance Bonuses: 43.4 (\$mIn)**

# Negotiation Results – Other Compensation

**Breakdown of Other Compensation  
given by Suppliers**



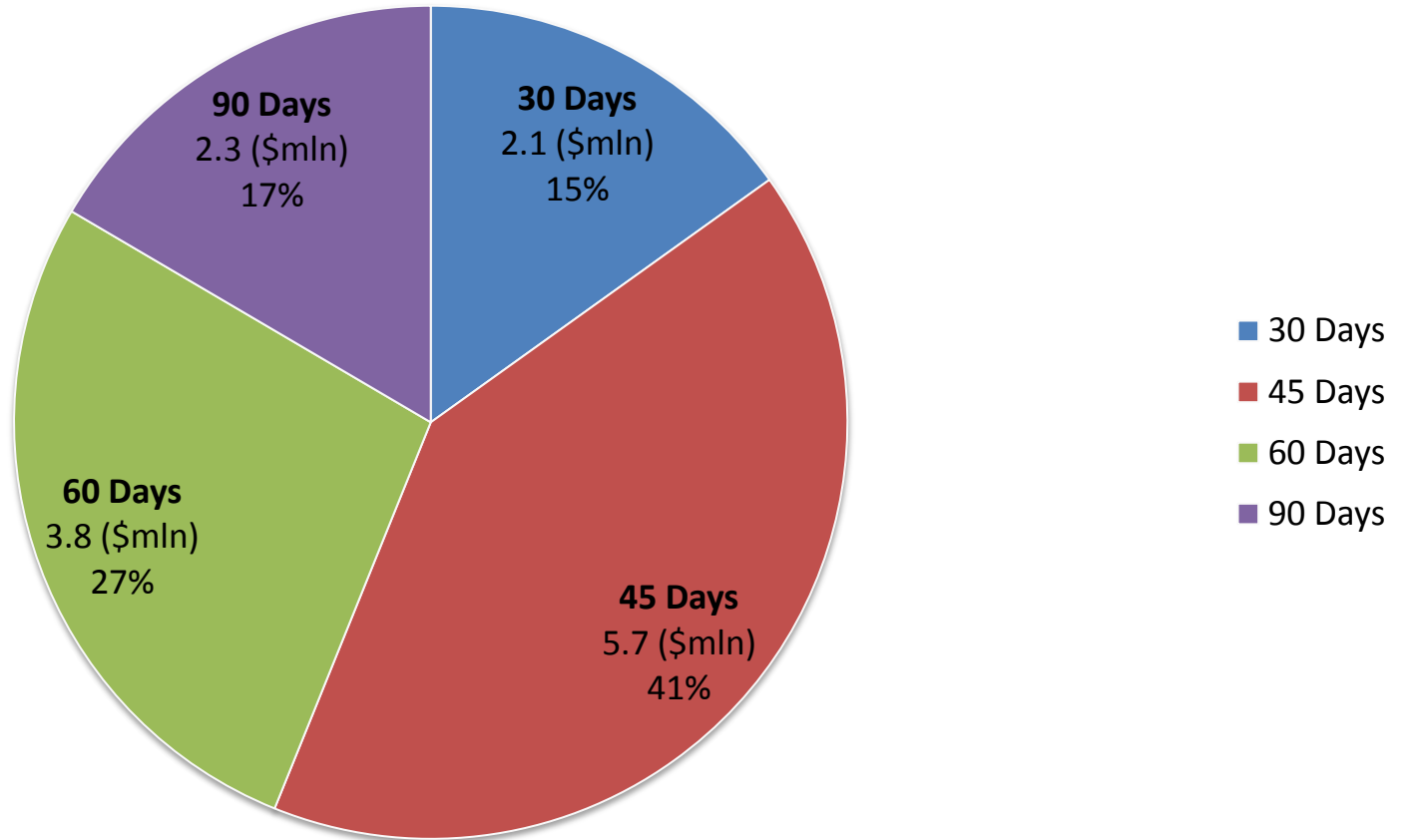
**Breakdown of Other Compensation  
received by Retailers**



**Total Transaction Value of Other Compensation : 43.4 (\$mIn)**

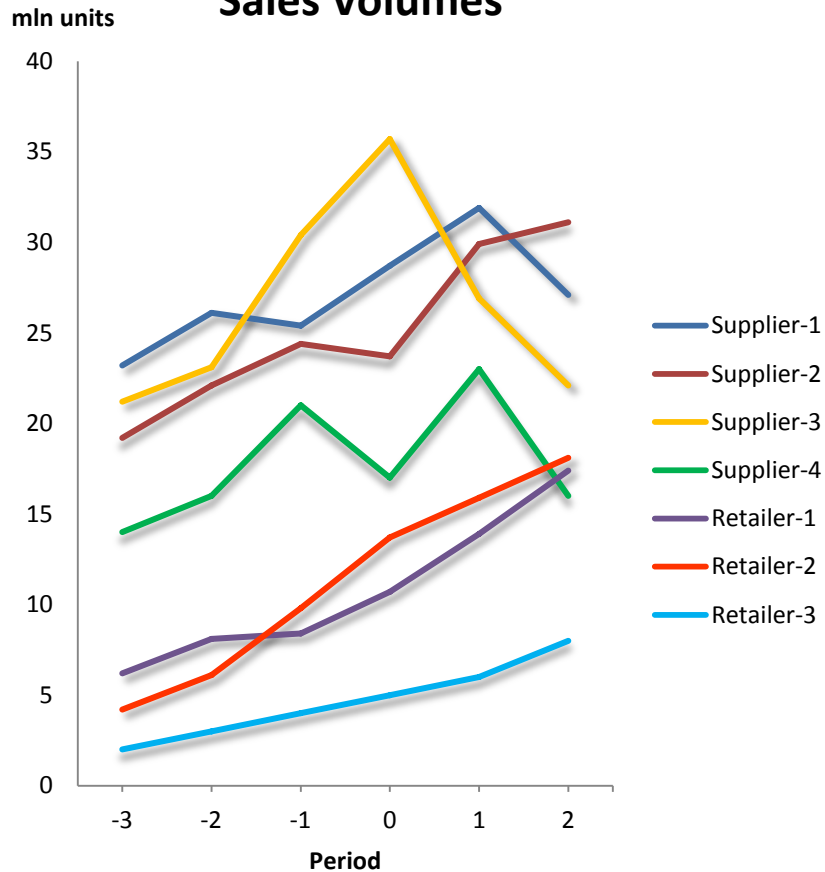
# Negotiation Results – Terms of Payment

