

SCORING DEALER NETWORK Decembre 2012

COUNTRY

RUSSIE

DEALER	CODE	LOCATION	SALES PERFORMANCE			SPARE PARTS PERFORMANCE			FINANCIAL PERFORMANCE		CUSTOMER SATISFACTION						INFRASTRUCTURE		SCORING 360°	
			TARGET REALISATION %	QUARTILE	SCORE	TARGET REALISATION %	QUARTILE	SCORE	BPF	SCORE	VN	QUARTILE	SCORE	APV	QUARTILE	SCORE	BLUE BOX	SCORE		
Patriot Avto	4000	Novosibirsk	104%	1	5	118%	1	5	1	2	91%	1	4	93%	1	4	1	3	23	1
Avtopremium P	7100	Tver	105%	1	5	160%	1	5	1	2	100%	1	4	90%	1	4	1	3	23	1
Motoravto	6400	Kirov	105%	1	5	127%	1	5	1	2	100%	1	4	82%	2	3	1	3	22	1
Ar-Kom	6000	Toula	107%	1	5	131%	1	5	1	2	87%	1	4	84%	2	3	1	3	22	1
Uley Avto Center	6800	Tambov	107%	1	5	130%	1	5	1	2	100%	1	4	73%	3	2	1	3	21	1
Medved	4600	Krasnoyarsk	98%	1	5	111%	2	3	1	2	97%	1	4	93%	1	4	1	3	21	1
AVES-K	6700	Kaluga	100%	1	5	115%	2	3	1	2	100%	1	4	93%	1	4	1	3	21	1
Tan-Avto	3200	Oufa	100%	1	5	105%	2	3	1	2	100%	1	4	87%	1	4	1	3	21	1
Nezavisimost	1090	Moscou	97%	1	5	111%	2	3	1	2	97%	1	4	93%	1	4	1	3	21	1
Bars	4100	Omsk	107%	1	5	144%	1	5	0	0	87%	1	4	85%	2	3	1	3	20	1
AvtoFrance	1040	Moscou	105%	1	5	92%	3	2	1	2	97%	1	4	87%	1	4	1	3	20	1
Gorst Motors	3210	Sterlitamak	106%	1	5	102%	2	3	1	2	96%	1	4	80%	2	3	1	3	20	1
PATRIOT Auto-Kar	4010	Novosibirsk	88%	2	3	105%	2	3	1	2	95%	1	4	90%	1	4	1	3	19	1
Yug-Avto	3100	Krasnodar	101%	1	5	86%	3	2	1	2	93%	1	4	80%	2	3	1	3	19	1
Sura-Motors	6900	Penza	97%	1	5	153%	1	5	1	2	81%	2	3	90%	1	4	0	0	19	1
Envi Motors	1300	Moscou	91%	2	3	112%	2	3	1	2	97%	1	4	83%	2	3	1	3	18	1
Major	1100	Moscou	95%	2	3	96%	3	2	1	2	100%	1	4	90%	1	4	1	3	18	1
Avtoliga	3500	N. Novgorod	95%	2	3	95%	3	2	1	2	97%	1	4	88%	1	4	1	3	18	1
Arkont	4710	Volgograd	85%	2	3	111%	2	3	1	2	97%	1	4	81%	2	3	1	3	18	1
Avto Premium	2020	St-Petersburg	92%	2	3	87%	3	2	1	2	97%	1	4	90%	1	4	1	3	18	1
Severnny lev	6200	Murmansk	108%	1	5	145%	1	5	1	2	75%	3	2	65%	4	0	1	3	17	2
Avrora	1070	Moscou	78%	3	2	92%	3	2	1	2	97%	1	4	87%	1	4	1	3	17	2
EvroAvtoFrance	7200	Tomsk	77%	3	2	230%	1	5	0	0	92%	1	4	85%	2	3	1	3	17	2
MAvto	6300	Vladimir	89%	2	3	119%	1	5	1	2	81%	2	3	69%	4	0	1	3	16	2
AVES	1050	Moscou	97%	1	5	77%	4	0	1	2	82%	2	3	82%	2	3	1	3	16	2
Bretagne	1060	Moscou	80%	3	2	106%	2	3	1	2	90%	1	4	73%	3	2	1	3	16	2
OuralFranceAvto	3000	Ekaterinbourg	113%	1	5	95%	3	2	0	0	100%	1	4	74%	3	2	1	3	16	2
AvtoConsul	5500	Yaroslavl	110%	1	5	96%	3	2	1	2	87%	1	4	67%	4	0	1	3	16	2
Aliance	6500	Oryol	88%	2	3	96%	3	2	1	2	90%	1	4	73%	3	2	1	3	16	2
