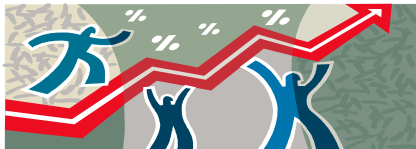


20 years in the Russian market



FIT in Russia:

**20 years of leadership
in the Russian retail automation market**

Company Profile – April 2009

834
2334
4000
6345
2334
4000
6345
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6345



France Informatique & Technologie

Providing the most advanced software applications and retail technologies to increasing the competitive advantages of our clients in the retail market.



FIT is...

Software house (specialized retail applications)

**POS-systems and other specialized equipment for
retail automation supplier**

System integrator, complete solutions provider

A full service provider

**FIT specializes
on...**

**Automation of retail chains of super- and
hypermarkets (FMCG)**

Consulting in the food retail logistics management

FIT is the **eight times** winner of the National professional award **Gold Scales** in a nomination

The Best in Retail Chains Automation 2001-2008

The higher professional award of the Russian Federation for outstanding achievements in the field of equipping of the retail and foodservice companies in Russia.

The premium **Gold Scales** is founded by National Trading Association at support of the Ministry for Economic Development of Russia.



20 years in the Russian market

More than 80 retail chains use GESTORI Pro



■ **POS-systems**



- NCR RealPOS™ 80XRT
- NCR RealPOS™ 30
- NCR RealPOS™ 21
- OMRON POS FIT-7000K

■ **Other front-end solutions**



- NCR
- METTLER TOLEDO
- DATALOGIC (PSC)
- DATAMAX
- ELTRON
- SCANTECH
- ...



FIT is ...

the General supplier and the Applicant of NCR POS-systems in the ECR State register of the Russian Federation



20 years in the Russian market

FIT is ...

NCR Platinum Partner



Distribution Status



RealPartner

6345
2334
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20 years in the Russian market

FIT is ...

NCR Point of Sale and Retail Software solutions provider

**NCR RealPOS™
Workstations**



**NCR RealPOS™
Scanners**



**NCR RealPOS
Peripherals**



**NCR Advanced
Retail Solution**



**NCR SelfServ™
Checkout**



20 years in the Russian market

Enterprise level Retail Software solutions:

- **GESTORI Pro – Retail Merchandise Management system (Progress, Unix/Linux)**
- **DiAna: Digital Analytics Pro – Retail Business Intelligence system (Oracle (OLAP), Unix/Linux/Windows)**

In-Store level Retail Software solutions:

- **NCR Advanced Retail Solution (AS@R) and POS-FIT - Front Office Retail Software solutions**
- **FIGARO Advanced – Table Service Restaurants Management system (Progress, Windows)**





■ **GESTORI Pro – Retail Merchandise Management system (Progress, Unix/Linux)**



- **Core merchandising activities, including inventory control, replenishment, purchasing and ordering management in real time mode**
 - **Assortment and category management**
 - **Sales management, including sales audit and loyalty management**
 - **Price management**
 - **Store inventory management**
 - **Store front-end solutions remote management**
 - **Manufacturing management (multi-hierarchy calculations support)**
 - **Warehouse Management System (incl. perishable and weight goods handling)**
- etc.

Hardware – supporting more than 40 platforms (from Intel servers to Mainframes).

20 years in the Russian market

■ **GESTORI Pro specialization – retail chains of super- and hypermarkets management automation**



- **Food and non-food:**
 - ✓ Grocery
 - ✓ General merchandise
 - ✓ Drogerie
 - ✓ DIY
 - ✓ Specialty (book shops, pet shops, travel agencies, one price shops, etc.)
 - ✓ ...
- **Regional and inter-regional (national)**
- **Mono- and multi-formats:**
 - ✓ Super- and hypermarkets
 - ✓ Cash&Carry
 - ✓ Discounts
 - ✓ C-stores
 - ✓ ...**etc.**

20 years in the Russian market

■ **GESTORI RSMS – Retail Sales Management System (Middle Office)**



- **Central remote management for the all front-end systems of the retail stores (POS, scales, price verifiers, label printers, etc.)**
- **Sales data consolidation detailed on the receipt level**
- **Central management of the integrated POS-server functions**
- **Flexible integration with Head Office level software solutions (including ERP-type solutions, e.g. SAP)**

GESTORI RSMS in «KOPEYKA»:

- **521 supermarkets**
- **2600 POS-systems**

20 years in the Russian market

System for retail leaders

*Applications of other developers,
including self-developed and ERP-systems*



*GESTORI^{Pro}
(Maximum share
among automation systems
for retail chains)

Every fourth

retail food chain is the client of company FIT
and uses system GESTORI^{Pro}.