Transaction Values by Terms of Payment

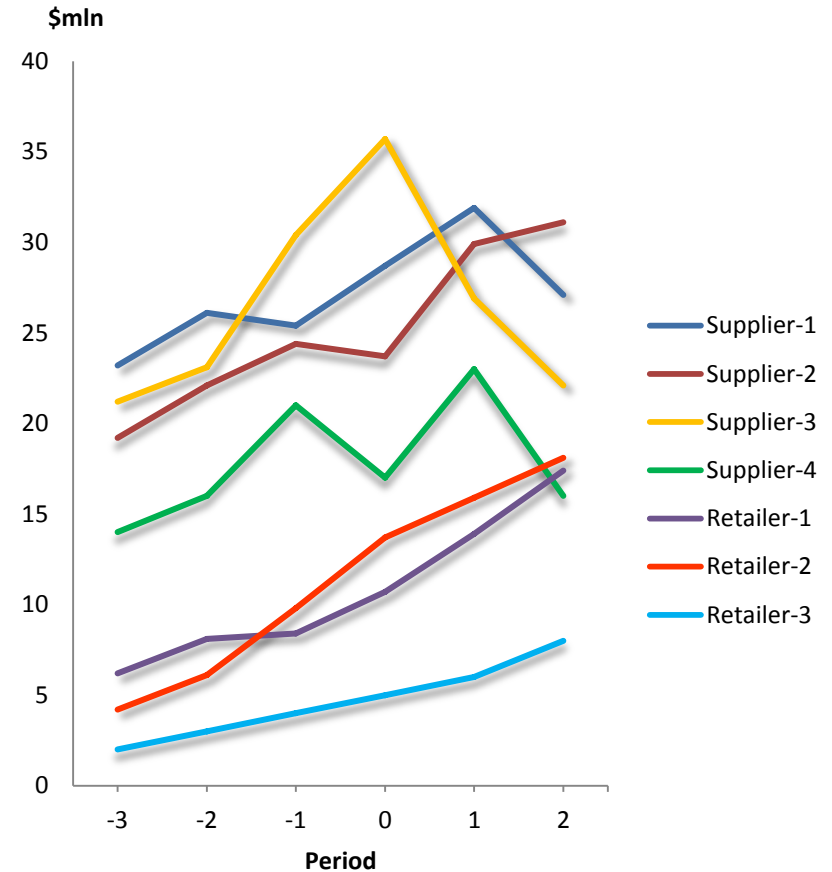


# Sales – Elecssories

## Sales Volumes

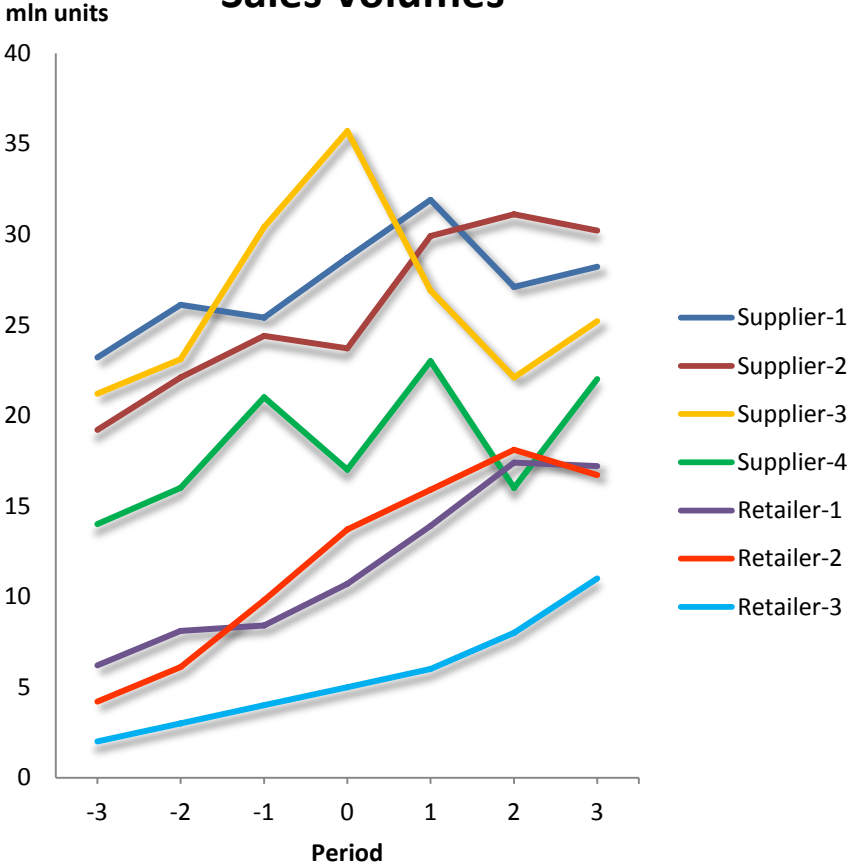


## Sales Values

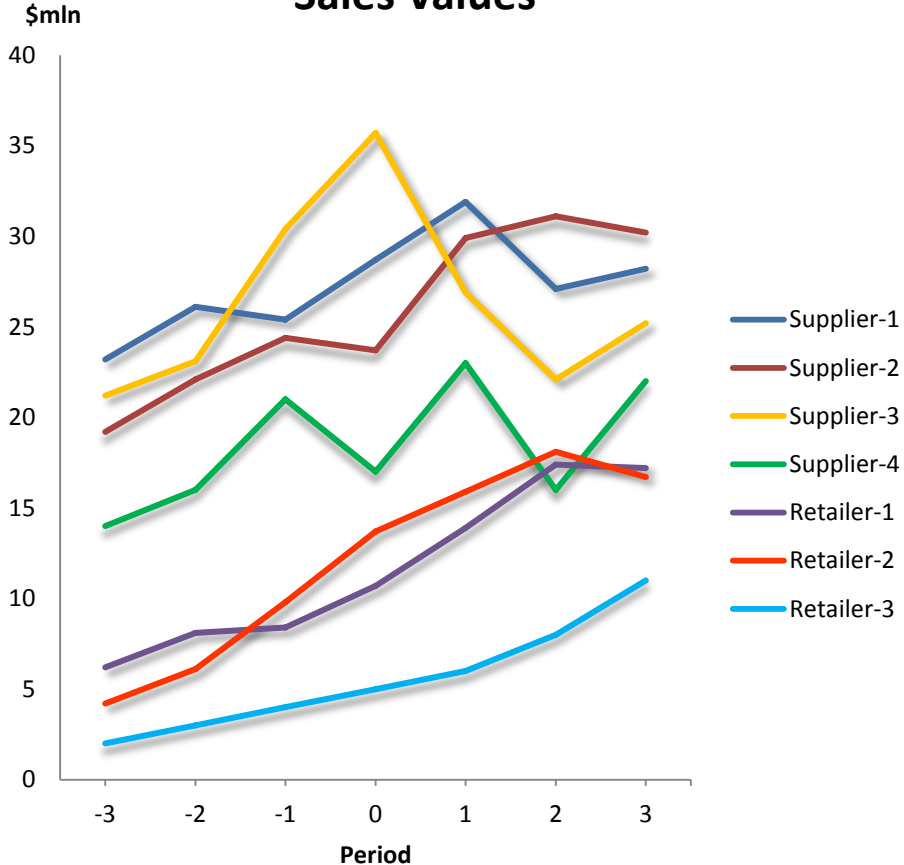


# Sales – Elecssories

## Sales Volumes

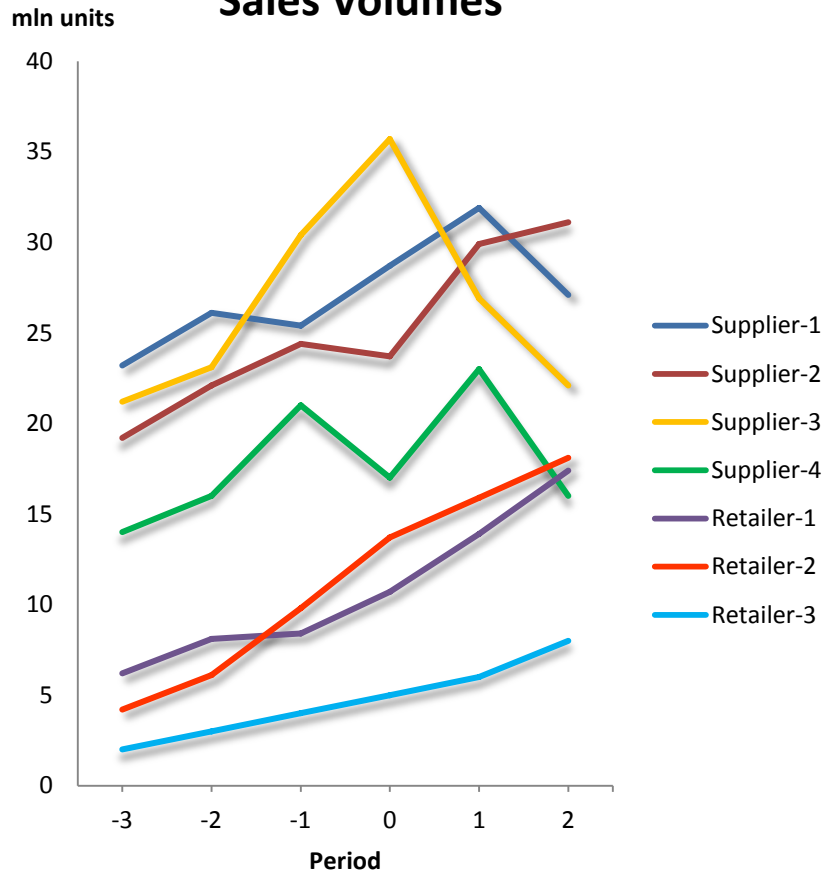


## Sales Values

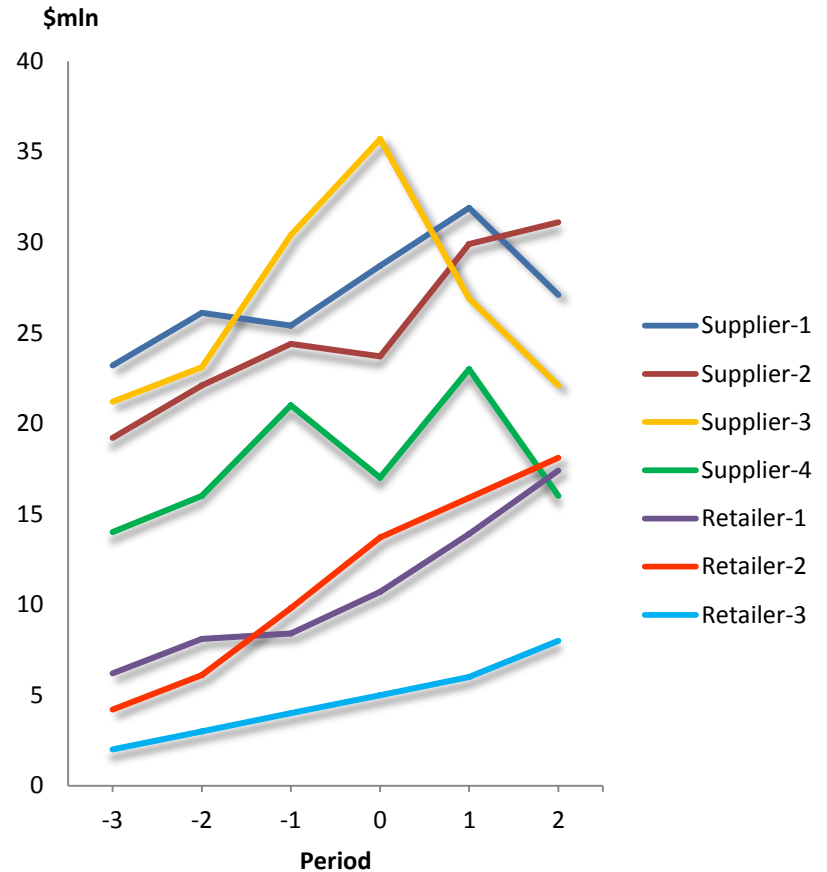


# Sales – HealthBeauties

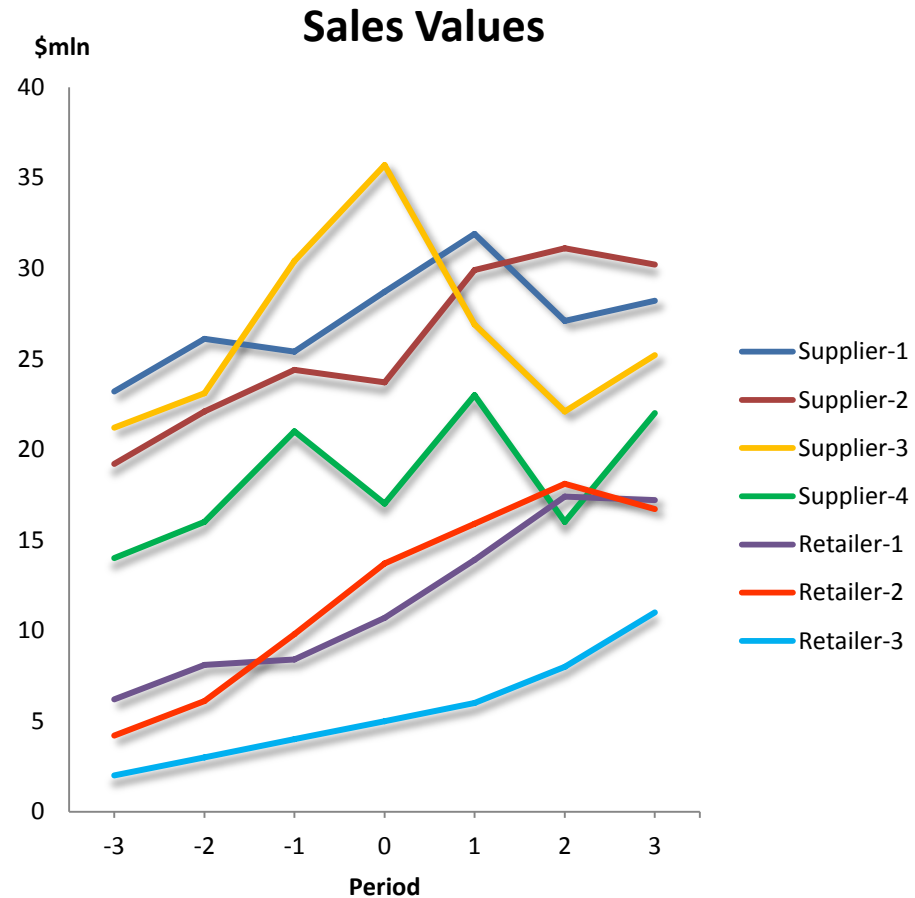
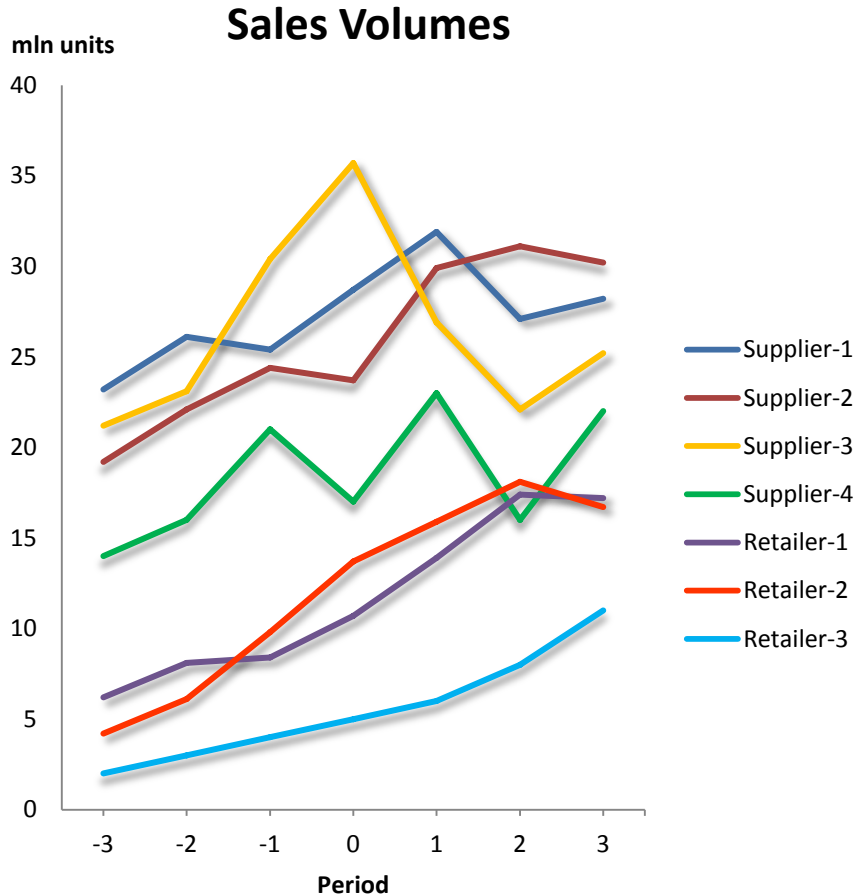
## Sales Volumes