Marseille Avto	6100	Irkoutsk	92%	2	3	117%	2	3	1	2	93%	1	4	68%	4	0	1	3	15	2
Alfa Concept	1200	Moscou	95%	2	3	111%	2	3	1	2	87%	1	4	70%	4	0	1	3	15	2
Orbita	3300	Rostov	84%	3	2	104%	2	3	0	0	87%	1	4	80%	2	3	1	3	15	2
Alfa-Garant	3900	Perm	81%	3	2	82%	4	0	1	2	90%	1	4	100%	1	4	1	3	15	2
Samara Ug	3820	Samara	90%	2	3	75%	4	0	1	2	91%	1	4	83%	2	3	1	3	15	2
Le Man	4800	Ryazan	89%	2	3	103%	2	3	1	2	86%	2	3	87%	1	4	0	0	15	2
Passage Auto	3600	Kazan	67%	4	0	107%	2	3	1	2	100%	1	4	73%	3	2	1	3	14	2
Samara	3800	Samara	83%	3	2	84%	3	2	1	2	92%	1	4	72%	4	0	1	3	13	3
Luara	4300	Orenbourg	80%	3	2	80%	4	0	1	2	87%	1	4	78%	3	2	1	3	13	3
Sotis	3810	Toljaty	92%	2	3	68%	4	0	1	2	82%	2	3	73%	3	2	1	3	13	3
Konkord	2000	St-Petersburg	94%	2	3	80%	4	0	1	2	100%	1	4	68%	4	0	1	3	12	3
Modus LP	7000	Lipetsk	82%	3	2	176%	1	5	1	2	67%	4	0		0	0	1	3	12	3
Alliance Advantage	5300	Petrozavodsk	76%	3	2	74%	4	0	1	2	77%	3	2	82%	2	3	1	3	12	3
Avto-M	5610	V.Novgorod	93%	2	3	117%	2	3	1	2	89%	1	4		0	0	0	0	12	3
Avtograd Market	3410	Tyumen	78%	3	2	107%	2	3	1	2	71%	4	0		3	2	1	3	12	3
NEP	3010	Ekaterinbourg	87%	2	3	56%	4	0	1	2	97%	1	4	85%	2	3	0	0	12	3
Leonar Avto	3710	Chelyabinsk	79%	3	2	77%	4	0	1	2	87%	1	4	73%	4	0	1	3	11	3
T - Motors	3720	Magnitogorsk	65%	4	0	89%	3	2	0	0	92%	1	4	73%	3	2	1	3	11	3
Rona	4400	Saratov	67%	4	0	94%	3	2	1	2	74%	3	2	78%	3	2	1	3	11	3
Belfort	7300	Podolsk	53%	4	0	186%	1	5	1	2	91%	1	4		0	0	0	0	11	3
Estime Motors	4200	Novokuznetsk	85%	2	3	96%	3	2	0	0	56%	4	0	81%	2	3	1	3	11	3
Vitess	4900	Voronej	69%	4	0	76%	4	0	1	2	97%	1	4	73%	3	2	1	3	11	3
Prosper Auto	7400	Syktvkar	92%	2	3	136%	1	5	0	0	84%	2	3		0	0	0	0	11	3
Proekt Zapad	5400	Ivanovo	68%	4	0	134%	1	5	1	2	92%	1	4		0	0	0	0	11	3
Avtoland+	5200	Belgorod	69%	4	0	86%	3	2	1	2	85%	2	3	70%	4	0	1	3	10	3
Altess	5700	Koursk	71%	4	0	92%	3	2	1	2	87%	1	4	79%	3	2	0	0	10	3
Bars Auto	3630	Kazan	73%	3	2	61%	4	0	1	2	83%	2	3		0	0	1	3	10	3
Motom Avto	5000	Ulyanovsk	56%	4	0	78%	4	0	1	2	91%	1	4	82%	2	3	0	0	9	4
Avtoreal	4210	Kemerovo	56%	4	0	127%	1	5	0	0	69%	4	0	60%	4	0	1	3	8	4
Avenue Avto	7500	Bryansk	82%	3	2	107%	2	3	0	0	59%	4	0		0	0	1	3	8	4
Avtograd Leon	3420	Surgut	66%	4	0	120%	1	5	0	0	68%	4	0	53%	4	0	1	3	8	4
AlfaCar	4520	Stavropol	73%	3	2	102%	3	2	0	0	97%	1	4	70%	4	0	0	0	8	4
Alarm-motors BUTIK	2040	St-Petersburg	0%	4	0	249%	1	5	0	0			0		0	0	1	3	8	4
Lion	1020	Moscou	78%	3	2	69%	4	0	0	0	77%	3	2	57%	4	0	1	3	7	4
Komos	5100	Ijevsk	70%	4	0	83%	3	2	0	0	72%	4	0	75%	3	2	1	3	7	4