*April, 2008 – The Rating Top 50 for largest retail operators of Russia
– Russia's most revered newspaper, The Kommersant (The Businessman)*



Коммерсант

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20 years in the Russian market

- **DiAna: Digital Analytics Pro – Retail Business Intelligence system (Oracle (OLAP), Unix/Linux/Windows)**



- **Dynamic sales analysis**
- **Hourly sales analysis**
- **ABC-XYZ sales analysis**
- **Sales analyses on set of the receipts grouped on intervals of the sums of purchases**
- **Inventory level movement analysis**
- **Integrated inventory level and sales movement analysis**
- **Matrix analysis: BCG, Dibb-Simkin etc.**



■ **Advanced Retail Solution – highly flexible enhanced application for POS and other front-end systems management**



- Localized for Russia
- User Interface designed by Human Factor Engineering
- Industrial standards supporting
- Resilience (multilevel redundancy for data capture and storage, checkout not impacted by network or server failure, automatic and simple recovery procedures)
- Platform independent (DOS, Windows, Linux)
- Object oriented design and programming (Java)
- Performs all the necessary till transactions
- Loyalty and promotions support (Digital promotions)
- Integrated with different third party Back Offices, including ERP-systems (SAP, Gold, Gestori Pro, etc.)



20 years in the Russian market

- **Advanced Retail Solution** – highly flexible enhanced application for POS and other front-end systems management



First implementation of

ADVANCED STORE @ RETAIL

in Russia was made by FIT in the retail chain of supermarkets Dobrynia (Perm) in 2005



FIT's clients - using



20 years in the Russian market

■ **«POS-FIT-K» Version 5.01 – application for POS management**



- **Stand-alone mode**
- **Wide set of POS functionalities**
- **Cash control integration possibilities**
- **Support of possibility to pay for the services through POS (cellular communication, municipal payments, etc.)**
- **On-line banking cards payments support**
- **Loyalty systems support**
- **Background communication support with GESTORI Pro, GESTORI RSMS, etc.**
- **Integrated fiscal functions (entered in the ECR State register of the Russian Federation as a part of NCR Tiger FIT-K, OMRON POS FIT-7000K)**

20 years in the Russian market

■ **«POS-FIT-FR» – application for POS with fiscal printer management**



- **Stand-alone mode**
- **Wide set of POS functionalities**
- **Cash control integration possibilities**
- **Loyalty systems support**
- **Background communication support with GESTORI Pro, GESTORI RSMS, etc.**
- **Support of fiscal functions by means of the integration with fiscal printers (Fiscal Registers) Shtrih "family"**

20 years in the Russian market

GROWTH

The first implementation of the GESTORI at the grocery chain of supermarkets **Kopeyka** - real-time mode for the data access, centralized architecture of the DB.



FIT won a tender to supply **RAMSTOR** with **SENSORMATIC** EAS systems



FIT won a tender to supply **GUM** with POS systems (200 POS OMRON RS 7000).



Start of automation of a DIY chains. First implementation of GESTORI at the DIY hypermarket (**Maxidom** St.-Petersburg)



Start of development **FIGARO** system for Hospitality. The first implementation at the **EIDorado** restaurant.

The first version of GESTORI system was developed on Microsoft platform. The first implementation at the **Nina Ricci** boutique.

Start of development GESTORI system under Unix/Progress platform. The first implementation at the **Russian Beryozka** chain of supermarkets.

Moscow, Russia: Foundation



Start of distribution **OMRON** ECR & POS.



