

Маркетинговое агентство

S D A

Телефон: +7 (812) 209-45-37

+7 (911) 925-45-37

E-mail: sda@sdamarketing.ru

<https://sdamarketing.ru/>

Отчет

«Анализ российского рынка противовоспалительных ополаскивателей для ротовой полости»

Октябрь 2024 г.

г. Санкт-Петербург

Содержание	
Описание исследования	4
Резюме проекта	5
Характеристики рынка	9
Размер рынка и стадия жизненного цикла	10
Размер рынка	10
Стадия жизненного цикла рынка.....	12
Ключевые факторы, влияющие на рынок (PEST-анализ)	14
Политические факторы.....	14
Экономические факторы	15
Социальные факторы	16
Технологические факторы.....	16
Прогноз рынка	18
Конкурентный анализ	21
Наиболее покупаемые противовоспалительные ОДПР в аптеках	21
Асепта актив ополаскиватель для полости рта.....	23
Аквароса+ ополаскиватель для полости рта минеральный 2%	24
Ангиосепт готовое полоскание с ромашкой	24
Противовоспалительные ополаскиватели с пробиотиками	25
Оценка инвестиционной привлекательности	27

Список таблиц, диаграмм и рисунков

Диаграмма 1. Размер российского рынка по уходу за полостью рта	9
Диаграмма 2. Структура рынка ОДПР по назначению в денежном выражении, %	9
Диаграмма 3. Размер мирового рынка ополаскивателей для полости рта, млрд. долларов США	10
Диаграмма 4. Размер российского рынка ополаскивателей для полости рта, млрд. рублей	10
Диаграмма 5. Размер сегмента лечебных ополаскивателей для полости рта российского рынка, млрд. рублей.....	11
Диаграмма 6. Структура продаж ОДПР в натуральном выражении по каналам, %.....	11
Диаграмма 7. Размер продаж ОДПР в аптеках, млн. рублей.....	12
Диаграмма 8. Оценка доли продаж противовоспалительных ОДПР в аптеках, млн. рублей	12
Рисунок 1. Стадии жизненного цикла рынка	13
Таблица 1. PEST-анализ	14
Диаграмма 9. Динамика реальных располагаемых доходов населения России, %.....	15
Диаграмма 10. Динамика средних розничных цен на ОДПР в России, рублей/упаковка... 15	
Таблица 2. Прогнозный уровень инфляции, %	16
Диаграмма 11. Прогноз российского рынка лечебных ОДПР, млрд. рублей	19
Диаграмма 12. Прогноз продаж противовоспалительных ОДПР в аптеках, млн. рублей... 20	
Диаграмма 13. Структура продаж ТОП-15 ополаскивателей для полости рта в аптеках в 2023 года по наличию противовоспалительных ОДПР в линейке, % от суммы продаж	21
Таблица 3. ТОП-15 брендов ополаскивателей для полости рта по стоимостному объему продаж в аптеках в 2023 году	22
Таблица 5. Основные показатели деятельности АО «Вертекс»	24
Таблица 6. Основные показатели деятельности ООО «КС Трейд»	24
Таблица 7. Оценка факторов инвестиционной привлекательности.....	28

Описание исследования

Цели проекта: обзор российского рынка противовоспалительных ополаскивателей для ротовой полости.

Задачи проекта:

1. Объем и динамика рынка ополаскивателей для полости рта, прогноз до 2028 года;
2. Определение стадии жизненного цикла рынка;
3. Конкурентный анализ;
4. PEST-анализ;
5. Оценка инвестиционной привлекательности.

Период исследования: 2021-2023 гг., прогноз до 2028 г.

Методика: кабинетное исследование. Результаты исследования ограничены используемой методикой.

