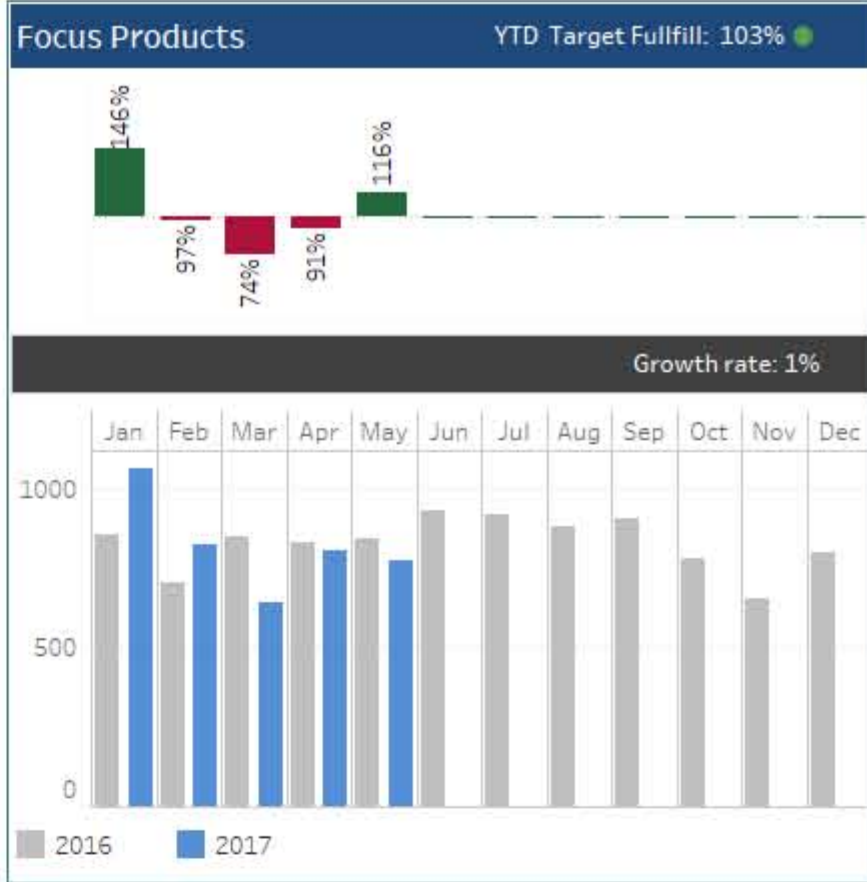
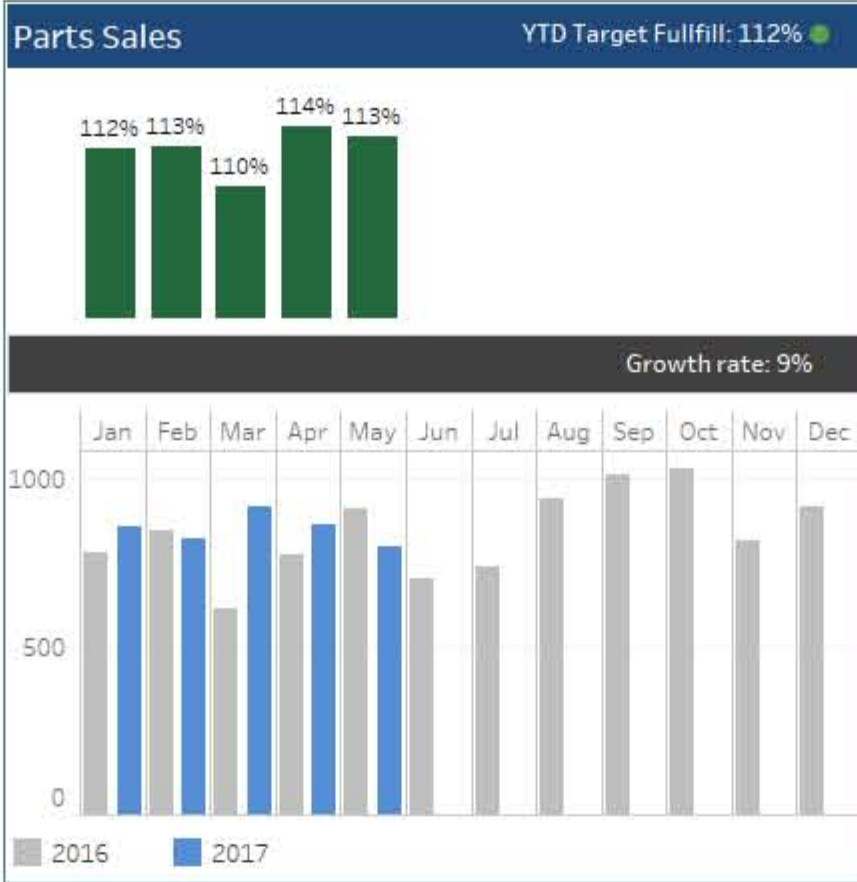
