

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
Retailer 1							
ELAND1_A							yes
ELAND1_B							no
EGEND1_A							
EHAYA1_A							
EHAYA1_B							
HOLAY1_A							
HOLAY1_B							
HOTOO1_A							
HEELY1_A							
Retailer 2							
ELAND1_A							
ELAND1_B							
EHAYA1_A							
EHAYA1_B							
HOLAY1_A							
HOLAY1_B							
HOTOO1_A							
HEELY1_A							

Performance Highlights

Market Shares

Sales

Segment Leadership

Cross-Segment Sales Volumes

Product Portfolio

eMall Prices and Promotion Intensity

I Financial Results

Consolidated Profit & Loss Statement

B&M Business Profit & Loss Statement

Online Business Profit & Loss Statement

Profitability by Channel

I Last Period Negotiations

Market Research Purchases

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

B&M Retail Prices

Promotion Intensity

Supplier Intelligence

Retailer Intelligence

Forecasts