



# 2017 BUDGET PRESENTATION

## Uzbekistan + Tajikistan

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Moscow, 10 October'2016

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# EXECUTIVE SUMMARY

## Uzbekistan and Tajikistan

## Executive Summary – Uzbekistan and Tajikistan

### Economic indicators

	Population	GDP 2016 mln \$	GDP per capita \$
<b>Uzbekistan</b>	31 500 000	67 100	2126,0
<b>Tajikistan</b>	8 600 000	6 900	804,0
<b>TOTAL</b>			

## Executive Summary – Uzbekistan and Tajikistan

### Sales by Country 2016

Country	Net sales EUR 12/15	Net sales EUR 08/15	Net sales EUR 08/16	Net sales EUR % 08/16 vs 08/15	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR F2016	Net sales EUR % F2016 vs 2015
<b>Uzbekistan</b>	1 339 000	964 309	834 382	-13,47%	1 226 849	-8,4%	1 422 465	6,2%
<b>Tajikistan</b>	53 000	49 000	8 000	-83,67%	12 284	-76,8%	27 080	-48,9%
<b>TOTAL</b>	<b>1 392 000</b>	<b>1 013 309</b>	<b>842 382</b>	<b>-16,87%</b>	<b>1 239 133</b>	<b>-10,98%</b>	<b>1 449 545</b>	<b>4,13%</b>

## Executive Summary – Uzbekistan and Tajikistan

### Sales by Brand

Brand	Net sales EUR 12/15	Net sales EUR 08/15	Net sales EUR 08/16	Net sales EUR % 08/16 vs 08/15	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR F2016	Net sales EUR % F2016 vs 2015
<b>Legrand</b>	1 072 000	786 818	616 777	-21,61%	903 294	-15,74%	1 159 341	8,15%
<b>ZUCCHINI + BTICINO</b>	72000	63 989	92 171	44,04%	92 171	28,02%	102 171	41,90%
<b>CABLOFIL</b>	56 000	56 000	6 000	-89,29%	6 000	-89,29%	14 628	-73,88%
<b>ESTAP</b>	4 000	0	0	0,00%	0	-100,00%	0	-100,00%
<b>KONTAKTOR</b>	188 000	106 502	127 434	19,65%	237 667	26,42%	173 405	-7,76%
<b>TOTAL</b>	<b>1 392 000</b>	<b>1 013 309</b>	<b>842 382</b>	<b>-16,87%</b>	<b>1 239 132</b>	<b>-10,98%</b>	<b>1 449 545</b>	<b>4,13%</b>

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## Country Economic Environment

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# Uzbekistan





## Country Economic environment - Uzbekistan

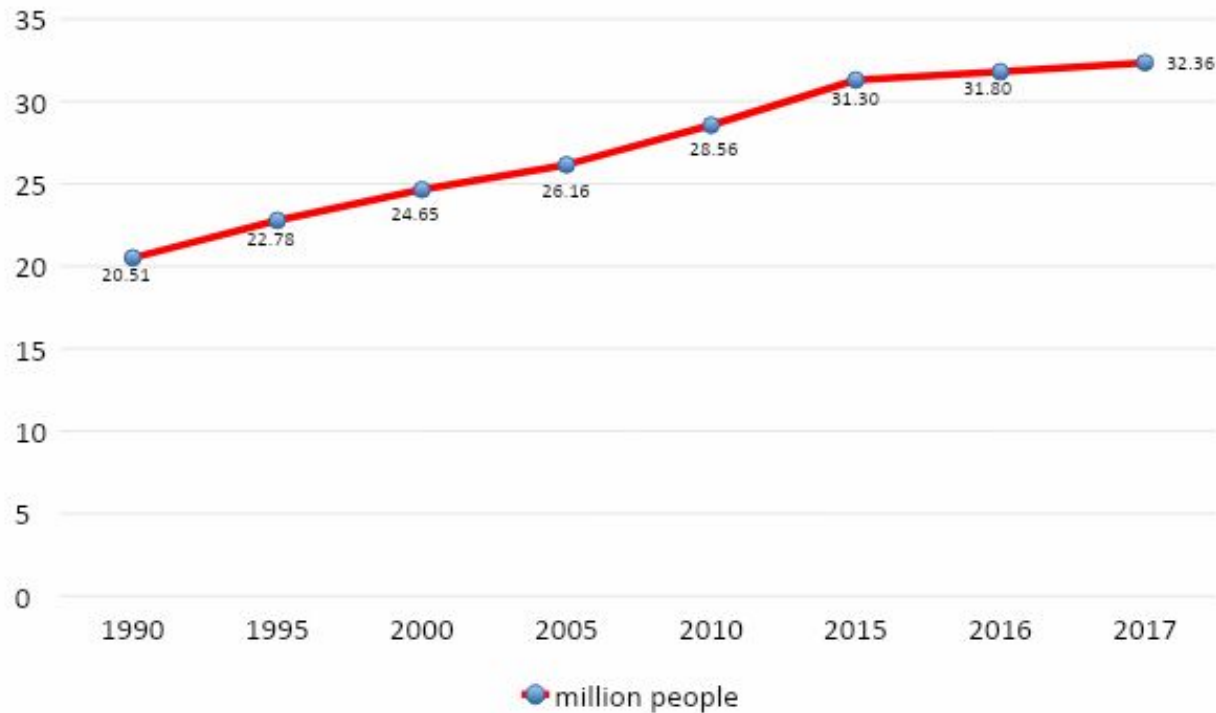
<b>GDP, bln Sum</b>	537 760,00
<b>GDP, mln \$</b>	67 100,00
<b>GDP per person, \$</b>	2 126
<b>GDP, %</b>	7,4 %
<b>Population</b>	31 500 000
<b>Cross Rate Sum/\$</b>	8 000,00

2016	Currency	Amount
<b>Volume of investments</b>	\$ bln	17,3
<b>Agriculture volume</b>	Bln sum	42 280
<b>Retail turnover</b>	UZS trln	92,4
<b>Export</b>	\$ bln	16,72
<b>Import</b>	\$ bln	16,33
<b>Foreign investments</b>	\$ bln	5,40
<b>Unemployment rate</b>	%	4,6

envisaged to build 13,000 residential buildings with a total area of over 1.8 million square meters in rural areas

## Country Economic environment - Uzbekistan

### Population Uzbekistan 1990-2016

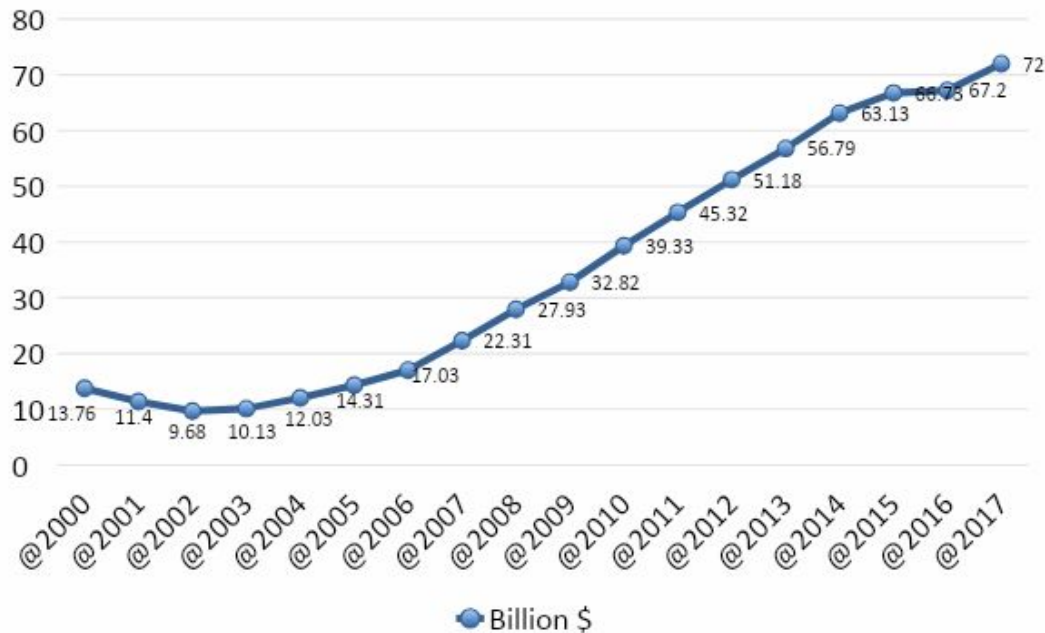


Population Uzbekistan 1990-2016	
Year	million people
1990	20,51
1995	22,78
2000	24,65
2005	26,16
2010	28,56
2015	31,30
2016	31,80
2017	32,36

**Population increase abt 550 000 people / year**

## Country Economic environment - Uzbekistan

### GDP Uzbekistan 2000-2016

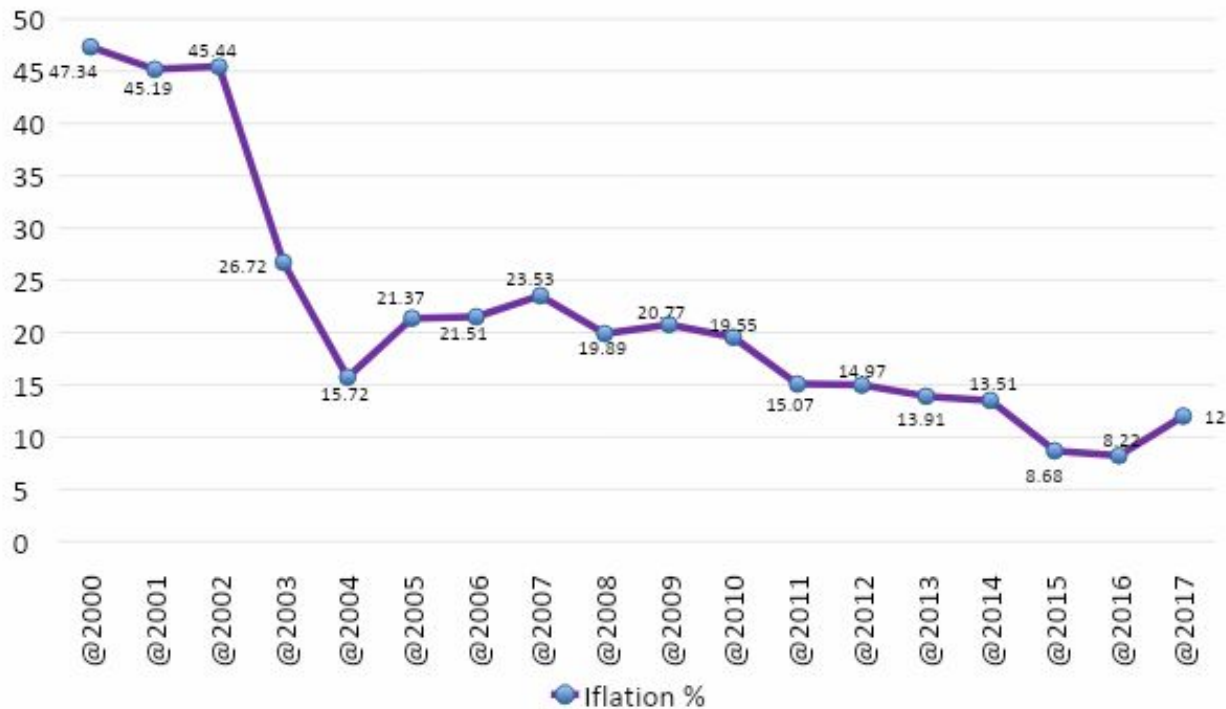


**GDP Forecast 2017 ~ +7,4%**

GDP Uzbekistan 2000-2017	
Year	Billion \$
2000	13,76
2001	11,4
2002	9,68
2003	10,13
2004	12,03
2005	14,31
2006	17,03
2007	22,31
2008	27,93
2009	32,82
2010	39,33
2011	45,32
2012	51,18
2013	56,79
2014	63,13
2015	66,73
2016	67,20
2017	72,00

