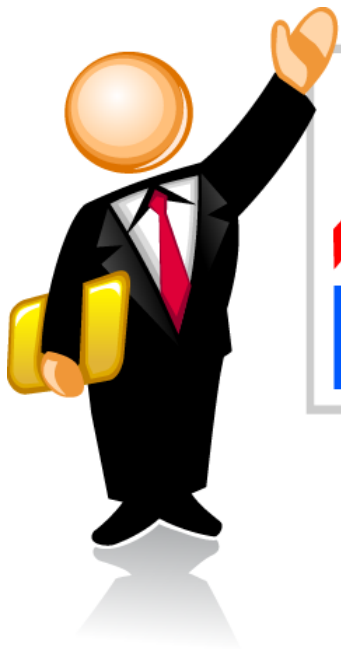


**i**INFO *Live*

**Russian consumer  
market  
FMCG retail chains  
rating**

November 2017  
St. Petersburg

INFOLine is the research partner of major FMCG retailers and suppliers



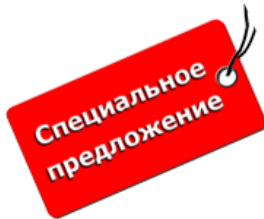
We are proud of our customers  
They do recommend us

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





**Industry review**  
**"Russian consumer market and FMCG retail chains rating. The results of 2017-2018"**



**Issue: the results of 2017**



**12 issues of monthly review for 2017**

**Release date: February 2018**

**Price (without VAT): RUB 150 000**





### Monthly survey in Russian and English

#### English version



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



Rating by  
number of stores,  
selling space, revenue



Development of  
retailing

**ТОП-8**



Description of  
major chains

**200**

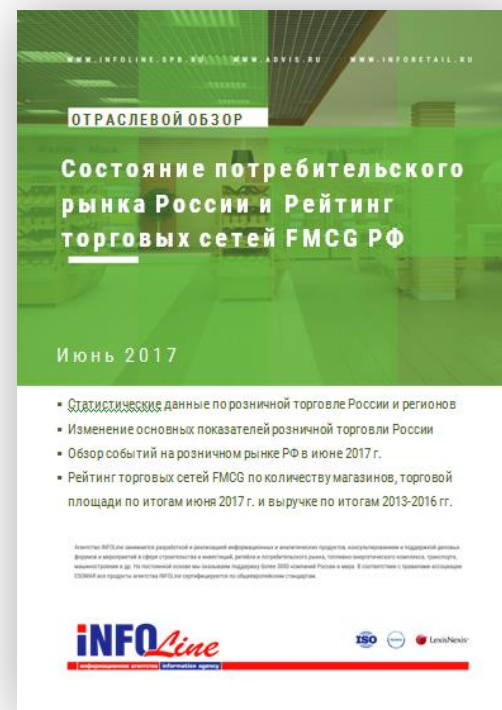
**RU, EN**



Published in  
two languages

**RU**

#### Russian version

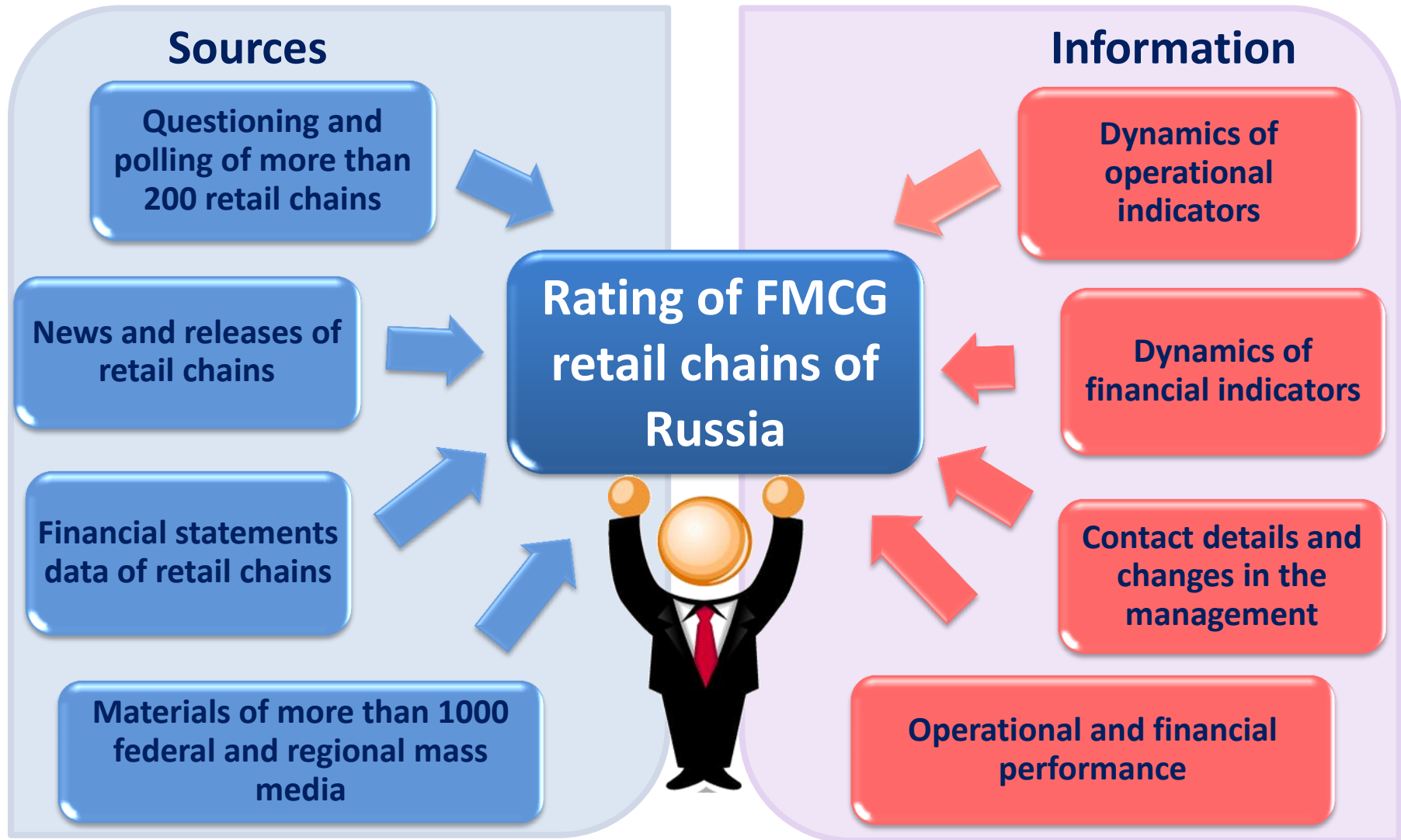


**RUR 20,000**  
7-8th day

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

Subscription for 12 months: RUR  
150,000

Subscription for 12 months: RUR  
120,000





\* 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 200 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**

Consumer incomes and expenses



**Food products prices in Europe**  
**Structure of consumer incomes and expenses**  
**Monetary policy**  
**Households expenses, average ticket**

Consumer expectations and  
confidence

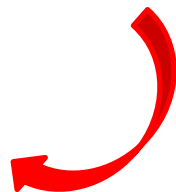


**Consumer confidence index**  
**Consumer evaluation of economic situation in Russia**  
**Evaluation of personal financial situation**

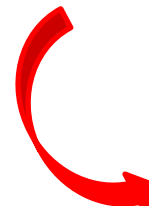


### Key events of retail

Important events for  
FMCG retailers



Case



Activities of INFOLine's  
specialists

# iNFOLine

информационное агентство | information agency



News on retail, food  
industry and agriculture

Latest and analytical  
information on topical  
issues

Events, interviews,  
presentations of INFOLine's  
specialists, new releases in  
retail sector





