GR update

1. Performance Highlights

-let us change the first two lines into 6 lines as follows:

.first, a line with title "Sales" (no numbers in this line);

.2nd,  indented line with "Volume (units mln)" (no numbers in this line);

.3rd -4th, further indented, two lines with respectively "Elecssories" and "HealthBeauties", and the corresponding numbers in the columns;

.5th line: indented at same level as 2nd line, "Value ($ mln)"

.6-7, further indented at 3-4 level, two lines with respectively "Elecssories" and "HealthBeauties" with the corresponding numbers in the columns.

-In the imbedded box explaining what is in this table, we should indicate that for suppliers, the sales figures reported are sales to the retailers, and that the market share figures reported are consumer market shares (ie, off take).

-the last two lines need to be replaced with 7 new lines (similar to how we changed the first lines above). And I suggest we put these 7 lines underneath the sales lines; hence the two lines Operating Profit and Cumulative Investments are moved to the bottom.

.first, at same level of the other line titles, add a line with "Consumer Market Shares" (no numbers in this line)

.2nd, indented, a line with "Value Market Shares (%)" (no numbers in this line)

.3rd and 4th, further indented but at the same level, two lines with respectively "Elecssories" and "HealthBeauties". These lines have the respective numbers.

.5th, at same level as 2nd line, we have "Volume Market Shares (%)"

.6th-7th lines, at same level as 3-4, "Elecssories" and HealthBeauties", respectively, with the corresponding numbers in the columns.

2. Market Shares

In the imbedded box which explains what it is in these graphs, we need to specify that all market shares for suppliers are consumer market shares.

Sent from my iPad

Begin forwarded message: