



## INFOLine&Retailer Russia TOP-100 DAY, 2012

TOP-100 retailers in figures and comments  
June 6, 2012, Wednesday, [Lotte Hotel Moscow 5\\*](#)

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"I welcome you on this Forum. I think that the Publishing house Retailer and INFOLine are doing a great job, summarizing information about market and companies. After all, the situation is very unstable. When, in 1962, Sam Walton opened his first store, there were already huge store chains. And if anyone told these store chains that a man from Arkansas comes and they become not so important as earlier no one of them would believe. And I do believe that in the same moment, a Russian Walton opens perhaps his first store. And within 10-15 years currently retail monsters will become quite small in comparison with new animals.

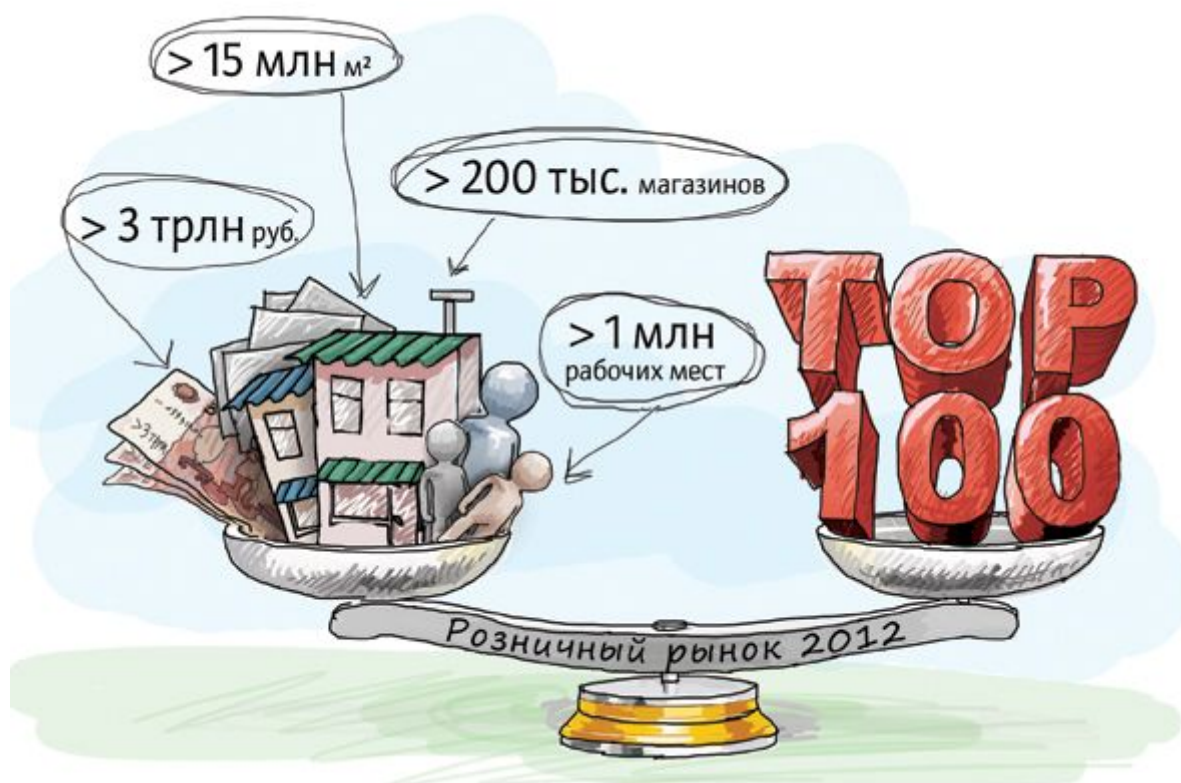
The leaders must become even better, because the catching up ones are getting closer and



closer, and those who are not yet at the top of the pedestal have a lot of opportunities to get there. I wish all of us to work well, I mean not only today forum, but also business in general".

Lev Khasis, a fragment of speech at INFOLine&Retailer Russia TOP-100 DAY, 2011, Lotte Hotel Moscow, June 9, 2011

Year 2012:



"Honorable academicians of abundance of goods,

I am proud to present you a real event for all of us - the annual INFOLine & Retailer Russia TOP-100 DAY. June 6th at Lotte Hotel Moscow you first will learn about what is actually happening in the Russia retail market. What are real prospects for each market participant - the great and small ones - anyone who makes a retail sale and retail trade."

Best regards,  
Daniil Somov, managing partner of Publishing House Retailer

When: June 6, 2012. Where: [Lotte Hotel Moscow 5\\*](#). How to buy tickets: +7 495 772-76-40, +7 812 322-68-48. [mail@infoline.spb.ru](mailto:mail@infoline.spb.ru).



! If your company retail sales in 2011 amounted to no less than 6 billion rubles without VAT, [fill out the form](#) before March 30th and receive a gift from of the Publishing House Retailer:

- 1 year subscription to the Retailer magazine in 2012,
- a ticket for INFOLINE & RETAILER RUSSIA TOP-100 DAY, 2012; June 6, 2012.