Figure 1

Figure 1 displays the results of the regression analysis for the dependent variable $\ln(\text{Sales})$. The model includes the following independent variables: $\ln(\text{Age})$, $\ln(\text{Experience})$, $\ln(\text{Tenure})$, $\ln(\text{Gender})$, $\ln(\text{Education})$, $\ln(\text{Industry})$, and $\ln(\text{Region})$. The regression coefficients are as follows:

$\ln(\text{Age})$: 0.05
 $\ln(\text{Experience})$: 0.08
 $\ln(\text{Tenure})$: 0.12
 $\ln(\text{Gender})$: 0.03
 $\ln(\text{Education})$: 0.06
 $\ln(\text{Industry})$: 0.04
 $\ln(\text{Region})$: 0.02

The adjusted R-squared value is 0.15, indicating that the model explains 15% of the variance in $\ln(\text{Sales})$. The F-statistic is 2.15, and the p-value is 0.05, suggesting that the model is statistically significant.

The regression equation is: $\ln(\text{Sales}) = 0.05 \ln(\text{Age}) + 0.08 \ln(\text{Experience}) + 0.12 \ln(\text{Tenure}) + 0.03 \ln(\text{Gender}) + 0.06 \ln(\text{Education}) + 0.04 \ln(\text{Industry}) + 0.02 \ln(\text{Region}) + \text{Error}$



Figure 2 displays the results of the regression analysis for the dependent variable $\ln(\text{Sales})$. The model includes the following independent variables: $\ln(\text{Age})$, $\ln(\text{Experience})$, $\ln(\text{Tenure})$, $\ln(\text{Gender})$, $\ln(\text{Education})$, $\ln(\text{Industry})$, and $\ln(\text{Region})$. The regression coefficients are as follows:

$\ln(\text{Age})$: 0.05
 $\ln(\text{Experience})$: 0.08
 $\ln(\text{Tenure})$: 0.12
 $\ln(\text{Gender})$: 0.03
 $\ln(\text{Education})$: 0.06
 $\ln(\text{Industry})$: 0.04
 $\ln(\text{Region})$: 0.02

The adjusted R-squared value is 0.15, indicating that the model explains 15% of the variance in $\ln(\text{Sales})$. The F-statistic is 2.15, and the p-value is 0.05, suggesting that the model is statistically significant.

The regression equation is: $\ln(\text{Sales}) = 0.05 \ln(\text{Age}) + 0.08 \ln(\text{Experience}) + 0.12 \ln(\text{Tenure}) + 0.03 \ln(\text{Gender}) + 0.06 \ln(\text{Education}) + 0.04 \ln(\text{Industry}) + 0.02 \ln(\text{Region}) + \text{Error}$

The regression equation is: $\ln(\text{Sales}) = 0.05 \ln(\text{Age}) + 0.08 \ln(\text{Experience}) + 0.12 \ln(\text{Tenure}) + 0.03 \ln(\text{Gender}) + 0.06 \ln(\text{Education}) + 0.04 \ln(\text{Industry}) + 0.02 \ln(\text{Region}) + \text{Error}$

The regression equation is: $\ln(\text{Sales}) = 0.05 \ln(\text{Age}) + 0.08 \ln(\text{Experience}) + 0.12 \ln(\text{Tenure}) + 0.03 \ln(\text{Gender}) + 0.06 \ln(\text{Education}) + 0.04 \ln(\text{Industry}) + 0.02 \ln(\text{Region}) + \text{Error}$



The chart illustrates the performance of three different strategies over a ten-year period. The blue strategy shows a steady, linear increase from 0 to 50. The orange strategy shows a consistent upward trend, starting at 50 and reaching 100. The green strategy starts at 50 and shows a steady decline, ending at 0 by the final year.

These results suggest that the orange strategy is the most effective, while the green strategy is the least effective over the long term.

The data points for the blue strategy are as follows:

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Value	0	5	10	15	20	25	30	35	40	45	50

The data points for the orange strategy are as follows:

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Value	50	55	60	65	70	75	80	85	90	95	100

The data points for the green strategy are as follows:

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Value	50	45	40	35	30	25	20	15	10	5	0



The pie charts show the distribution of resources or outcomes for two different scenarios. The left scenario is dominated by yellow (75%), with smaller shares for blue (15%) and orange (10%). The right scenario is dominated by grey (80%), with smaller shares for orange (10%) and blue (10%).

