

This table gives a consolidated Profit & Loss statement by category in each channel.

Financial Results – Consolidated Profit & Loss Statement						
	B&M Business			Online Business		
	Total	Eleccsories	HealthBeauties	Total	Eleccsories	HealthBeauties
Sales (\$mIn)						
Change from Previous Period (%)						
- Material Costs (\$mIn)						
(1) Cost of Goods Sold (\$mIn)						
(2) Discontinued Goods Cost (\$mIn)						
(3) Inventory Holding Cost (\$mIn)						
(4) eMall Commission (\$mIn)						
(5) Service Cost (\$mIn)						
Gross Profit (\$mIn)						
Change from Previous Period (%)						
Gross Profit Margin (%)						
- Trade and Marketing Expenses (\$mIn)						
Trade and Marketing Expenses (as % of sales)						
- General Expenses (\$mIn)						
- Amortisation (\$mIn)						
Operating Profit (\$mIn)						
Change from Previous Period (%)						
Operating Profit Margin (%)						
- Interest (\$mIn)						
- Taxes (\$mIn)						
- Exceptional Costs/Profits (\$mIn)						
Net Profit (\$mIn)						
Change from Previous Period (%)						
Net Profit Margin (%)						

Performance Highlights

Market Shares

Sales

Segment Leadership

Cross-Segment Sales Volumes

Product Portfolio

eMall Prices and Promotion Intensity

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- Financial Results
- Consolidated Profit & Loss Statement
- B&M Business Profit & Loss Statement
- Online Business Profit & Loss Statement
- Profitability by Channel
- Last Period Negotiations
- Market Research Purchases

Eleccsories 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