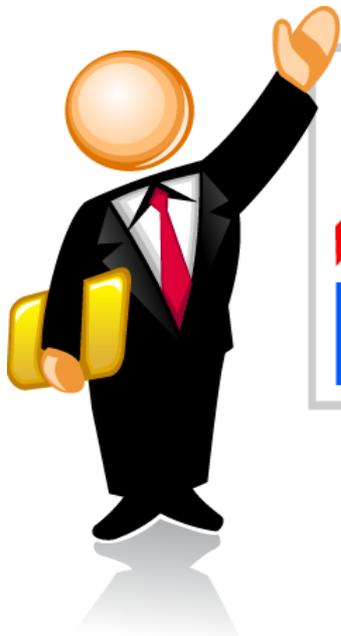


**i**INFO *Live*

**Russian consumer  
market  
FMCG retail chains  
rating**

I half 2017  
St. Petersburg

INFOLine is the research partner of major FMCG retailers and suppliers



We are proud of our customers  
They do recommend us

INFOLine means 10 years of success in FMCG and Non-Food retail research projects



## Monthly survey in Russian and English

### English version



**Rating by number of stores, selling space, revenue**



**Development of retailing**

**ТОП-8**



**Description of major chains**

**RU, EN**



**Published in two languages**

**200**



**RU**



### Russian version



**Delivery (the working day of the month following the reporting one)**

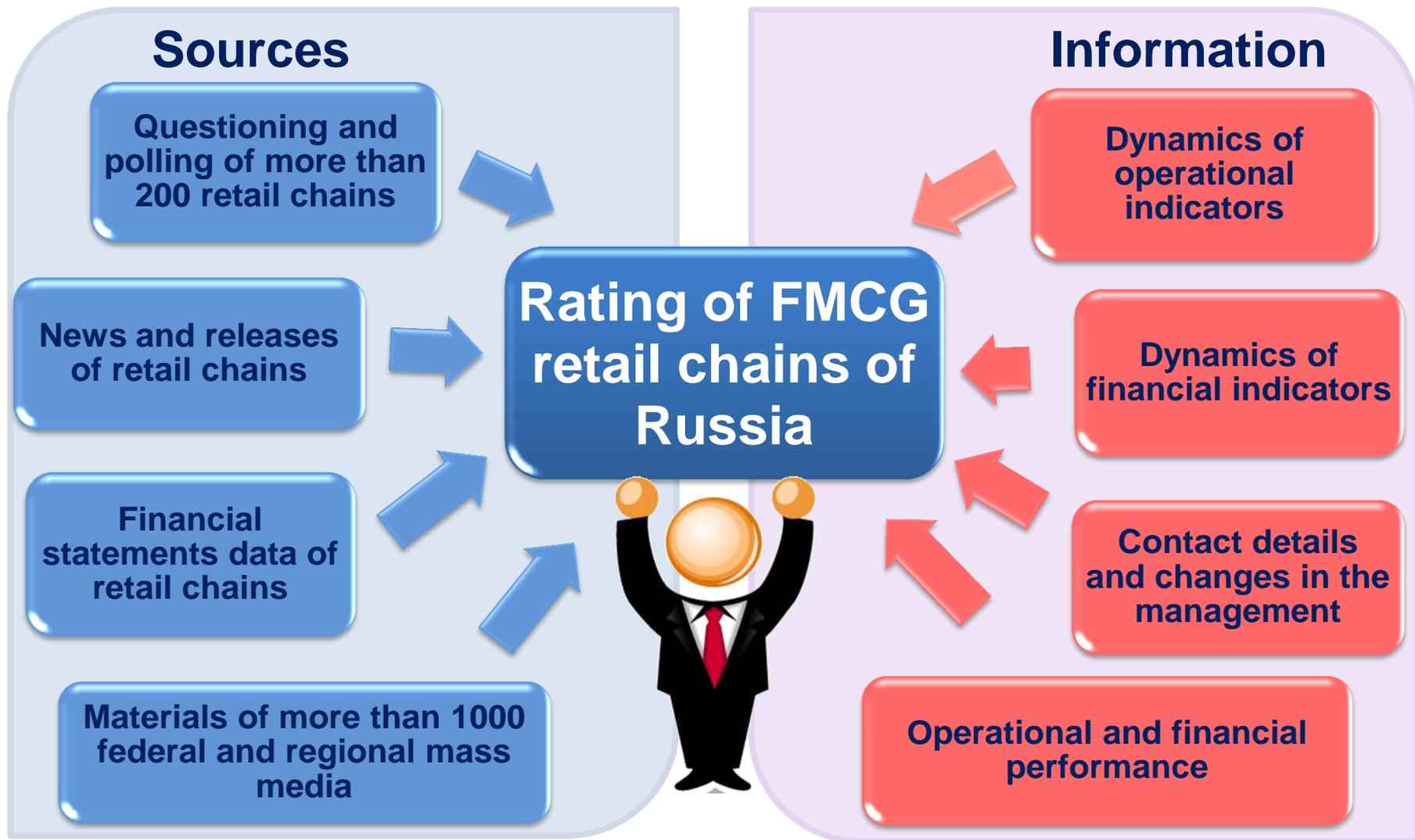
**RUR 20,000**  
**15-20th day**



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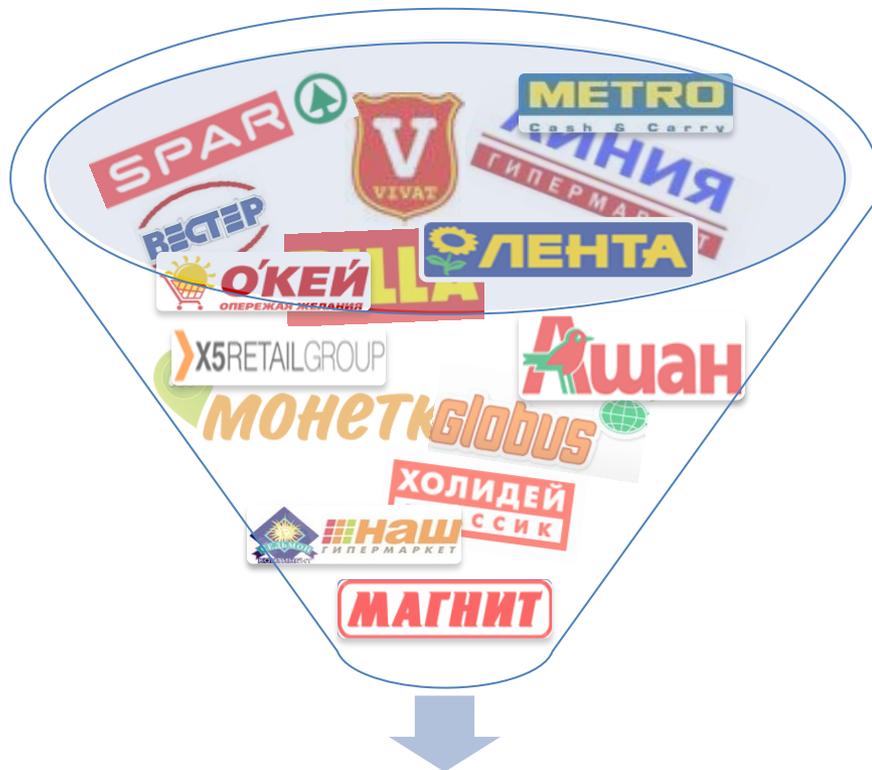
**RUR 20,000**  
**7-8th day**





\* Red refers to chapters available in the expanded version of Survey only. Blue refers to sections available in both versions of Survey.





**Data on 50 major FMCG chains**



## TOP 190 FMCG retail chains Russia

- Expansion dynamics by formats
- Number of stores and selling space by formats
- Key openings and closures (who, what and where)



## Rating by number of stores



## Rating by selling space

- Structure and dynamics of selling space
- Performance for the current period



## Rating by net sales

- Sales dynamics
- Financial indicators
- Financial performance indicators



Macroeconomic retail indicators



Dynamics of retail sales and money supply  
Forecast for retail sales

Leading development indicators of retail



Business confidence index. Retail turnover, storage stock level, product mix etc. Limiting factors for retail

Governmental regulation of retailing



Regulation of alcohol, tobacco and medical supplies markets  
Retail market regulation  
Consumers protection and labour activity regulation

Structure of retail sales by the category of product



Structure and dynamics of retail sales by the category of product  
Sales dynamics of main product groups

Structure of retail sales by the category of retailer



Structure of retail sales by the category of retailer  
Turnover of trading companies and markets  
Structure of sales retail markets and at trade fairs

Regional structure of retail sales



Retail sales by federal districts  
Regional structure of retail sales

Inflation and food market



Inflation dynamics and structure of contribution to inflation  
Consumer prices index consumer price index by the category of product  
Food products prices in Europe

Consumer incomes and expenses



Structure of consumer incomes and expenses  
Monetary policy  
Households expenses, average ticket

