

PO1\_Jul

**Prepare: Mamedov.S**

**Product category**

Russia	Export
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**Entity**

Russia	Export
<div></div>	<div></div>

**Coeff for RC**

Russia	Export
<div></div>	<div></div>

**Region**

Russia	Export
<div></div>	<div></div>

**Liquid\_Solid**

Russia	Export
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**CIS\_ICO**

Russia	Export
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## CDDR Russia (excp ZV..)

Total Revenue	Total KG	Total 80Z	RawCase	Total On inv
26 496 769 416	173 621 672,06	50 197 267,70	20 472 840	11 400 782 849
ZRH (returns)	Liquid KG	Solid 80Z		
-1 945 809	162 928 297,12	21 887 229,22		
Revenue to HFM	Solid KG to HFM	Liquid 80Z check HFM	RawCase to HFM	
<b>26 498 715 226</b>	<b>10 693 374,95</b>	<b>28 310 038,48</b>	<b>20 472 840</b>	

## CDDR Export (excp ZV..)

Total Revenue	Total KG	Total 80Z	RawCase	Total On inv
1 691 619 987	10 058 397	3 250 275	59 876	155 566 086
ICO Revenue	ICO KG	ICO 80Z		
1 320 524 813	8 567 838	2 769 010		
ZRH (returns)	Liquid CIS KG	Solid CIS 80Z		
(Blank)	782 797	367 245		
Revenue to HFM	Solid CIS KG to HFM	Liquid CIS 80Z check HFM	RawCase to HFM	
<b>371 095 174</b>	<b>707 761</b>	<b>114 020</b>	<b>59 876</b>	

## Total for Upload to HFM

<b>26 869 810 400</b>	<b>11 401 136</b>	<b>28 424 059</b>	<b>20 532 716</b>
Total Rev	Total KG	Total 80Z	Total RC

HFM_Entity ▲	Gross Revenue	Fagl rev	Diff rev russ
6062RusCo	16 114 167 052	-16 114 153 651	13 400
6093RusJb2		-1 228 802	-1 228 802
6096RusCo	2 585 019 051	-2 585 019 051	0
6097RusFd	7 684 277 516	-7 685 461 506	-1 183 990
6119RusDy	114 757 001	-114 010 407	746 594
6119RusFd2	494 605	-12 397	482 208
<b>Total</b>	<b>26 498 715 226</b>	<b>-26 499 885 816</b>	<b>-1 170 590</b>

HFM_Entity ▲	On-invoice	Fagl on-inv	Diff on-inv
6062RusCo	8 148 955 212	8 148 595 558	359 654
6093RusJb2		549 374	-549 374
6096RusCo	951 955 236	951 818 662	136 574
6097RusFd	2 247 725 091	2 247 918 136	-193 044
6119RusDy	52 334 802	52 099 136	235 666
6119RusFd2	316 610	2 903	313 708
<b>Total</b>	<b>11 401 286 952</b>	<b>11 400 983 768</b>	<b>303 184</b>

ZRH+ZV.. returns	Fagl returns	Diff ret
<b>-2 281 347</b>	<b>2 283 922</b>	<b>2 575</b>

MBП	Gross Revenue	Fagl rev	Diff rev russ
RU02080000	759 792 199	-760 374 967	-582 768
RU02090000	990 560 301	-991 161 524	-601 222
RU13020000		13 400	13 400
<b>Total</b>	<b>1 750 352 500</b>	<b>-1 751 523 090</b>	<b>-1 170 590</b>

Category	Sum 8oz	Sum KG	Returns 8OZ	Returns KG	NET 8OZ	NET KG	Gross Revenue	On-invoice	Net revenue
Baby food	793					793	494 605	316 610	177 995
Dairy	160 601				160 601		114 757 001	52 334 802	62 422 199
Drinks and Beverages	23 778 638		-1 746		23 776 893		16 114 167 052	8 148 955 212	7 965 211 840
Juices	4 373 147		-602		4 372 545		2 585 019 051	951 955 236	1 633 063 815
Snack	10 694 334			-1 752		10 692 582	7 684 277 516	2 247 725 091	5 436 552 424
Total	28 312 386	10 695 127	-2 348	-1 752	28 310 038	10 693 375	26 498 715 226	11 401 286 952	15 097 428 274

