This table shows the volume and value sales for all the HealthBeauties brands sold in the rural market. When moving the cursor on any brand name, the results for all its variants will pop up.

Performance Highlights

Market Shares

Sales

Segment Leadership

Cross-Segment Sales Volumes

Product Portfolio

eMall Prices and Promotion Intensity

Financial Results

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**

Elecssories – Rural

Elecssories – Urban

**HealthBeauties – Rural**

HealthBeauties **–** Urban

Sales by Channel

B&M Retail Prices

Promotion Intensity

Supplier Intelligence

Retailer Intelligence

Forecasts

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Sales by Shopper Segment – HealthBeauties (Rural)** | | | | | | | | | |
|  |  | **B&M Only** | |  | **Online Only** | |  | **Mixed** | |
|  |  | Volume Sales | Change (%) |  | Volume Sales | Change (%) |  | Volume Sales | Change (%) |
| **Supplier 1** | | | | | | | | | |
| **Total** |  | **8.30** |  |  | **8.30** |  |  | **8.30** |  |
| HOLAY1 |  | 2.00 | 12.23 |  | 2.00 | 12.23 |  | 2.00 | 12.23 |
| HOMAT1 |  | 1.50 | 10.22 |  | 1.50 | 10.22 |  | 1.50 | 10.22 |
| HOOTH1 |  | 1.00 | 1.24 |  | 1.00 | 1.24 |  | 1.00 | 1.24 |
| HORRY1 |  | 1.70 | 7.56 |  | 1.70 | 7.56 |  | 1.70 | 7.56 |
| HMOOT1 |  | 2.10 | 15.5 |  | 2.10 | 15.5 |  | 2.10 | 15.5 |
| **Supplier 2** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HOBBI2 |  |  |  |  |  |  |  |  |  |
| HAVON2 |  |  |  |  |  |  |  |  |  |
| HOLLY2 |  |  |  |  |  |  |  |  |  |
| HORES1 |  |  |  |  |  |  |  |  |  |
| **Supplier 3** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HUCCI3 |  |  |  |  |  |  |  |  |  |
| HEVIA3 |  |  |  |  |  |  |  |  |  |
| HEEKE3 |  |  |  |  |  |  |  |  |  |
| HOUES3 |  |  |  |  |  |  |  |  |  |
| **Retailer 1** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HICHY5 |  |  |  |  |  |  |  |  |  |
| HARIS5 |  |  |  |  |  |  |  |  |  |
| HORGE5 |  |  |  |  |  |  |  |  |  |
| **Total** |  |  |  |  |  |  |  |  |  |
| **Retailer 2** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HOSIA6 |  |  |  |  |  |  |  |  |  |
| HOVER6 |  |  |  |  |  |  |  |  |  |
| HWARD6 |  |  |  |  |  |  |  |  |  |
|  |  | **B&M Only** | |  | **Online Only** | |  | **Mixed** | |
|  | Value Sales | Change (%) |  | Value Sales | Change (%) |  | Value Sales | Change (%) |
| **Supplier 1** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HOLAY1 |  |  |  |  |  |  |  |  |  |
| HOMAT1 |  |  |  |  |  |  |  |  |  |
| HOOTH1 |  |  |  |  |  |  |  |  |  |
| HORRY1 |  |  |  |  |  |  |  |  |  |
| HMOOT1 |  |  |  |  |  |  |  |  |  |
| **Supplier 2** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HOBBI2 |  |  |  |  |  |  |  |  |  |
| HAVON2 |  |  |  |  |  |  |  |  |  |
| HOLLY2 |  |  |  |  |  |  |  |  |  |
| HORES1 |  |  |  |  |  |  |  |  |  |
| **Supplier 3** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HUCCI3 |  |  |  |  |  |  |  |  |  |
| HEVIA3 |  |  |  |  |  |  |  |  |  |
| HEEKE3 |  |  |  |  |  |  |  |  |  |
| HOUES3 |  |  |  |  |  |  |  |  |  |
| **Retailer 1** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HICHY5 |  |  |  |  |  |  |  |  |  |
| HARIS5 |  |  |  |  |  |  |  |  |  |
| HORGE5 |  |  |  |  |  |  |  |  |  |
| **Total** |  |  |  |  |  |  |  |  |  |
| **Retailer 2** | | | | | | | | | |
| **Total** |  |  |  |  |  |  |  |  |  |
| HOSIA6 |  |  |  |  |  |  |  |  |  |
| HOVER6 |  |  |  |  |  |  |  |  |  |
| HWARD6 |  |  |  |  |  |  |  |  |  |