Consumer expectations and confidence



Consumer confidence index  
Consumer evaluation of economic situation in Russia  
Evaluation of personal financial situation



### Key events of retail

Important events for FMCG retailers



Case



Activities of INFOLine's specialists



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Performance and forecast

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Plans for store openings

Store openings and closures

New formats

Mergers and acquisitions

Resignations and assignments

Logistics

Private label

Interaction with consumers

Interaction with suppliers

Corporate events

Latest information on more than **200\*** retail chains of Russia

**МАГНИТ**

X5RETAILGROUP

**Ашан**

**Д**

ДИКСИ

**ЛЕНТА**

**О'КЕЙ**  
ОПЕРЕЖАЯ ЖЕЛАНИЯ

**METRO**

**globus**



\*The standard Russian version and English version contain information on TOP 8 major FMCG retailers

## FMCG hypermarket chains of Russia:

### Standard version



**RUR 50,000**

**Market analysis and forecast of development of the hypermarket format**



**TOP-50 FMCG retailers in the hypermarket format**



**Regional development of the hypermarket format**



**Description of 15 major retailers**



**Data on 1100 hypermarkets**



**Release date: Mart 2017**

### Expanded version



**RUR 75,000**

## Data base of 700 FMCG Retail Chains of Russia-2016:

### Expanded version



**RUR 70,000**  
**July 2016**

**Market analysis and forecast**



**Analysis of formats (modern and traditional)\***

**Ratings 100/50 largest FMCG chains**



**Rating by direct imports\***

**Ratings by formats**



**Rating of specialized chains and stores at petrol stations \***

**Data of 700 chains and 600 warehouses (including Crimea)**



**Description of 10 major retailers\***

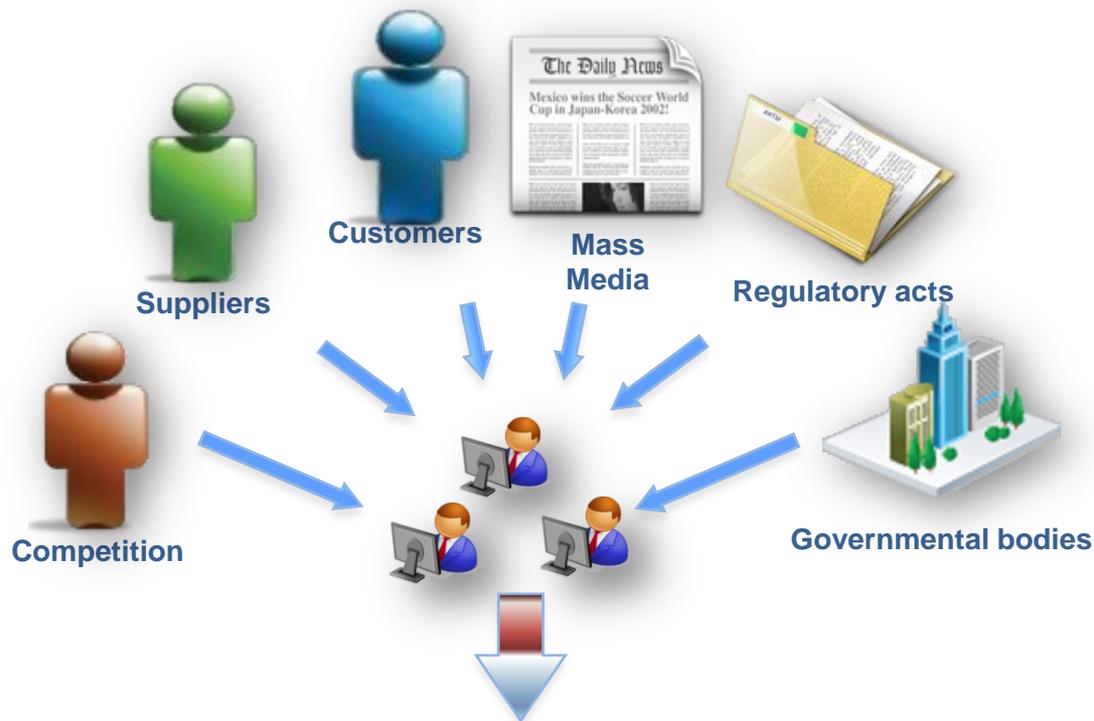


\* This chapter is presented only in Expanded version of the Survey

### Standard version



**RUR 50,000**  
**June 2016**



Latest and periodic information on retail market situation



**Thematic News  
and  
Industry Reviews**



# Any questions?



**The subject:**  
**Russian consumer market and  
FMCG retail chains rating**

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