## Sales Values



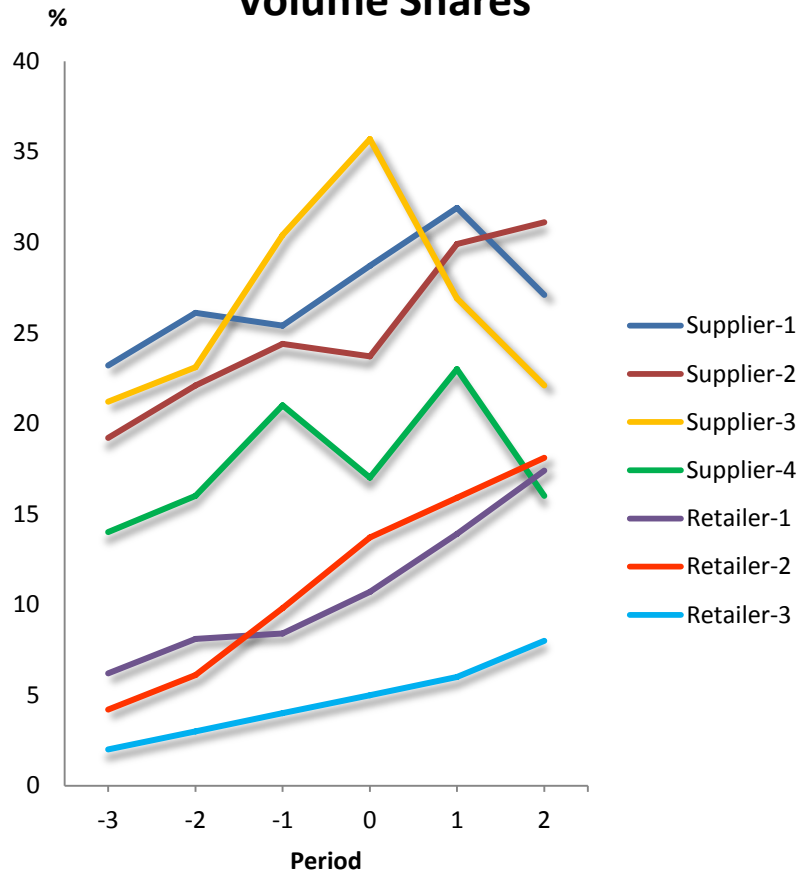
# Sales – HealthBeauties



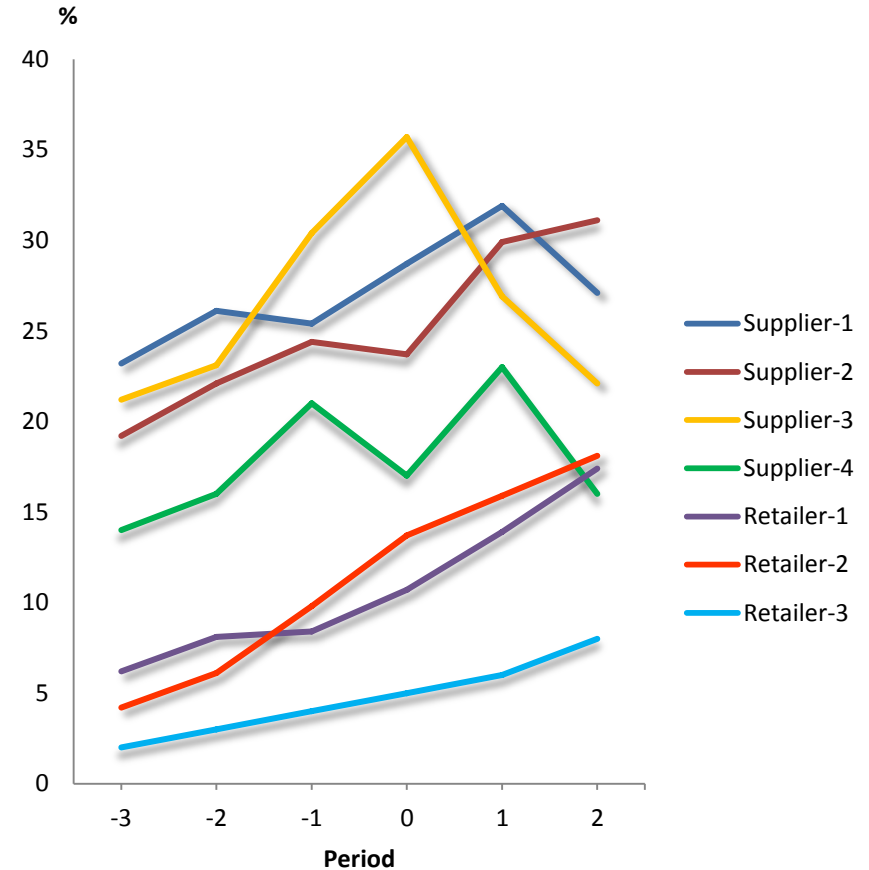


# Market Shares- Elecssories

## Volume Shares

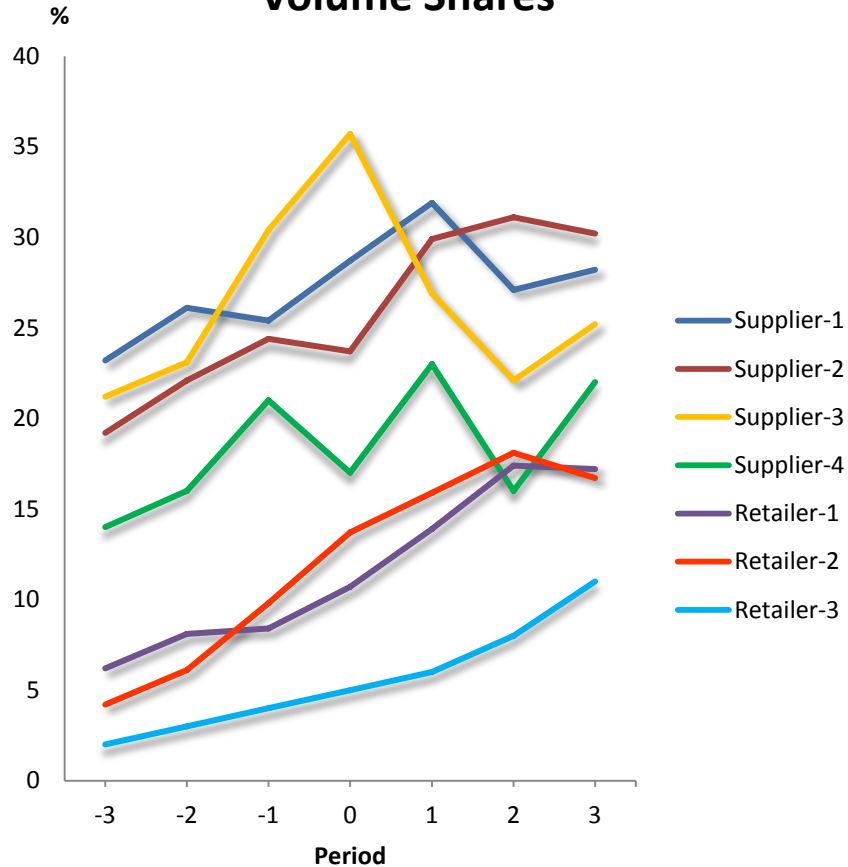


## Value Shares

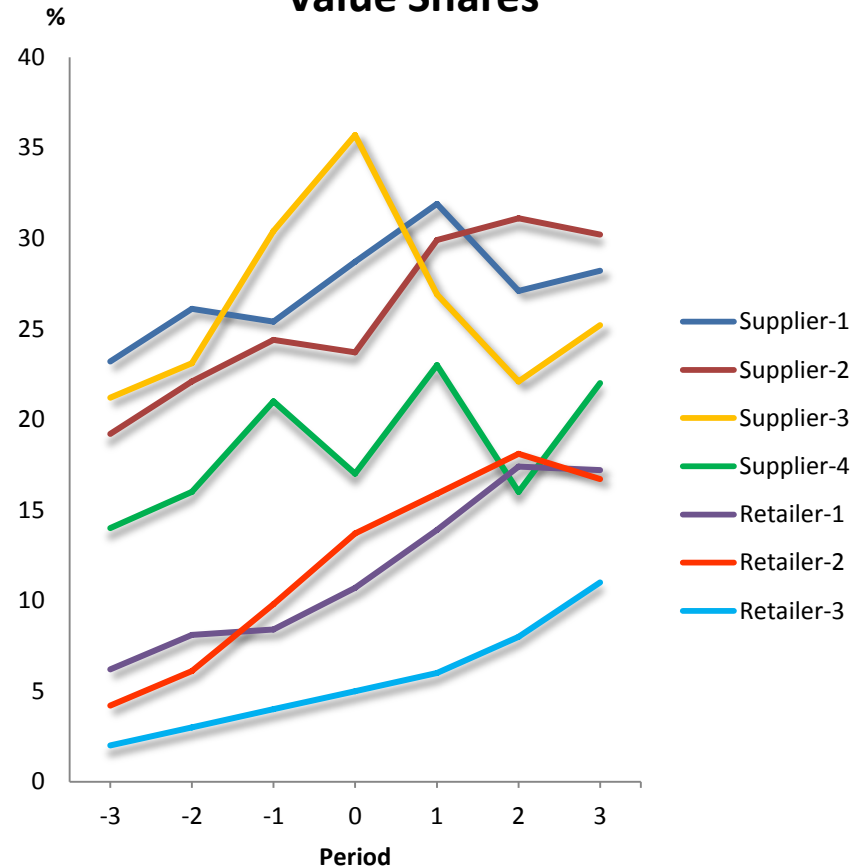


# Market Shares- Eleccsories

## Volume Shares

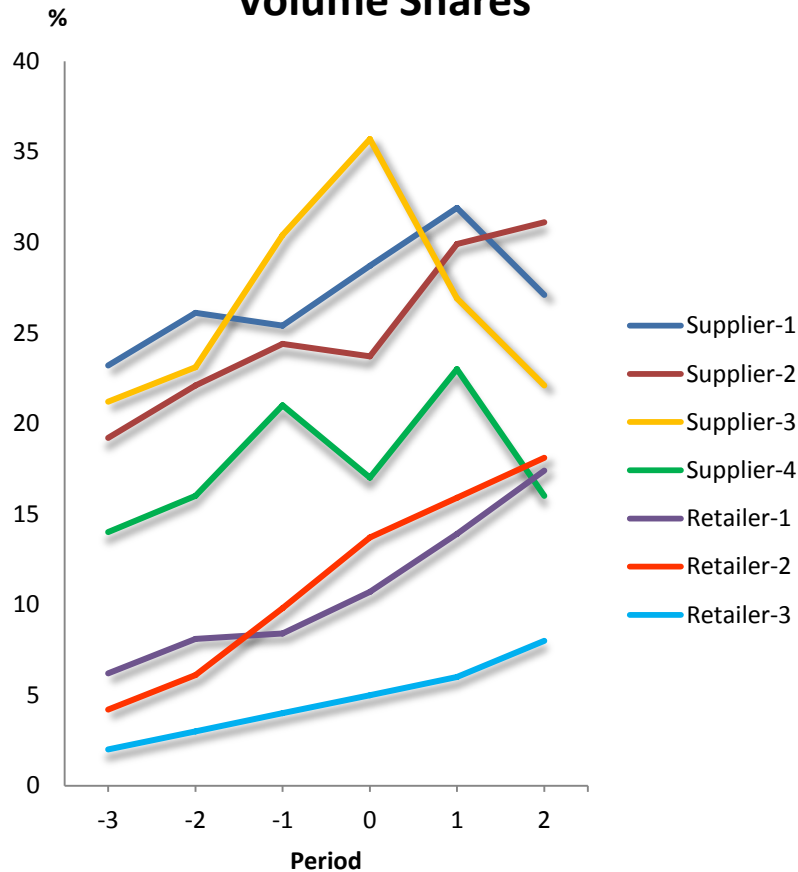


## Value Shares

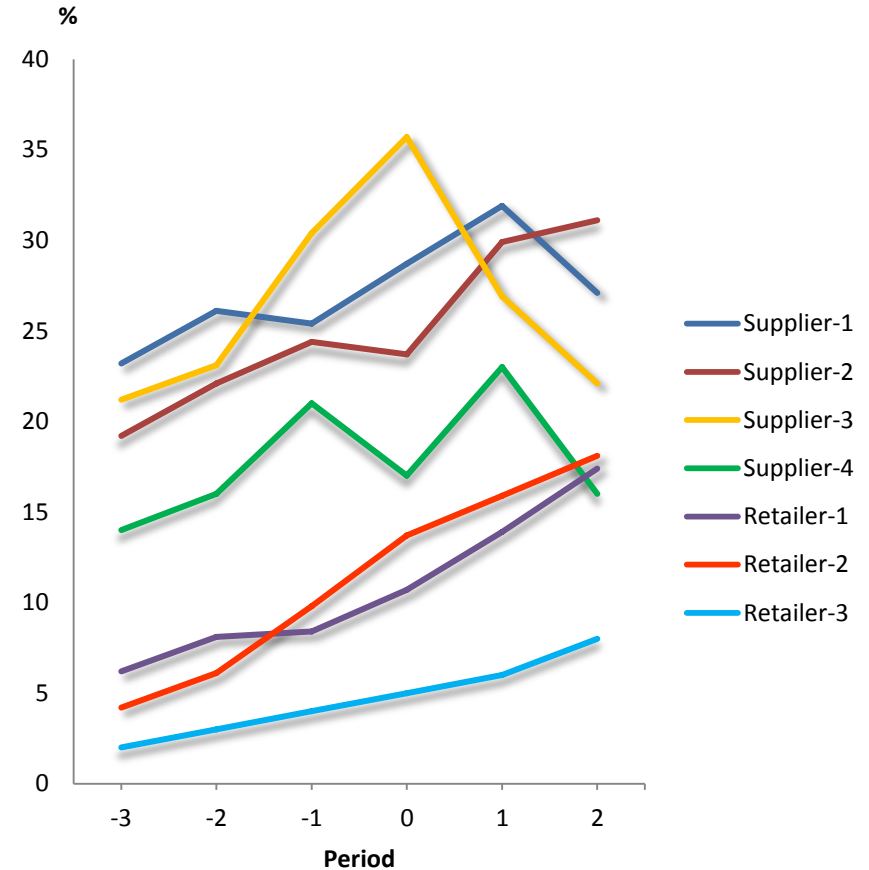


# Market Shares- HealthBeauties

## Volume Shares

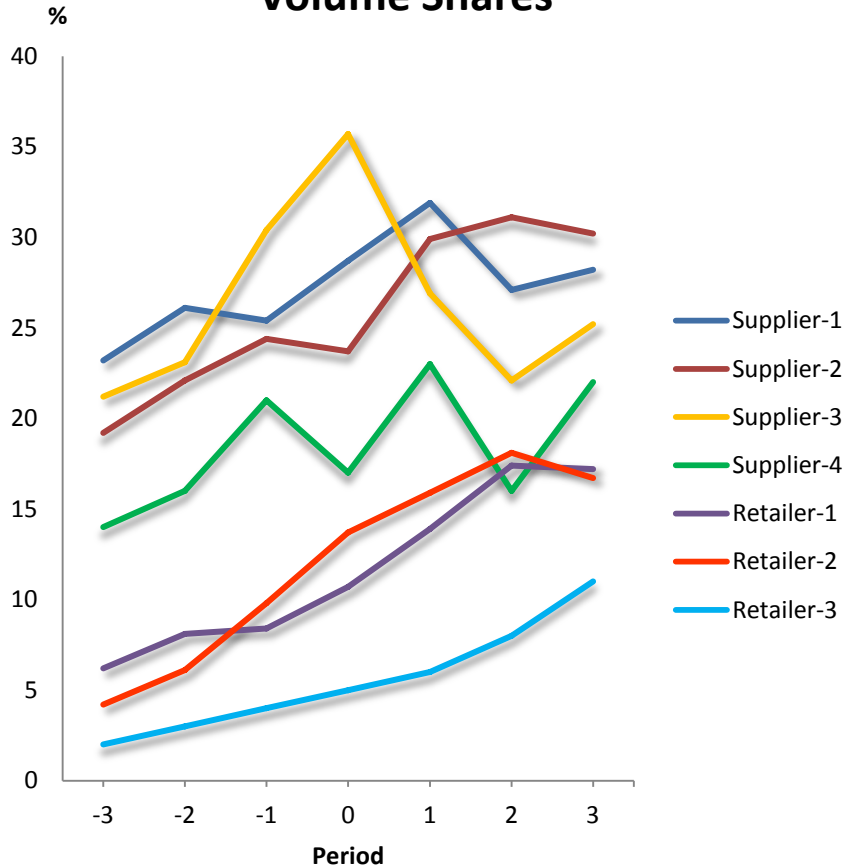