BFLIQ	16 656
Dairy	78 925
Total	95 581

### Dairy KG

Dairy	916 225,16
Total	916 225,16

### Juice KG

MODERN DAIRY AND CHI	6 521,50
Total	6 521,50

## Revenue

HFM_Entity	Total Rev
6062RusCo	16 114 167 052
6096RusCo	2 585 019 051
6097RusFd	7 684 277 516
6103ArmFd	70 325 804
6103CauJb	19 910 323
6103RusCo	2 715 739
6104CenAsFd	79 470 334
6104CenAsJb	7 150 054
6104OthExpJb	4 848 573
6119RusDy	114 757 001
6119RusFd2	494 605
6184UzbFd	186 674 348
Total	26 869 810 400

## KG

Region	Total KG
Armenia_Region	131 317
Mongolia_Region	89 495
Moscow_region	10 693 375
Tajikistan_Region	62 628
Uzbekistan_Region	424 321
Total	11 401 136

## 80Z

Region	Total 80Z
Armenia_Region	62 403
China_Region	25 319
Mongolia_Region	26 299
Moscow_region	28 310 038
Total	28 424 059

## RawCase

Region	Total RC
Armenia_Region	34 309
China_Region	12 611
Mongolia_Region	12 956
Moscow_region	20 472 840
Tajikistan_Region	0
Uzbekistan_Region	0
Total	20 532 716

Lipton Revenue

2 872 899 200,69

Lipton 80Z

4 869 540,93

Region	Gross revenue	8oz
<div>[-]</div>	16 547 793,60	57 814,68
<div>[+]</div> ICO	16 547 793,60	57 814,68
<div>[-]</div> Armenia_Region	1 124 626,09	3 195,43
<div>[+]</div> CIS	1 124 626,09	3 195,43
<div>[-]</div> Moscow_Region	2 855 226 781,00	4 808 530,82
<div>[+]</div> CIS	2 855 226 781,00	4 808 530,82
Total	2 872 899 200,69	4 869 540,93

Group Country	CSDs & Other		Gatorade		Juices		Lipton		Total	
	Jul	YTD	Jul	YTD	Jul	YTD	Jul	YTD	Jul	YTD
Armenia	2 658	16 108					3 195	16 032	5 853	32 140
Belarus	17 022	383 861					19 148	238 848	36 170	622 709
Kyrgyzstan	0	883							0	883
Mongolia	0	47 955							0	47 955
Russia	19 124 998	133 866 724	1 297	39 900	1 079	9 843	4 808 531	26 409 211	23 935 905	160 325 678
Tajikistan	0	60 826					0	8 342	0	69 168
Total	19 144 678	134 376 357	1 297	39 900	1 079	9 843	4 830 874	26 672 433	23 977 928	161 098 533



Sales Group, Current	Drinks and Beverages	Juices	Snack	Total
⊞ Alco Group	1 665 654 393	193 163 444	1 120 164 149	2 978 981 986
⊞ Away From Home	2 573 283 512	182 219 885	79 696 954	2 835 200 351
⊞ Discounters	514 924 842	96 337 245	211 616 299	822 878 386
⊞ Distributor	2 093 320 366	464 866 069	1 586 894 615	4 145 081 050
⊞ E-Commerce	201 805 788	43 065 621	103 094 693	347 966 102
⊞ Lenta	299 495 919	69 218 073	180 991 688	549 705 680
⊞ Other Regional OT	655 357 082	131 266 170	359 321 756	1 145 945 008
⊞ Tander	2 596 122 737	486 795 565	1 394 846 432	4 477 764 733
⊞ TOP Organized Trade	1 628 111 652	248 244 775	728 748 857	2 605 105 284
⊞ Traditional Trade	551 373 056	77 115 016	367 807 013	996 295 086
⊞ Wholesaler	600 245 729	33 783 493	345 619 578	979 648 800
⊞ X5 Retail	2 734 471 976	558 943 695	1 205 475 481	4 498 891 153
Total	16 114 167 052	2 585 019 051	7 684 277 516	26 383 463 619