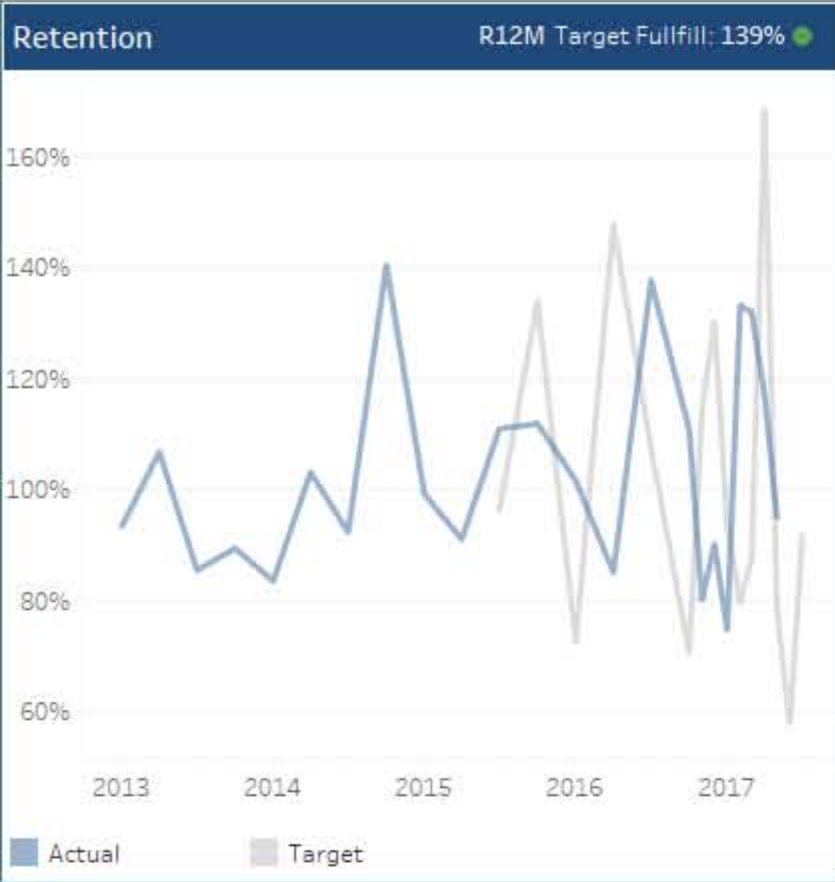
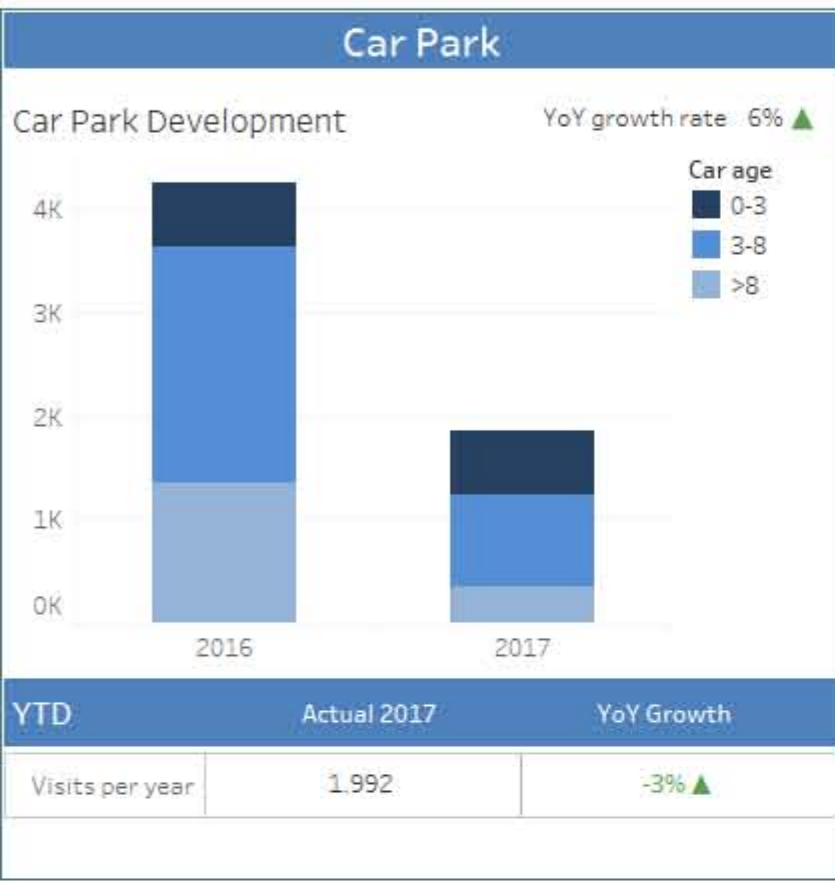