## Value Shares

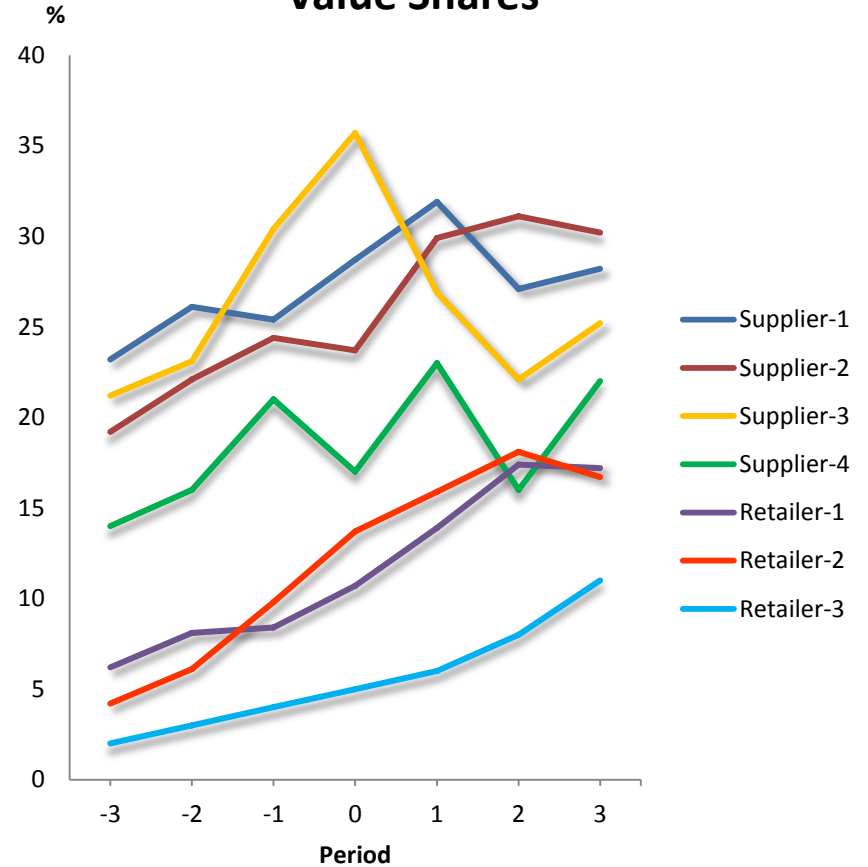


# Market Shares- HealthBeauties

## Volume Shares

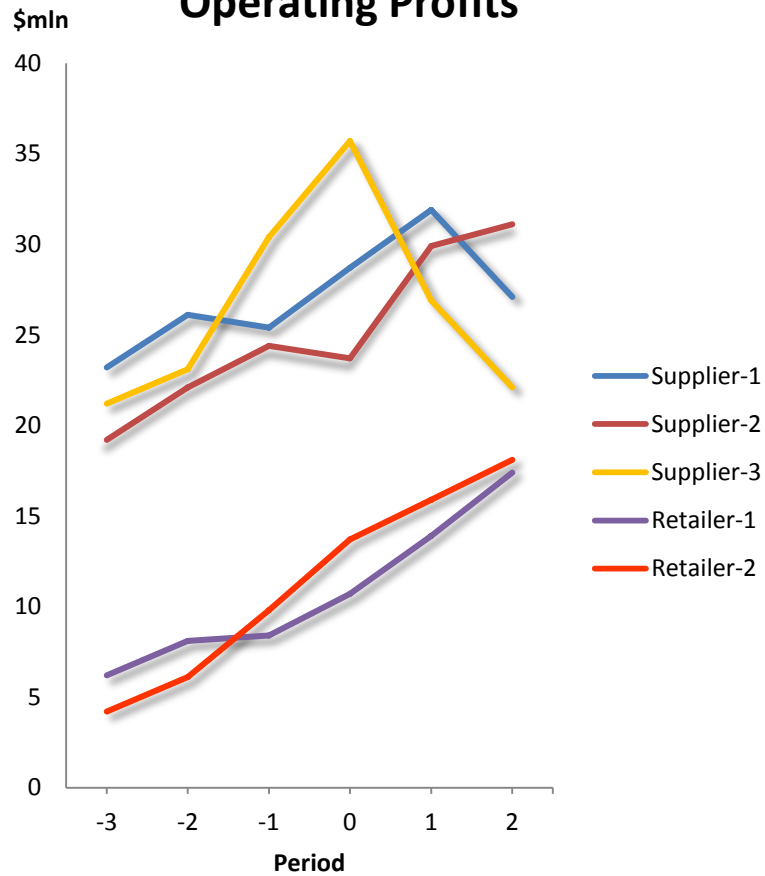


## Value Shares

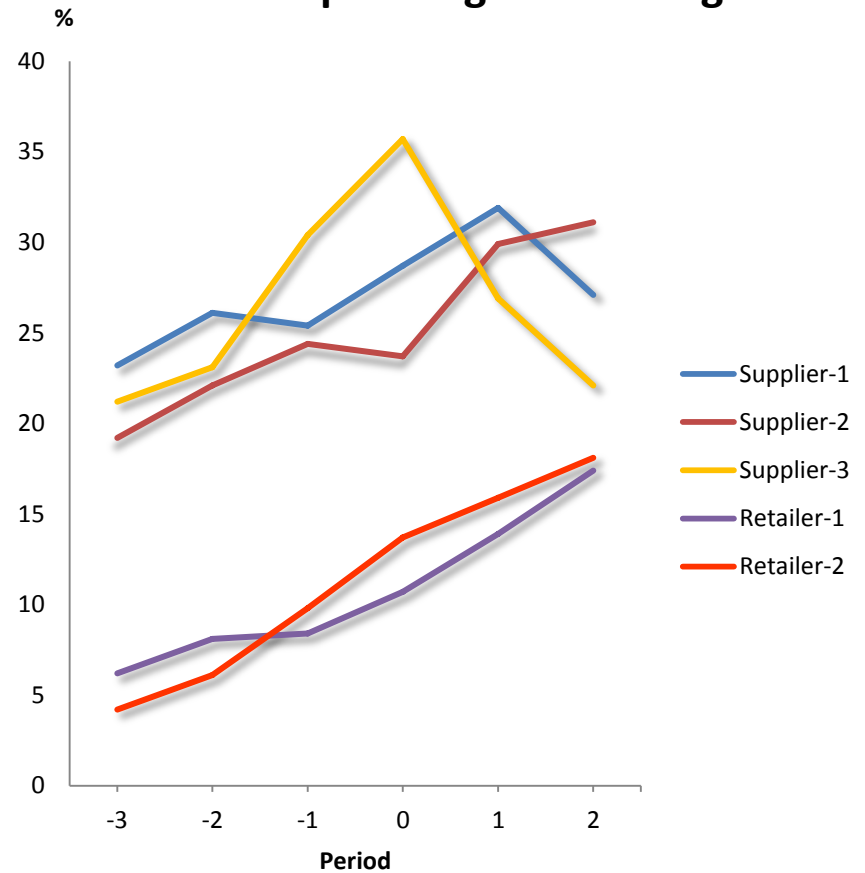


# Profits

## Operating Profits

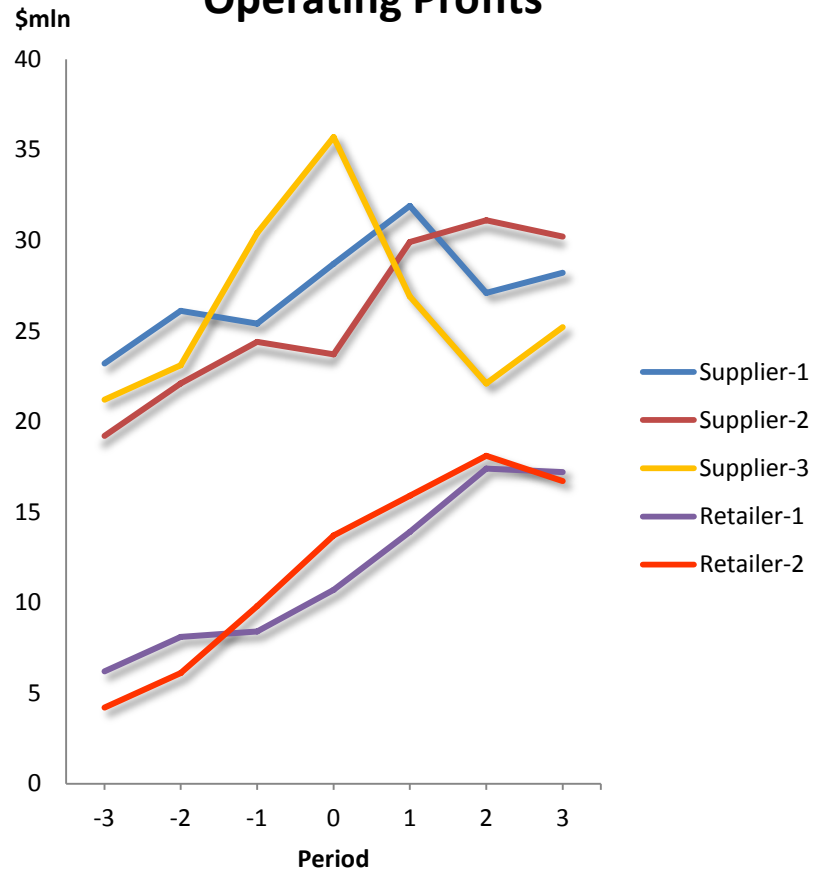


## Operating Profit Margins

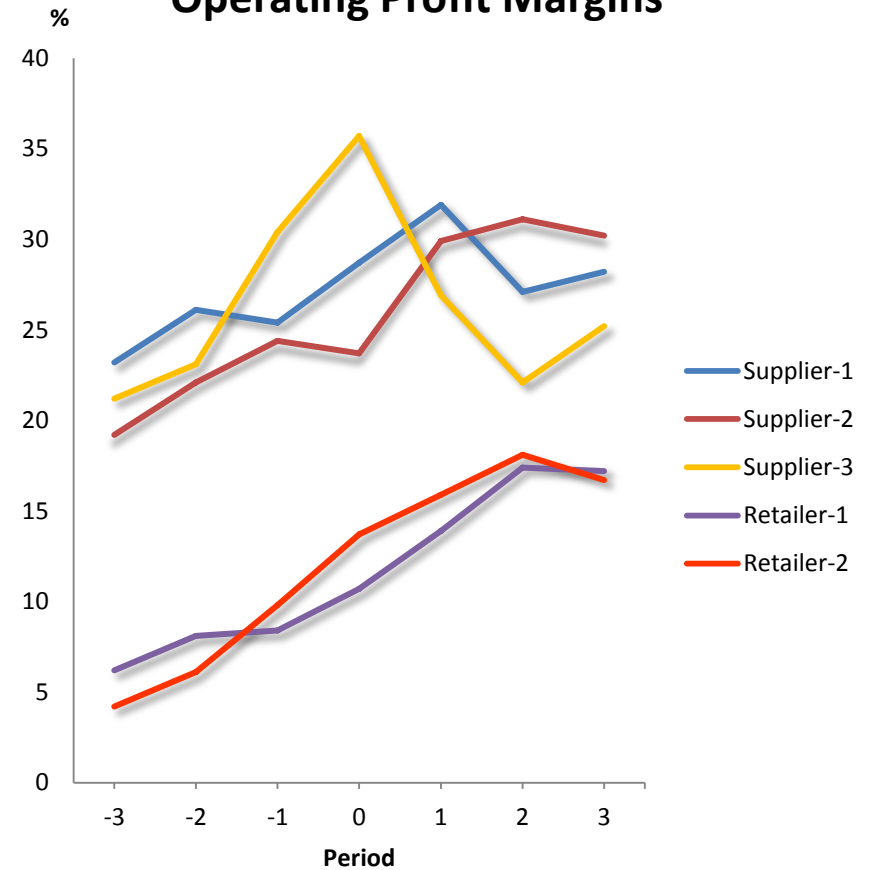


# Profits

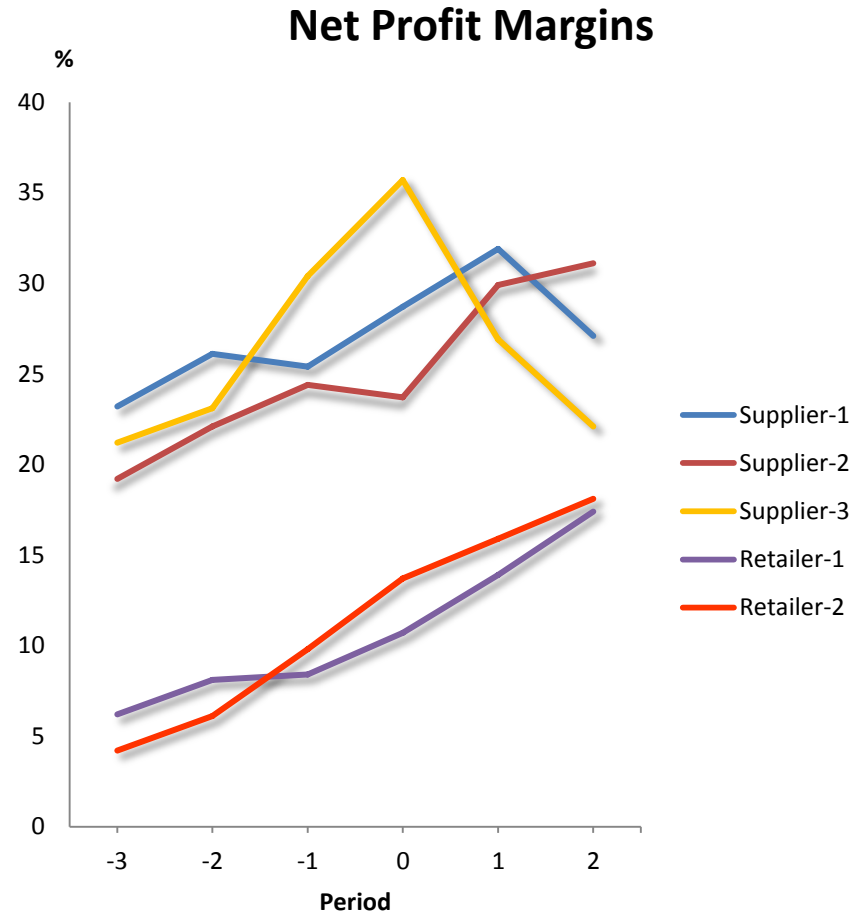
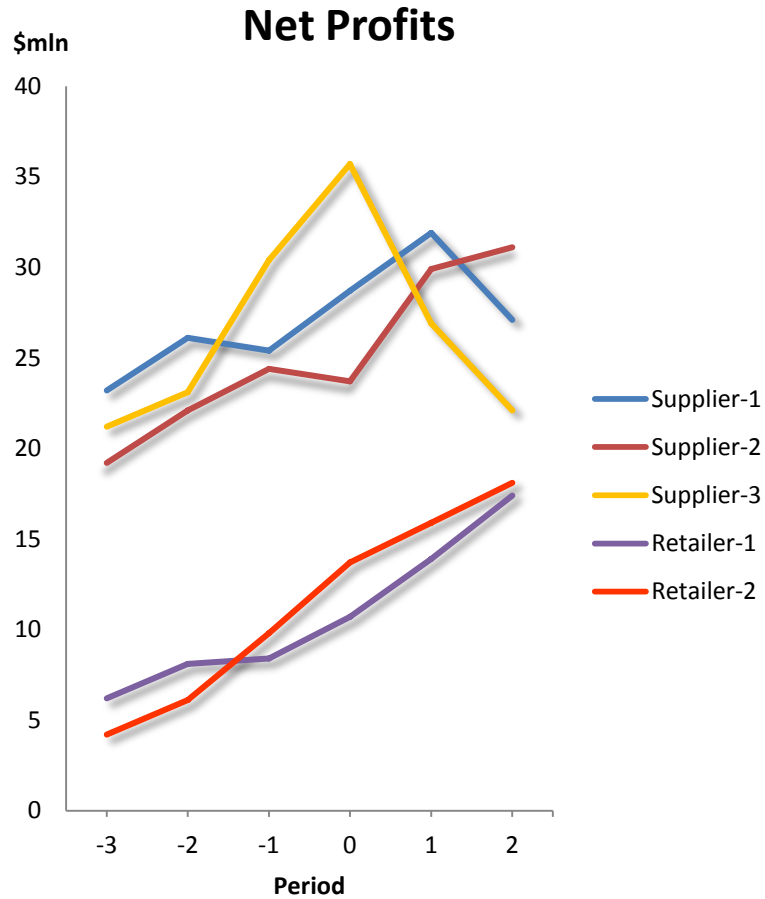
## Operating Profits



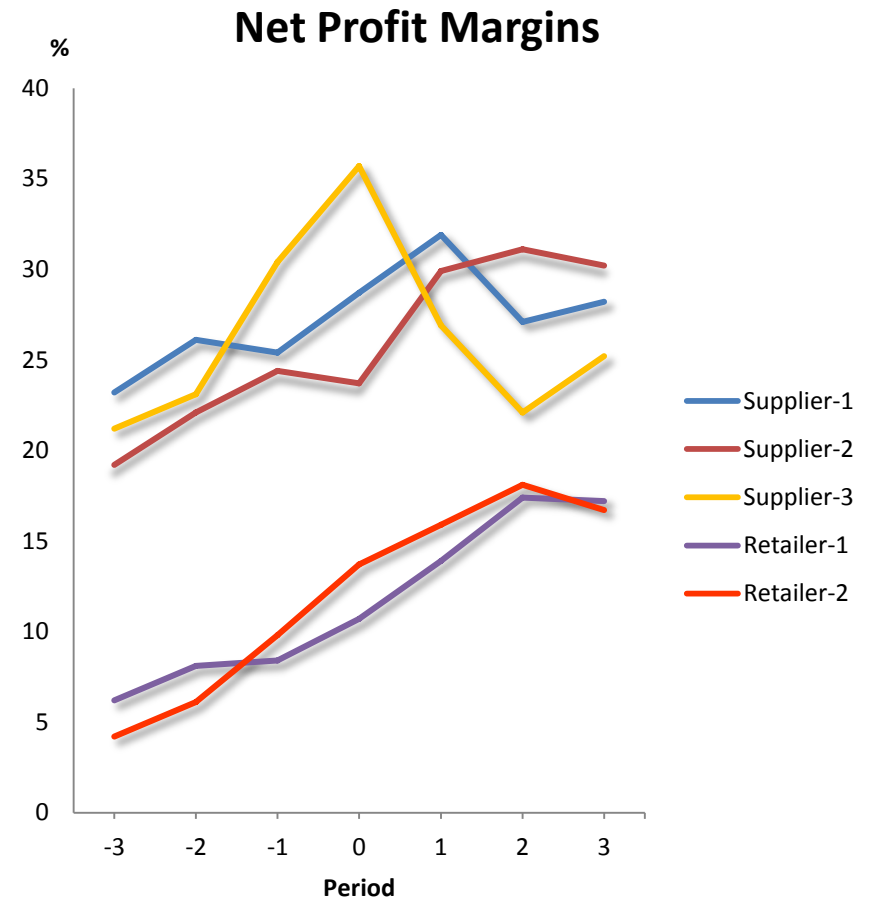
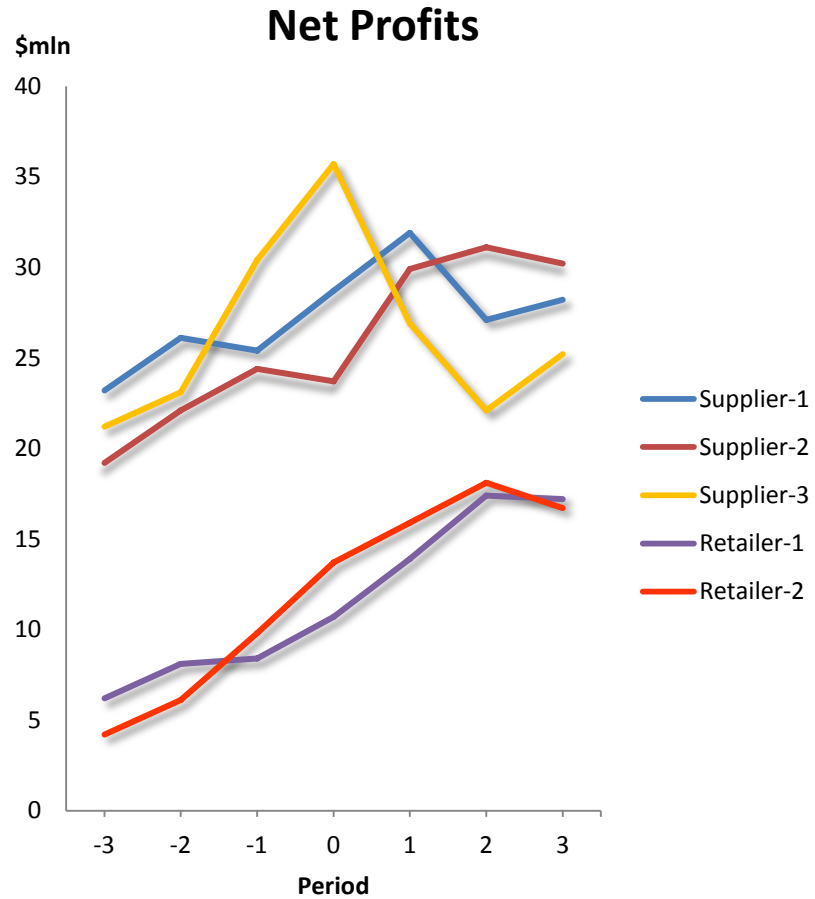
## Operating Profit Margins