9:00	Registration of participants. Welcome coffee break.
9:45-10:00	<p>Greetings</p> <p>Daniil Somov, managing partner at Publishing House Retailer: you are in the top: a review of the actual ratings of retailers</p> <p>Ilya Yakubson, president of the "Dixy" the chairman of the Presidium of the Russian Association of Retail Companies (ACORT)</p>
10:00-10:15	<ul style="list-style-type: none"> <li>● Retailer magazine. For owners and top managers presents:</li> </ul> <p>INFOLine &amp; Retailer Russia TOP-100 2012 the main rating of the consumer market</p> <p>TOP-100 retailers in figures</p> <ul style="list-style-type: none"> <li>● revenue for 2011, the dynamics of 2009-2011. (Rub.);</li> <li>● the number of stores on the results of 2011, the dynamics of 2009-2011. (units);</li> <li>● trading area on the results of 2011, the dynamics of 2009-2011. (sq.m.);</li> <li>● sales per square meter on the results of 2011, the dynamics of 2009-2011. (Rub.).</li> </ul> <p>TOP-100 retailers in the descriptions:</p> <ul style="list-style-type: none"> <li>● the Head of the company;</li> <li>● brands of the retail chains;</li> <li>● regions of presence.</li> </ul>
10:15-11:45	<p>The analytical session "Efficiency of the first hundred retail chains in Russia in figures and comments by the end of 2011, prospects for 2012"</p> <p>TOP-100 retailers effectiveness in figures:</p>

[top100.retailer.ru](http://top100.retailer.ru)

ПРОЕКТ INFOLINE & RETAILER RUSSIA TOP-100 ПРЕДСТАВЛЯЮТ

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	<ul style="list-style-type: none"> <li>● Michael Burmistrov, CEO INFOLine-Analysis;</li> <li>● Ivan Fedyakov, CEO INFOLine.</li> </ul> <p>TOP-100 retailers effectiveness in comments:</p> <ul style="list-style-type: none"> <li>● FMCG market. Comments of Ilya Yakubson, president of the "Dixy"</li> <li>● Consumer electronics market. Comments of Pavel Breev, CEO of the "M.Video"</li> <li>● Computers and digital products market. Comments of Danila Vaskevich, CEO of the "Beliy Veter Tsifrovoy";</li> <li>● DIY and household market;</li> <li>● mobile retail market. Comments of Viktor Lukanin, Vice President of Commerce "Evroset" *;</li> <li>● Pharmaceutical market; Comments of Andrew Slivchenko, CEO of "36.6"</li> <li>● Children's products market.</li> <li>● Cosmetics and perfumes market;</li> <li>● Fashion market.</li> <li>● new! E-commerce. Comments of Sergey Fedorinov, chairman of the board of directors "Ulmart"</li> </ul> <p>* There is no position of "CEO" in the management structure of "Evroset". The area of responsibility of Victor Lukanin, Vice President of Commerce, includes all the revenues of the company, such as sales, purchasing, service provision, operational management. That is why will be able to comment most complete and accurate on the results of 2011 in the mobile retail and the company "Evroset".</p> <p>We invite top managers of retail companies who are leaders in their areas to comment on the results of 2011 on their markets and assess the prospects for 2012. Applications are accepted at <a href="mailto:top100@retailer.ru">top100@retailer.ru</a>. The comments timing is 3-5 minutes.</p>
11:45-12:00	<p><b>Presentation of the TOP-100 sub-ratings. Part 1. Awarding the following nominations:</b></p> <ul style="list-style-type: none"> <li>● The national leader;</li> <li>● <b>new!</b> The leader of investment;</li> <li>● The national leader in its segment of market ;</li> <li>● The leader of organic growth.</li> </ul>
12:00-12:30	Coffee Break. First impressions with a cup of coffee
12:30-14:30	<p>Talk-show "TOP-100 in Questions and Answers"</p> <p>Moderator: Arkady Pekarevsky, entrepreneur, co-founder of SELA</p>



	<p>6 thematic blocks, each for 20 min:</p> <ol style="list-style-type: none"> <li>1. What songs do the finances sing? Financial Strategy in 2012;</li> <li>2. The future store fantasia. Technologies vs. technologies;</li> <li>3. A stork brings? How to find managers for retail companies.</li> <li>4. Queuing for a square meter. Prospects of trade formats in Russia.</li> <li>5. We wish you very much! What is out of shelves in Russian stores?</li> <li>6. Internet is not to be trifled with. How retailers make money in Internet.</li> </ol> <p>Answer the questions:</p> <ul style="list-style-type: none"> <li>• Evgeniy Butman, businessman, founder of ECS Group (Lego, re: Store, Sony, Nokia), co-owner of ideas4retail (store chain of goods for children educational toys Imaginarium);</li> <li>• Mikhail Zolotovitskiy, CEO of MegaFon Retail;</li> </ul> <p>We invite the heads of the retail companies to take part in talk-show "Top 100 in Questions and Answers." Applications are accepted at <a href="mailto:top100@retailer.ru">top100@retailer.ru</a>.</p>
14:30-14:45	<p>Presentation of the TOP-100 sub-ratings. Part 2. Awarding the following nominations:</p> <ul style="list-style-type: none"> <li>• The leaders of growth (relative growth in revenues and trade area);</li> <li>• Debutants;</li> <li>• Strong Regionals.</li> </ul>
14:45-16:00	Dinner. Informal communication
16:00-18:00	<p><b>Premiere!</b> Exclusive training for retailers from Radislav Gandapas "The inner circle theory"</p> <p>Radislav Gandapas is award-winning Russian business coach, co-owner and chief business coach of "Oratorica". Among his clients are top managers of such companies as Auchan, MTS, Megaphone, Microsoft, Alfa Bank etc., leaders of political parties. Radislav Gandapas is author of books on public speaking skills and original trainings.</p>
18:00	Cocktail Party

Total number of participants: 400+.



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Tickets:

- Payment after May 1: 30 000 (including 18% VAT).

Technology Partners: [1C-Rarus](#)

[top100.retailer.ru](http://top100.retailer.ru)

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