National Overview

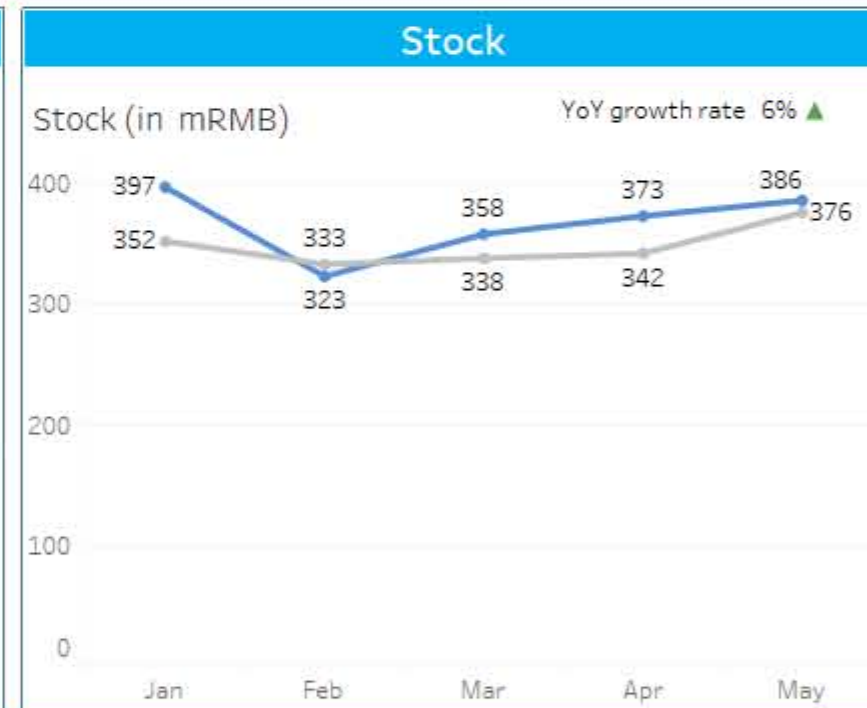
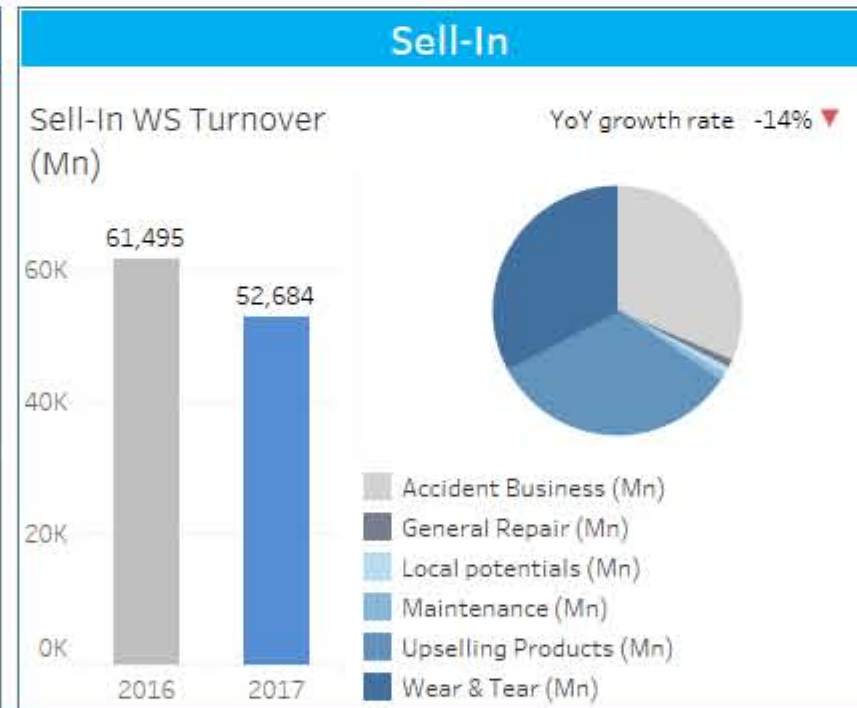
