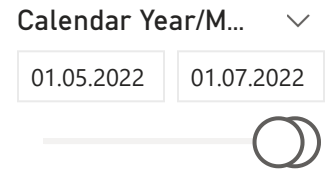
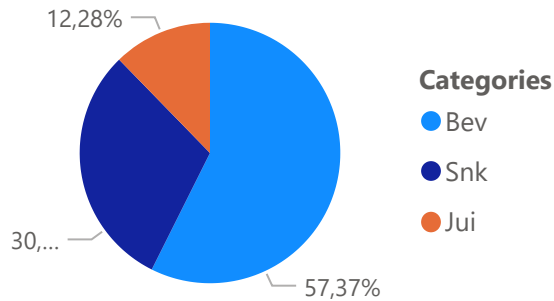


Gross Revenue, RUB by Categories



Channels	Average of Turnover	DII	Gross Revenue, RUB	Returns	Return Rate	ElIT	Reserve
OT	77,61	7,64	48,12bn	4,26M	0,03%	4,44bn	1,54M
Distr/WS	27,46	16,11	17,28bn	0,18M	0,00%	2,75bn	0,05M
AFH	12,49	31,82	7,33bn	0,36M	0,00%	2,89bn	0,13M
TT	17,97	23,03	2,72bn	0,12M	0,01%	0,76bn	0,04M
Total	30,75	14,71	75,44bn	4,92M	0,01%	12,93bn	1,72M