# Profits



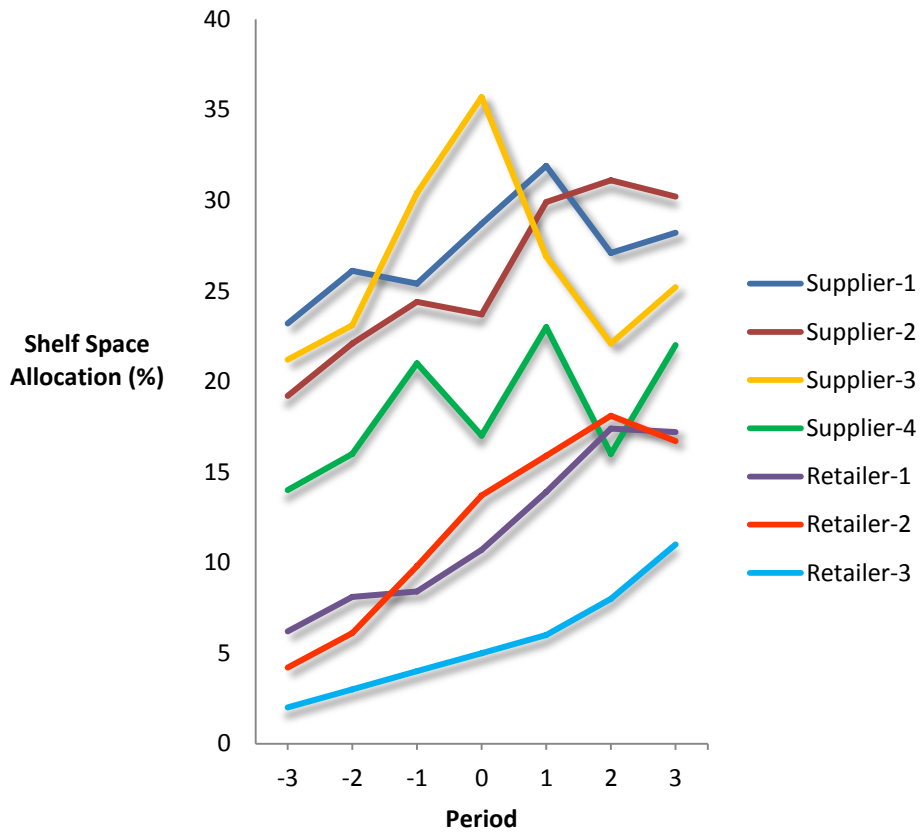
# Profits



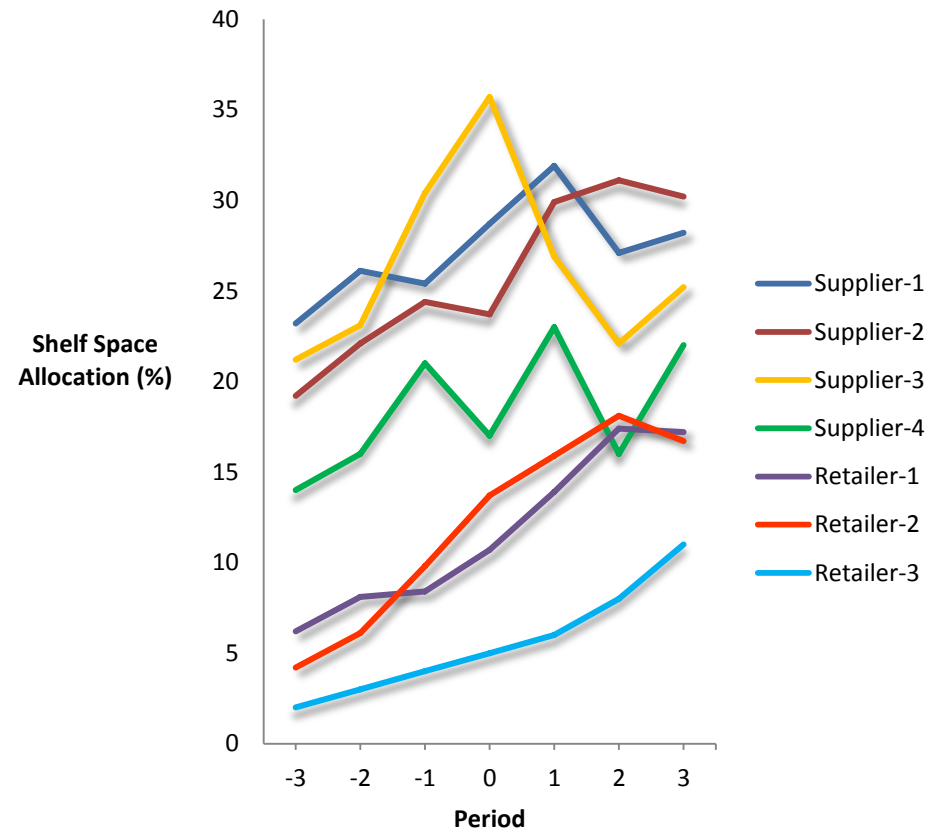


# Shelf Space Allocation

## Eleccsories

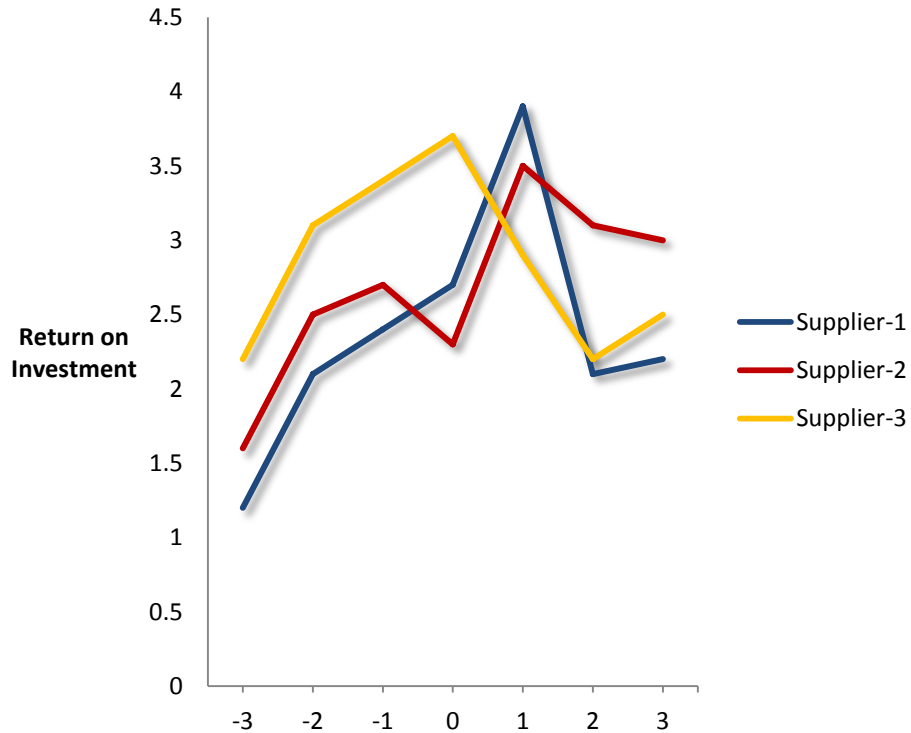


## HealthBeauties

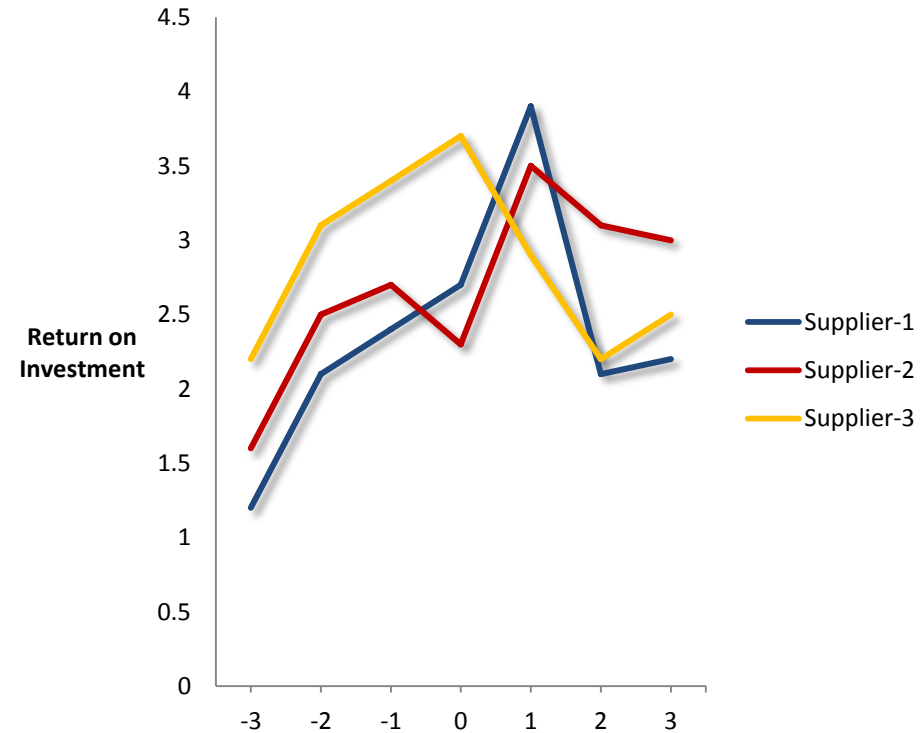


# Supplier KPIs - Effectiveness of Trade Spending

## Eleccsories

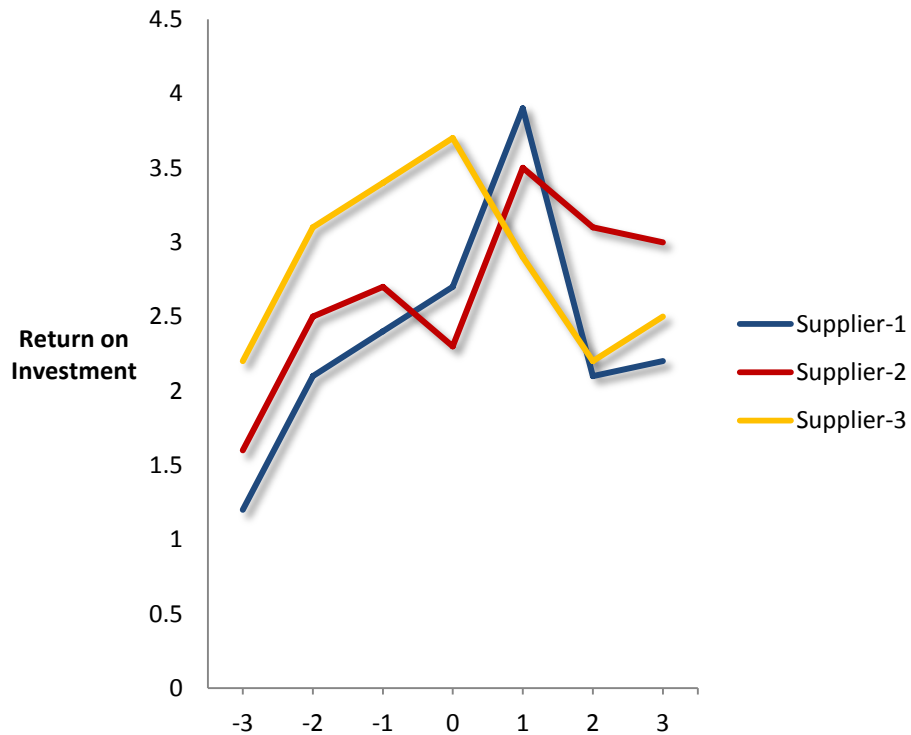


## HealthBeauties

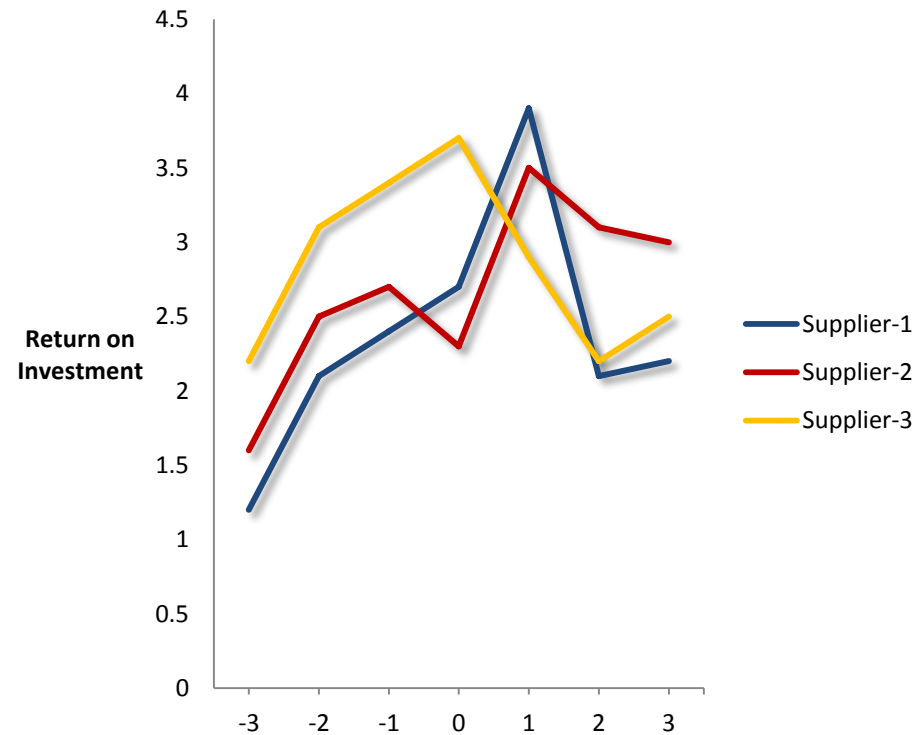


# Supplier KPIs - Effectiveness of Marketing Spending

## Eleccsories

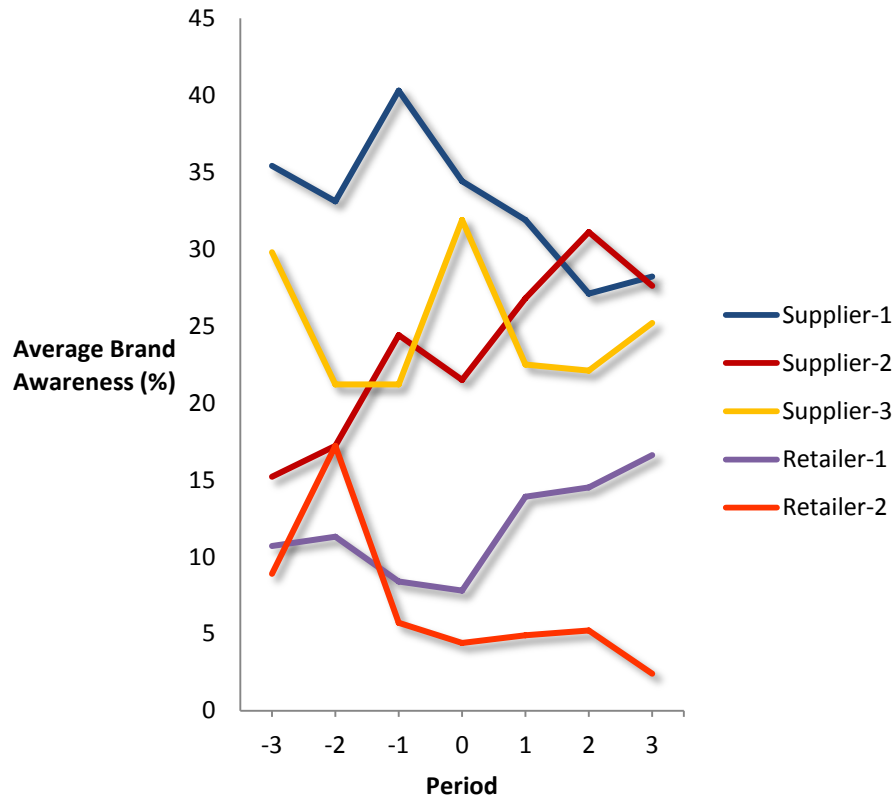


## HealthBeauties

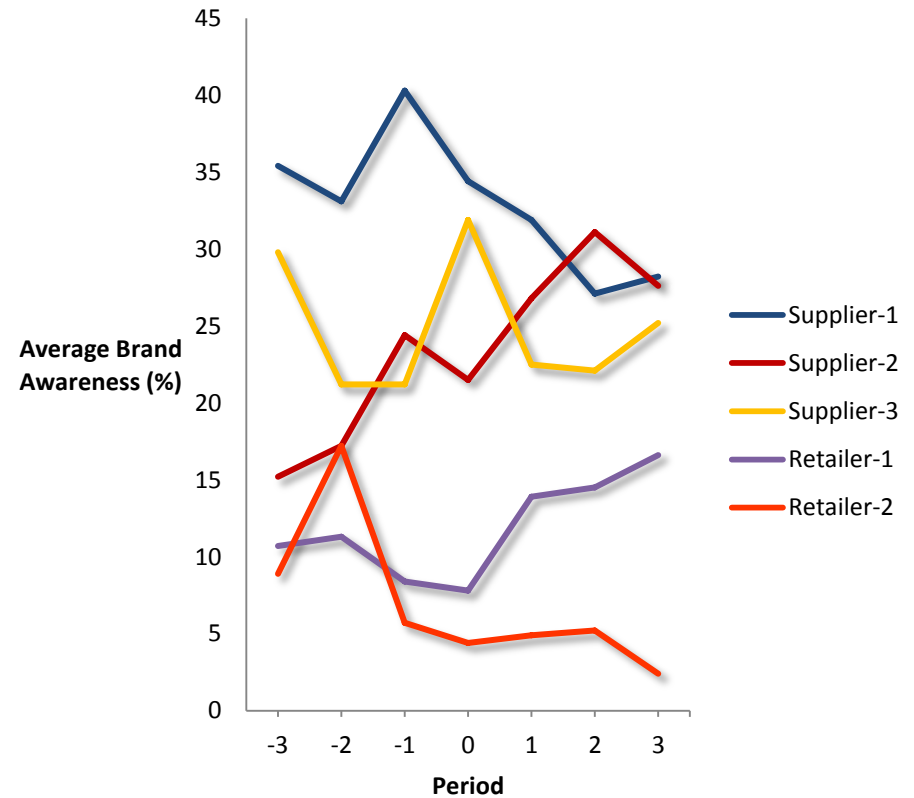


# Supplier KPIs - Portfolio Strength

## Eleccsories

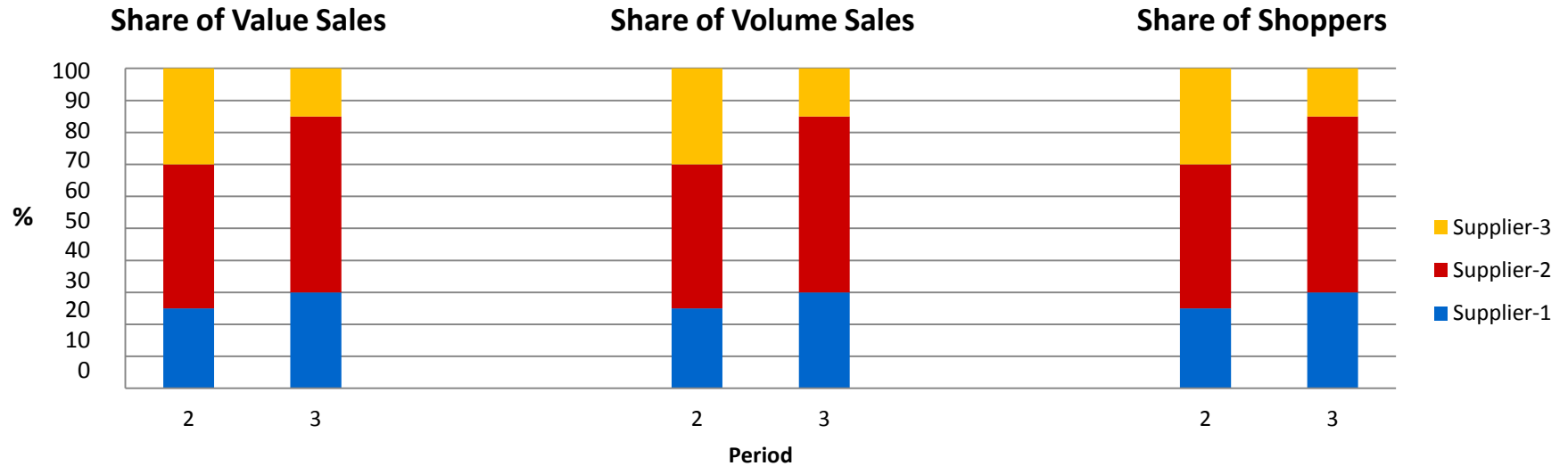