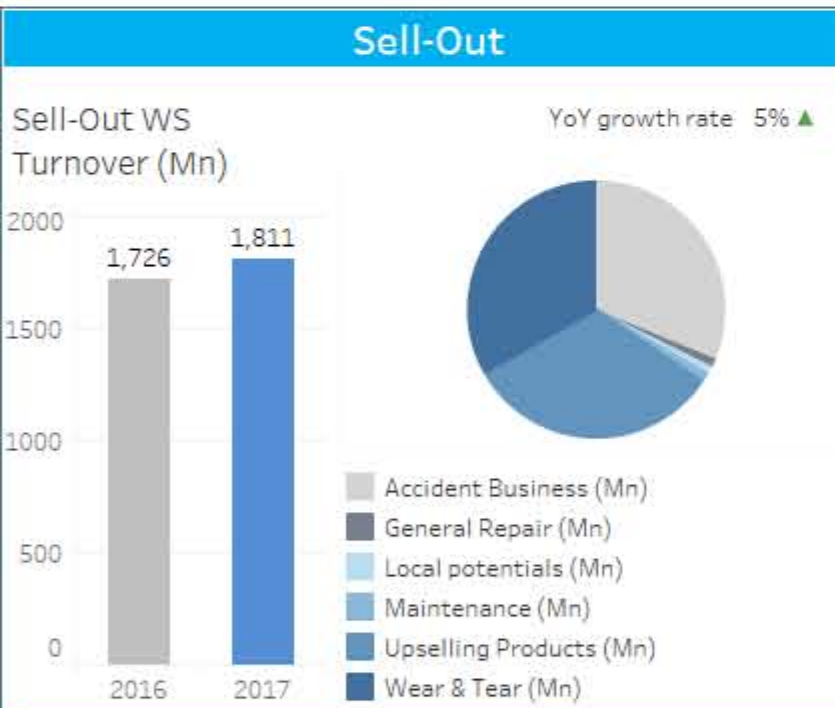
Field Force KPIs