25,15bn

Av GR

0,01%

Return Rate

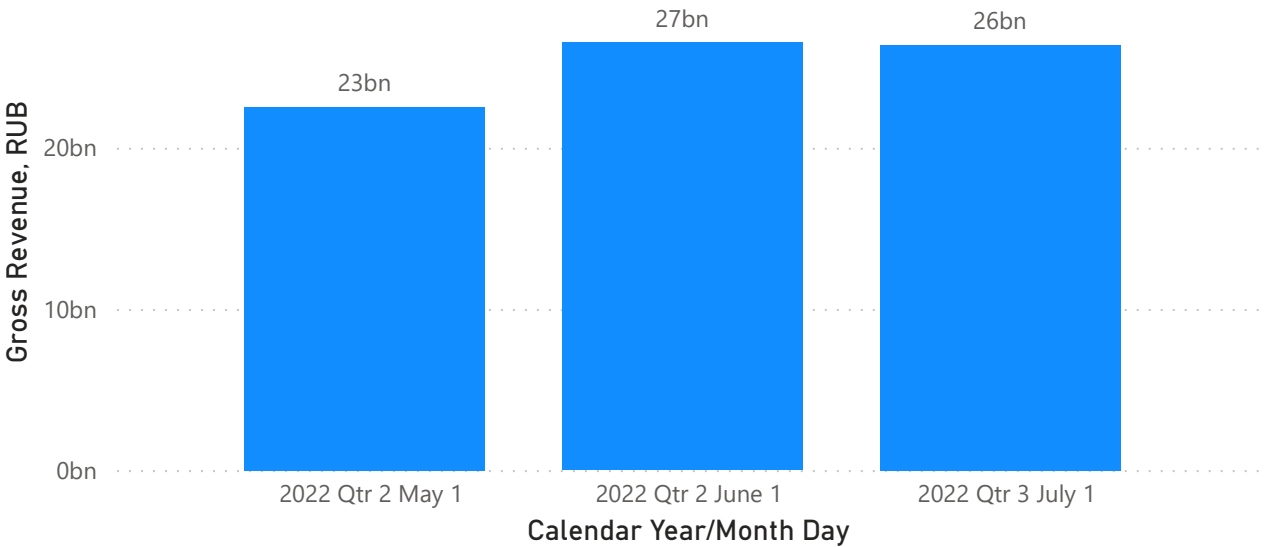
12,33bn

Av ElIT

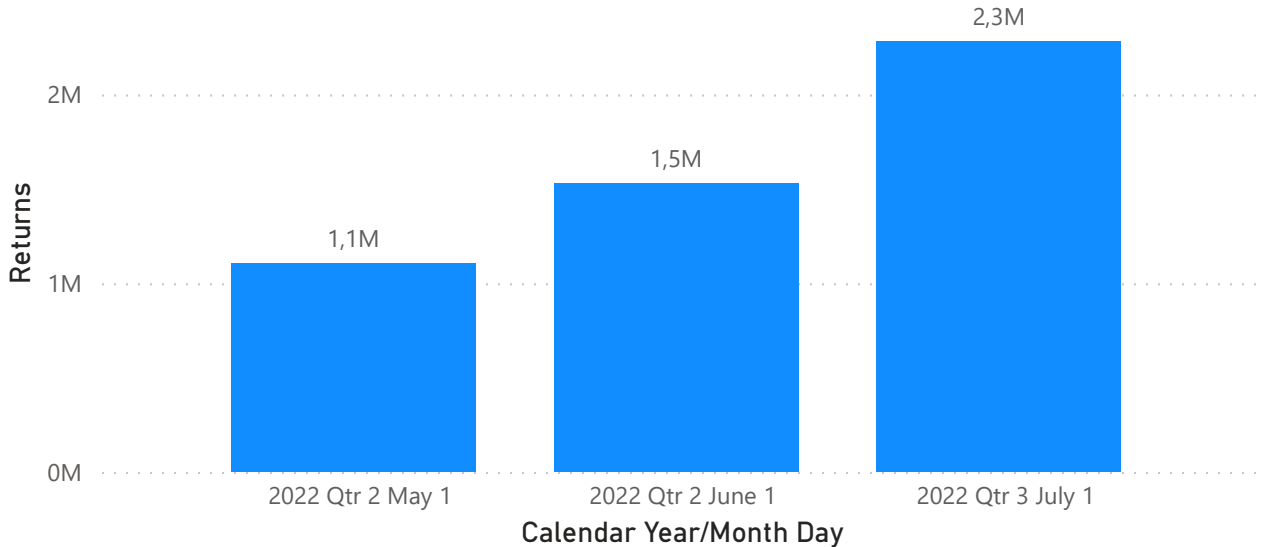
1,64M

Av Returns

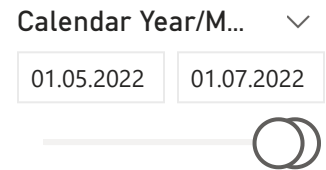
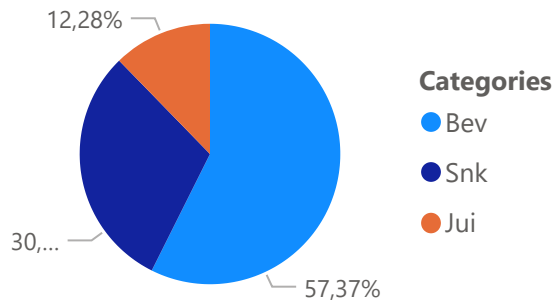
Gross Revenue, RUB



Returns, RUB



Gross Revenue, RUB by Categories



Channels	Average of Turnover	DII	Gross Revenue, RUB	Returns_other	Return_other Rate	ElIT	Reserve_other
OT	77,61	7,64	48,12bn	3,73M	0,03%	4,44bn	1,35M
Distr/WS	27,46	16,11	17,28bn	2,40M	0,03%	2,75bn	0,71M
AFH	12,49	31,82	7,33bn	2,05M	0,03%	2,89bn	0,76M
TT	17,97	23,03	2,72bn	0,08M	0,00%	0,76bn	0,03M
Total	30,75	14,71	75,44bn	8,26M	0,02%	12,93bn	2,89M