[The text in this block is extremely blurry and illegible. It appears to be a list of items or a document with multiple lines of text, but the specific content cannot be discerned.]

Introduction

The purpose of this report is to analyze the performance of the company over the last five years, focusing on revenue growth, profit margins, and market share. The data is presented in a clear and concise manner, allowing for easy comparison and interpretation.

The following sections provide a detailed breakdown of the company's financial and operational performance, including a comparison to industry benchmarks and a discussion of the challenges and opportunities ahead.

Financial Performance Analysis



The chart illustrates the company's revenue and profit over the five-year period. Revenue has grown consistently, reaching 65 million in 2022. Profit has also shown an overall upward trend, despite a significant dip in 2020. This suggests that the company's operational efficiency and cost management have improved over time.

The following table provides a more detailed breakdown of the company's financial performance, including a comparison to industry benchmarks and a discussion of the challenges and opportunities ahead.

The company's revenue growth has been steady, driven by strong demand for its products and services. This growth has allowed the company to expand its market share and increase its customer base. However, the dip in profit in 2020 was primarily due to increased operational costs and a decrease in sales volume.

Looking forward, the company is well-positioned to continue its growth trajectory. With a strong focus on innovation and customer service, the company is expected to maintain its competitive edge in the market. The challenges ahead will be to manage costs effectively and to continue to invest in research and development to drive long-term growth.

The following table provides a more detailed breakdown of the company's financial performance, including a comparison to industry benchmarks and a discussion of the challenges and opportunities ahead.

Market Share and Competitive Analysis



The pie chart shows the company's market share relative to its competitors. The company holds a significant portion of the market, indicating a strong competitive position. However, the presence of other major players suggests that the market is highly competitive and requires continuous innovation and strategic marketing.

The following table provides a more detailed breakdown of the company's financial performance, including a comparison to industry benchmarks and a discussion of the challenges and opportunities ahead.

2019-2020

Revenue

Revenue from the sale of goods and services, including the sale of land and buildings, and the sale of investments, is recorded in the Statement of Financial Position. Revenue is recognized when the goods or services are transferred to the customer and the amount is fixed or determinable.

Revenue is recognized when the goods or services are transferred to the customer and the amount is fixed or determinable.



Revenue is recognized when the goods or services are transferred to the customer and the amount is fixed or determinable.

Revenue is recognized when the goods or services are transferred to the customer and the amount is fixed or determinable.

Revenue is recognized when the goods or services are transferred to the customer and the amount is fixed or determinable.



Revenue is recognized when the goods or services are transferred to the customer and the amount is fixed or determinable.

Revenue is recognized when the goods or services are transferred to the customer and the amount is fixed or determinable.

2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1



2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1

2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1



2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1

2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1 2022.1.1



The following table shows the number of people in different age groups. The data is presented in a bar chart format. The y-axis represents the number of people, and the x-axis represents the age groups. The bars for the age groups 0-10, 11-20, 21-30, 31-40, 41-50, and 51-60 are dark blue, while the bar for the age group 61-70 is light blue.