Contact details, management



Chain development



Performance and forecast



Investment projects



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

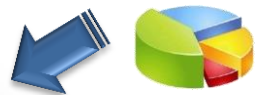


## Data base of 700 FMCG Retail Chains of Russia-2017:

**Expanded version**



**RUR 80,000**  
**July 2017**



Market analysis and  
forecast



**Standard version**



**RUR 60,000**  
**July 2017**



Analysis of formats (modern  
and traditional)\*



Ratings **100 \*** /50 largest  
FMCG chains



Ratings by formats



Rating of specialized chains and  
stores at petrol stations \*



Data of 700 chains and 600  
warehouses



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





### The Database: TOP-100 FMCG retail chains with revenue split by regions

The revenue of TOP-100 FMCG retail chains by regions and formats (large and small) in 2014-2016

The Database TOP-100

Компания	Юридическое название	Формат	Федеральный округ	Выручка от продаж продовольственных товаров без НДС за период, млрд. руб.			Выручка по продаже продовольственных и непродовольственных товаров за период, млрд. руб.			Количество торговых объектов на конец периода, ед.		
				2014	2015	2016	2014	2015	2016	2014	2015	2016
COOP Group	Вельгрос, ООО	гипермар	Волжский	1,15	1,23	1,28	1,53	1,6	1,64	1	1	1
COOP Group	Вельгрос, ООО	гипермар	Москва и МО	6,95	7,67	8,01	9,2	9,96	10,32	4	4	4
COOP Group	Вельгрос, ООО	гипермар	ЦФО	1,5	1,53	1,63	1,99	1,99	2,12	1	1	1
COOP Group	Вельгрос, ООО	гипермар	Южный	2,18	2,43	2,57	2,89	3,16	3,31	2	2	2
COOP Group	Вельгрос, ООО	все форм	все округа	11,78	12,86	13,51	15,61	16,71	17,39	8	8	8
Лектiпiн	Лакмiн, ООО	гипермар	Москва и МО	1,15	1,2	0,4	1,37	1,41	0,48	2	2	0
Лектiпiн	Лакмiн, ООО	магазин	Москва и МО	1,86	1,67	0,92	1,43	1,74	0,96	18	20	0
Лектiпiн	Лакмiн, ООО	все форм	ЦФО	0	0,05	0,01	0	0,06	0,01	0	1	0
Лектiпiн	Лакмiн, ООО	супермар	Москва и МО	2,72	3,07	0,85	3,03	3,42	0,95	8	8	0
Лектiпiн	Лакмiн, ООО	супермар	ЦФО	1,27	1,95	0,54	1,42	2,17	0,6	6	8	0
Лектiпiн	Лакмiн, ООО	все форм	все округа	6,5	7,94	2,72	7,25	8,8	3	34	39	0
ТГ Абсолют	Абсолют, ООО и	гипермар	Сибирь и Дальн	3,05	3,75	6,27	3,38	4,15	6,85	1	3	3
ТГ Абсолют	Абсолют, ООО и	супермар	Сибирь и Дальн	8,35	9,98	10,74	9,12	10,85	11,65	32	37	49
ТГ Абсолют	Абсолют, ООО и	все форм	все округа	11,4	13,73	17,01	12,5	15	18,5	33	40	52
Виг Бокс, Q Виг Бокс, ООО	Виг Бокс, ООО	гипермар	СФО	0	0,4	2,2	0	0,4	2	0	2	2

Brand

Legal name

Management

- Chief executive officer (CEO)
- Chief financial officer (CFO)
- Chief procurement officer (CPO)
- Chief information officer (CIO)
- Chief logistics officer (CLO)
- chief business development officer (CBDO)