25,15bn

Av GR

0,02%

Return\_other Rate

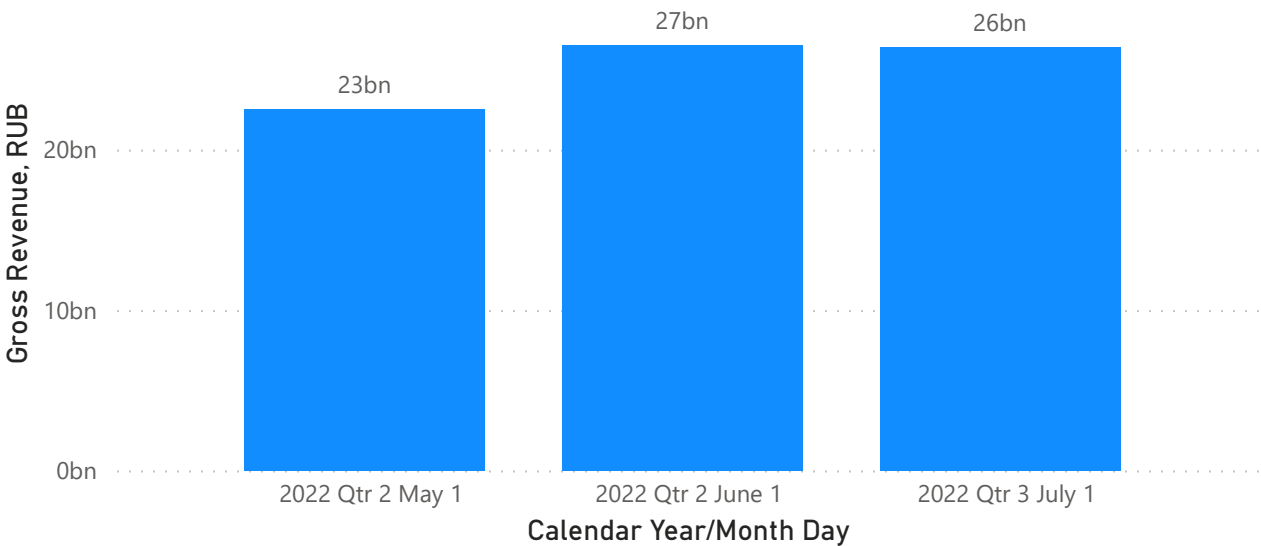
12,33bn

Av ElIT

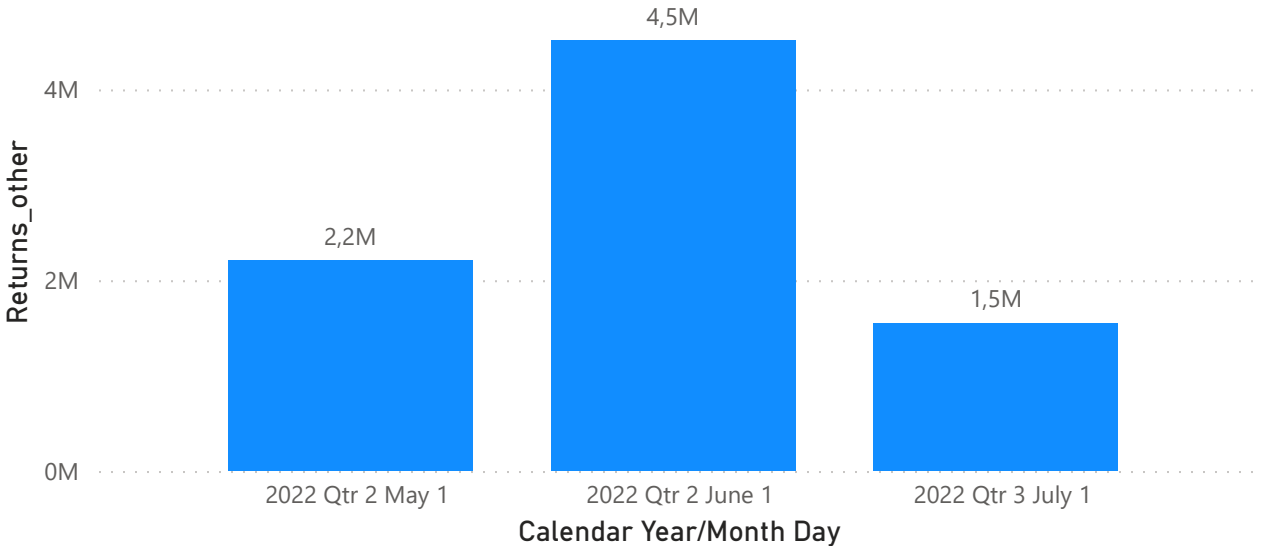
2,75M

Av Returns\_other

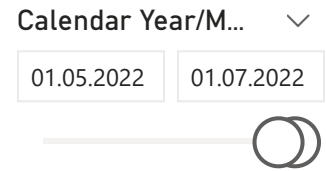
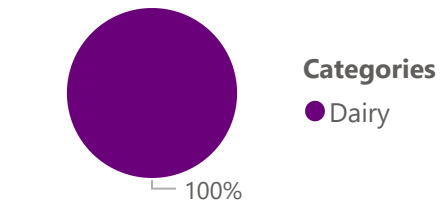
Gross Revenue, RUB



Returns, RUB



Gross Revenue, RUB by Categories



Channels	Average of Turnover (Dairy)	DII (Dairy)	Gross Revenue, RUB	Returns	Return Rate	ElIT Dairy	Reserve Dairy
AFH	72,00	5,00	1,41bn	0,02M	0,01%	0,08bn	0,01M
Distr/WS	36,00	10,00	4,02bn	0,05M	0,00%	0,47bn	0,02M
OT	72,00	5,00	25,90bn	5,73M	0,13%	1,46bn	1,94M
TT	72,00	5,00	1,02bn			0,05bn	
Total	63,00	6,25	32,35bn	5,80M	0,09%	2,29bn	1,97M