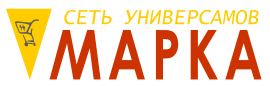
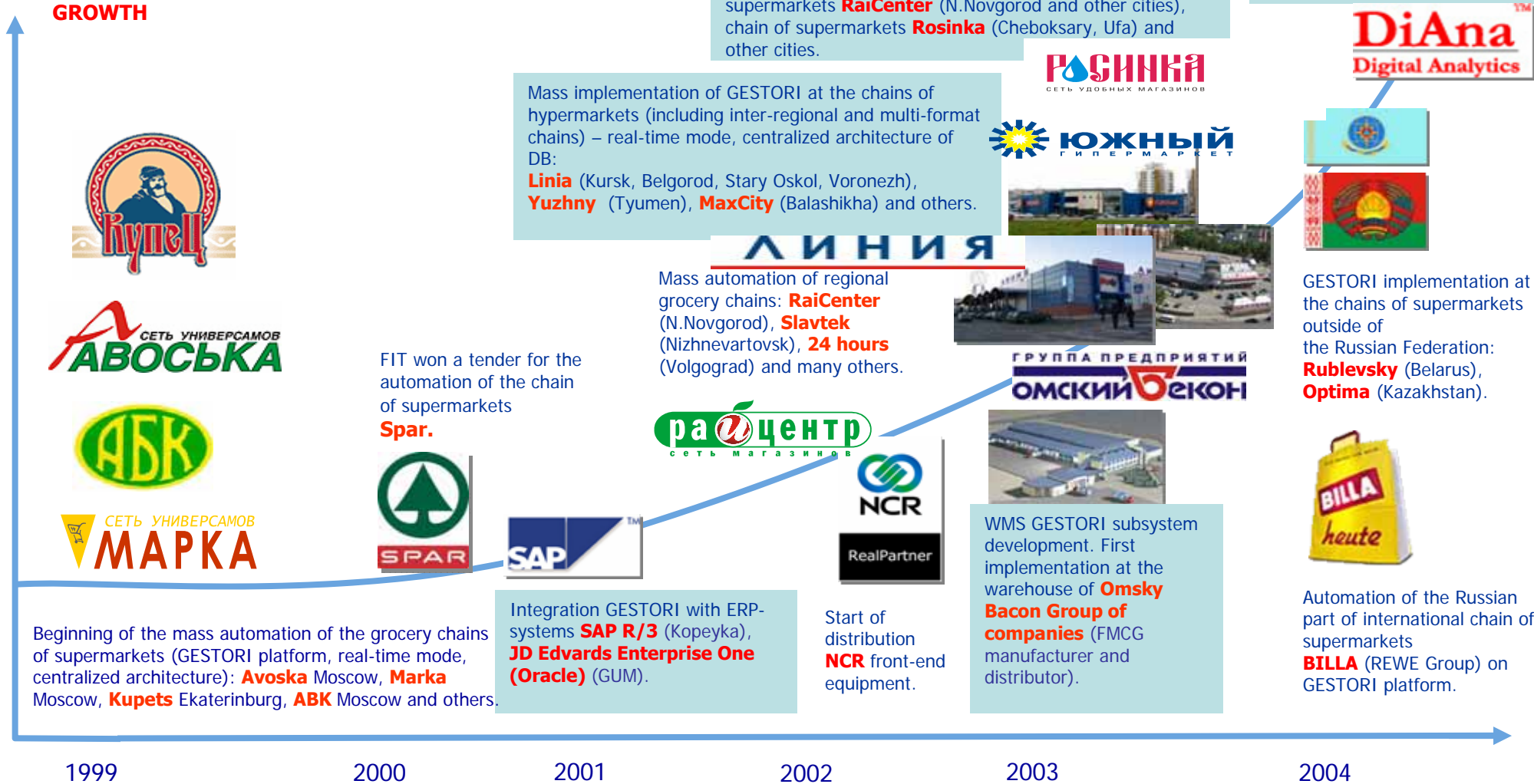
Start of distribution **SENSORMATIC** anti-theft technologies.



Company development history: 1999 - 2004

20 years in the Russian market

GROWTH



20 years in the Russian market

GROWTH



DiAna
Digital Analytics

Mass implementation of **DiAna: Digital Analytics** at the various chains of super- and hypermarkets.



