					Re	tail Pric	es – Ele	ecssorie	S					
	Urban						Rural						Online	
	Retailer 1		Retailer 2		Traditional Trade		Retailer 1		Retailer 2		Traditional Trade			
	Net Retail	Change	Net Retail	Change	Net Retail	•	Net Retail	Change	Net Retail	Change	Net Retail	Change	Net Online	Change
	Price (\$)	(%)	Price (\$)	(%)	Price (\$)	(%)	Price (\$)	(%)	Price (\$)	(%)	Price (\$)	(%)	Price (\$)	(%)
Supplier 1														
ELAND1_A														
ELAND1_B														
EGEND1_A														
EHAYA1_A														
EHAYA1_B														
EHAMO1_A														
EHAMO1-B														
ELONG1_A														
upplier 2											<u> </u>			
EBETA2_A														
EBETA2_B														
ELOGO2_A														
EHEDE2_A														
EHEDE2_C														
EHOOT2_A														
EHOOT2_B														
pplier 3														
EJUNE3_A														
EJUNE3_B														
EJOLY3_A														
EJOLY3_B														
EJOLY3_C														
EMOOT3_A														
EMOOT3_B														
EJEEP3_A														
etailer 1														
ELISA5_A														
ELISA5_B														
ELEEX5_A														
ELISA5_C														
ELEEX5_B														
ETOMY5_A														
etailer 2														
ELOON6_A														
ELOON6_B														
ELAIN6_A														
ELAIN6_B														

Performance Highlights Market Shares Sales Segment Leadership Cross-Segment Sales Volu Product Portfolio eMall Prices and Promotion Financial Results Elecssories Situation Repo HealthBeauties Situation R Key Performance Indicators Awareness **Brand Perceptions** Retailer Perceptions Market Shares by Consume Sales by Consumer Segme Market Shares by Shopper Sales by Shopper Segmen Sales by Channel **B&M Retail Prices Elecssories** HealthBeauties Promotion Intensity