

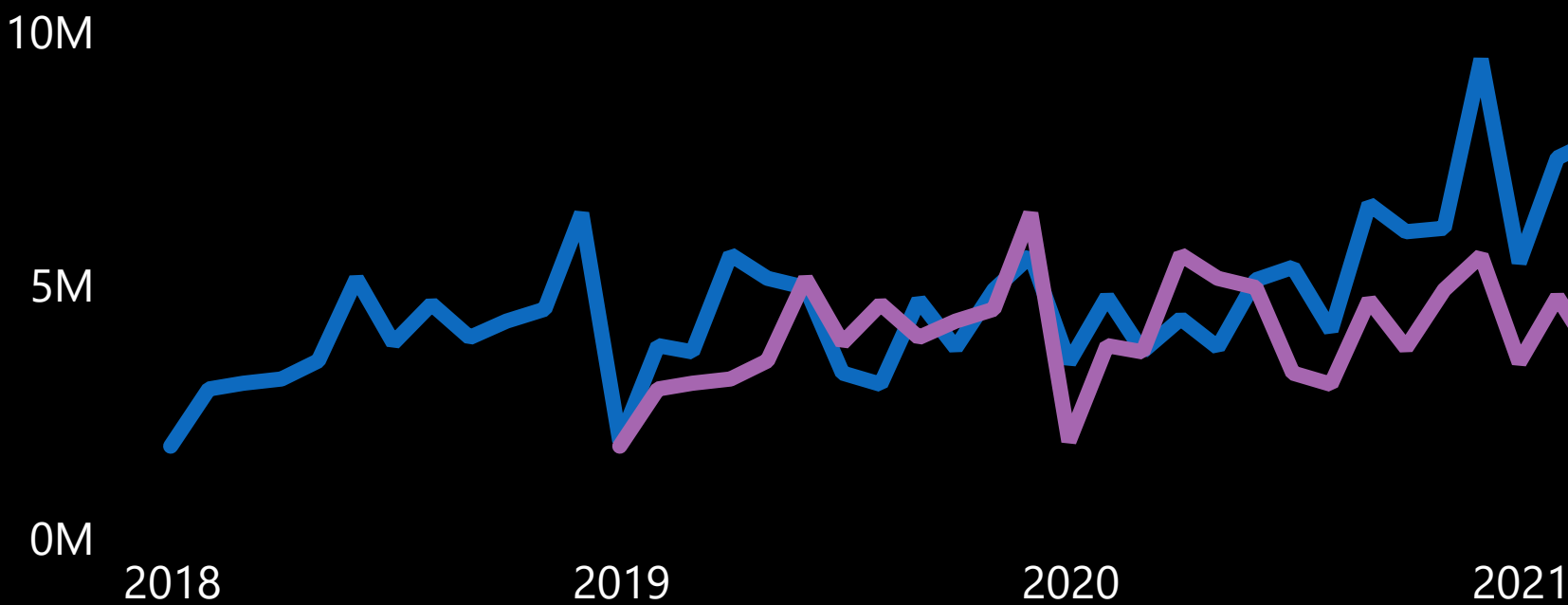
# SPARE PARTS SALES REPORT

1/1/2018



## REVENUE ACTUAL AND PAST YEAR, M RUB

Revenue ACT Revenue PY