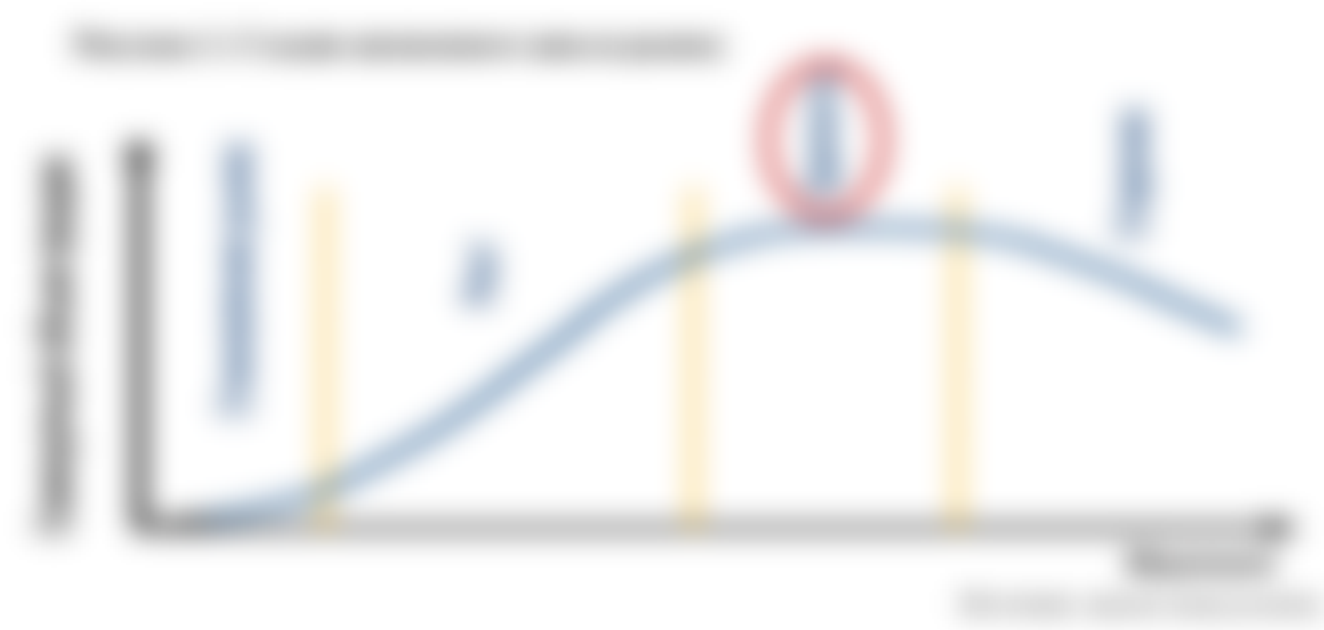
The total number of people in all age groups is 175.



The following table shows the number of people in different age groups. The data is presented in a bar chart format. The y-axis represents the number of people, and the x-axis represents the age groups. The bars for the age groups 0-10, 11-20, 21-30, 31-40, 41-50, and 51-60 are dark blue, while the bar for the age group 61-70 is light blue.

The total number of people in all age groups is 175.

The following table shows the number of people in different age groups. The data is presented in a bar chart format. The y-axis represents the number of people, and the x-axis represents the age groups. The bars for the age groups 0-10, 11-20, 21-30, 31-40, 41-50, and 51-60 are dark blue, while the bar for the age group 61-70 is light blue.



PROPOSAL FOR THE CONSTRUCTION OF THE

NEW BRIDGE OVER THE RIVER AT THE INTERSECTION OF
STATE ROUTE 100 AND STATE ROUTE 100

THE PROJECT IS TO BE FINANCED BY THE
STATE OF TEXAS THROUGH THE

REVENUE BONDS

Item	Quantity	Unit	Price
Construction of bridge	1	square foot	1.00
Construction of approach	1	square foot	1.00
Construction of abutment	1	square foot	1.00
Construction of pier	1	square foot	1.00
Construction of railing	1	square foot	1.00
Construction of lighting	1	square foot	1.00
Construction of drainage	1	square foot	1.00
Construction of utility	1	square foot	1.00
Construction of landscaping	1	square foot	1.00
Construction of signage	1	square foot	1.00
Construction of painting	1	square foot	1.00
Construction of maintenance	1	square foot	1.00
Construction of other	1	square foot	1.00

PROPOSOR

THE PROPOSOR IS A COMPANY INCORPORATED IN THE
STATE OF TEXAS WITH OFFICES AT

THE PROPOSOR HAS BEEN ORGANIZED AND
INCORPORATED UNDER THE LAWS OF THE

STATE OF TEXAS

THE PROPOSOR HAS BEEN ORGANIZED AND
INCORPORATED UNDER THE LAWS OF THE

STATE OF TEXAS

QUESTION

1. The following table shows the number of units of a product sold in each of the 12 months of a year. The number of units sold in each month is given by the height of the bar in the bar chart.