## Country Economic environment - Uzbekistan

### Inflation Uzbekistan 2000-2016



**Inflation Forecast 2017 ~ 8%**

Inflation Uzbekistan 2000-2016	
Year	Inflation %
2000	47,34
2001	45,19
2002	45,44
2003	26,72
2004	15,72
2005	21,37
2006	21,51
2007	23,53
2008	19,89
2009	20,77
2010	19,55
2011	15,07
2012	14,97
2013	13,91
2014	13,51
2015	8,68
2016	8,22
2017	12,00

## Country Economic environment - Uzbekistan

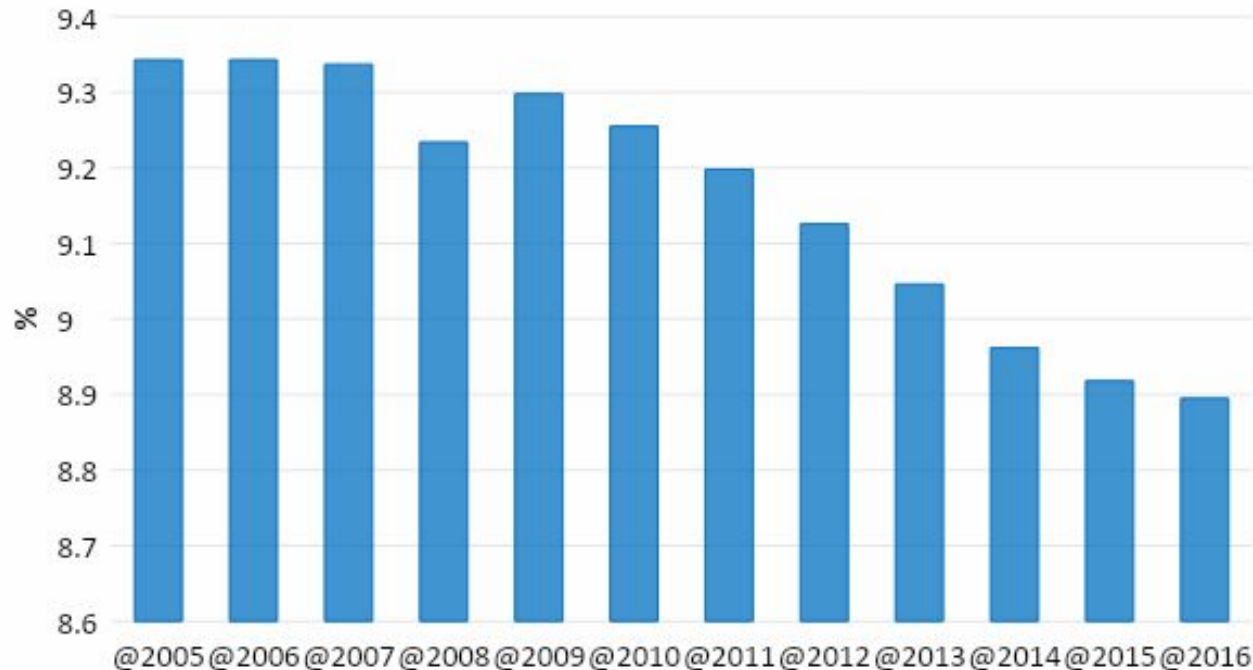
### Consumer Price Index Uzbekistan 2013-2017



CPI Uzbekistan 2013-2016	
Year	Index
2013	12
2014	11
2015	10
2016	11,5
2017	12

## Country Economic environment - Uzbekistan

Unemployment rate Uzbekistan  
2005-2016



**Unemployment rate Forecast 2017 ~ 4,5%**

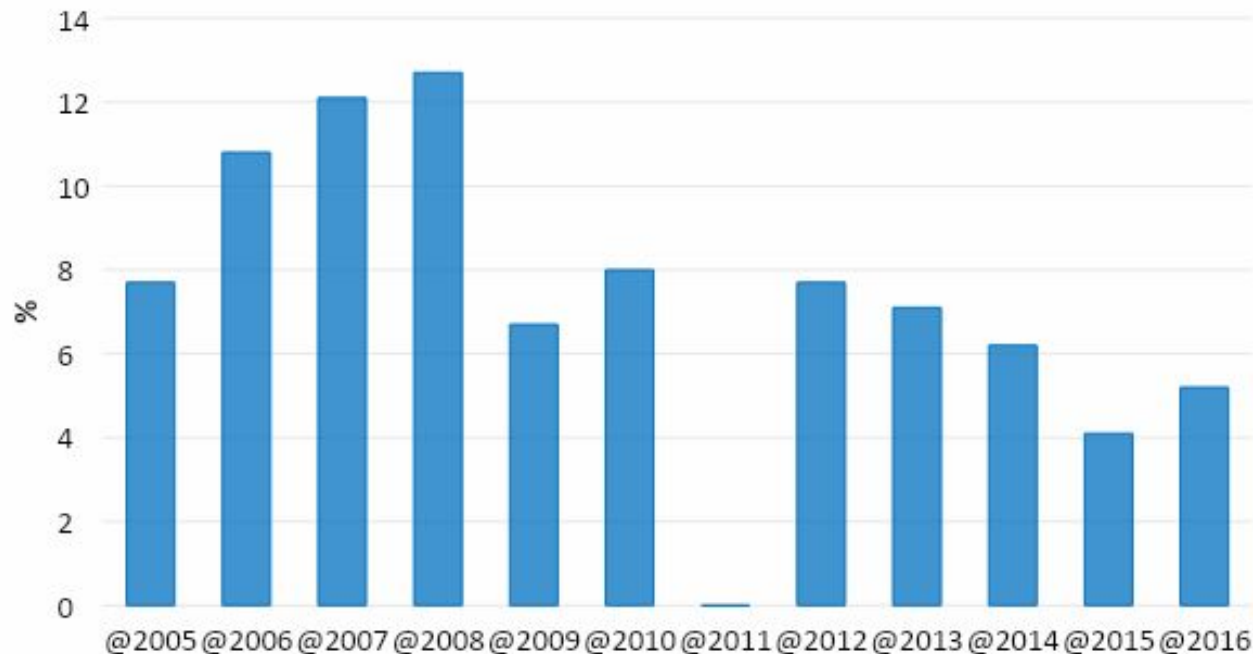
Source: Government of Uzbekistan National Statistic, Asian Development Bank, CIA s and World Bank staff calculations

Unemployment rate  
Uzbekistan  
2005-2016

Year	%
2005	9,343
2006	9,343
2007	9,337
2008	9,234
2009	9,298
2010	9,255
2011	9,198
2012	9,126
2013	9,046
2014	8,962
2015	8,918
2016	8,895

## Country Economic environment - Uzbekistan

### Industrial production growth rate Uzbekistan 2005-2016

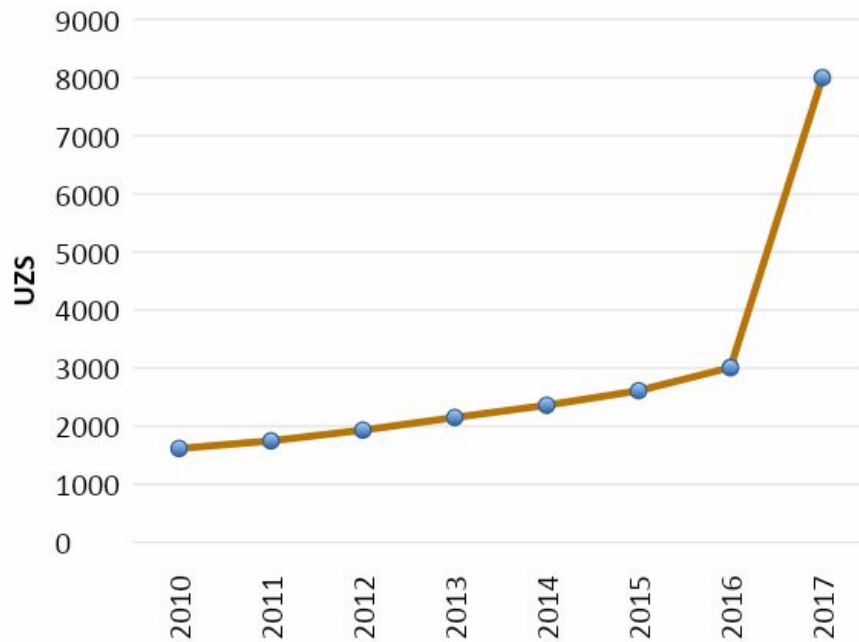


Industrial production growth rate Uzbekistan 2005-2016	
Year	%
2005	7,7
2006	10,8
2007	12,1
2008	12,7
2009	6,7
2010	8
2011	0
2012	7,7
2013	7,1
2014	6,2
2015	4,1
2016	5,2