## HealthBeauties

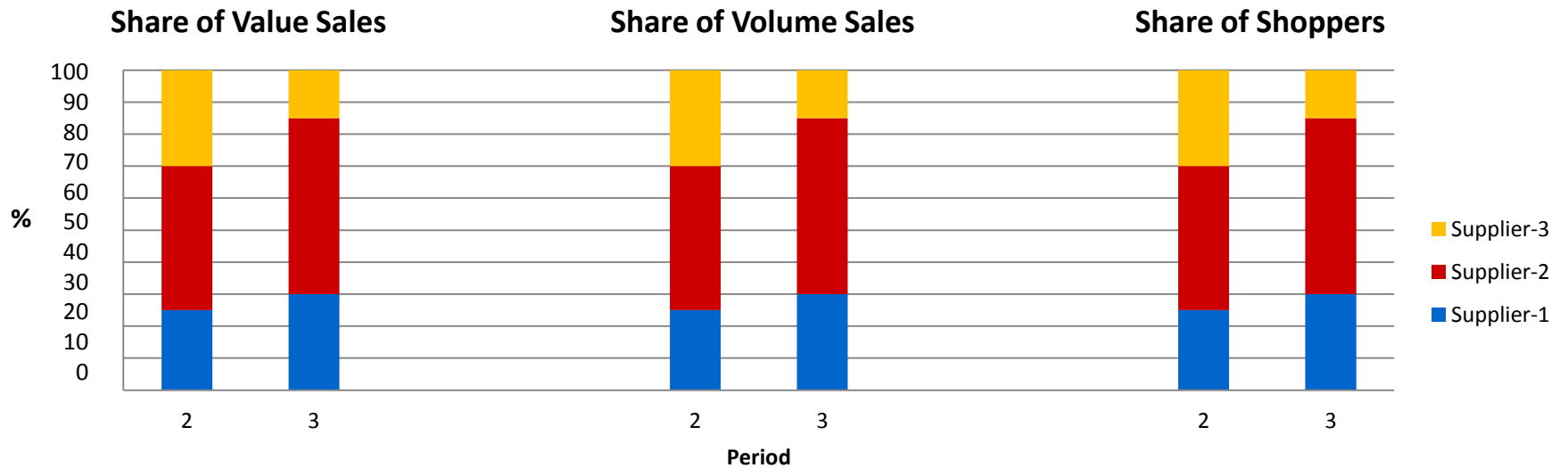


# Supplier KPIs - B&M Channel Strength

## Electronics

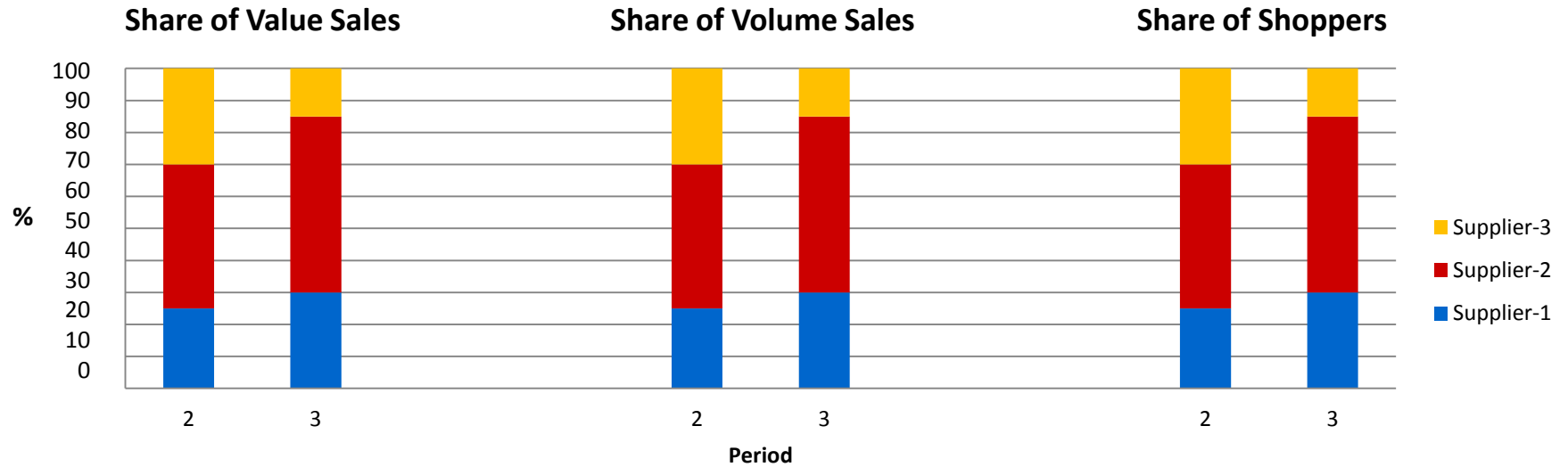


## HealthBeauties

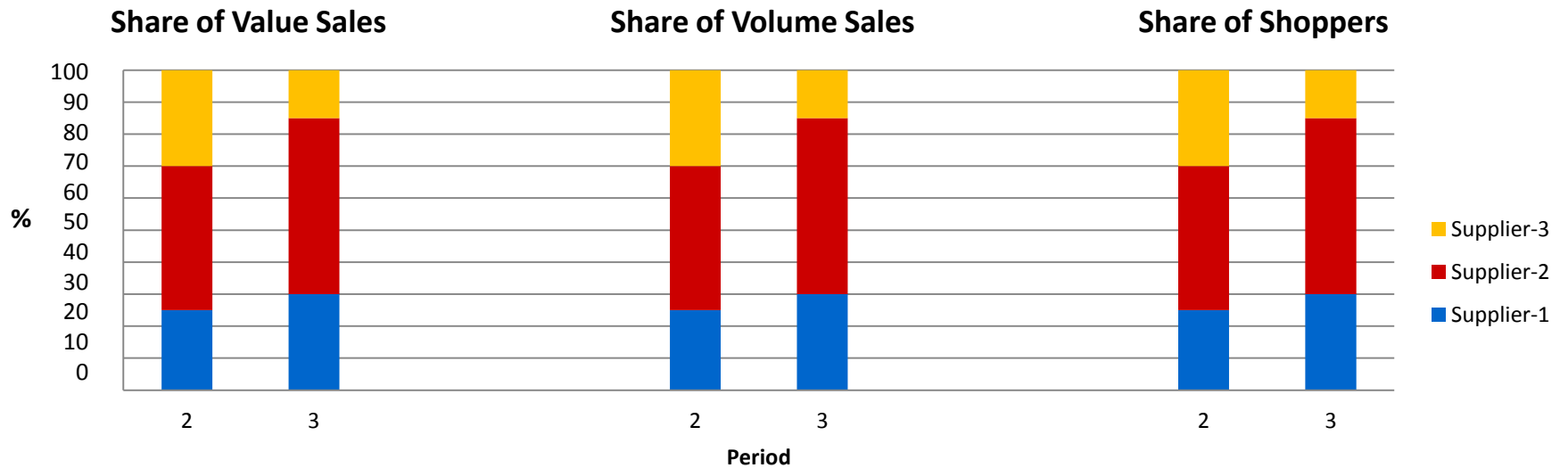


# Supplier KPIs - Online Channel Strength

## Electronics



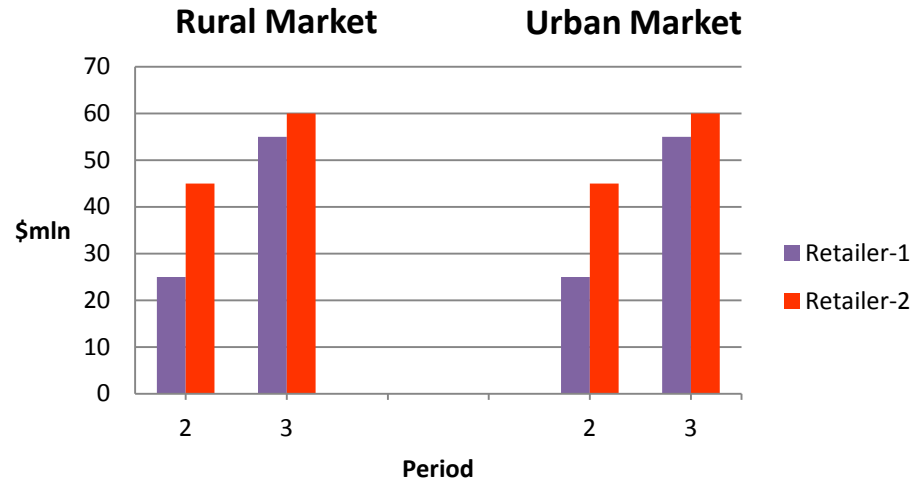
## HealthBeauties



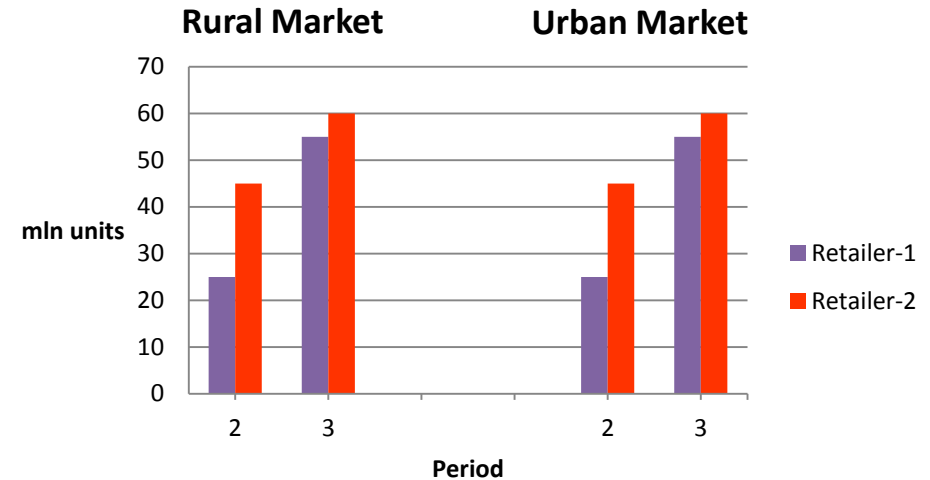
# Retailer KPIs - Rotation Index

## Eleccsories

### Sales Value

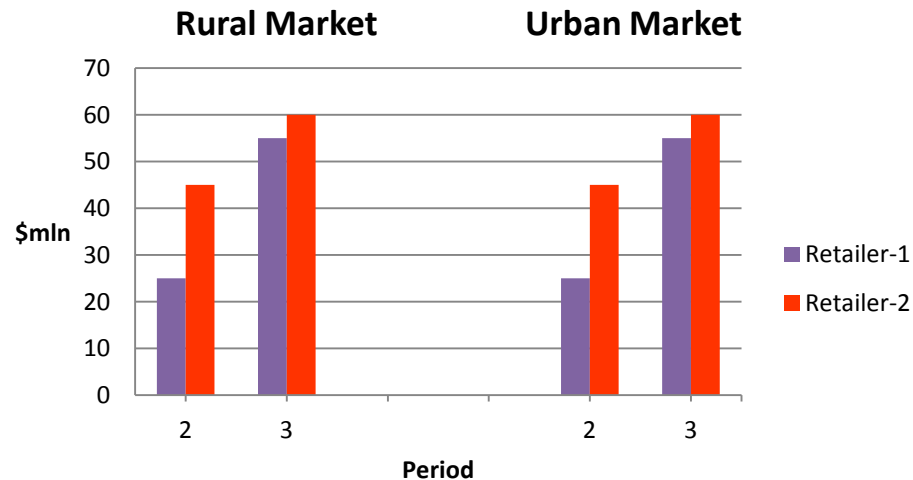


### Sales Volume

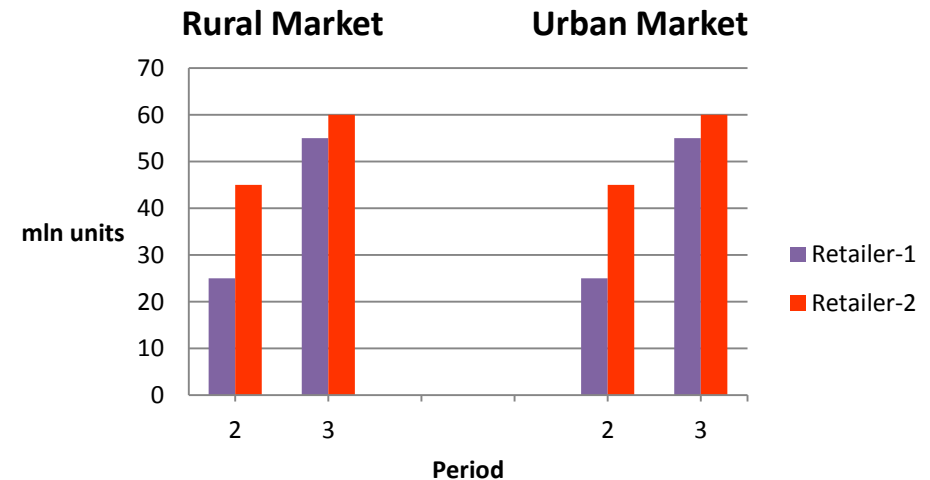


## HealthBeauties

### Sales Value

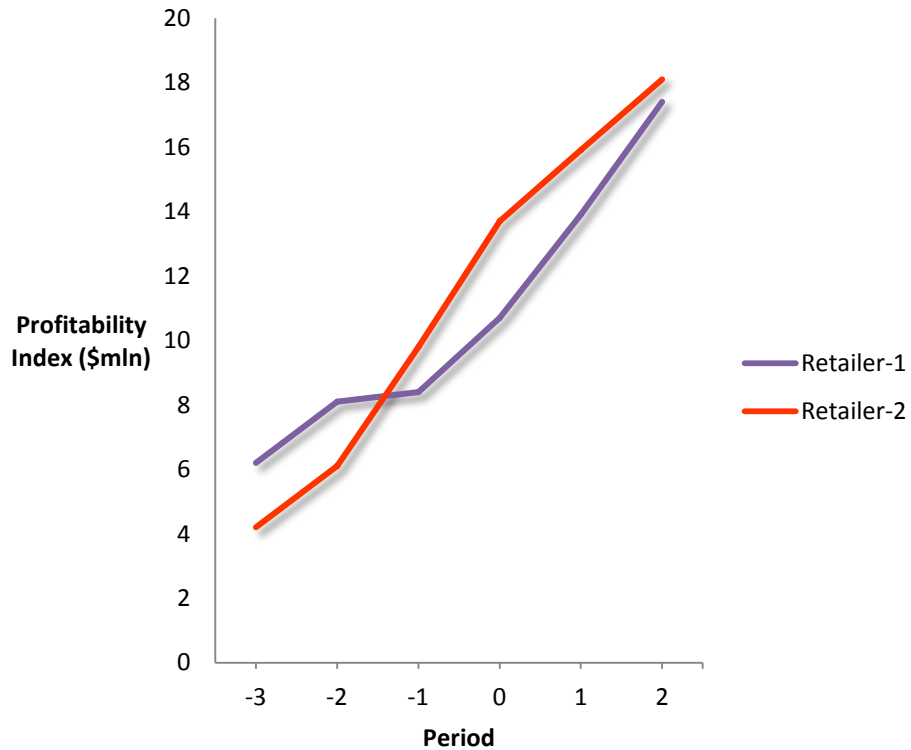