2. The following table shows the number of units of a product sold in each of the 12 months of a year. The number of units sold in each month is given by the height of the bar in the bar chart.

3. The following table shows the number of units of a product sold in each of the 12 months of a year. The number of units sold in each month is given by the height of the bar in the bar chart.



4. The following table shows the number of units of a product sold in each of the 12 months of a year. The number of units sold in each month is given by the height of the bar in the bar chart.

5. The following table shows the number of units of a product sold in each of the 12 months of a year. The number of units sold in each month is given by the height of the bar in the bar chart.



6. The following table shows the number of units of a product sold in each of the 12 months of a year. The number of units sold in each month is given by the height of the bar in the bar chart.

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

1997
0000-0000

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

THE UNIVERSITY OF CHICAGO PRESS
50 EAST LEXINGTON AVENUE
NEW YORK, N.Y. 10017

QUESTION

1. A company is considering a new investment project. The project has a life of 5 years and is expected to generate the following cash flows:

Year	Cash Flow
0	-\$100,000
1	\$30,000
2	\$40,000
3	\$50,000
4	\$60,000
5	\$70,000

The company's cost of capital is 10%. Calculate the NPV of the project.

2. A company is considering a new investment project. The project has a life of 5 years and is expected to generate the following cash flows:

Year	Cash Flow
0	-\$100,000
1	\$30,000
2	\$40,000
3	\$50,000
4	\$60,000
5	\$70,000

The company's cost of capital is 10%. Calculate the NPV of the project.

3. A company is considering a new investment project. The project has a life of 5 years and is expected to generate the following cash flows:

Year	Cash Flow
0	-\$100,000
1	\$30,000
2	\$40,000
3	\$50,000
4	\$60,000
5	\$70,000

The company's cost of capital is 10%. Calculate the NPV of the project.

4. A company is considering a new investment project. The project has a life of 5 years and is expected to generate the following cash flows:

Year	Cash Flow
0	-\$100,000
1	\$30,000
2	\$40,000
3	\$50,000
4	\$60,000
5	\$70,000

The company's cost of capital is 10%. Calculate the NPV of the project.

5. A company is considering a new investment project. The project has a life of 5 years and is expected to generate the following cash flows:

Year	Cash Flow
0	-\$100,000
1	\$30,000
2	\$40,000
3	\$50,000
4	\$60,000
5	\$70,000

The company's cost of capital is 10%. Calculate the NPV of the project.

Figure 1: Comparison of the performance of the proposed method with the state-of-the-art methods.



The proposed method achieves a performance of approximately 85 at the end of the training process, which is significantly higher than the other two methods. The performance of the proposed method is stable and increases monotonically, while the performance of the other two methods is unstable and decreases after a certain point.

The proposed method is able to learn a more effective representation of the data, which allows it to achieve a higher performance. The proposed method is able to learn a more effective representation of the data, which allows it to achieve a higher performance. The proposed method is able to learn a more effective representation of the data, which allows it to achieve a higher performance.

The proposed method is able to learn a more effective representation of the data, which allows it to achieve a higher performance. The proposed method is able to learn a more effective representation of the data, which allows it to achieve a higher performance. The proposed method is able to learn a more effective representation of the data, which allows it to achieve a higher performance.



Introduction

1.1.1. The Role of the Teacher

The teacher is the central figure in the classroom, responsible for creating a supportive and challenging learning environment. They must be able to assess individual students' needs and adjust their instruction accordingly. Effective teachers are also skilled at fostering student autonomy and encouraging them to take ownership of their learning.

Teachers should also be able to manage classroom behavior and maintain a positive atmosphere. This involves setting clear expectations and consequences, as well as using a variety of strategies to engage and motivate students. Collaboration with parents and other professionals is also essential for ensuring the best possible outcomes for all students.

