



ФЕДЕРАЛЬНЫЙ
ЗАКУПОЧНЫЙ СОЮЗ

Federal Purchasing Union

2017

Federal Purchasing Union - today

GEOGRAPHY ACTIVITIES

96 retailers

8 Federal districts

₽450 billion rub.
Total turnover



AREAS OF ACTIVITY



Values of the Federal Purchasing Union

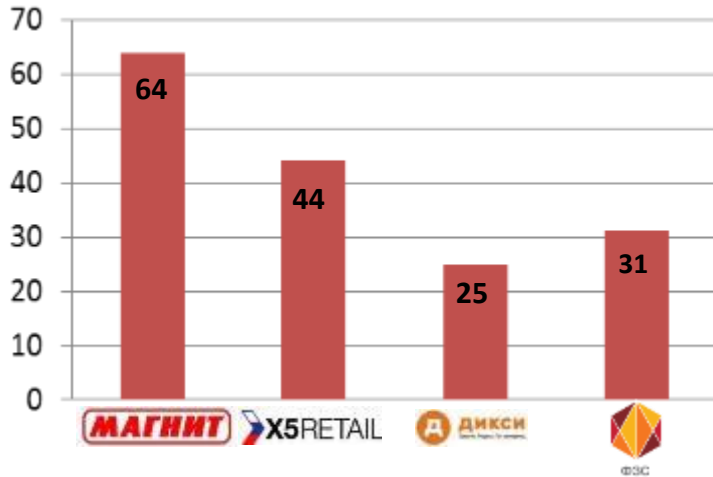
- **We build our business with people and for people**
- **A business based on principles of honesty, transparency, kindness and fairness**
- **Positive thinking** – we view changes without negativity and find opportunities for growth and improvement in any situation
- **Cooperation** –we find interaction points and achieve common goals while supporting an atmosphere of mutual understanding with our employees, vendors, customers and competitors
- **Expertise** –we have the ambition and ability to perform our work as well as possible, to make the quality of our services and products as high as it can be
- **Flexibility and agility** –we forecast changes in the external environment and swiftly change along with them

FPU partners– leaders of regional retail market

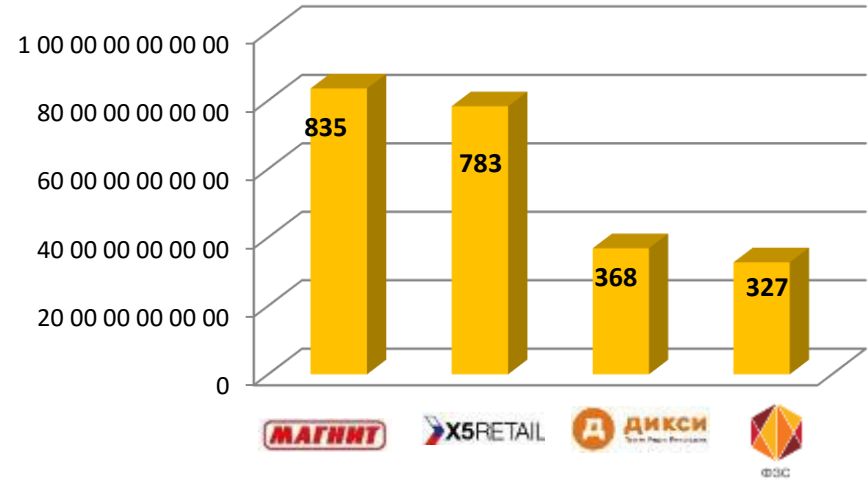


FPU on the Russian market 2016

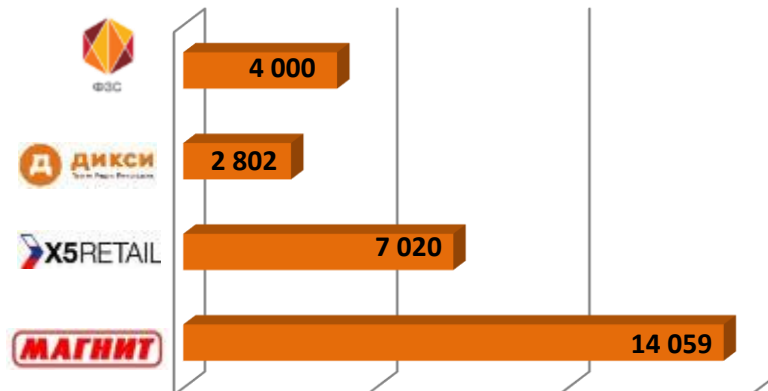
The representation of FPU in the Russian Federation (number of RF districts)



Turnover (billions rub.)



Number of stores



Areas of activity



4 house brands

across three price segments:

Soyuznaya Marka

UNIMARKA

Europe Choice and Timely



Exchange Goods

only the best offers from leading manufacturers and vendors of goods: **cheese, sunflower oil flour, cereals, caviar and fish.**



Fruit & Vegetables

we work directly with product suppliers from Turkey, Egypt, Morocco, Israel and Serbia.



Alcohol

we have direct contracts with the world's leading alcoholic beverage manufacturers, and we can offer Exclusive Brands (EB) as well

Logistic– own Warehouses in Moscow and regions



- ✓ WH systems of FPU based on 3PL operator Log-East.
- ✓ 30 square meters volume – 33 500 pallets, online control system of loading / unloading.
- ✓ Average monthly unloading is 3000 pallets
- ✓ Absence of stocks, cross-docking system



Benefits of cooperation with FPU

- ✓ FPU Partners are large regional retail chains with modern stores in different formats, with its own production, workshops, distribution centers.
- ✓ FPU personal manager works with the 96 retail chains the same time, that leads to optimization of procurement process with increasing of profits for supplier
- ✓ Federal Purchasing Union – is partner of the Union of Independent Networks of Russia: a platform for the search of new networks, representing the interests of providers at the level of regional networks