### Sales Volume

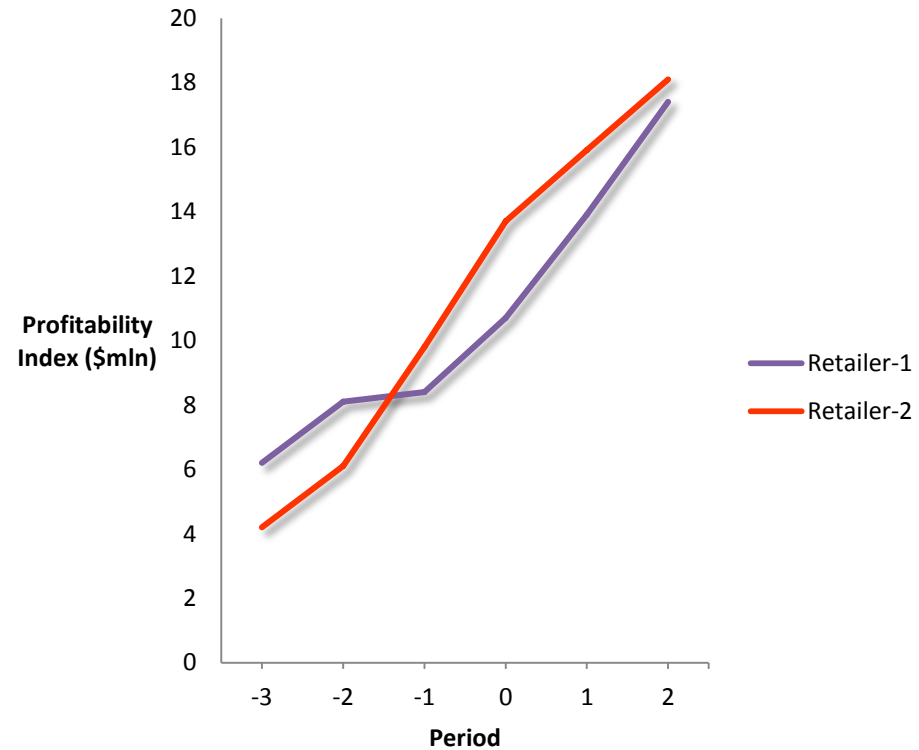


# Retailer KPIs- Profitability Index

## Rural Market



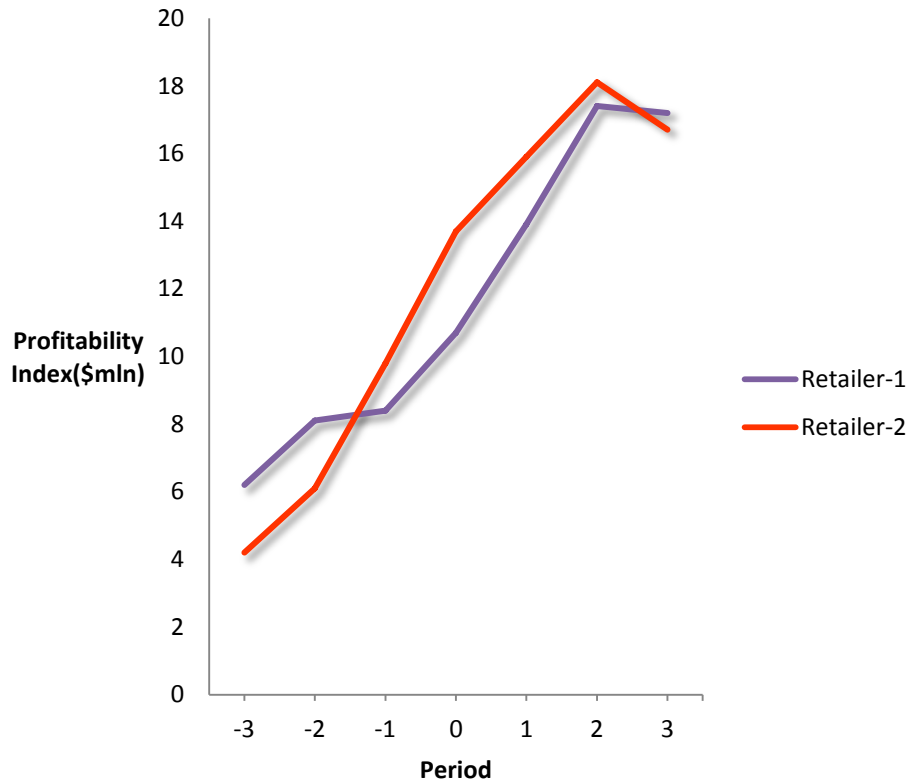
## Urban Market



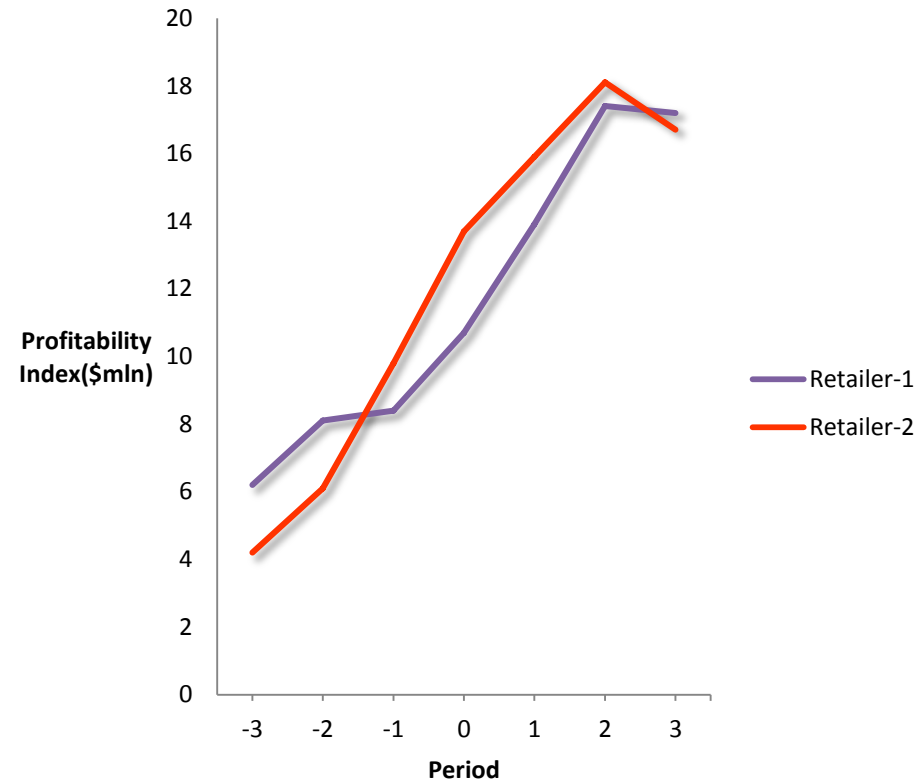


# Retailer KPIs- Profitability Index

## Rural Market

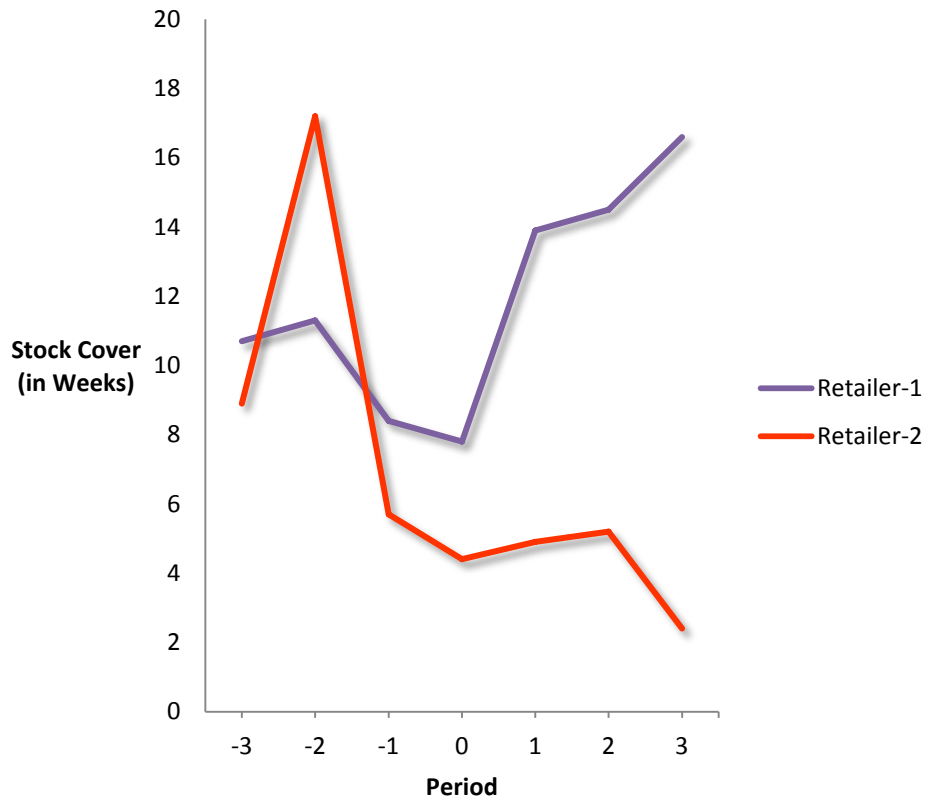


## Urban Market

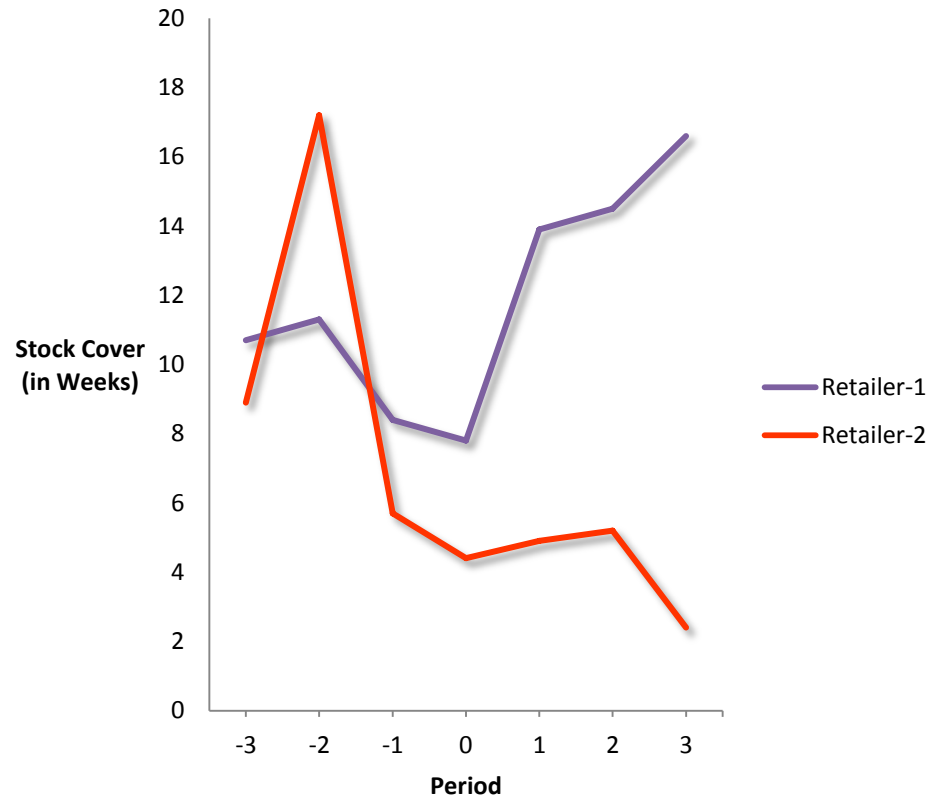


# Retailer KPIs- Stock Cover

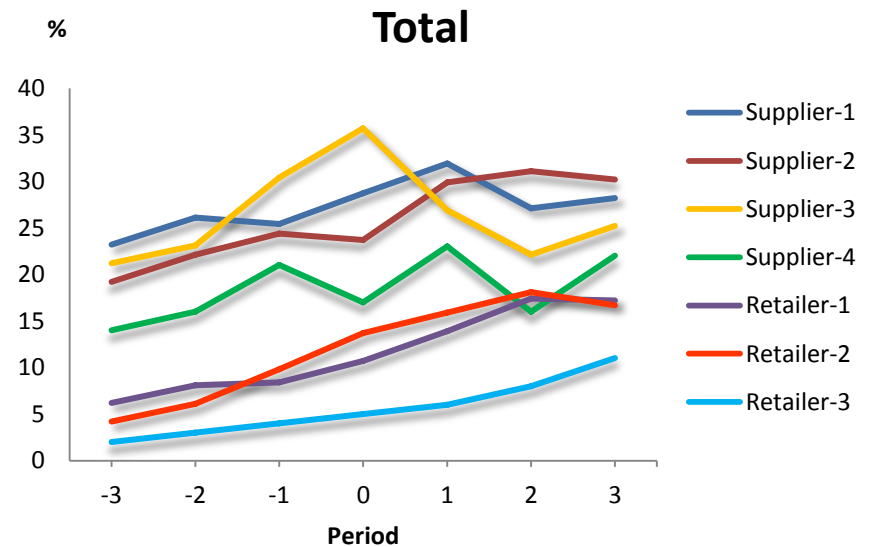
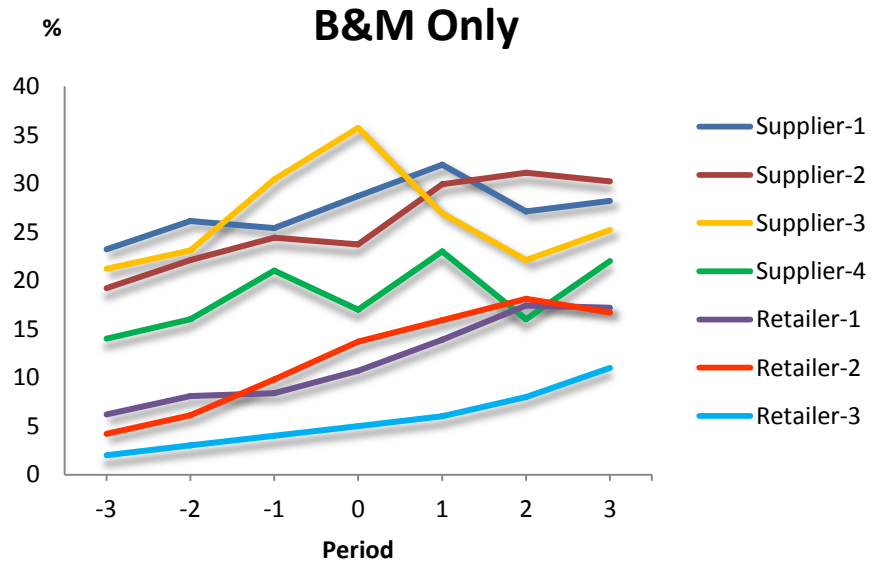
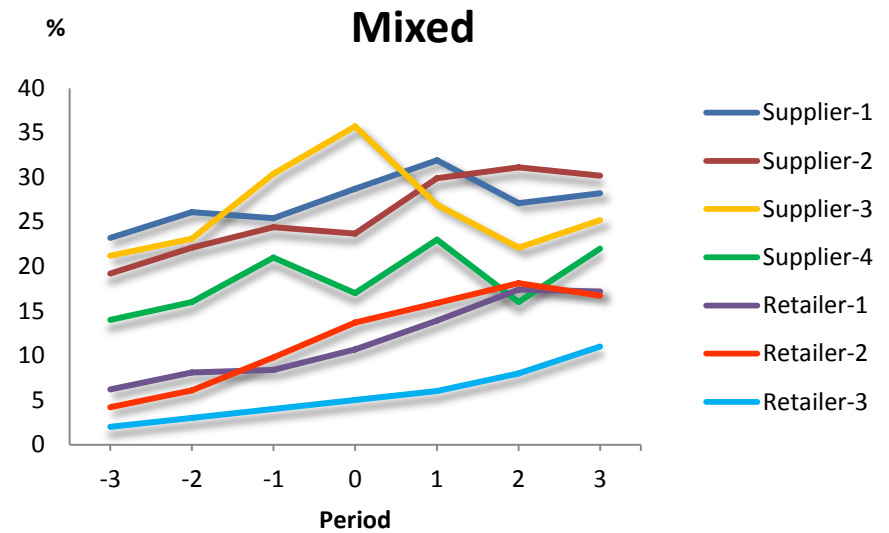
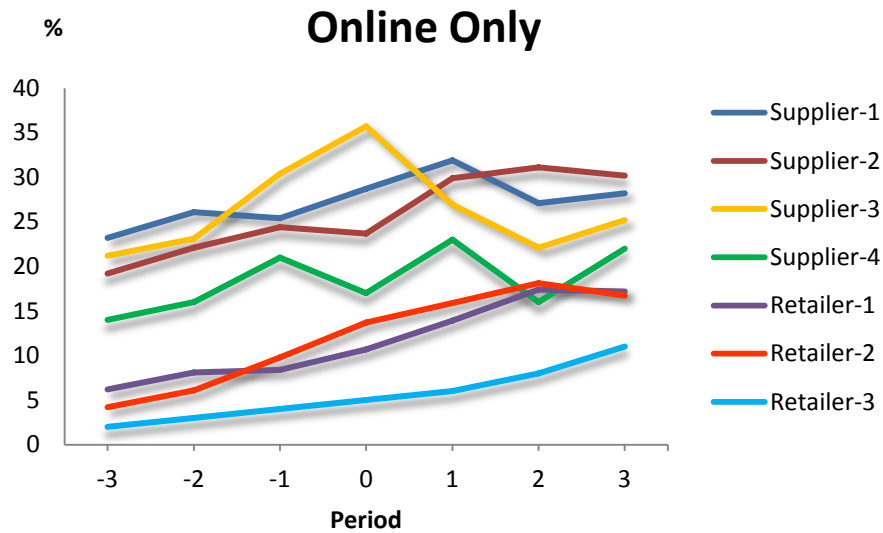
## Rural Market



## Urban Market



# Share of Shoppers - Rural Market



# Share of Shoppers - Urban Market

