|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **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

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