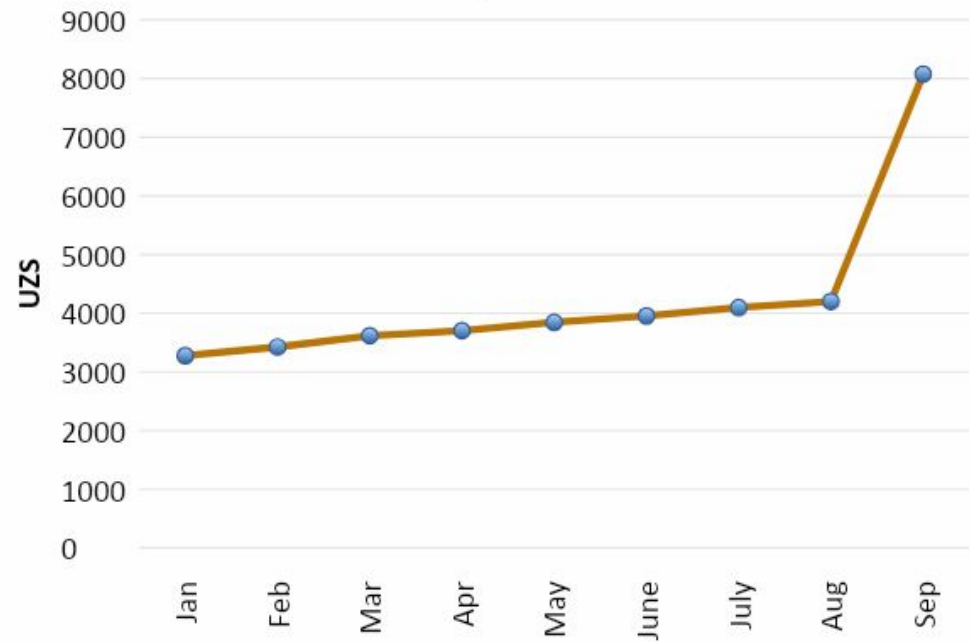
**Industrial production growth rate Forecast 2017 ~ 7,4%**

## Country Economic environment - Uzbekistan

**Exchange rate \$/UZS  
Uzbekistan  
2010-2016**



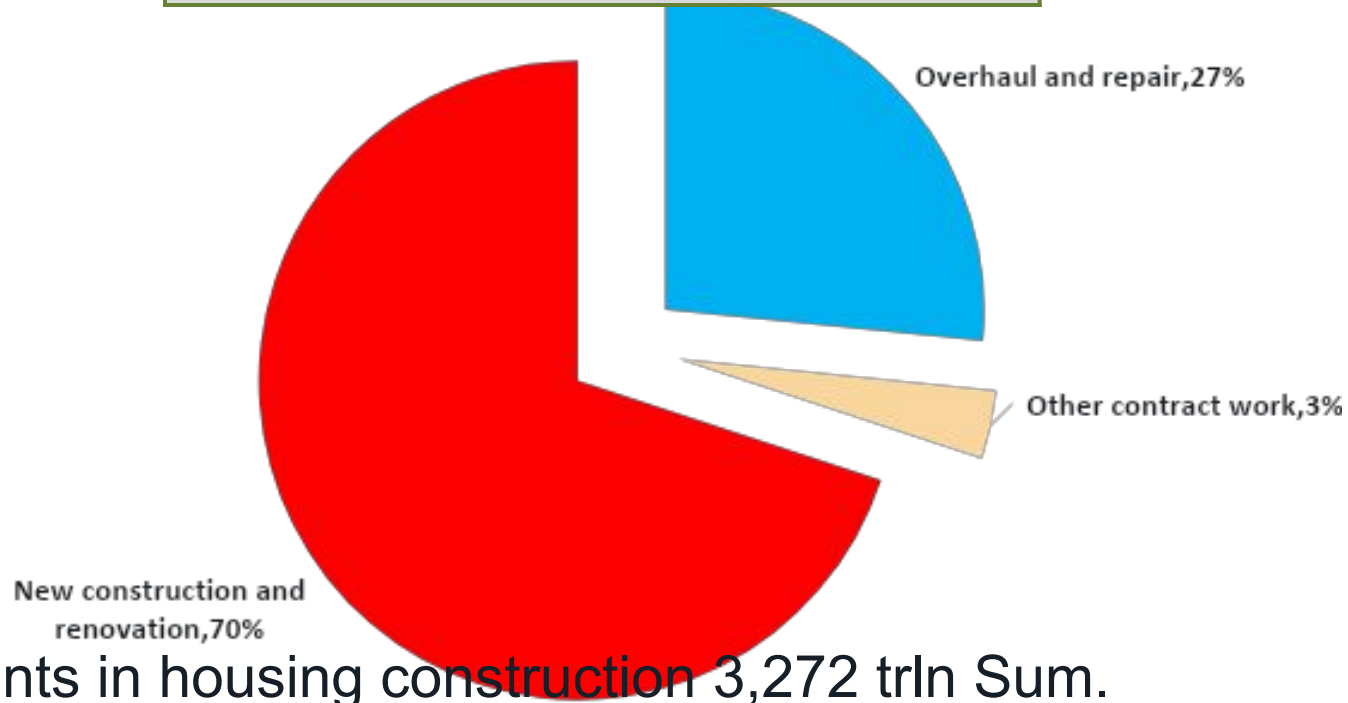
**Exchange rate \$/UZS  
Uzbekistan  
Jan-Sept 2016**





## Country Economic environment - Uzbekistan

<b>Apartments</b>	Unit	41 607
<b>Education</b>	Bln. Sum	478,12
<b>Civil engineering</b>	Bln. Sum	337,7
<b>Medical</b>	Bln. Sum	527



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MARKET UPDATE AND  
SALES PERFORMANCE

Uzbekistan

## Market Update and Sales Performance - Uzbekistan

### SALES BY DAS 2016

DAS	PL	Net sales EUR 1215	Net sales EUR 08/15	Net sales EUR 0816	Net sales EUR % 0816 vs 0815	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR F2016	Net sales EUR % F2016 vs 2015
1	1 (withot Kontaktor)	446 000	349 000	346 000	-0,9%	405 633	-9,05%	456 420	2,34%
	5	192 000	181 000	17 000	-90,6%	17 982	-90,63%	21 258	-88,93%
	1 (Kontaktor)	188 000	106 000	127 000	19,8%	237 667	26%	173 405	-7,76%
<b>1 Total</b>		<b>826 000</b>	<b>636 000</b>	<b>490 000</b>	<b>-22,96%</b>	<b>661 282</b>	<b>-19,94%</b>	<b>651 083</b>	<b>-21,18%</b>
2	2	88 000	40 000	114 000	185,00%	129 617	47,29%	161 223	83,21%
	4	0	0	2 000	-	2 000	-	3 201	-
	9	1 000	1 000	0	-100,00%	0	-100,00%	0	-100,00%
<b>2 Total</b>		<b>89 000</b>	<b>41 000</b>	<b>116 000</b>	<b>183%</b>	<b>131 617</b>	<b>47,88%</b>	<b>164 424</b>	<b>84,75%</b>
3	3	1000	0	1 000	-	1 000	0%	1 000	0,00%
	4	2000	1 000	1 000	0%	1 000	-50,00%	1 000	-50,00%
<b>3 Total</b>		<b>3 000</b>	<b>1 000</b>	<b>2 000</b>	<b>100%</b>	<b>2 000</b>	<b>-33%</b>	<b>2 000</b>	<b>-33,33%</b>
5	5	2 000	2 000	0	-100,00%	2 150	7,50%	6 150	207,50%
	9	14 000	8000	5000	-38%	5 000	-64%	5 000	-64,29%
<b>5 Total</b>		<b>16 000</b>	<b>10 000</b>	<b>5 000</b>	<b>-50%</b>	<b>7 150</b>	<b>-55%</b>	<b>11 150</b>	<b>-30,31%</b>
6	6	237 000	128 000	78 000	-39%	244 351	3%	256 884	8,39%
<b>6 Total</b>		<b>237 000</b>	<b>128 000</b>	<b>78 000</b>	<b>-39%</b>	<b>244 351</b>	<b>3%</b>	<b>256 884</b>	<b>8,39%</b>
7	7	74 000	65 000	38 000	-42%	68 000	-8%	68 000	-8,11%
<b>7 Total</b>		<b>74 000</b>	<b>65 000</b>	<b>38 000</b>	<b>-42%</b>	<b>68 000</b>	<b>-8%</b>	<b>68 000</b>	<b>-8,11%</b>
8	3	0	0	0	-	0	-	0	-
	8	94 000	83 000	105 000	27%	112 448	20%	268 924	186,09%
<b>8 Total</b>		<b>94 000</b>	<b>83 000</b>	<b>105 000</b>	<b>27%</b>	<b>112 448</b>	<b>20%</b>	<b>268 924</b>	<b>186,09%</b>
9		0	0	0	-	0	-	0	-
<b>9 Total</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>
<b>Grand Total</b>		<b>1 339 000</b>	<b>964 000</b>	<b>834 000</b>	<b>-13,47%</b>	<b>1 226 848</b>	<b>-8,38%</b>	<b>1 422 465</b>	<b>6,23%</b>

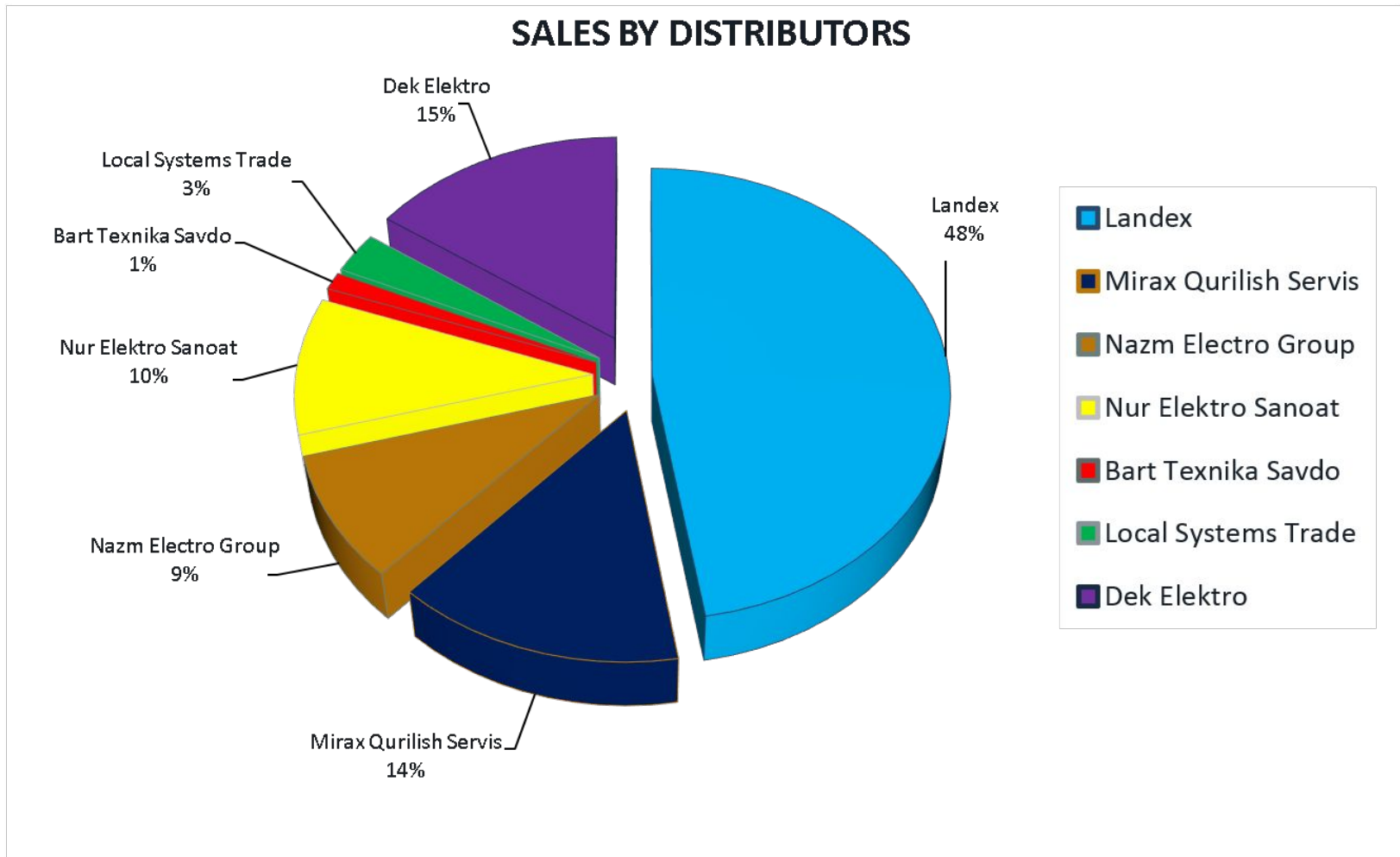
## Market Update and Sales Performance - Uzbekistan

