

This table summarizes the negotiation agreements made during the last period and whether or not those agreements were honored.

Financial Results – Last Period Negotiations							
	Minimum Order Quantity	Discount Rate	Target Sales Volume	Bonus Rate	Payment Terms (days)	Other Compensation	Contract Honored
Supplier 1							
ELAND1_A							yes
ELAND1_B							
EGEND1_A							no
EHAYA1_A							
EHAYA1_B							
HOLAY1_A							
HOLAY1_B							
HOTOO1_A							
HEELY1_A							
HELLO1_A							
Supplier 2							
EBETA2_A							
EBETA2_B							
ELOGO2_A							
EHEDE2_A							
EHEDE2_C							
HOBBI2_A							
HOBBI2_B							
HANNA2_A							
HAVON2_A							
Supplier 3							
EJUNE3_A							
EJUNE3_B							
EJOLY3_A							
HUCCI3_A							
HUCCI3_B							
HEVIA3_A							
HINDU3_A							
HELLO3_A							

- Performance Highlights
- Market Shares
- Sales
- Segment Leadership
- Cross-Segment Sales Volumes
- Product Portfolio
- eMail 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