

**HIGHER EDUCATION - PUBLICATION SALES SURVEY 2023/24**

**Number of respondents:**

**5**

**ANNUAL SUMMARY - LOCAL PRODUCTS**

Category	Apr - Sept 2023		Oct 2023 - Mar 2024		TOTAL	
	Value Period 1	Quantity	Value Period 2	Quantity	Annual Value	Quantity
Via Retail Channels	34,956,885	114,182	76,819,050	177,489	111,775,934	291,671
Via Direct Selling to Institutions	5,624,377	21,640	10,402,047	36,592	16,026,423	58,232
Via eCommerce (on the company's own website)	673,025	1,514	762,089	1,551	1,435,114	3,065
<b>Total</b>	<b>41,254,286</b>	<b>137,336</b>	<b>87,983,186</b>	<b>215,632</b>	<b>129,237,471</b>	<b>352,968</b>

**ANNUAL SUMMARY - INTERNATIONAL PRODUCTS**

Category	Apr - Sept 2023		Oct 2023 - Mar 2024		TOTAL	
	Value Period 1	Quantity	Value Period 2	Quantity	Annual Value	Quantity
Via Retail Channels	4,835,067	22,079	4,463,214	19,601	9,298,281	41,680
Via Direct Selling to Institution	131,214	365	436,042	1,700	567,256	2,065
Via eCommerce (on the company's own website)	4,116	8	1,648	5	5,765	13
<b>Total</b>	<b>4,970,398</b>	<b>22,452</b>	<b>4,900,904</b>	<b>21,306</b>	<b>9,871,302</b>	<b>43,758</b>