### SALES BY BRAND 2016

Brand	Net sales EUR 12/15	Net sales EUR 08/15	Net sales EUR 08/16	Net sales EUR % 08/16 vs 08/15	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR F2016	Net sales EUR % F2016 vs 2015
<b>Legrand</b>	1 023 000	737 818	608 777	-17,49%	891 010	-12,90%	1 132 261	10,68%
<b>ZUCCHINI + BTICINO</b>	72 000	63 989	92 171	44,04%	92 171	28,02%	102 171	41,90%
<b>CABLOFIL</b>	56 000	56 000	6 000	-89,29%	6 000	-89,29%	14 628	-73,88%
<b>ESTAP</b>	0	0	0	-	0	-	0	-
<b>KONTAKTOR</b>	188 000	106 502	127 434	19,65%	237 667	26,42%	173 405	-7,76%
<b>TOTAL</b>	<b>1 339 000</b>	<b>964 309</b>	<b>834 382</b>	<b>-13,47%</b>	<b>1 226 848</b>	<b>-8,38%</b>	<b>1 422 465</b>	<b>6,23%</b>

## Market Update and Sales Performance - Uzbekistan

### Sales Analysis



## Market Update and Sales Performance - Uzbekistan

### Sales Analysis

#### SALES BY BRAND

Shipped Orders 08.2016		
BRAND	Amount	%
Legrand	608 777 €	73%
Zucchini	88 442 €	11%
Cablofil	6 000 €	1%
Kontaktor	127 434 €	14,5%
Bticino	3 729 €	0,5%
<b>TOTAL</b>	<b>834 382 €</b>	

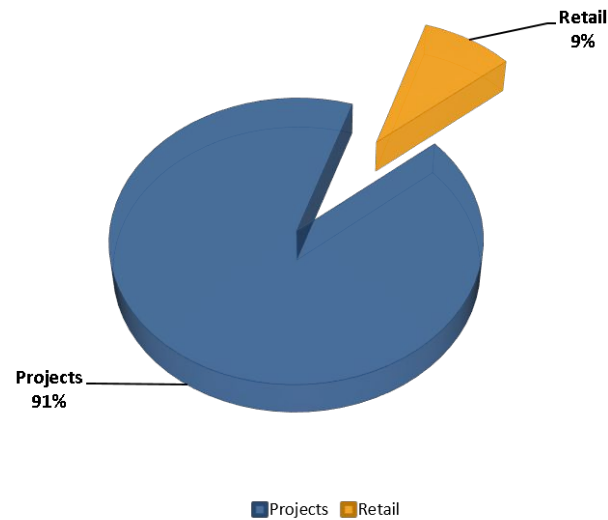
Registered Orders 08.2016		
BRAND	Amount	%
Legrand	635 593 €	75%
Ortronics	30 725 €	4%
Cablofil	9 395 €	1%
Minkels	164 207 €	18,5%
Raritan	4 842 €	1%
Bticino	700 €	0,5%
<b>TOTAL</b>	<b>845 462 €</b>	

Total shipped and registered orders 08.2016: 1 679 844 €

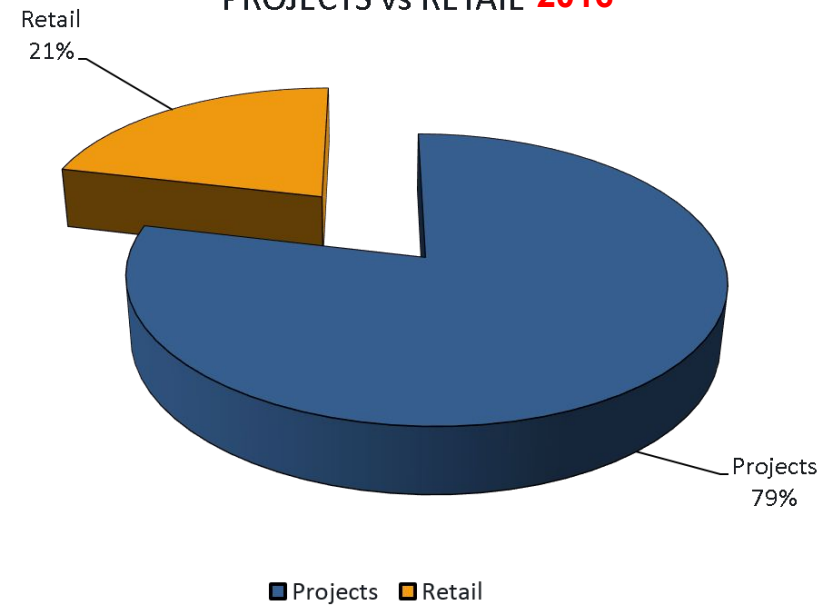
## Market Update and Sales Performance - Uzbekistan

### Sales Analysis

PROJECTS VS RETAIL 2015



PROJECTS vs RETAIL 2016



## Market Update and Sales Performance - Uzbekistan

### Projects 2016

- 1. Lukoil – Early Gas Kandym Booster Station in Alat – DMX3, DPX3, DX3, CTX3, Cablofil ~ 78 000 EUR**  
General Designer – Hyundai Engineering Co., Korea  
General Contractor – Eriell Corporation, Czech Republic  
Subcontractor – Enter Engineering Pte., Singapore  
Distributor - Landex
- 2. Lukoil – Big Gissar Gas Storage in Bukhara – DMX3, DPX3, XL3, DX3, UPS, Minkels ~ 204 000 EUR**  
General Designer – UzLitiNefGaz, Uzbekistan  
General Contractor – Eriell Corporation, Czech Republic  
Subcontractor – Enter Engineering Pte., Singapore  
Substation Manufacturer – JSC Uzelektroapparat-Elektroshield  
System Integrator – Light Technology  
Distributor - Landex
- 3. Lukoil – Kandym Gas Processing Plant in Bukhara – DMX3, DPX3, DX3, Plexo, UPS, Minkels, Raritan, Ortronics ~ 414 000 EUR**  
General Designer and Contractor– Hyundai Engineering Co., Korea  
Subcontractor – Eriell Corporation, Czech Republic  
Subcontractor – Enter Engineering Pte., Singapore  
Sub designers – ITPS, Russia; Rus Gas Engineering, Russia; UzLitiNefGaz, Uzbekistan  
Substation Manufacturer – JSC Uzelektroapparat-Elektroshield  
System Integrator – Light Technology  
Distributor - Landex



## Market Update and Sales Performance - Uzbekistan

### Projects 2016

- 4. Lukoil - Kandym Rotation Town for employees** – Valena, DLP, Mosaic, DX3, TX3, Plexo, Atlantic, Cablofil ~ 70 000 EUR  
General Designer – UzLitiNefGaz, Uzbekistan  
General Contractor – Eriell Corporation, Czech Republic  
Subcontractor – Enter Engineering Pte., Singapore  
Distributor - Landex
- 5. Cabinet of the Ministry of the republic of Uzbekistan** – LCS2 Legrand = 89 000 EUR  
General Contractor: Trest 12, Uzbekistan  
General Designer – Tash Gipro Gor, Uzbekistan  
Subcontractor – Aspell, Uzbekistan  
Distributor – Mirax Qurilish Servis
- 6. Tashkent Tractor Plant** – Zucchini Busbars, DMX3, DPX3 (Contract stage) ~ 110 000 EUR  
Customer – Uz Auto – The Ministry of the automotive industry of Uzbekistan  
General Contractor – Fergana Montaj Avtomatika, Uzbekistan  
General Designer – UzTyajProm, Uzbekistan  
Distributor - Landex

## Market Update and Sales Performance - Uzbekistan

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### Projects 2016

- 7. Tashkent Glassworks** – Zucchini Busbars and CRT, UPS, DMX3, DPX3 (Project stage) ~ 80 000 EUR  
Customer – General Motors Corporation, Uzbekistan  
General Contractor – Chirchik Elektro Montaj, Uzbekistan  
General Designer – UzTyajProm, Uzbekistan  
Distributor - Landex

## Market Update and Sales Performance - Uzbekistan

### What was done in 2016? Projects

1. Started Partnership with the biggest System Integrator in Uzbekistan – Light Technology LLC
  - 1.1 Lukoil Projects (more than 800 000 EUR);
  - 1.2 Communication system between all courthouses in Uzbekistan – (2017, more than 1 000 000 EUR)
2. We included to the Lukoil's recommended vendors list with the Minkels Enclosures and signed the Distributor's Contract between Minkels and Landex. Placed first Order for Lukoil. (Order 200 000 EUR)
3. Signed the Contract with the first Vantage Distributor with their showroom in Tashkent (Bart Texnika Savdo)
4. Business trip to Italy Zucchini with the Landex to the Busbars and CRT factories. (Planned. November 2016)
5. Business trip to Netherland Minkels factory with the Lukoil's Chief Power Engineer, Light Technology's owner and Landex's owner. (Planned. October 2016)
6. Seminar in Tashkent for the System Integrator Light Technology. (Planned. End of November 2016)
7. Business trip to France, Alpes Technology factory with the Kyzilkumtsement's Chief Power Engineer. (Planned. November 2016).