Potential Overview



Sales Overview



Parts Revenue by Category-Sell out

Category	Actual 2017	Growth Rate
Accident Business (Mn)	51,218	-3% ▼
General Repair (Mn)	1,789	-4% ▼
Local potentials (Mn)	1,840	2% ▲
Maintenance (Mn)	1,648	-13% ▼
Upselling Products (Mn)	55,410	6% ▲
Wear & Tear (Mn)	55,557	1% ▲

Parts Revenue by Category-Sell in

Category	Actual 2017	Growth Rate
Accident Business (Mn)	54,693	3% ▲
General Repair (Mn)	1,818	-7% ▼
Local potentials (Mn)	1,807	-9% ▼
Maintenance (Mn)	1,676	-10% ▼
Upselling Products (Mn)	56,263	1% ▲
Wear & Tear (Mn)	55,047	-4% ▼

Parts Revenue by Category-Stock

Category	Actual 2017	Growth Rate
Accident Business (Mn)	52,977	-5% ▼
General Repair (Mn)	1,813	-3% ▼
Local potentials (Mn)	1,828	-5% ▼
Maintenance (Mn)	1,841	1% ▲
Upselling Products (Mn)	56,215	-1% ▼
Wear & Tear (Mn)	55,565	3% ▲

Sell-out Focus Products

Focus Product	Actual 2017	Growth Rate
Oil, Tyre, Paint	1,850	2% ▲
Oil (Mn)	57,465	2% ▲
AMG Oil (Mn)	1,777	-1% ▼
MB Genuine Oil (Mn)	55,584	5% ▲
Tyre (Mn)	56,881	3% ▲
Paint (Mn)	1,861	2% ▲
Maintenance Focus	1,882	5% ▲
Oil filter (Mn)	55,981	1% ▲
Air filter (Mn)	1,877	-3% ▼
Interior filter (Mn)	52,608	-7% ▼
Wear & Tear Focus	53,992	0% ▲
Brake parts (Mn)	3,607	-5% ▼
Spark plug (Mn)	1,747	-5% ▼
Wiper blade (Mn)	56,776	2% ▲
Battery (Mn)	1,860	10% ▲
Shock absorber (Mn)	57,288	-1% ▼
Spring Strut (Mn)	55,791	0% ▲
V-Belt (Mn)	1,879	11% ▲
Chemical Focus	54,811	▼
Air-con cleaning (Mn)	1,792	-3% ▼
Fuel additive (Mn)	57,163	4% ▲
Windscreen washer (Mn)	57,412	8% ▲

Sell-in Focus Products

Focus Product	Actual 2017	Growth Rate
Oil, Tyre, Paint	1,853	2% ▲
Oil (Mn)	54,084	-6% ▼
AMG Oil (Mn)	1,799	-1% ▼
MB Genuine Oil (Mn)	54,567	0% ▲
Tyre (Mn)	54,530	-1% ▼
Paint (Mn)	1,636	-12% ▼
Maintenance Focus	1,858	3% ▲
Oil filter (Mn)	57,287	8% ▲
Air filter (Mn)	1,753	-8% ▼
Interior filter (Mn)	55,113	1% ▲
Wear & Tear Focus	57,782	11% ▲
Brake parts (Mn)	3,586	0% ▼
Spark plug (Mn)	1,903	8% ▲
Wiper blade (Mn)	58,226	0% ▲
Battery (Mn)	1,806	5% ▲
Shock absorber (Mn)	54,727	-4% ▼
Spring Strut (Mn)	55,778	-5% ▼
V-Belt (Mn)	1,790	-7% ▼
Chemical Focus	56,921	▲
Air-con cleaning (Mn)	1,748	-1% ▼
Fuel additive (Mn)	55,277	4% ▲
Windscreen washer (Mn)	56,321	0% ▼

Stock Focus Products

Focus Product	Actual 2017	Growth Rate
Oil, Tyre, Paint	1,692	-3% ▼
Oil (Mn)	54,335	-6% ▼
AMG Oil (Mn)	1,631	-5% ▼
MB Genuine Oil (Mn)	54,317	4% ▲
Tyre (Mn)	53,383	2% ▲
Paint (Mn)	1,770	7% ▲
Maintenance Focus	1,757	0% ▼
Oil filter (Mn)	55,832	-4% ▼
Air filter (Mn)	1,781	-1% ▼
Interior filter (Mn)	54,718	-1% ▼
Wear & Tear Focus	59,471	14% ▲
Brake parts (Mn)	3,698	2% ▲
Spark plug (Mn)	1,632	-10% ▼
Wiper blade (Mn)	56,219	2% ▲
Battery (Mn)	1,762	4% ▲
Shock absorber (Mn)	55,931	-2% ▼
Spring Strut (Mn)	51,439	-11% ▼
V-Belt (Mn)	1,868	13% ▲
Chemical Focus	54,795	▼
Air-con cleaning (Mn)	1,759	-5% ▼
Fuel additive (Mn)	54,998	-1% ▼
Windscreen washer (Mn)	54,560	0% ▲