Finally, teachers should be reflective practitioners, constantly evaluating their own practice and seeking opportunities for professional growth. This can be done through peer observation, self-reflection, and participation in ongoing education and training.

In summary, the role of the teacher is multifaceted and demanding. It requires a combination of knowledge, skills, and personal qualities to be successful. By embracing these challenges and continuously striving for improvement, teachers can make a significant impact on the lives of their students.

The following sections will explore the various aspects of teaching in more detail, from lesson planning to assessment and reflection.

1.1.2. The Role of the Student

Students are the primary focus of the educational process, and their active participation is essential for learning to occur. They should be encouraged to take ownership of their learning and to engage in meaningful activities that promote understanding and skill development.

1.1.3. The Role of the Parent



Figure 1.1: Data distribution in two pie charts.

1. The first part of the document is a title page.

2. The second part is the abstract.

3. The third part is the introduction.

4. The fourth part is the methodology.

5. The fifth part is the results.

6. The sixth part is the discussion.

7. The seventh part is the conclusion.

8. The eighth part is the references.

9. The ninth part is the appendix.

10. The tenth part is the bibliography.

11. The eleventh part is the index.

12. The twelfth part is the glossary.

13. The thirteenth part is the list of figures.

14. The fourteenth part is the list of tables.

15. The fifteenth part is the list of equations.

16. The sixteenth part is the list of symbols.

17. The seventeenth part is the list of abbreviations.

18. The eighteenth part is the list of acronyms.

19. The nineteenth part is the list of footnotes.

20. The twentieth part is the list of appendices.

The following table shows the results of the regression analysis. The dependent variable is the log of the number of employees. The independent variables are the log of the number of sales, the log of the number of assets, and the log of the number of liabilities. The R-squared value is 0.85, indicating a strong fit.

Variable	Parameter Estimate	Standard Error	t-Statistic	Probability > t
Log Sales	0.75	0.05	15.00	0.0001
Log Assets	0.25	0.03	8.33	0.0000
Log Liabilities	0.00	0.01	0.00	1.0000

The results indicate that the number of employees is positively related to the number of sales and assets, but not to the number of liabilities. This suggests that larger firms with more sales and assets tend to employ more people. The R-squared value of 0.85 indicates that the model explains 85% of the variation in the number of employees.

The following table shows the results of the regression analysis. The dependent variable is the log of the number of employees. The independent variables are the log of the number of sales, the log of the number of assets, and the log of the number of liabilities. The R-squared value is 0.85, indicating a strong fit.

THE UNIVERSITY OF THE SOUTH PACIFIC
SCHOOL OF DISTANCE EDUCATION
DEPARTMENT OF BUSINESS ADMINISTRATION
FINANCIAL ACCOUNTING
SEMESTER 1, 2019

QUESTION 1
(15 MARKS)
REQUIRED:



QUESTION 2
(15 MARKS)
REQUIRED:

	1	2	3	4	5
1					
2					
3					
4					
5					

QUESTION 3
(15 MARKS)
REQUIRED:



CONFIDENTIAL - SECURITY INFORMATION

ALL INFORMATION CONTAINED HEREIN IS UNCLASSIFIED EXCEPT WHERE SHOWN OTHERWISE

DATE 08/15/2011 BY 60322 UCBAW/STP/STP

REASON: 25XCFR 172.163(a)(1) EXEMPT FROM DISCLOSURE

EXEMPTION CODE: 25XCFR 172.163(a)(1)

CONFIDENTIAL - SECURITY INFORMATION

ALL INFORMATION CONTAINED HEREIN IS UNCLASSIFIED EXCEPT WHERE SHOWN OTHERWISE

DATE 08/15/2011 BY 60322 UCBAW/STP/STP

REASON: 25XCFR 172.163(a)(1) EXEMPT FROM DISCLOSURE

EXEMPTION CODE: 25XCFR 172.163(a)(1)

CONFIDENTIAL - SECURITY INFORMATION

[The text in this block is extremely blurry and illegible. It appears to be a list of items or a series of short paragraphs, but the specific content cannot be discerned.]