## Market Update and Sales Performance - Uzbekistan

### What was done in 2016? Retail

1. Launching Valena Life/Allure in the bowling club – 50 persons (received first orders after seminar)
2. Opened first three shops with stock of our products in Samarkand (Etika, Valena, RX3, TX3, DRX, Metra). Opened in September 2016.
3. Opened 5 new shops in Tashkent (Valena Life/Allure, Celiane, Etika, Metra, DX3, TX3, RX3, DPX3, DRX). Opened in August-September 2016.
4. Signed the Contract with the first Vantage Distributor with their showroom in Tashkent (Bart Texnika Savdo). There were no Projects until today, but there are interest and requests from the clients.
5. 9 short technical seminars for shop sellers. Monthly. Trained 26 persons (Etika, Valena Life/Allure, Celiane)
6. Produced and installed in the shops more than 100 pcs. of the product stands (Valena, Valena Life/Allure, Etika, Metra, DX3, RX3, TX3, Forix, Helium and other).

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# Tajikistan



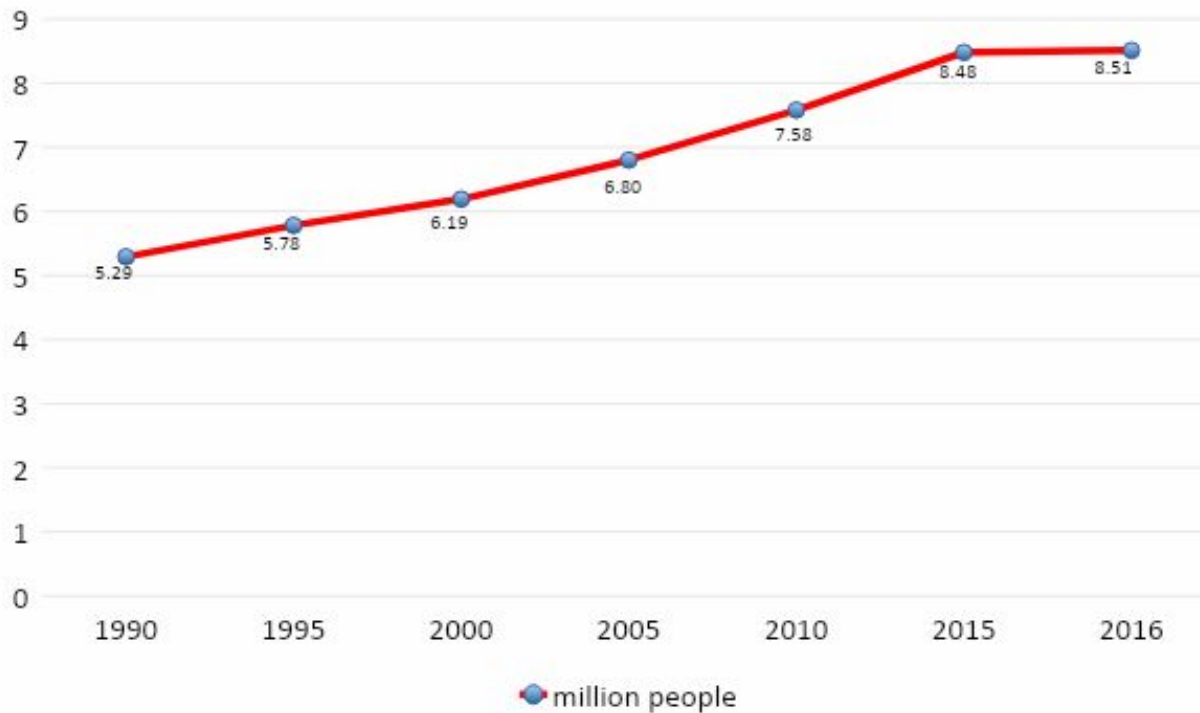
## Country Economic environment - Tajikistan

<b>GDP, bln Somoni</b>	64 289,11
<b>GDP, mln \$</b>	8,167,12
<b>GDP per person, \$</b>	925,91
<b>GDP, %</b>	4,0 %
<b>Population</b>	8 841 855
<b>Cross Rate Somoni/\$</b>	7,8717

	<b>2016</b>	<b>Currency</b>	<b>Amount</b>
<b>Volume of investments</b>		Bln somoni	3,67
<b>Export</b>		\$ bln	0,56
<b>Import</b>		\$ bln	3,162
<b>Unemployment rate</b>		%	2,5

## Country Economic environment - Tajikistan

### Population Tajikistan 1990-2016

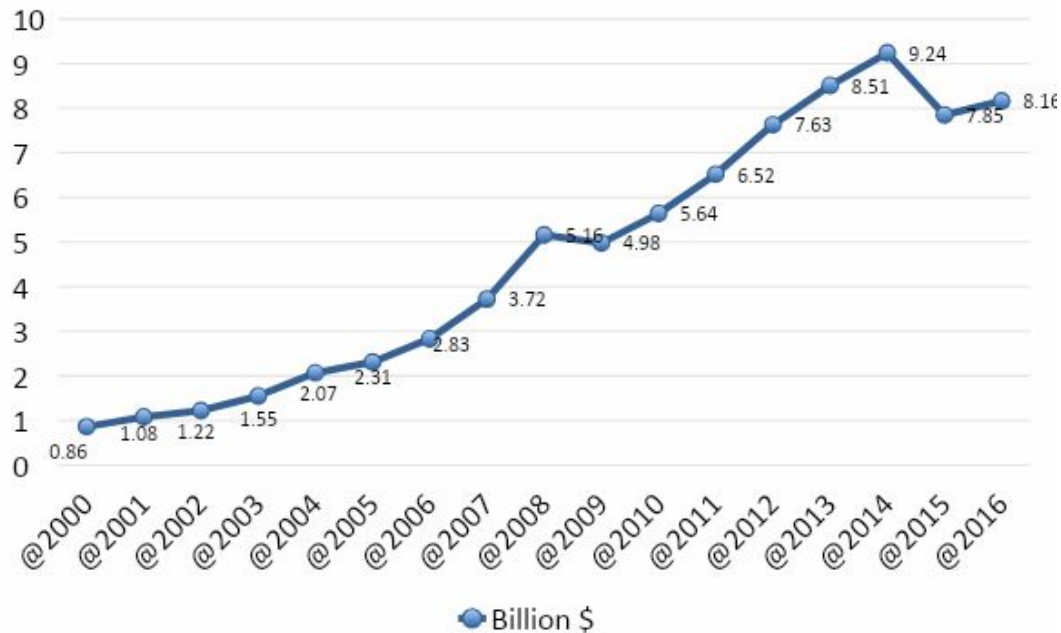


Population Tajikistan 1990-2016	
Year	million people
1990	5,29
1995	5,78
2000	6,19
2005	6,80
2010	7,58
2015	8,48
2016	8,51

**Population increase ~ +120 000 people / year**

## Country Economic environment - Tajikistan

GDP Tajikistan 2000-2016



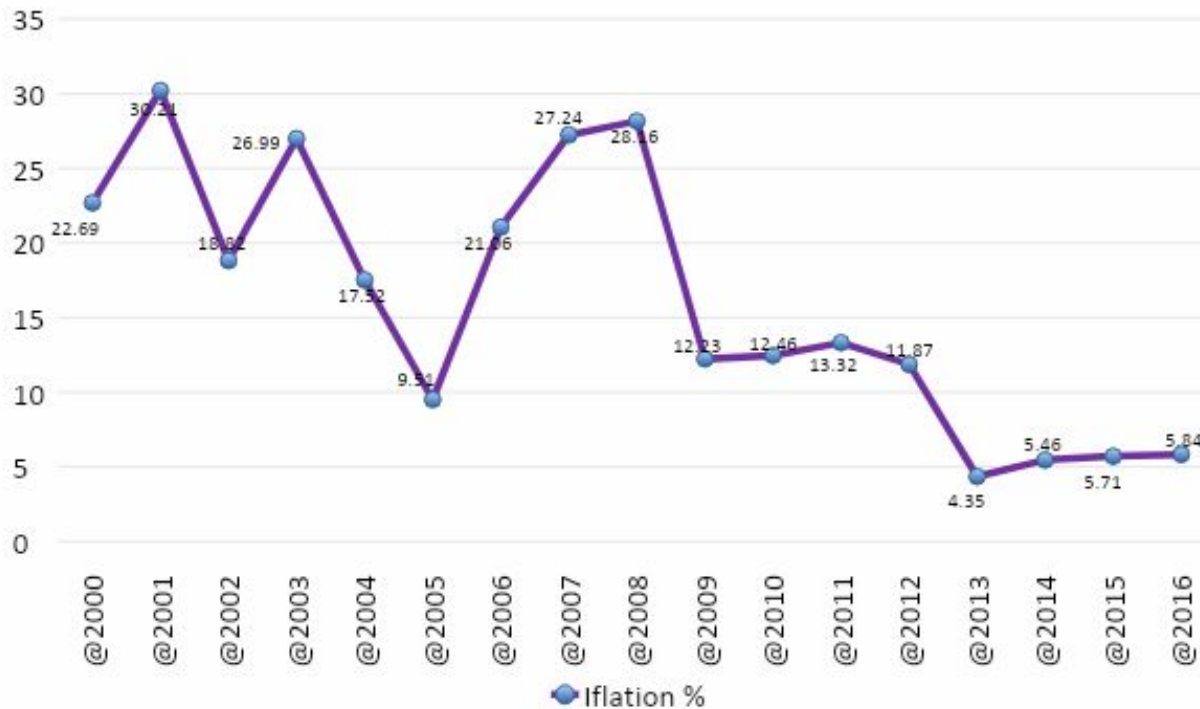
**GDP Forecast 2017 ~ +4,8%**

GDB Tajikistan 2000-2016	
Year	Billion \$
2000	0,86
2001	1,08
2002	1,22
2003	1,55
2004	2,07
2005	2,31
2006	2,83
2007	3,72
2008	5,16
2009	4,98
2010	5,64
2011	6,52
2012	7,63
2013	8,51
2014	9,24
2015	7,85
2016 (+4%)	8,16



## Country Economic environment - Tajikistan

### Inflation Tajikistan 2000-2016



Inflation Tajikistan 2000-2016	
Year	Inflation %
2000	22,69
2001	30,21
2002	18,82
2003	26,99
2004	17,52
2005	9,51
2006	21,06
2007	27,24
2008	28,16
2009	12,23
2010	12,46
2011	13,32
2012	11,87
2013	4,35
2014	5,46
2015	5,71
2016	5,84