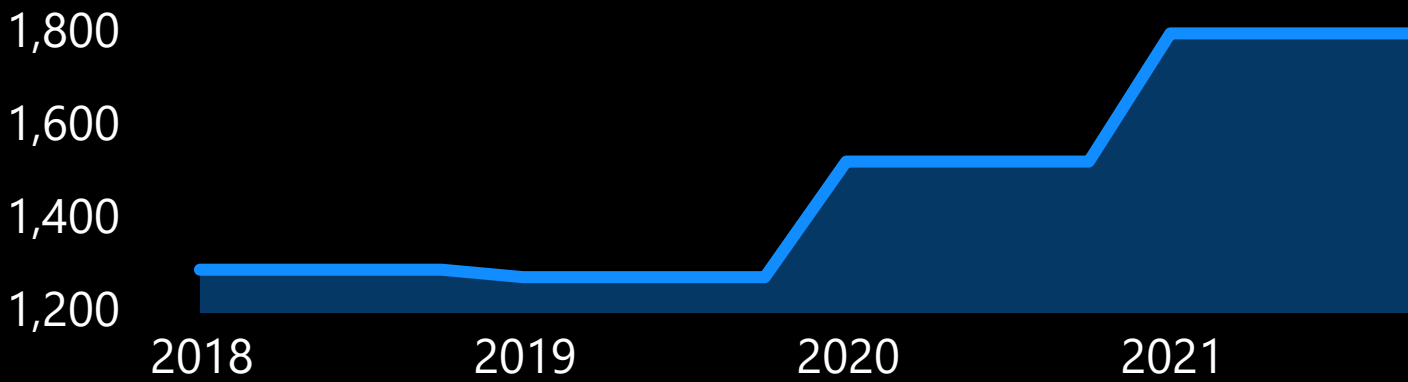
## SALES PLAN ACHIEVMENT

10,628,885

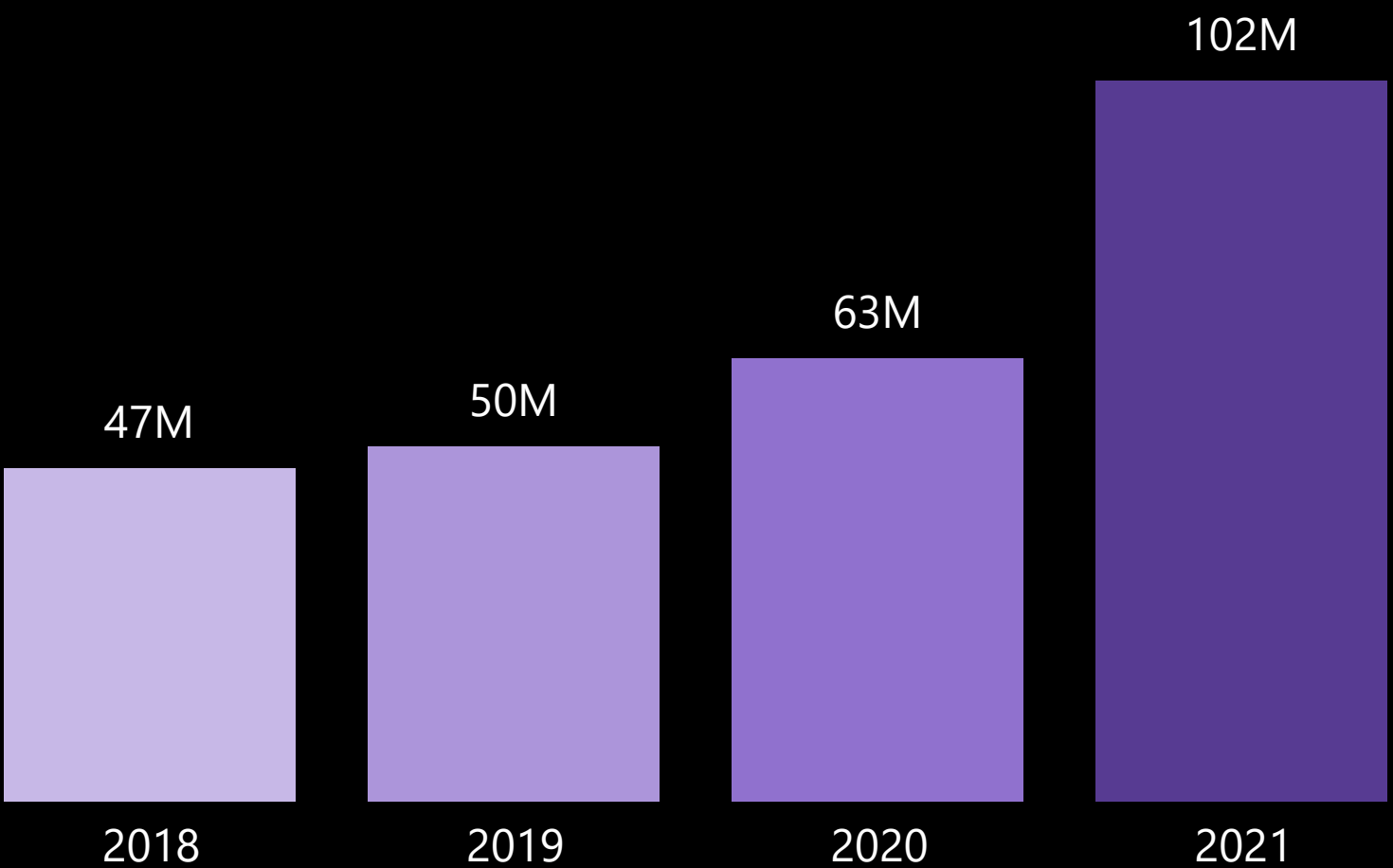
PLAN: 9,464,942 (+12.3%)