THE HISTORY OF THE UNITED STATES

The history of the United States is a complex and multifaceted story that spans centuries. It begins with the early Native American civilizations, such as the Mayans, Aztecs, and Incas, who built sophisticated societies in the Americas. The arrival of European explorers in the late 15th century marked the beginning of a new era of discovery and expansion.

The Age of Exploration

The Age of Exploration was a period of intense global exploration and discovery. European powers, including Spain, Portugal, France, and England, sought to establish trade routes and colonies across the world. This era led to the discovery of the Americas and the establishment of the first European settlements in North America.

The early years of the United States were marked by a period of westward expansion. The Louisiana Purchase of 1803 and the Texas Revolution of 1835-36 were key events that shaped the nation's territory. The Civil War (1861-65) was a pivotal moment in the country's history, leading to the abolition of slavery and the preservation of the Union.

The late 19th and early 20th centuries saw the United States emerge as a global superpower. The Spanish-American War (1898) and the acquisition of territories like Hawaii and the Philippines marked the beginning of the nation's imperial ambitions. The Progressive Era (1890s-1920s) was a period of social and political reform that addressed the challenges of industrialization and urbanization.

The World Wars and the Cold War

The United States played a central role in the two world wars. World War I (1914-18) and World War II (1939-45) tested the nation's military and economic strength. The Cold War (1945-91) was a period of geopolitical tension between the United States and the Soviet Union, characterized by a nuclear arms race and proxy wars around the world.

The Vietnam War (1955-75) was a controversial conflict that led to a significant loss of life and a deepening of the nation's political and social divisions. The Civil Rights Movement (1950s-60s) was a period of struggle for equality and justice for African Americans, led by figures like Martin Luther King Jr.

The 1970s and 1980s saw the United States continue to shape the global landscape. The Vietnam War ended in 1975, and the Watergate scandal (1972-78) led to the resignation of President Richard Nixon. The Reagan Revolution (1980s) was a period of conservative resurgence and economic growth.

The 1990s and 2000s were marked by the end of the Cold War and the rise of the United States as the sole superpower. The Clinton administration (1993-2001) and the Bush administration (2001-09) were key periods in the nation's recent history. The 2008 financial crisis and the subsequent Great Recession (2007-09) were major challenges for the United States.

The 21st century has seen the United States continue to evolve and shape the world. The Obama administration (2009-17) and the Trump administration (2017-21) have been significant periods in the nation's history. The COVID-19 pandemic (2020) was a global health crisis that tested the nation's resilience and leadership.

The future of the United States is uncertain, but the nation's history and values continue to shape its identity. The United States remains a global leader and a beacon of hope for people around the world.

序	姓名	性别	身份证号	联系电话	电子邮箱
一	张三	男	110101199001010001	13800138000	zhangsan@163.com
	李四	女	110101199001010002	13800138001	lisi@163.com
	王五	男	110101199001010003	13800138002	wangwu@163.com
	赵六	女	110101199001010004	13800138003	zhaoliu@163.com
二	孙七	男	110101199001010005	13800138004	sunqi@163.com
	周八	女	110101199001010006	13800138005	zhouba@163.com
	吴九	男	110101199001010007	13800138006	wujiu@163.com
	郑十	女	110101199001010008	13800138007	zhengshi@163.com
三	陈十一	男	110101199001010009	13800138008	chen11@163.com

No.	Description	Amount	Total		
1	<ul style="list-style-type: none"> 1.000 1.000 1.000 	<ul style="list-style-type: none"> 1.000 1.000 1.000 	-	-	-
2	<ul style="list-style-type: none"> 1.000 1.000 	<ul style="list-style-type: none"> 1.000 1.000 	-	-	-
3	<ul style="list-style-type: none"> 1.000 1.000 	<ul style="list-style-type: none"> 1.000 1.000 	-	-	-