40K  
Kungur Reserve

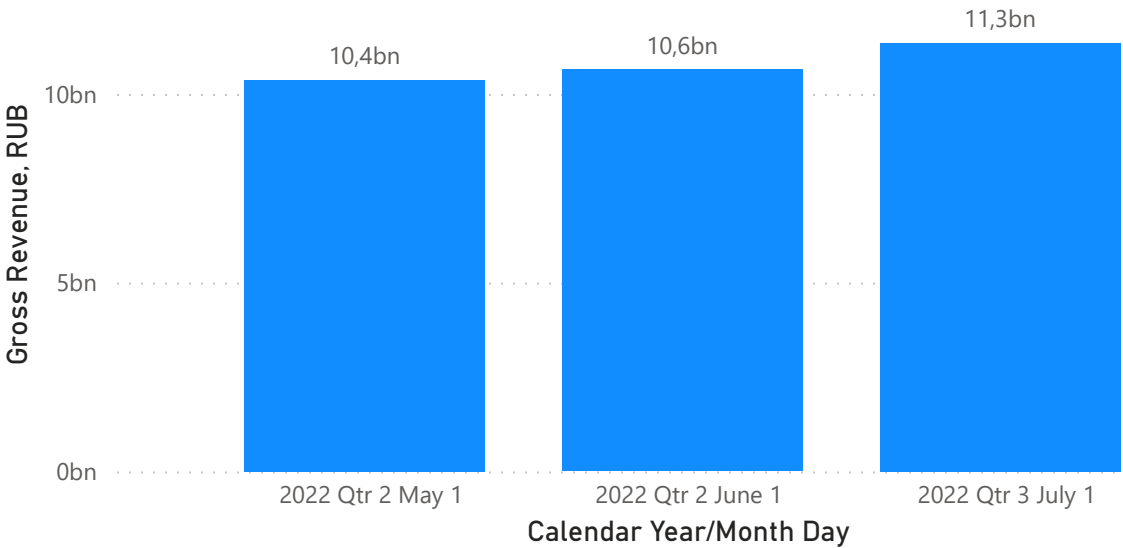
10,78bn  
Av GR

0,09%  
Return Rate Dairy

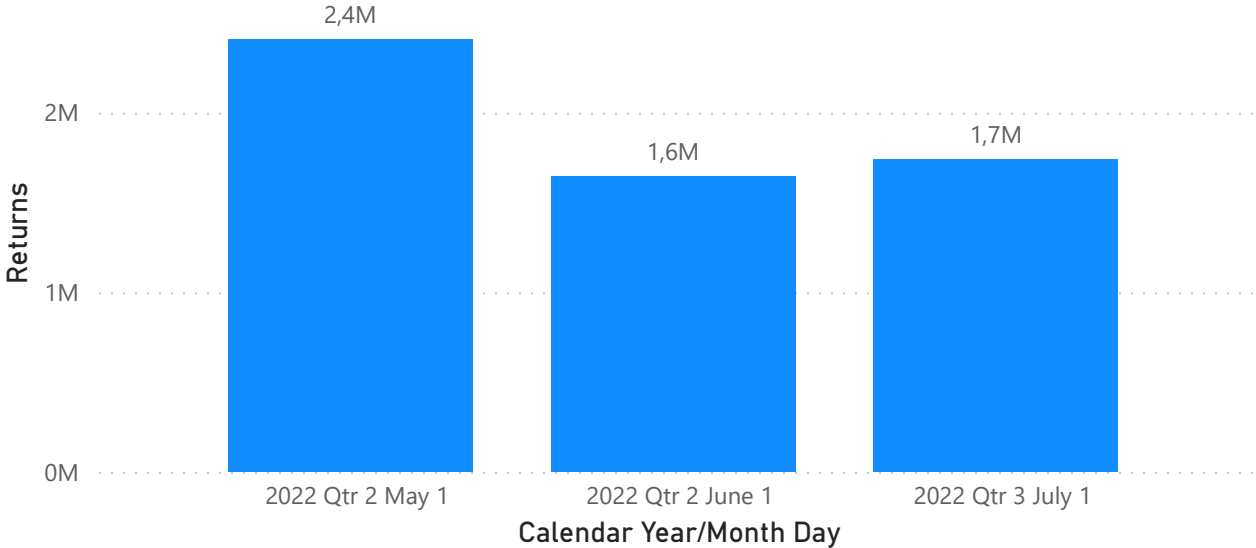
2,25bn  
Av ElIT Dairy

1,93M  
Av Returns

Gross Revenue, RUB

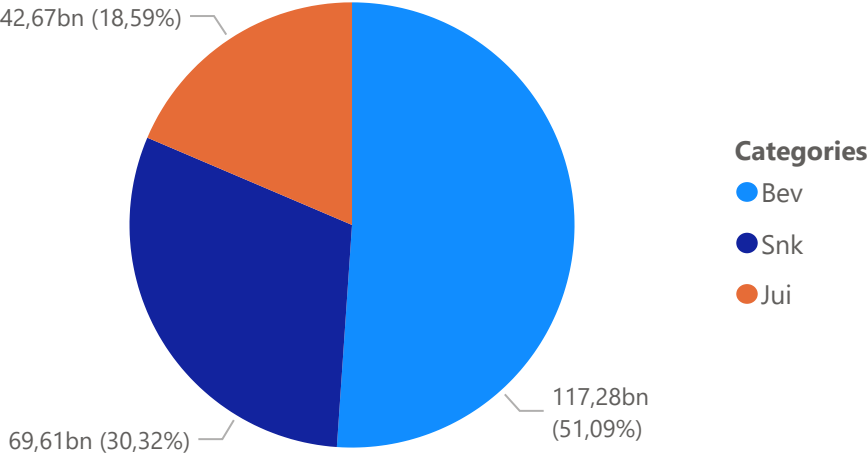


Returns, RUB



Customer - Chain (Yhier L7)	Average of Turnover	DII_by_cust
MAGNIT L7	23,16	18,55
PYATEROCHKA L7	106,46	6,38
KRASNOE_I_BELOE L7	116,40	6,09
METRO_C&C L7	105,02	6,43
LENTA L7	123,12	5,92
DIXY L7	50,74	10,10
FIXPRICE L7	98,56	6,65
PEREKRESTOK L7	127,18	5,83
ALYBION L7	118,81	6,03
MARIA-RA L7	144,33	5,49
AUCHAN L7	150,48	5,39
SVETOFOR_KRS L7	34,31	13,49
MONETKA L7	53,71	9,70
VERNIY L7	119,40	6,02
SPAR-NN L7	117,57	6,06
OKEY L7	75,53	7,77
MAGNOLIA L7	99,67	6,61
KOMANDOR L7	76,90	7,68
SAMOKAT L7	42,80	11,41
ATAK L7	98,50	6,65
HYPERGLOBUS L7	55,00	9,55
KAMELOT-A L7	46,88	10,68
BILLA L7	130,13	5,77
KARUSEL L7	95,05	6,79
ABSOLYUT L7	43,78	11,22
YANDEX_LAVKA L7	25,11	17,34
SLATA L7	96,92	6,71
KRASNYI_YAR L7	98,95	6,64
SEMYA-KLD L7	82,93	7,34