Physical address

Phone/Fax

E-mail

Web, Online store

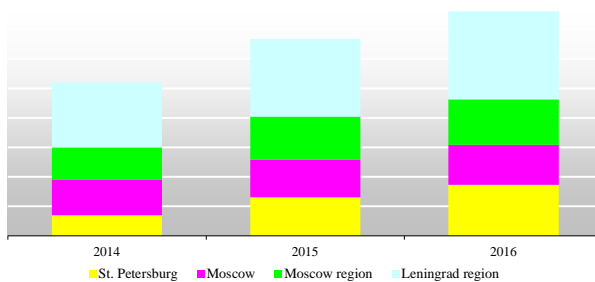
Formats

Number of stores

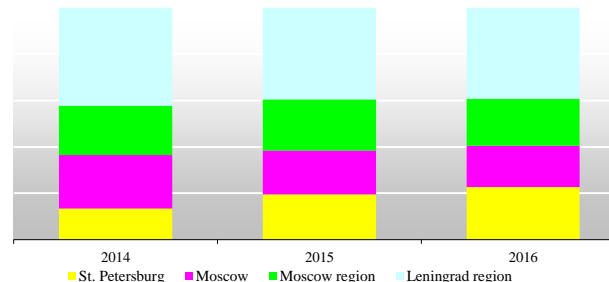
Common selling space

Net revenue of retail chain

The dynamics of revenue



The structure of revenue

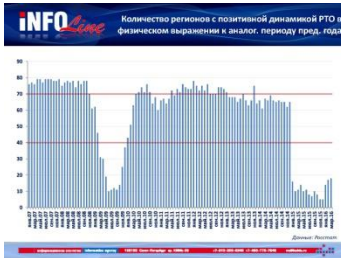


The presentation format: Excel + Power Point

Price: from RUB 100 000



## Individual analytical presentation



The presentation includes analysis and forecast

Macroeconomic indicators of retail trade

TOP FMCG retail chains development

Formats development (hypermarkets, supermarkets, discounters and convenience stores)

Government regulation of retailing

Consumer incomes and expenditures

Consumer expectations and confidence index

The presentation format: **PowerPoint**  
 The presentation language: **Russian, English**  
 The number of slides: **from 60 (quarterly)**  
 Price: **from RUB 100 000**



### Research Food retail and consumer market of Russia. Growth prospects in 2017-2019



- ОСНОВНЫЕ ПОКАЗАТЕЛИ РОЗНИЧНОЙ ТОРГОВЛИ
- КЛЮЧЕВЫЕ СОБЫТИЯ РОЗНИЧНОЙ ТОРГОВЛИ FMCG
- РЕЙТИНГИ КОМПАНИЙ РОЗНИЧНОЙ ТОРГОВЛИ FMCG
- ПРОГНОЗ РАЗВИТИЯ РОЗНИЧНОЙ ТОРГОВЛИ FMCG
- КОНЪЮНКТУРНЫЙ ОПРОС ПОСТАВЩИКОВ FMCG

Date: **July 2017**

The number of pages: **90**

The language of research: **Russian/English**

The presentation format: **PDF**

Price: **RUB 150 000**

To request a short version of the research you can by e-mail [retail@infoline.spb.ru](mailto:retail@infoline.spb.ru) or by phones **+7(812)322-68-48 +7(495)772-76-40**

**The presentation consist analysis and forecast**

Retail and consumer market highlights

Key retail events

FMCG retail highlights

Market survey of top FMCG supplier

TOP-7 FMCG chains

- X5 Retail Group
- Magnit
- Auchan Retail Russia
- DIXY, GC
- Lenta
- METRO Cash&Carry
- OKEY, GK

Market of shopping malls

Food Retail forecasts 2017-2019 per segment





### Research Non-Food retail and consumer market of Russia. Growth prospects in 2017-2019



#### The presentation consist analysis and forecast

Retail and consumer market highlights

Governmental control in retail

Retailer's positions per segment

- DIY&Household and Furniture Retail
- HA&E and mobile devices retail
- Fashion retail
- Baby goods
- Cosmetics and Drogerie retail
- Pharmacy retail
- E-Commerce retail