**Inflation Forecast 2017 ~ 6,5%**

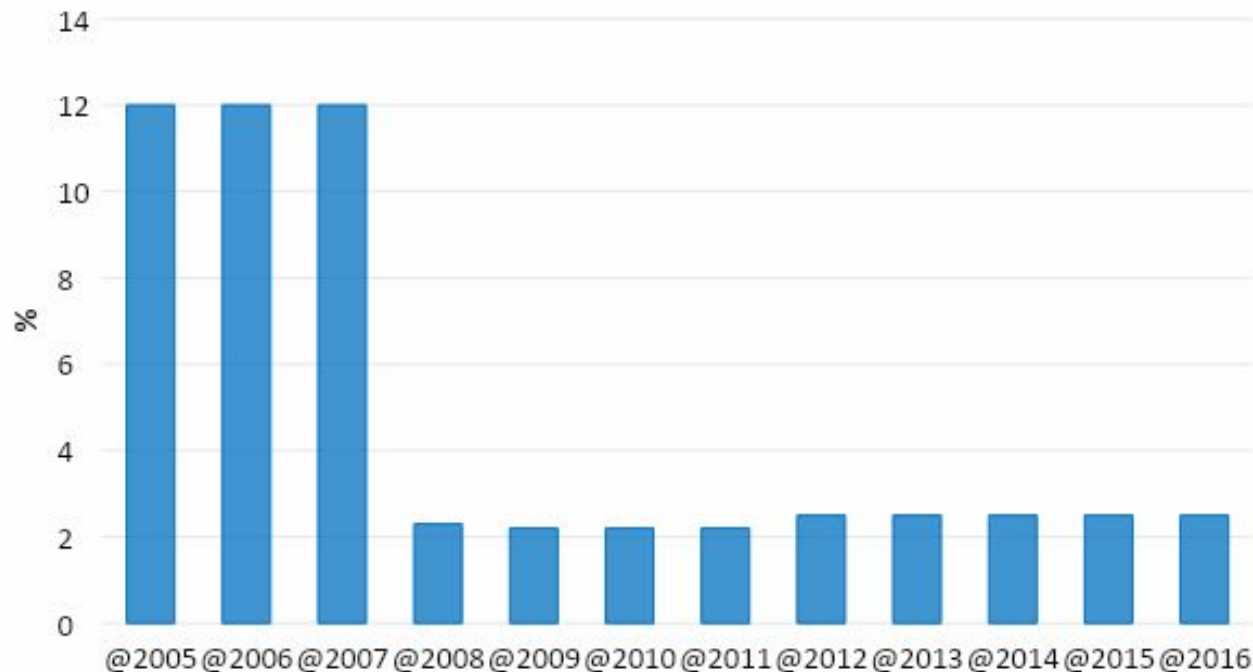
## Country Economic environment - Tajikistan

### Consumer Price Index Tajikistan 2016



## Country Economic environment - Tajikistan

Unemployment rate Tajikistan  
2005-2016



Unemployment rate Forecast 2017 ~ 2,5%

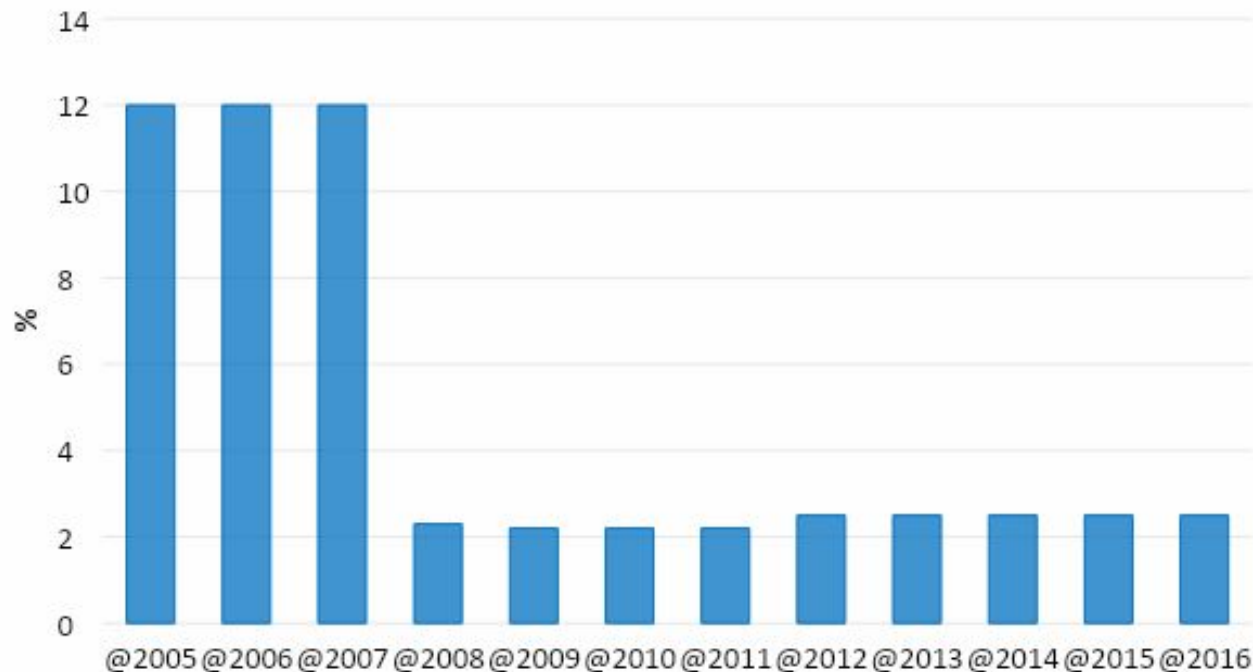
Source: Asian Development Bank, CIA s and World Bank staff calculations

Unemployment rate  
Tajikistan  
2005-2016

Year	%
2005	12
2006	12
2007	12
2008	2,3
2009	2,3
2010	2,3
2011	2,3
2012	2,5
2013	2,5
2014	2,5
2015	2,5
2016	2,5

## Country Economic environment - Tajikistan

Unemployment rate Tajikistan  
2005-2016



Unemployment rate Forecast 2017 ~ 2,5%

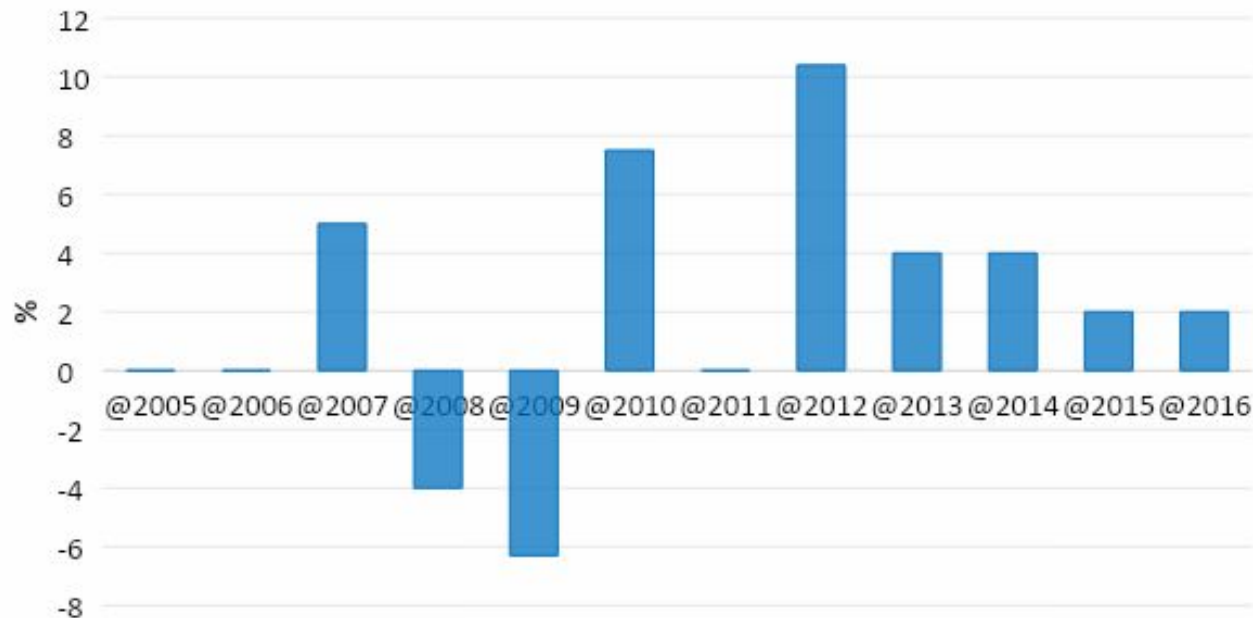
Source: Asian Development Bank, CIA s and World Bank staff calculations

Unemployment rate  
Tajikistan  
2005-2016

Year	%
2005	12
2006	12
2007	12
2008	2,3
2009	2,3
2010	2,3
2011	2,3
2012	2,5
2013	2,5
2014	2,5
2015	2,5
2016	2,5

