|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **B&M Retail Prices – HealthBeauties** | | | | | | | | |
|  | **Retailer 1** | | | | **Retailer 2** | | | |
|  | Rural | | Urban | | Rural | | Urban | |
|  | Net Retail Price ($) | Change (%) | Net Retail Price ($) | Change (%) | Net Retail Price ($) | Change (%) | Net Retail Price ($) | Change (%) |
| **Supplier 1** | | | | | | | | |
| HOLAY1\_A |  |  |  |  |  |  |  |  |
| HOLAY1\_B |  |  |  |  |  |  |  |  |
| HOLAY1\_C |  |  |  |  |  |  |  |  |
| HOMAT1\_A |  |  |  |  |  |  |  |  |
| HOMAT1\_B |  |  |  |  |  |  |  |  |
| HOMAT1\_C |  |  |  |  |  |  |  |  |
| HOOTH1\_A |  |  |  |  |  |  |  |  |
| HOOTH1\_B |  |  |  |  |  |  |  |  |
| **Supplier 2** | | | | | | | | |
| HOBBI2\_A |  |  |  |  |  |  |  |  |
| HOBBI2\_B |  |  |  |  |  |  |  |  |
| HAVON2\_A |  |  |  |  |  |  |  |  |
| HOLLY2\_A |  |  |  |  |  |  |  |  |
| HOLLY2\_B |  |  |  |  |  |  |  |  |
| HOLLY2\_C |  |  |  |  |  |  |  |  |
| HORES1\_A |  |  |  |  |  |  |  |  |
| **Supplier 3** | | | | | | | | |
| HUCCI3\_A |  |  |  |  |  |  |  |  |
| HUCCI3\_B |  |  |  |  |  |  |  |  |
| HEVIA3\_A |  |  |  |  |  |  |  |  |
| HEEKE3\_A |  |  |  |  |  |  |  |  |
| HEEKE3\_B |  |  |  |  |  |  |  |  |
| HEEKE3\_C |  |  |  |  |  |  |  |  |
| HOUES3\_A |  |  |  |  |  |  |  |  |
| HOUES3\_B |  |  |  |  |  |  |  |  |
| **Retailer 1** | | | | | | | | |
| HICHY5\_A |  |  |  |  |  |  |  |  |
| HICHY5\_A |  |  |  |  |  |  |  |  |
| HARIS5\_B |  |  |  |  |  |  |  |  |
| HORGE5\_A |  |  |  |  |  |  |  |  |
| HORGE5\_B |  |  |  |  |  |  |  |  |
| HORRY5\_A |  |  |  |  |  |  |  |  |
| **Retailer 2** | | | | | | | | |
| HOSIA6\_A |  |  |  |  |  |  |  |  |
| HOSIA6\_B |  |  |  |  |  |  |  |  |
| HOVER6\_B |  |  |  |  |  |  |  |  |
| HWARD6\_A |  |  |  |  |  |  |  |  |
| HWARD6\_B |  |  |  |  |  |  |  |  |

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

Sales by Channel

**B&M Retail Prices**

Elecssories

**HealthBeauties**

Promotion Intensity

Supplier Intelligence

Retailer Intelligence

Forecasts