This table shows the volume and value sales for all the Elecssories brands sold in the rural market. When moving the cursor on any brand name, the results for all its variants will pop up.

	Sales	Sales by Shopper			Segment – Elecssories (Rural)			
		B&M Only		Online Only		Mixed		
	Volume		Change	Volume \$			Volume Sales	Change
Supplier 1			(%)					(%)
Supplier 1 Total	8.30			8.30			8.30	
ELAND1	6.30	2.00	12.23	0.30	2.00	12.23	2.00	12.23
EGEND1		1.50	10.22		1.50	10.22	1.50	10.22
EHAYA1		1.00	1.24		1.00	1.24	1.00	1.24
EHAMO1		1.70	7.56		1.70	7.56	1.70	7.56
ELONG1		2.10	15.5		2.10	15.5	2.10	15.5
Supplier 2								
Total								
EBETA2								
ELOGO2								
EHEDE2								
EHOOT2								
Supplier 3								
Total								
EJUNE3								
EJOLY3								
EMOOT3								
EJEEP3								
Retailer 1								
Total								
ELISA5								
ELEEX5								
ETOMY5								
Retailer 2								
Total								
ELOON6								
ELAIN6								
ELANG6								
		B&M Or			Online		Mixed	
	Value S	Sales	Change	Value S	ales	Change (%)	Value Sales	Change
<b>a</b> "			(%)					(%)
Supplier 1								
Total								
ELAND1								
EGEND1								
EHAYA1								
EHAMO1								
ELONG1								
Supplier 2								
Total								
EBETA2								
ELOGO2								
EHEDE2								
EHOOT2								
Supplier 3								
Total								
EJUNE3								
EJOLY3								
EMOOT3								
EJEEP3								
Retailer 1								
Retailer 1 Total								
Retailer 1 Total ELISA5								
Retailer 1 Total								
Retailer 1 Total ELISA5								
Retailer 1 Total ELISA5 ELEEX5 ETOMY5								
Retailer 1 Total ELISA5 ELEEX5 ETOMY5 Retailer 2								
Retailer 1 Total ELISA5 ELEEX5 ETOMY5 Retailer 2								
Retailer 1 Total ELISA5 ELEEX5 ETOMY5 Retailer 2 Total								
Retailer 1 Total ELISA5 ELEEX5 ETOMY5 Retailer 2 Total ELOON6								

Performance Highlights Market Shares Sales Segment Leadership **Cross-Segment Sales Volumes** Product Portfolio eMall Prices and Promotion Intensity Financial Results Elecssories Situation Reports HealthBeauties 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** Elecssories - Rural Elecssories – Urban HealthBeauties - Rural HealthBeauties - Urban Sales by Channel

B&M Retail Prices
Promotion Intensity
Supplier Intelligence
Retailer Intelligence