Non-Food Retail forecasts 2017-2019 per segment

Date: **July 2017**

The number of pages: **87**

The language of research: **Russian/English**

The presentation format: **PDF**

Price: **RUB 150 000**

To request a short version of the research you can by e-mail [retail@infoline.spb.ru](mailto:retail@infoline.spb.ru) or by phones+7(812)322-68-48 +7(495)772-76-40

### Research The market of advertising materials at points of sales (POS). Trends 2017



Date: **June 2017**

The number of pages: **111**

The language of research: **Russian**

The presentation format: **PDF**

Price: **RUB 50 000**

#### The presentation consist analysis and forecast

Dynamics and forecast of POSM market in  
Russia

POSM market segmentation

Methods of POSM supplier selection

Evaluation of the POSM efficiency

Analysis of POSM market development  
tendencies

Retail trade in Russia: condition and  
forecast



### Geoatlas «FMCG and DIY Shopping Centers and Hypermarkets»

#### Moscow

WWW.INFOLINE.SPB.RU WWW.ADVIS.RU WWW.ALLINVEST.RU

ГЕОАТЛАС

**ТОРГОВЫЕ ЦЕНТРЫ И ГИПЕРМАРКЕТЫ FMCG И DIY МОСКВЫ И МОСКОВСКОЙ ОБЛАСТИ**

Итоги 2015 года.  
Прогноз на 2016-2017 года.

- Макроэкономические показатели
- Характеристика основных показателей рынка торговых центров
- Карты-схемы действующих и строящихся торговых и торгово-развлекательных центров
- Обзор ситуации на рынке гипермаркетов FMCG и DIY
- Карты-схемы действующих гипермаркетов FMCG и DIY
- География потребителей
- Картограмма по обеспеченности торговыми центрами

**RUB 40 000**

иnfo line  
information agency

Geointellect.com  
Геоинформационная система аналитика

#### St. Petersburg

WWW.INFOLINE.SPB.RU WWW.ADVIS.RU WWW.ALLINVEST.RU

ГЕОАТЛАС

**ТОРГОВЫЕ ЦЕНТРЫ И ГИПЕРМАРКЕТЫ FMCG И DIY САНКТ-ПЕТЕРБУРГА И ЛЕНИНГРАДСКОЙ ОБЛАСТИ**

Итоги 2015 года.  
Прогноз на 2016-2017 года.

- Макроэкономические показатели
- Характеристика основных показателей рынка торговых центров
- Карты-схемы действующих и строящихся торговых и торгово-развлекательных центров
- Обзор ситуации на рынке гипермаркетов FMCG и DIY
- Карты-схемы действующих гипермаркетов FMCG и DIY
- География потребителей
- Картограмма по обеспеченности торговыми центрами

**RUB 30 000**

иnfo line  
information agency





### Thematic News



#### News sector: "Retail trade"

- Retail trade of the RF
- Retail trade for home, garden and DIY trade chains of the RF
- Perfumery and cosmetics markets, hygienic, household goods and household chemicals Russia and the world
- Retail trade of pharmaceuticals and the pharmacy chains of the RF

#### News sector "Food industry"

- The food industry market
- News of food industry (meat, dairy, oil and fat, confectionery, etc.)

The service is carried out daily monitoring of more than 5,000 mass media, Federal and regional authorities, as well as news from thousands of Russian companies.  
**Periodicity – 1 time per day to 1 time in a month!**

\*This list of "Thematic news" are incompletely



# Any questions?



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

The full version of the Rating you can purchase  
at our online store [www.infoline.spb.ru](http://www.infoline.spb.ru),  
or order by calling +7 495 772-7640, +7 812 322-6848  
or send an email to [mail@infoline.spb.ru](mailto:mail@infoline.spb.ru)

To obtain demo-versions and presentations of Research Reports and if you  
have any questions, please contact us by phone, +7 (812) 322 68 48, +7  
(495) 772 76 40 and by e-mail [retail@infoline.spb.ru](mailto:retail@infoline.spb.ru)

