

This table gives the Profit & Loss statement for both categories by brand level in the urban market. When moving the cursor on the brand name, the Profit & Loss statement of that brand and all its variants will appear.

Financial Results – Urban Profit & Loss Statement (HealthBeauties)													
	TOTAL	HOLAY1	HOTOO1	HEELY1	HELLO1	HOBBI2	HANNA2	HAVON2	HUCCI3	HEVIA3	HINDU3	HICHY5	HARIS5
Sales (\$mIn)													
- Cost of Price Promotions (\$mIn)													
- Other Compensation (\$mIn)													
Net Sales Value (\$mIn)													
Change from Previous Period (%)													
Value Share in Category (%)													
- Cost of Goods Sold (\$mIn)													
- Value of Quantity Discounts (\$mIn)													
- Value of Performance Bonus (\$mIn)													
- Discontinued Goods Cost (\$mIn)													
- Inventory Holding Cost (\$mIn)													
Gross Profit (\$mIn)													
Change from Previous Period (%)													
Gross Profit Margin (%)													
Share of Gross Profit/Loss in Category (%)													
- General Expenses (\$mIn)													
Operating Profit (\$mIn)													
Change from Previous Period (%)													
Operating Profit Margin (%)													
Share of Operating Profit/Loss in Category (%)													
- Interest (\$mIn)													
- Taxes (\$mIn)													
- Exceptional Costs/Profits (\$mIn)													
Net Profit (\$mIn)													
Change from Previous Period (%)													
Net Profit Margin (%)													
Share of Net Profit/Loss in Category (%)													

Performance Highlights

Market Shares

Sales

Segment Leadership

Cross-Segment Sales Volumes

Product Portfolio

eMall Prices and Promotion Intensity

Financial Results

Consolidated Profit & Loss Statement

Rural Profit & Loss Statement

Urban Profit & Loss Statement

Profitability by Supplier

Last Period Negotiations

Market Research Purchases

Rural Situation Reports

Urban Situation Reports

Key Performance Indicators

Awareness

Brand Perceptions

Retailer Perceptions

Market Shares by Consumer Segment

Sales by Consumer Segment

Market Shares by Shopper Segment

Sales by Shopper Segment

B&M Retail Prices

Promotion Intensity

Supplier Intelligence

Retailer Intelligence

Forecasts