Beginning of automation of the chains of supermarkets in a Drogerie format - **Optima** (Izhevsk), Parfumcenter (Naberejny Chelny), **Sitymarket** (Moscow).



Automation of the 300th supermarket of the national grocery chain of supermarkets **Kopeyka** on GESTORI+SAP R/3 platform.



First implementation of AS@R NCR Front-End solution in Russia at the chain of supermarkets **Dobrynia** (Perm).



Mass implementation of GESTORI WMS module at the different projects of the retail chain automation (chain of book supermarkets **Bookberry** (Moscow), chain of hypermarkets Cash&Carry **Geomart** (Omsk), chains of DIY supermarkets **Khoztovary** (Ekaterinburg) and **Anchor** (Novy Urengoy) and others).

20 years in the Russian market



Леонардо

ПЛЯНА
СЕТЬ СУПЕРМАРКЕТОВ

КИРОВСКИЙ
СЕТЬ СУПЕРМАРКЕТОВ

УНИВЕРСАМ
БЕГЕМОТ

РАЙЦЕН

FIX price

НОРМА

В 2 ШАГАХ
СЕТЬ УНИВЕРСАМОВ

куда.ru
Сеть Бюро Путешествий

МОШЕТКА

dreamclub

Duplicating of the solution for automation of chains of travel agencies.

The first implementation of GESTORI system, the cash solution based on NCR RealPOS 30 and AS@R in a travel agencies chain **KUDA.ru**.

ЕYEKRAFT NEW YORK
О П Т И К А

Mass automation actively developing trans-regional chain operators: chains of hypermarkets **Polianna** (Western Siberia), **Kirovsky** (the Ural region), **Monetka** (Moscow), **Raitsen** (Nizhni Novgorod), **Norma** (Saint Petersburg) and others.

2007

2008

2009

20 years in the Russian market

FOOD Sector

Kopeyka - 521 supermarkets (2700+ POS)

Linia - 18 hypermarkets (500+ POS)

Kirovsky – 130 supermarkets

Magnolia – 125 supermarkets

Polyana - 16 hypermarkets + 11 supemarkets

V dvux shagah – 78 supermarkets

RaiCenter + RaiTsen - 44 supermarkets

Avoska - 30 supermarkets

Monetka – 25 supermarkets

ABK - 31 convenient stores

Norma – 25 supermarkets

Kupets – 40+ supermarkets

Rosinka – 50+ supermarkets

Slaviansky – 25 supermarkets

Always - 20 supermarkets

Slavtek – 22 supermarkets

MaxCity – 3 hypermarkets

GEOMART - 2 Cash&Carry hypermarkets

Marka - 12 supermarkets

Dobrynia – 10 supermarkets

Ring - 18 supermarkets

etc.



NON-FOOD Sector

MAXIDOM (DIY) - 12 hypermarkets

YUZHNY (DIY) – 2 hypermarkets

FixPrice – 87 shops

EyeKraft – 72 optics

Bookbery (books) - 13 supermarkets

CityMarket (drogerie) – 15 supermarkets

Leonardo – 8 hobby stores

KUDA.ru – 150 travel agencies

Golden Apple (perfumery) – 4 supermarkets

etc.



20 years in the Russian market

Dealers & Partners

- Moscow
- S-Peterburg
- Ekaterinburg
- N-Novgorod
- Kemerovo
- Novosibirsk
- Omsk
- Irkutsk
- Krasnoyarsk
- Khabarovsk
- Vladivostok
- Rostov-Na-Donu
- Tomsk
- Perm
- Tumen
- Kursk
- Belgorod
- Voroneg
- Orel
- Tcheboksary
- Naberejnye Tchelny
- Novy Urengoy
- Minsk
- etc.



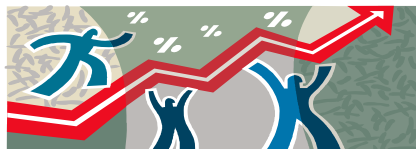
More than 150 centres of technical support in 100 cities and towns all over the country



- **New products and services**
- **New national and international customers**
- **New channels (new partners and distributors)**
- **New market sectors**
- **Best practices**



20 years in the Russian market



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