Potential Dashboard - Market Size - Part I: Overall - Car Parc Total

Region: N

Reman reporting

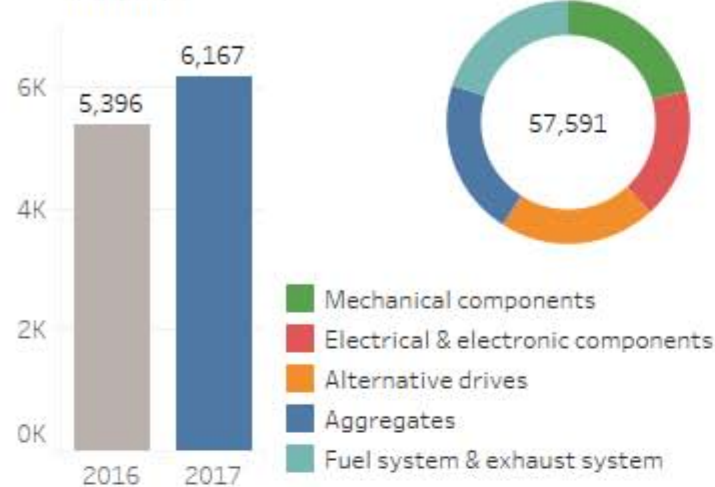
Qty
70 Qty

Region
National

Month
May

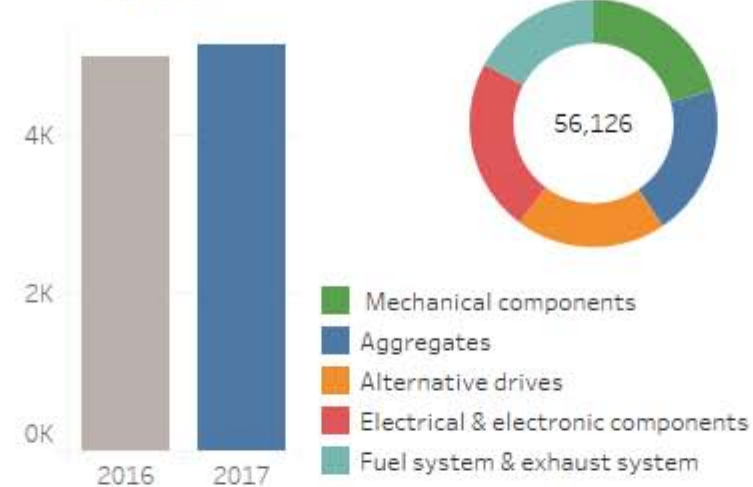
Sell out

Sell-Out WS
Turnover



Sell in

Sell-In WS
Turnover



Core return

Core Return



5 Categories of 24 Reman parts(China focus)

Mechanical components	5,811	11% ▲
Electrical & electronic components	5,237	-10% ▼
Alternative drives	6,685	28% ▲
Aggregates	6,261	-6% ▼
Fuel system & exhaust system	5,647	-10% ▼

5 Categories of 24 Reman parts(China focus)

Mechanical components	5,811	0% ▼
Electrical & electronic components	6,733	12% ▲
Alternative drives	6,145	26% ▲
Aggregates	5,440	-4% ▼
Fuel system & exhaust system	4,601	-8% ▼

5 Categories of 24 Reman parts(China focus)

Mechanical components	1,795	105% ▲
Electrical & electronic components	1,843	102% ▲
Alternative drives	1,888	110% ▲
Aggregates	1,808	102% ▲
Fuel systems & exhaust systems	1,708	94% ▼

Top 12 Reman

Engine	6,513	9% ▲
Navigation System	6,886	8% ▲
Starter	7,227	7% ▲
Steering	7,847	29% ▲
Turbo charger	6,985	-12% ▼
Air Mass Sensor	7,248	0% ▲
Air-Conditioning	7,392	8% ▲
AIRMATIC Compressor	6,456	-1% ▼
Automatic Transmission	7,700	19% ▲
Engine Control Unit	5,990	-15% ▼
Generator	6,208	3% ▲
Spring Struts	7,666	13% ▲

Top 12 Reman

Spring Struts	6,574	-13% ▼
Air-Conditioning	7,540	4% ▲
Steering	7,145	13% ▲
AIRMATIC Compressor	7,133	8% ▲
Turbo charger	6,493	-5% ▼
Generator(Alternator)	7,384	7% ▲
Starter(STARTING MOTOR)	7,143	9% ▲
Engine Control Unit	6,561	-7% ▼
Navigation System	6,896	-5% ▼
Air Mass Sensor	6,629	-11% ▼
Engine	7,688	27% ▲
Automatic Transmission	7,036	6% ▲

Top 12 Reman

Spring Struts	1,965	▲ 114%
Air-Conditioning Compressor	1,864	▲ 105%
Steering	1,881	▲ 102%
AIRMATIC Compressor	3,692	▲ 101%
Turbo charger	1,856	▼ 98%
Generator(Alternator)	1,723	▼ 96%
Starter(STARTING MOTOR)	1,893	▲ 101%
Engine Control Unit	1,810	▼ 99%
Navigation System	1,886	▲ 101%
Air Mass Sensor	1,718	▼ 99%
Engine	1,817	▲ 108%
Automatic Transmission	1,684	▼ 92%