



FABRICE ROSI ELECTED AFTERMARKET PROFESSIONAL OF THE YEAR 2018

Fabrice Rosi, Co-Founder and Member of the Board of AD Russia, comments his title of "Aftermarket Professional of the Year 2018":

It is a great honour to be recognised by your peers. I was very touched to be awarded this prize. I think that this was obvious. However, recognising a single person for a group performance is also somewhat unfair. I would therefore like to include AD Russia's Teams and Partners, as well as Gennady Korolkov, the person who has led our Group to where it is today via his expertise, humanism, and natural charisma in this award. The merit is theirs.

I have been lucky enough to work in an extraordinary country for the past 17 years, and have been surrounded by people who are just as extraordinary; we will celebrate AD Russia's 15th anniversary in a few months.

However, the general economic environment has not been among the easiest over the past 15 years. There has been a lack of growth since the 2009 downturn, and the growth rate has fallen from an average of 7% for the period between 2003 and 2008 to around 0% since then, includ-

ing lows of -7% (2009) and -3% (2015). This has included a faltering currency with extreme fluctuations that is highly complex to manage, especially for a company that relies heavily on imports such as AD Russia. There were 36 roubles to one € in 2003, there are now 72.

An odd mix of patience, caution, solidarity, determination, creativity and daring has been required in order to make AD Russia one of the main operators on the Russian market. Revenues reached €400 million in 2017 compared with a starting point of €37 million in 2003, while the storage area increased from 12,000 m² to 69,000 m² over the same period (an extra 20,000 m² is planned in 2018). The fleet of delivery vehicles has increased from 30 to 450, and most important of all, the network of sales outlets has increased from 12 to 46, covering Russia from Murmansk to Krasnodar, and from Voronezh to Vladivostok.

Aside from the figures, which speak for themselves, I sincerely believe that AD Russia's main achievement has been its decisive contribution to the change of IAM in Russia, which has become a transparent business activity, thanks



to its numerous initiatives, which have sometimes cost the company in terms of growth.

During this venture, we have been able to count on the unflagging support of Autodistribution International and of its Partners, Members, and Suppliers, whom I would like to formally recognise here.

AD Russia will pursue its sensible growth policy in 2018. A new central warehouse will be created, and several new sales outlets will be added to our network. Lastly, we are currently working on setting up the “AD Russia Academy”, which we hope will open in 2019.

It is important for us to avoid any triumphalism. Russia is a country where everything is difficult, although few things are impossible, but where nothing is foreseeable.



AD RUSSIA NETWORK OF OWNED SUBSIDIARIES: 57 POINTS OF SALES