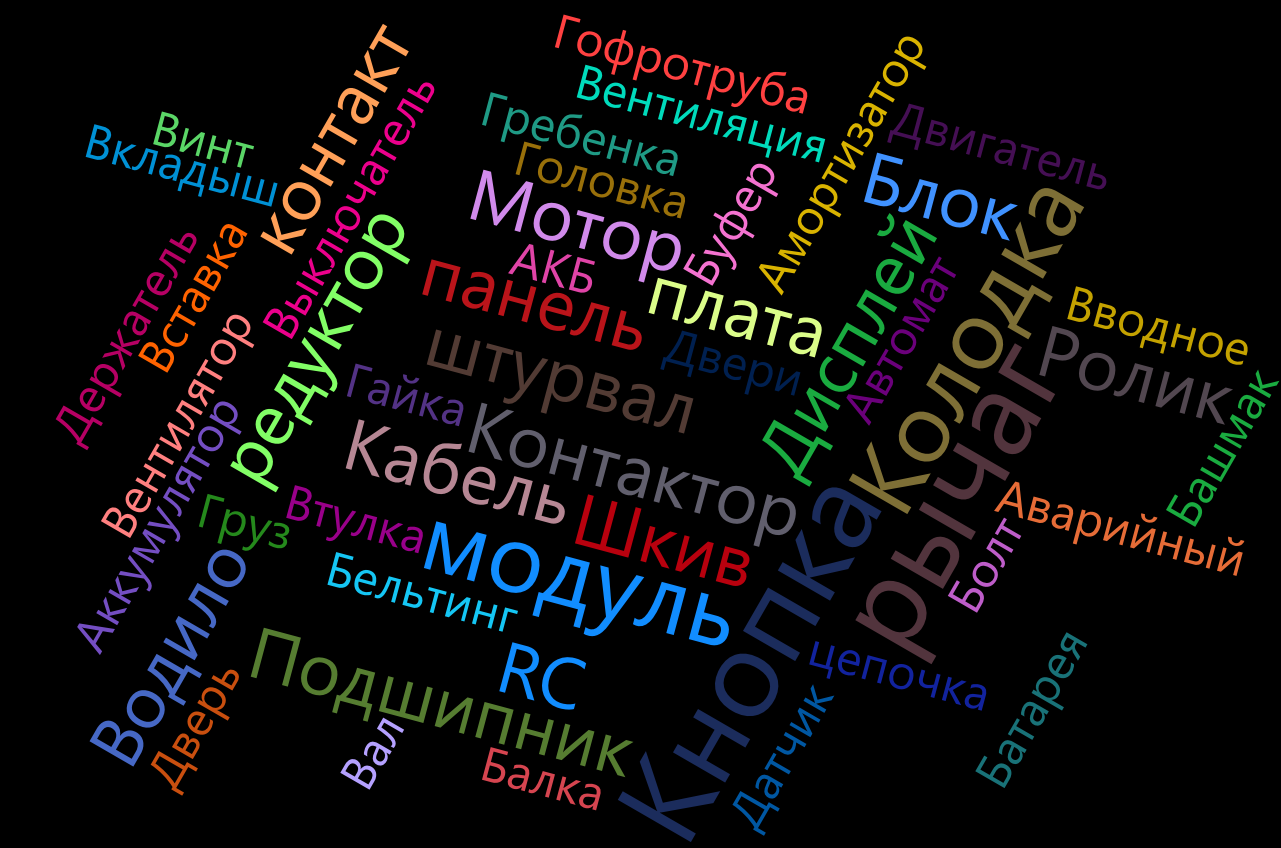
## ASSORTMENT DYNAMICS



## REVENUE ACTUAL BY YEAR, M RUB



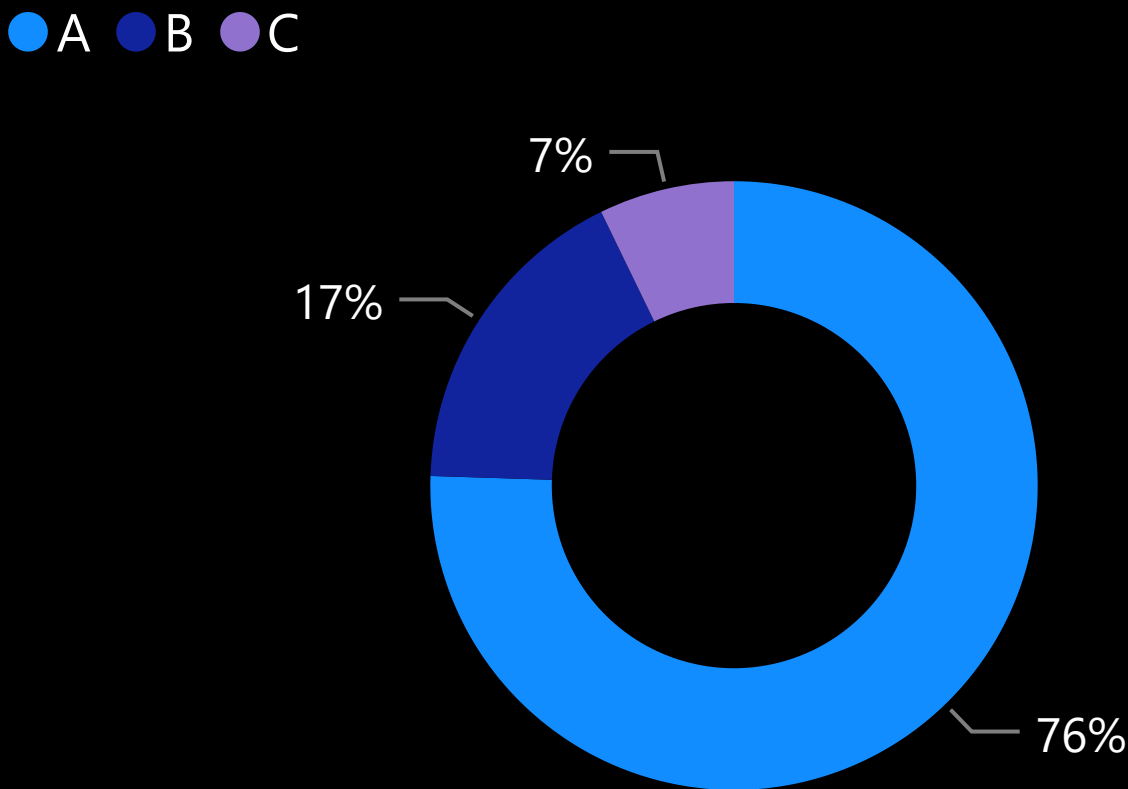
## PRODUCT GROUPS



## REVENUE BY PRODUCT GROUPS, %

Product group	ABC group	Revenue ACT	Revenue PY	Revenue PY%
Канат	A	39.7M	25.9M	↑ 53%
Редуктор	A	33.5M	17.1M	↑ 95%
Шкив	A	23.6M	15.0M	↑ 57%
Плата	A	16.8M	10.8M	↑ 55%
Устройство	A	14.4M	8.6M	↑ 67%
Электродвигатель	A	13.4M	7.1M	↑ 90%
Ограничитель	A	9.6M	5.0M	↑ 93%
Блок	A	7.6M	4.2M	↑ 81%
Пускатель	A	6.1M	3.7M	↑ 64%
Кнопка	A	5.6M	3.2M	↑ 72%
Выключатель	A	5.3M	3.4M	↑ 59%
Преобразователь	A	4.8M	2.6M	↑ 87%
Частотный	A	4.1M	2.8M	↑ 49%
Ремень	B	3.5M	2.9M	↑ 21%

## REVENUE BY PRODUCT CATEGORY, %



## QUANTITY OF PRODUCT CATEGORY, %