## Country Economic environment - Tajikistan

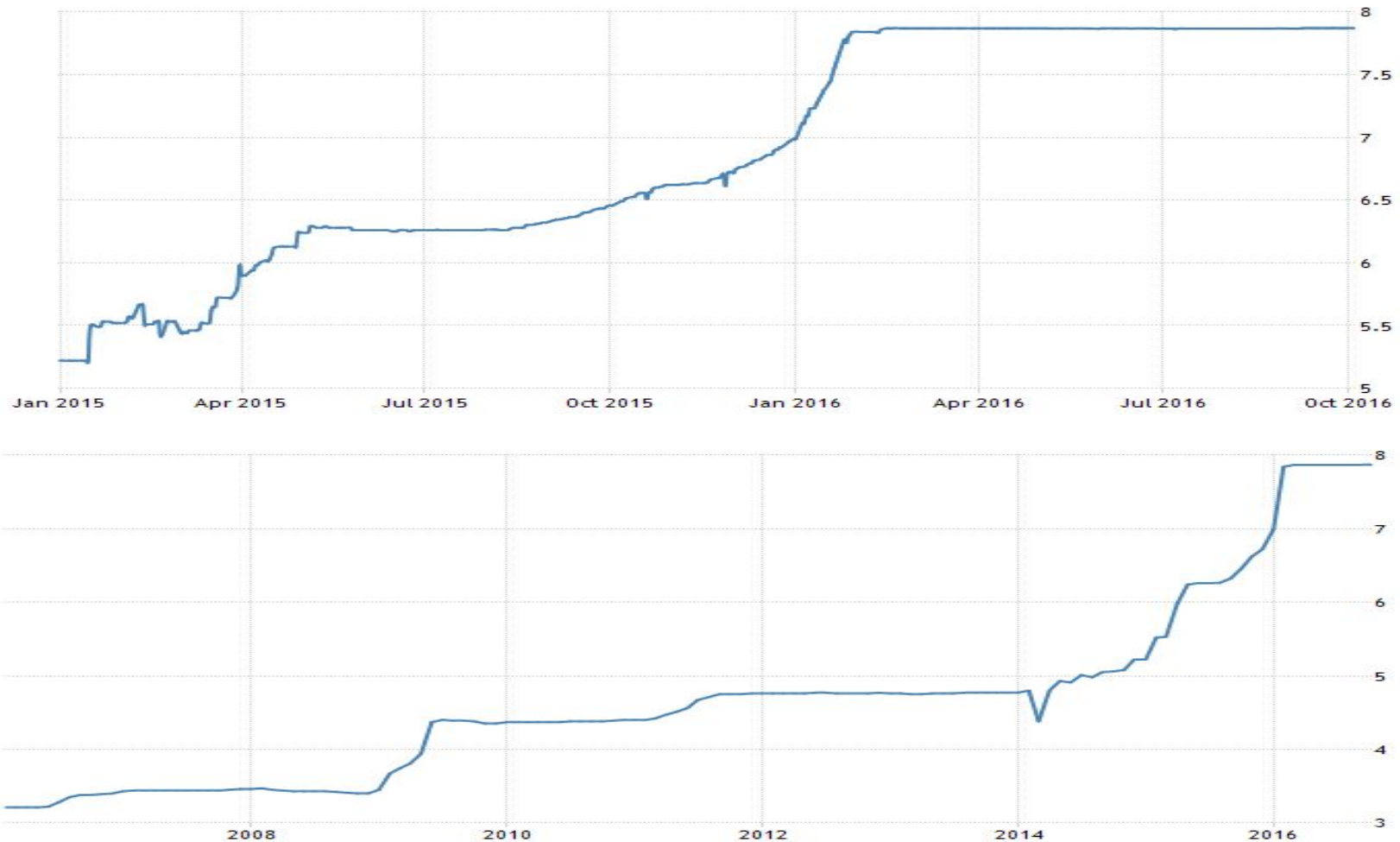
### Industrial production growth rate Tajikistan 2005-2016



Industrial production growth rate Tajikistan 2005-2016	
Year	%
2005	0
2006	0
2007	5
2008	-4
2009	-6,3
2010	7,5
2011	0
2012	10,4
2013	4
2014	4
2015	2
2016	2

**Industrial production growth rate Forecast 2017 ~ 4%**

## Country Economic environment - Tajikistan



Source: Asian Development Bank, CIA s and World Bank staff calculations

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MARKET UPDATE AND  
SALES PERFORMANCE

Tajikistan

## Market Update and Sales Performance - Tajikistan

### SALES BY DAS 2016

DAS	PL	Net sales EUR 1215	Net sales EUR 08/15	Net sales EUR 0816	Net sales EUR % 0816 vs 0815	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR F2016	Net sales EUR % F2016 vs 2015
1	1 (withot Kontaktor)	10 000	10 000	6 000	-40,0%	12 284	22,84%	21 580	115,80%
	5	1 000	1 000	0	-100,0%	0	-100,00%	0	-
	1 (Kontaktor)	0	0	0	-	0	-	0	-
<b>1 Total</b>		<b>11 000</b>	<b>11 000</b>	<b>6 000</b>	<b>-45,45%</b>	<b>12 284</b>	<b>11,67%</b>	<b>21 580</b>	<b>11,67%</b>
2	2	5 000	5 000	0	-100,00%	0	-100,00%	5 500	10,00%
	4	0	0	0	-	0	-	0	-
	9	0	0	0	-	0	-	0	-
<b>2 Total</b>		<b>5 000</b>	<b>5 000</b>	<b>0</b>	<b>-100%</b>	<b>0</b>	<b>-100,00%</b>	<b>5 500</b>	<b>10,00%</b>
3	3	0	0	0	-	0	-	0	-
	4	0	0	0	-	0	-	0	-
<b>3 Total</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>
5	5	0	0	0	-	0	-	0	-
	9	0	0	0	-	0	-	0	-
<b>5 Total</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>
6	6	10 000	10 000	0	-100%	0	-100%	0	-100%
<b>6 Total</b>		<b>10 000</b>	<b>10 000</b>	<b>0</b>	<b>-100%</b>	<b>0</b>	<b>-100%</b>	<b>0</b>	<b>-100%</b>
7	7	19 000	19 000	2 000	-89%	0	-100%	0	-100%
<b>7 Total</b>		<b>19 000</b>	<b>19 000</b>	<b>2 000</b>	<b>-89%</b>	<b>0</b>	<b>-100%</b>	<b>0</b>	<b>-100%</b>
8	3	0	0	0	-	0	-	0	-
	8	8 000	4 000	0	-100%	0	-100%	0	-100%
<b>8 Total</b>		<b>8 000</b>	<b>4 000</b>	<b>0</b>	<b>-100%</b>	<b>0</b>	<b>-100%</b>	<b>0</b>	<b>-100%</b>
9		0	0	0	-	0	-	0	-
<b>9 Total</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>-</b>
<b>Grand Total</b>		<b>53 000</b>	<b>49 000</b>	<b>8 000</b>	<b>-84%</b>	<b>12 284</b>	<b>-76,82%</b>	<b>27 080</b>	<b>-48,91%</b>



## Market Update and Sales Performance - Tajikistan

### SALES BY BRAND 2016

Brand	Net sales EUR 12/15	Net sales EUR 08/15	Net sales EUR 08/16	Net sales EUR % 08/16 vs 08/15	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR F2016	Net sales EUR % F2016 vs 2015
<b>Legrand</b>	49 000	49 000	8 000	-83,67%	12 284	-74,93%	27 080	-44,73%
<b>ZUCCHINI + BTICINO</b>	0	0	0	-	0	-	0	-
<b>CABLOFIL</b>	0	0	0	-	0	-	0	-
<b>ESTAP</b>	4 000	0	0	-	0	-	0	-100,00%
<b>KONTAKTOR</b>	0	0	0	-	0	-	0	-
<b>TOTAL</b>	<b>53 000</b>	<b>49 000</b>	<b>8 000</b>	<b>-83,67%</b>	<b>12 284</b>	<b>-76,82%</b>	<b>27 080</b>	<b>-48,91%</b>

## Market Update and Sales Performance - Tajikistan

### Sales Analysis



**Only one Distributor in Tajikistan with very small retail stock**

## Market Update and Sales Performance - Tajikistan

### Sales Analysis

#### SALES BY BRAND

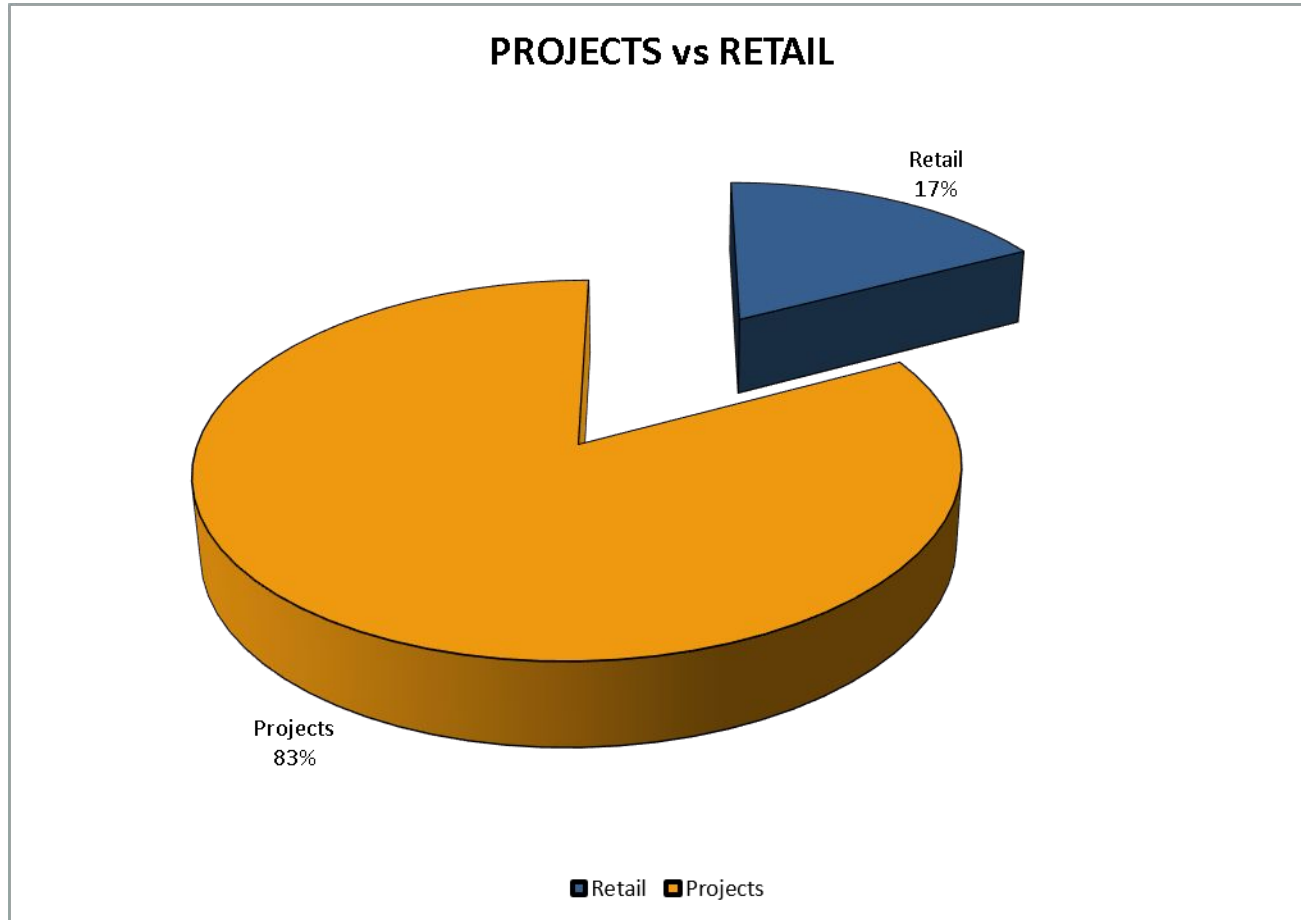
Shipped Orders 08.2016		
BRAND	Amount	%
Legrand	8 189 €	73%
<b>TOTAL</b>	<b>8 189 €</b>	