Gross Revenue, RUB by Categories



Channels

Gross Revenue, RUB

Average of Turnover

DII

Distr/WS

75 448 723 038,13

27,46

16,11

Total

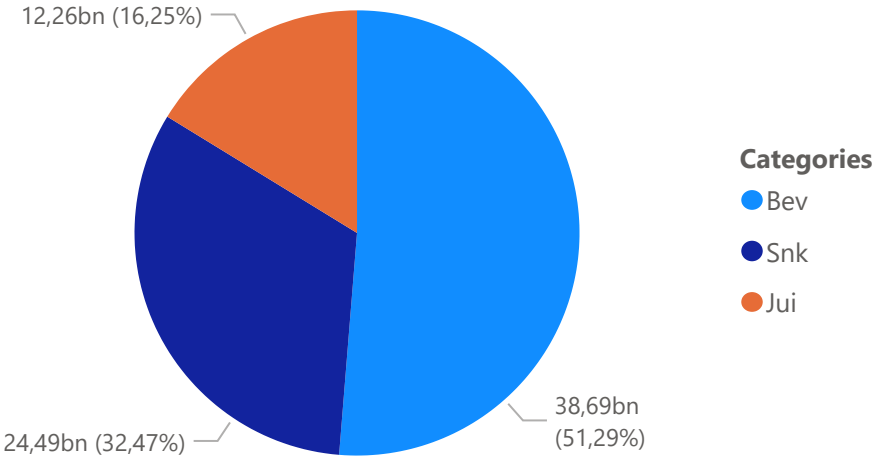
75 448 723 038,13

27,46

16,11

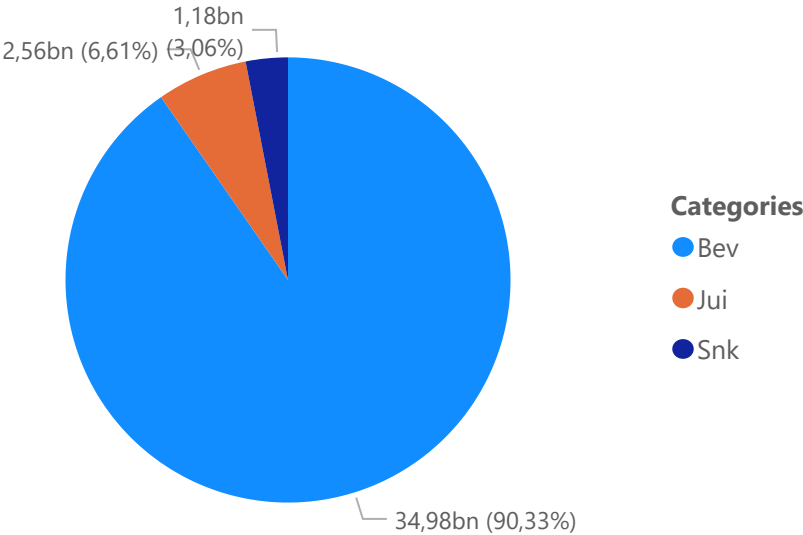
Customer - Chain (Yhier L7)	Average of Turnover	DII_by_cust
Not assigned	17,34	23,77
PROEKT-INVEST_DVOSTOK L7	87,93	7,09
NICHIK-ARMAVIR L7	65,67	8,48
ALIEV L7	66,22	8,44
DAKORT_KRIM L7	50,11	10,18
NICHIK-CMW L7	61,00	8,90
NEVADA_OPT L7	78,86	7,57
ROZDUKHOV ME L7	89,00	7,04
ALTA-VORONEZH L7	80,11	7,49
UNIKOM L7	42,19	11,53
RELIKT L7	185,00	4,95
BULYGINA ON L7	43,39	11,30
OOO_REGIONALNAYA_LOGISTIKA L7	96,50	6,73
KOCHUROV_CHEB L7	115,67	6,11
IVANOV L7	36,08	12,98
PIVSTAR_(VLADIMIR) L7	74,17	7,85
SHKURENKO_OMSK L7	78,50	7,59
MAK_DISTR L7	71,67	8,02
POSEYDON L7	185,00	4,95
VICTORIA-N L7	149,33	5,41
KISELENKO L7	37,14	12,69
MIR-KOLBAS L7	151,67	5,37
SOKOLOV_YAROSLAVL L7	107,67	6,34
PFLKONTRAKT L7	104,00	6,46
BPK L7	57,67	9,24
AKVATERRA L7	20,86	20,26
GUDLAYF L7	113,67	6,17
ALVIN-GRUPP L7	66,00	8,45
PIVSTAR_(BRIANSK) L7	120,33	5,99

Gross Revenue, RUB by Categories



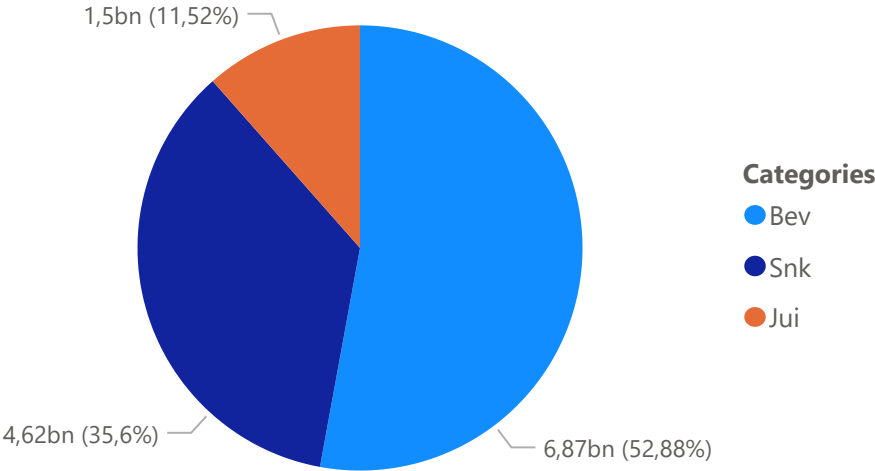
Customer - Chain (Yhier L7)	Average of Turnover	DII_by_cust
BURGER_KING L7	27,25	16,21
YUM-KFC L7	33,09	13,88
MCDONALDS L7	40,71	11,84
RZD L7	14,55	27,74
PRESSA-MSK-SVO L7	25,43	17,15
DANVESTA L7	19,50	21,46
Not assigned	6,84	55,67
RZD-NTS L7	14,10	28,52
UVENKO L7	20,42	20,63
ROSATOM L7	40,00	12,00
MUP_CHBS L7	45,71	10,88
KORSAR L7	31,33	14,49
LUKOIL-CNP L7	67,33	8,35
SOTCBUDJET L7	26,12	16,78
METROPRESS L7	55,14	9,53
LUKOIL-SOUTH L7	40,70	11,85
MKS L7	30,20	14,92
GASPROMNEFT L7	17,85	23,17
ROSNEFT L7	14,19	28,38
VENDA L7	38,26	12,41
GROUP_B_FS L7	6,25	60,61
KOMUS L7	23,19	18,53
IKEA L7	36,03	12,99
LUKOIL-URAL L7	15,81	25,78
TOKIOCITY_BAHROMA L7	23,49	18,32
GRANDGRIL L7	15,75	25,86
RUSSIAN-POST L7	4,60	81,26
SHELL L7	17,99	23,01
AISBERG-NSB L7	10,83	36,23

Gross Revenue, RUB by Categories



Customer - Chain (Yhier L7)	Average of Turnover	DII_by_cust
Not assigned	16,71	24,55
VULKAN_SPB L7	28,02	15,85
ELINA_KAZ L7	24,20	17,88
GORODOK-KLD L7	38,32	12,39
BLIZHNIY L7	38,74	12,29
CENTRCOOP L7	25,86	16,92
CHISTYAKOVA_LN L7	8,83	43,79
TROYKA L7	80,78	7,46
BAYRAMOVA L7	4,77	78,41
9_PROTSENTOV L7	12,47	31,86
YARTABAK L7	34,38	13,47
FLAGMAN L7	47,25	10,62
LIMAN-SPB L7	23,00	18,65
FASOL_EAST-MOSCOW L7	22,30	19,15
POLYANCEVA_SAM L7	11,38	34,65
NAZARYAN_KLD L7	41,17	11,74
FOOD CITY TT L7	5,29	71,02
KIS L7	35,73	13,07
SER_SHAR L7	13,03	30,63
CHAVIC L7	53,64	9,71
PIVOZAVOD_SMR L7	27,63	16,03
ARGO L7	15,06	26,90
SEMEINYI24_MSK L7	66,95	8,38
GLORIA-MSK L7	21,67	19,61
BANKBEER-KRS L7	28,15	15,79
OBLISOYUZ L7	14,49	27,84
BEERJA_SAM L7	13,39	29,88
SADYHOV_SPB L7	36,11	12,97
SITY MARKET L7	56,60	9,36

Gross Revenue, RUB by Categories



Channels	Bev	Dairy	Jui	Snk	Total
AFH	1 936,13M	669,53M	140,20M	72,67M	2 818,52M
Distr/WS	2 200,12M	1 344,33M	860,07M	1 294,40M	5 698,91M
OT	6 376,36M	11 209,84M	2 708,91M	4 404,08M	24 699,19M
TT	346,27M	291,41M	102,49M	268,85M	1 009,02M
<b>Total</b>	<b>10 858,88M</b>	<b>13 515,10M</b>	<b>3 811,67M</b>	<b>6 039,99M</b>	<b>34 225,64M</b>

### Categories

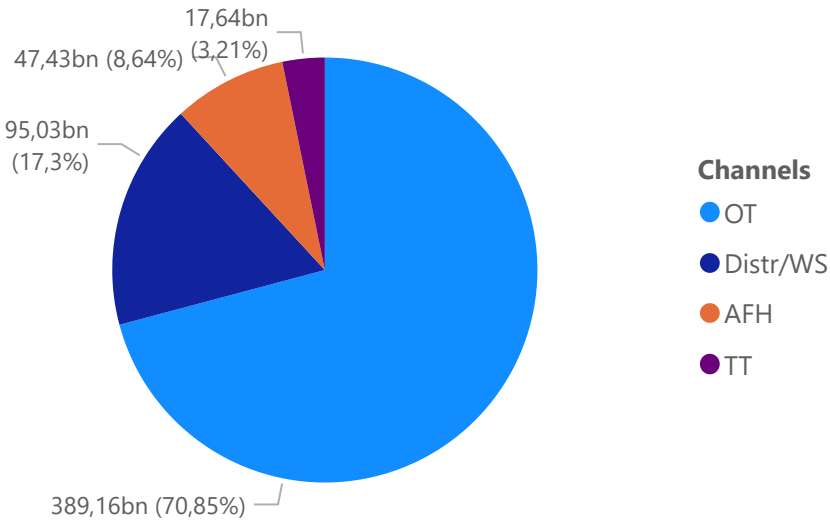
- Bev
- Dairy
- Jui
- Snk



### Chann...

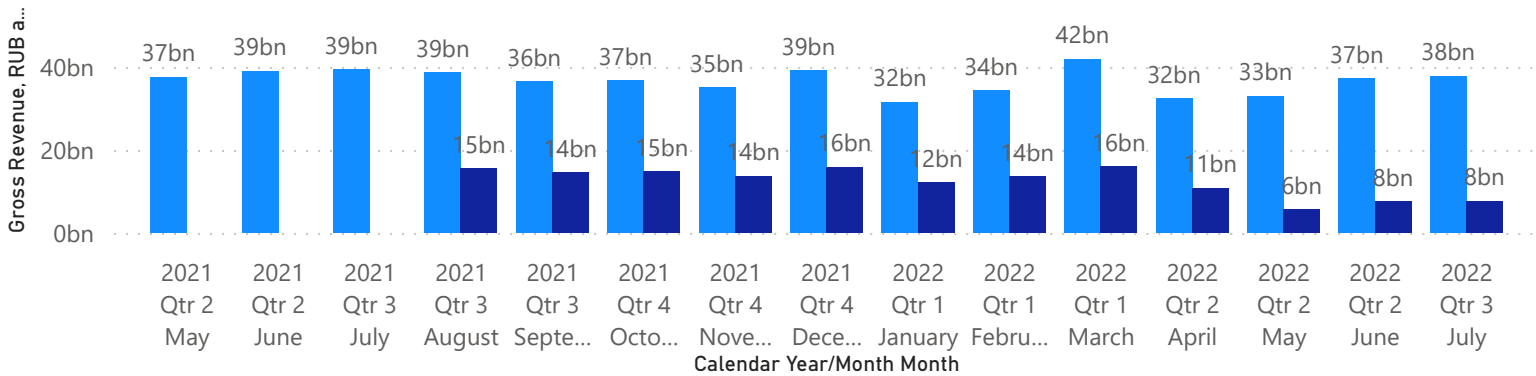
- (Blank)
- AFH
- Distr/WS
- OT
- TT

### Gross Revenue, RUB by Channels

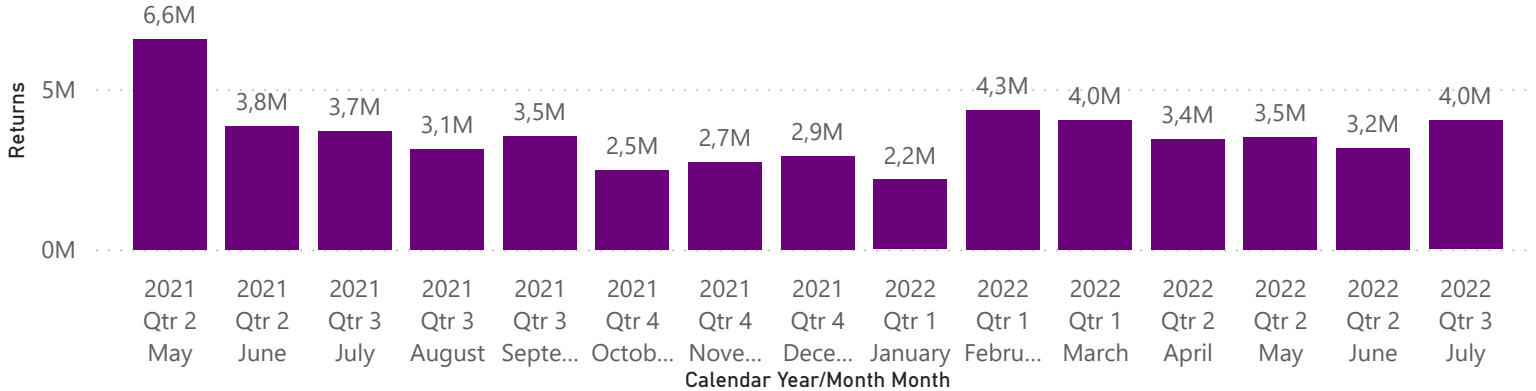


### Gross Revenue, RUB and On-invoice Discount Total, RUB by Year, Quarter and Month

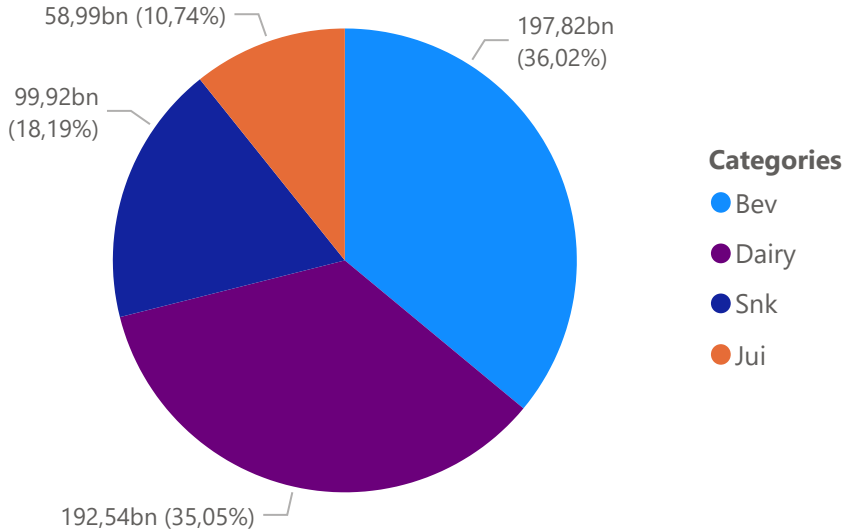
● Gross Revenue, RUB
 ● On-invoice Discount Total, RUB



### Returns by Year, Quarter and Month



### Gross Revenue, RUB by Categories

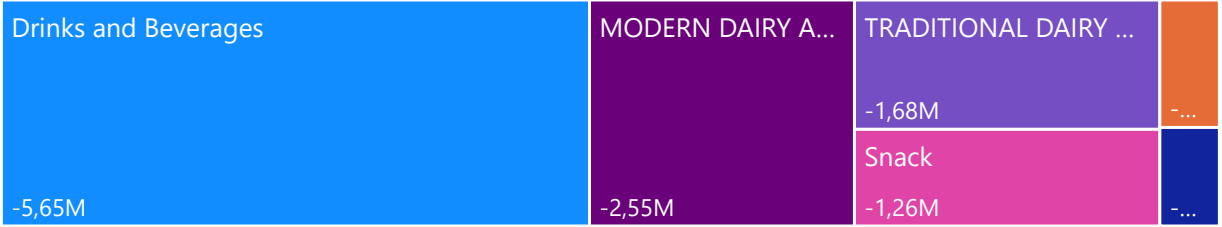




Calendar Year/Month

01.01.2021 01.07.2022

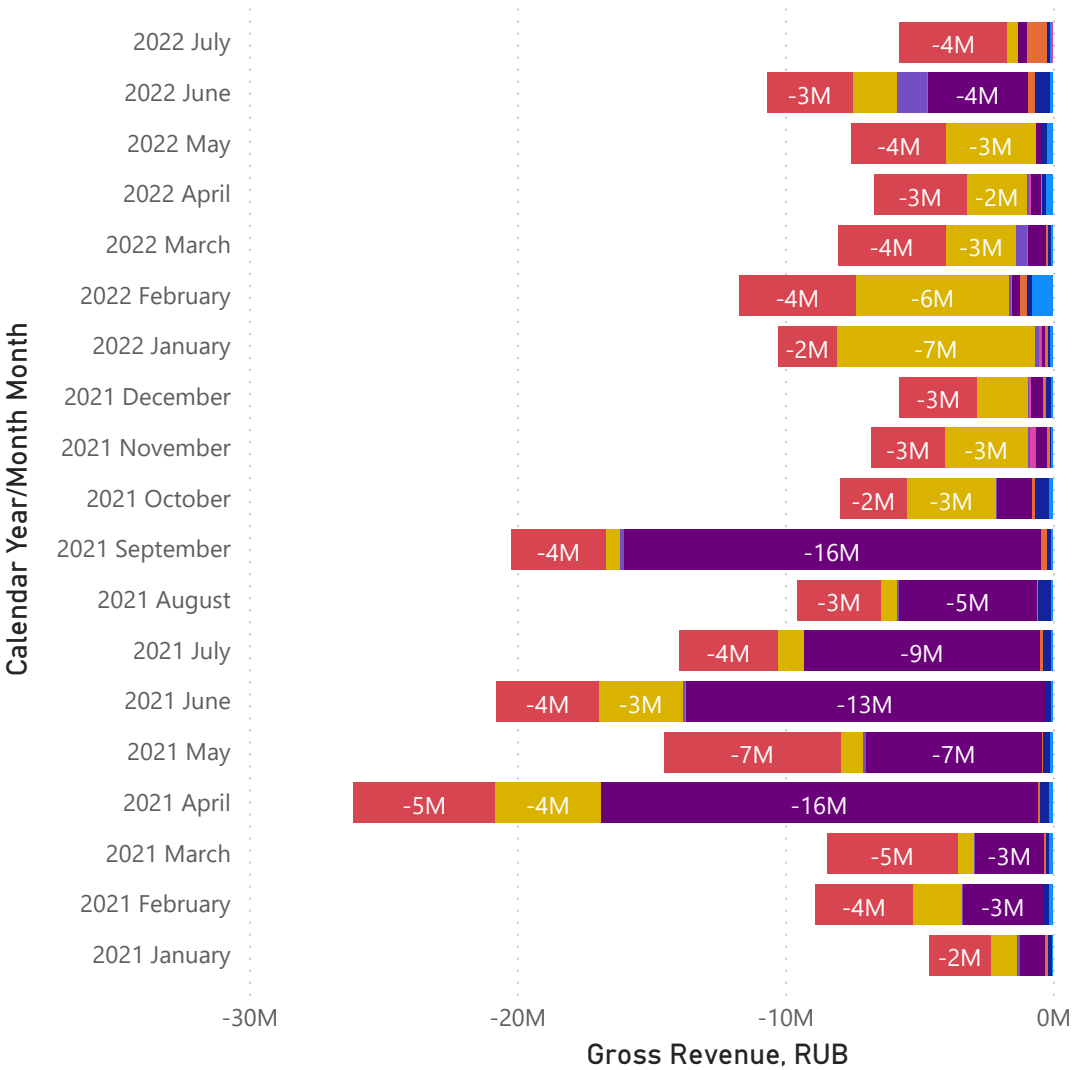
Gross Revenue, RUB by Product Category



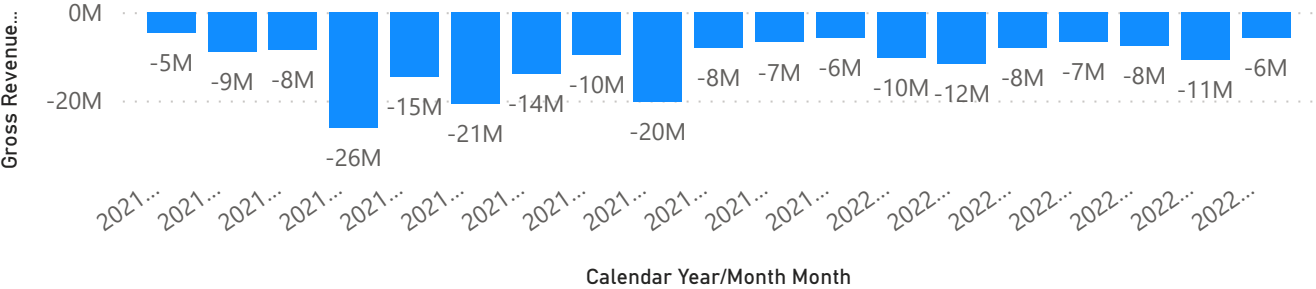
-208,12M  
Gross Revenue, RUB

Gross Revenue, RUB by Year, Month and describe

describe Error in as... Material is ... Overdeliv... Producti... Quality/... Remaini...



Gross Revenue, RUB by Year and Month



Gross Revenue, RUB by describe

describe Quality/property incompliance... Remaining shelflife too short... Overdelivery Error in assortment Material is absent in contract Return based on agreement Return of goods expired at ... Production defect or shortage