Registered Orders 08.2016		
BRAND	Amount	%
Legrand	10 580 €	100%
<b>TOTAL</b>	<b>10 580 €</b>	

Total shipped and registered orders 08.2016: 18 769 €

## Market Update and Sales Performance - Tajikistan

### Sales Analysis



## Market Update and Sales Performance - Tajikistan

### Projects 2016

1. Russian Embassy in Dushanbe, Tajikistan – [Altis](#), [DPX3](#), [DX3](#), [CTX](#). 10kEUR



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**B2017**  
**Uzbekistan and**  
**Tajikistan**

B2017  
Uzbekistan and  
Tajikistan

## B2017 by Country – Uzbekistan and Tajikistan

Country	Net sales EUR 12/15	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR B2017	Net sales EUR B2017/E2016	Net sales EUR F2017	Net sales EUR % F2017 vs E2016
<b>Uzbekistan</b>	1 339 000	1 226 848	-8,4%	1 258 992	2,62%	1 497 886	22,09%
<b>Tajikistan</b>	53 000	12 284	-76,8%	60 000	388,44%	60 255	390,52%
<b>TOTAL</b>	<b>1 392 000</b>	<b>1 239 132</b>	<b>-10,98%</b>	<b>1 318 992</b>	<b>6,44%</b>	<b>1 558 141</b>	<b>25,74%</b>

B2017  
Uzbekistan and  
Tajikistan

## B2017 by Brand – Uzbekistan and Tajikistan

Brand	Net sales EUR 12/15	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR B2017	Net sales EUR B2017/E2016	Net sales EUR F2017	Net sales EUR % F2017 vs E2016
<b>Legrand</b>	1 072 000	903 294	-15,7%	968 831	7,26%	1 263 710	39,90%
<b>ZUCCHINI + BTICINO</b>	72000	92 171	28,0%	94 014	2,00%	85 428	-7,32%
<b>CABLOFIL</b>	56 000	6 000	-89,3%	6 120	2,00%	18 415	206,92%
<b>ESTAP</b>	4 000	0	-100,0%	0	-100,00%	4 000	-
<b>KONTAKTOR</b>	188 000	237 667	26,4%	250 027	5,20%	186 588	-21,49%
<b>TOTAL</b>	<b>1 392 000</b>	<b>1 239 132</b>	<b>-10,98%</b>	<b>1 318 992</b>	<b>6,44%</b>	<b>1 558 141</b>	<b>25,74%</b>



B2017  
Uzbekistan and  
Tajikistan

## B2017 by DAS – Uzbekistan and Tajikistan

DAS	PL	Net sales EUR 12/15	Net sales EUR E2016	Net sales EUR % E2016 vs 2015	Net sales EUR B2017	Net sales EUR B2017/E2016	Net sales EUR F2017	Net sales EUR % F2017 vs E2016
1	1 (without Kontaktor)	456 000	417 917	-8,4%	428 556	2,5%	528 921	26,6%
	5	193 000	17 982	-90,7%	18 200	1,2%	24 966	38,8%
	1 (Kontaktor)	188 000	237 667	26,4%	250 027	5,2%	197 540	-16,9%
<b>1 Total</b>		<b>837 000</b>	<b>673 566</b>	<b>-19,53%</b>	<b>696 783</b>	<b>3,45%</b>	<b>751 427</b>	<b>11,56%</b>
2	2	93 000	129 617	39,37%	172 389	33,0%	229 743	77,2%
	4	0	2 000	-	2 000	0,0%	2 511	25,6%
	9	1 000	0	-100,0%	0	-	0	-
<b>2 Total</b>		<b>94 000</b>	<b>131 617</b>	<b>40,0%</b>	<b>174 389</b>	<b>32,50%</b>	<b>232 254</b>	<b>76,46%</b>
3	3	1000	1 000	0,0%	2 000	100,0%	2 000	100,0%
	4	2000	1 000	-50,0%	2 000	100,0%	2 000	100,0%
<b>3 Total</b>		<b>3 000</b>	<b>2 000</b>	<b>-33,3%</b>	<b>4 000</b>	<b>100,00%</b>	<b>4 000</b>	<b>100,00%</b>
5	5	2 000	2 150	7,5%	4 525	110,5%	4 525	110,5%
	9	14 000	5 000	-64,3%	5 115	2,3%	5 115	2,3%
<b>5 Total</b>		<b>16 000</b>	<b>7 150</b>	<b>-55,3%</b>	<b>9 640</b>	<b>34,83%</b>	<b>9 640</b>	<b>34,83%</b>
6	6	247 000	244 351	-1,1%	251 500	2,93%	302 930	24,0%
<b>6 Total</b>		<b>247 000</b>	<b>244 351</b>	<b>-1,1%</b>	<b>251 500</b>	<b>2,93%</b>	<b>302 930</b>	<b>23,97%</b>
7	7	93 000	68 000	-26,9%	69 000	1,5%	84 252	23,9%
<b>7 Total</b>		<b>93 000</b>	<b>68 000</b>	<b>-26,9%</b>	<b>69 000</b>	<b>1,47%</b>	<b>84 252</b>	<b>23,90%</b>
8	3	0	0	-	0	-	0	-
	8	102 000	112 448	10,2%	113 680	1,1%	173 638	54,4%
<b>8 Total</b>		<b>102 000</b>	<b>112 448</b>	<b>10,2%</b>	<b>113 680</b>	<b>1,10%</b>	<b>173 638</b>	<b>1,10%</b>
9		0	0	0	0%	-	0%	-
<b>9 Total</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>-</b>	<b>0%</b>	<b>-</b>
<b>Grand Total</b>		<b>1 392 000</b>	<b>1 239 132</b>	<b>-10,98%</b>	<b>1 318 992</b>	<b>6,44%</b>	<b>1 558 141</b>	<b>25,74%</b>

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# Strategic goals and Action Plan Uzbekistan and Tajikistan

## Strategic goals 2017 Uzbekistan and Tajikistan

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- Log into top three with UPS **Uzbekistan**
  - Enlarge retail up to 30-35%
  - Open at least one shop in all regions of Uzbekistan
  - Increase turnover by 25%
- Increase turnover by 2,5 times **Tajikistan**
  - Find new Distributors
  - Open one more shop in Dushanbe
  - Increase turnover by 25%

## Action Plan 2017 Uzbekistan and Tajikistan

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**-PL6 – 02.2017**

### **Uzbekistan**

**-PL2 – 04.2017 for Distributors and Partners**

**06.2017 for Designers**

**twice each month for electricians (5-6 persons at a time) in Legrand UZ office**

**- PL1 – 09.2017 for Professionals (Design Institutes, Panel Builders, Customers, Distributors)**

**■ Find one more retail Distributor in Bukhara**

**■ Open new shops in Tashkent, Bukhara and Nukus**

**■ Authorization one LCS2 Installer**

**■ Business trips with Clients**

## Action Plan 2017 Uzbekistan and Tajikistan

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- Find one more retail Distributor **Tajikistan**
- Find new Partners and System Integrators
- Business trips to Dushanbe – first 02.2017
- Need to open one more shop in Dushanbe
- Trainings of DIAZ's Sales Engineers and electricians
- Seminar PL2 – 05.2017

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APPENDIX

# Uzbekistan and Tajikistan

TOTAL UZBEKISTAN & TADJIKISTAN	A 2015	%	B 2016	%	E 2016	B 2017	B- 2017	B+ 2017	B16 / A15	E16 / A15	B17/E16
LG	1 037 730	35,3%	1 009 578	-3%	831 011	887 631	799 268	932 012	-2,7%	-19,9%	6,8%
FIRELEC	26 851		38 000	42%	72 284	81 200	73 280	85 260	41,5%	169,2%	12,3%
ZUCCHINI + BTICINO	72 042	60,8%	130 000	80%	92 171	94 014	84 620	98 715	80,5%	27,9%	2,0%
CABLOFIL	56 000	100,0%	63 000	13%	6 000	6 120	5 570	6 426	12,5%	-89,3%	2,0%
ESTAP	3 987		-		-	-	-	-	-100,0%	-100,0%	
KONTAKTOR	188 048	-5,1%	130 000	-31%	237 667	250 027	225 024	262 528	-30,9%	26,4%	5,2%
<b>TOTAL SALES</b>	<b>1 384 658</b>	<b>31,5%</b>	<b>1 370 578</b>	<b>-1%</b>	<b>1 239 132</b>	<b>1 318 992</b>	<b>1 187 762</b>	<b>1 384 942</b>	<b>-1,0%</b>	<b>-10,5%</b>	<b>6,4%</b>
LG	326 384	31,5%	365 088	36,2%	300 826	322 842	290 718	338 984	11,9%	-7,8%	7,3%
FIRELEC	11 053	41,2%	13 376	35,2%	22 160	25 254	22 800	26 517	21,0%	100,5%	14,0%
ZUCCHINI + BTICINO	17 290	24,0%	27 430	21,1%	10 323	10 530	9 477	11 056	58,6%	-40,3%	2,0%
CABLOFIL	31 002	55,4%	35 280	56,0%	2 400	2 448	2 228	2 570	13,8%	-92,3%	2,0%
ESTAP	718	18,0%	-		-	-	1	2	-100,0%	-100,0%	
KONTAKTOR	25 575	-13,6%	13 780	-10,6%	33 511	35 254	31 728	37 016	-46,1%	31,0%	5,2%
<b>TOTAL GROSS MARGIN</b>	<b>360 872</b>	<b>26,1%</b>	<b>427 394</b>	<b>31,2%</b>	<b>302 198</b>	<b>325 820</b>	<b>293 496</b>	<b>342 113</b>	<b>18,4%</b>	<b>-16,3%</b>	<b>7,8%</b>
<b>EXPENSES TOTAL</b>	<b>103 915</b>		<b>141 914</b>		<b>109 997</b>	<b>141 500</b>	<b>128 300</b>	<b>147 500</b>	<b>36,6%</b>	<b>5,9%</b>	<b>28,6%</b>
Add fees from Lg SNC (9%)	-		90 862		74 791	79 887	71 934	83 881			6,8%
Provision clients	-		-		10 000	-	-	-			
<b>OPERATIONAL MARGIN</b>	<b>256 956</b>		<b>194 618</b>		<b>127 410</b>	<b>104 433</b>	<b>93 262</b>	<b>110 732</b>	<b>-24,3%</b>	<b>-50,4%</b>	<b>-18,0%</b>
<b>% OF SALES</b>	<b>18,6%</b>		<b>14,2%</b>		<b>10,3%</b>	<b>7,9%</b>	<b>7,9%</b>	<b>8,0%</b>			