

#### Holding Company structure





COMPANIES WITHIN THE GROUP'S PERIMETER

#### MegaFon



UDC Revo Choirge Unified Distribution Center

Revo Charge RUS Russian Federation

Revo Charge CA Central Asia









Связной







UDC Revo Charge is a highly efficient and technologically advanced multi-brand distributor, developing a digital and high-tech environment in the Russian and Uzbek markets.

Megafon is a national operator of digital capabilities, holding leading positions in all the segments of the Russian telecommunications market and providing services to 75,2 million subscribers in the country.

Ucell is a national telecommunication company of Uzbekistan. Ucell is the leader in the commercial use of 5G. It represents communication services, holding lead positions in all the segments of the Uzbekistan telecommunication market and providing services to 7,4 million subscribers in the country.

#### Revo Charge Central Asia

**UDC** "Revo Charge Central Asia" is a multi-brand distributor developing a digital and high-tech environment in the market of the Republic of Uzbekistan. It provides distribution of smartphones, digital devices, portable equipment and accessories; delivers goods to own and franchised stores of the operator Ucell. The company opens monobrand stores in partnership with key smartphone vendors.

#### **COMPETITIVE ADVANTAGE REVO CHARGE CENTRAL ASIA:**



Own warehouse and cross-docking system in 12 regions of the country



Bond warehouse. Free customs warehouse for transit to third countries and the Republic of Uzbekistan



Own credit broker and a box-solution based on 1C for the regional retail



Extensive list of partners in all sales channels, more than 650 stores



High-quality and efficient supply planning through a single window system

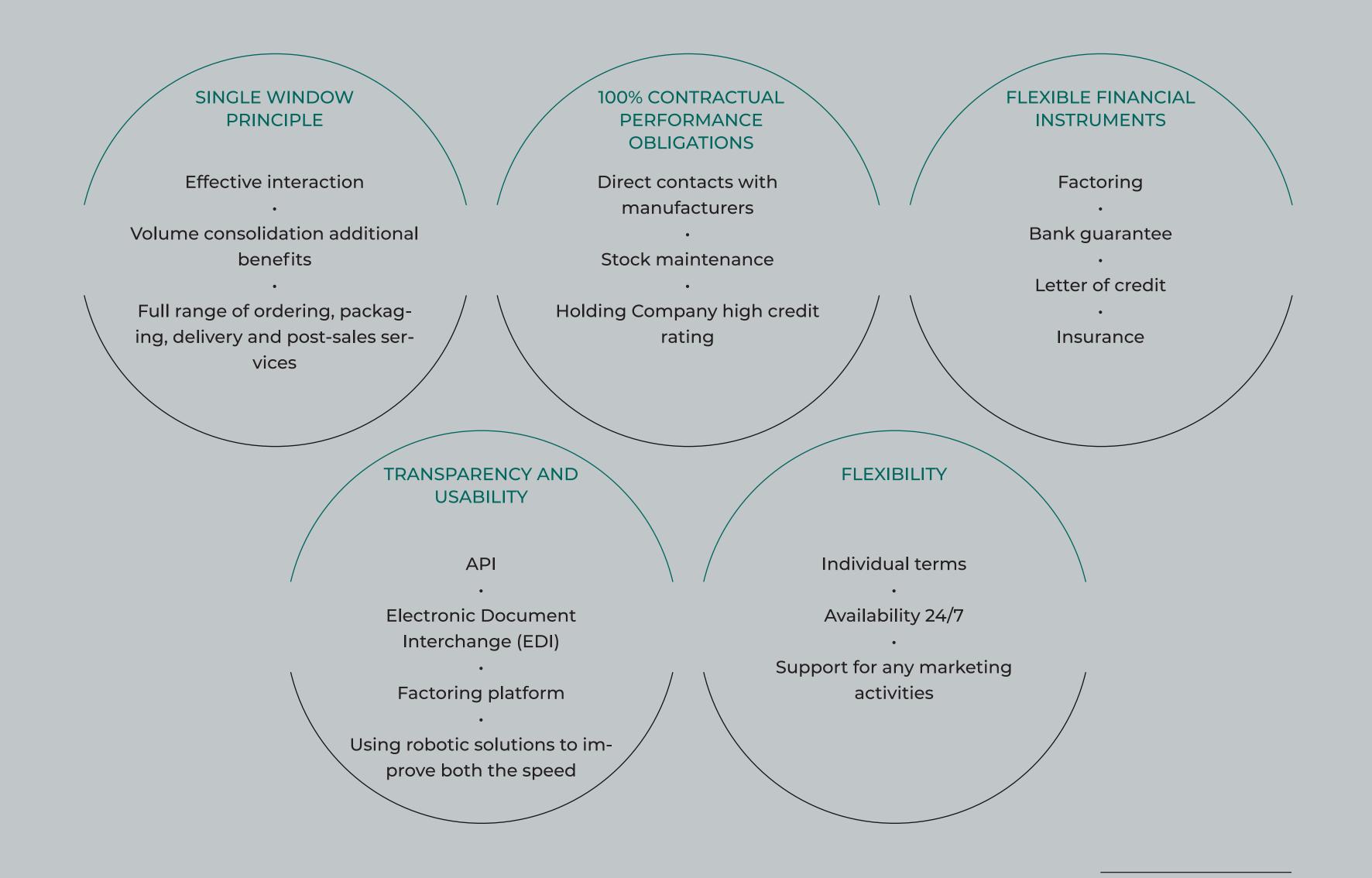


Conducting joint marketing activities



Complete solution for monitoring and rhythmicity of deliveries allowing you to effectively collect and process information on feedback from retail

#### Competitive advantages



#### UDC structure



Russian and global

manufacturers and

distributors, banks and

financial institutions

PARTNERSHIP



ΙT

Seamless system integration via API, EDI. Availability of modern Optical Character Recognition (OCR) system. Robotic process automation

(RPA) technology application



WAREHOUSE



LOGISTICS

The UDC Group has warehouse facilities in accordance with international standards, which ensure reliable protection of the stored products

Transport infrastructure functioning through a 3PL operator within the Holding Company



Uzbekistan

SERVICE CENTER

The network of UBC service

all the products on the

territory of the Russian

Federation and Republic of

centers is able to provide a full

range of post-sales services of



SALES CHANNELS

The Holding Company's perimeter includes its own sales channels of Svyaznoy company, Megafon retail, Megafon franchise network, Ucell, E-com platforms and marketplaces



**ANALYTICS** 

The company's analytics
system is built on the basis of
BigData technologies and
end-to-end business
processes to ensure more
effective order planning



#### **Kirill Shibanov**

COO Revo Charge CEO Revo Charge CA

Being an operating director and serial entrepreneur he has been in business development for many years. He has worked with startups, well-known brands and large organizations, helping them succeed and enter new markets and adapt operations to new conditions. His wealth of experience covers the multi-brand retail and telecom sectors. His specialties include general management, corporate strategy, marketing, sales and logistics.

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## Olga Utina

CFO Revo Charge

She is a financial director with a professional background in finance, accounting, taxes and law. She has 20 years of experience in building financial and tax accounting, processes and analytics both at the startup level and within the holding company. Her area of professional expertise includes implementing IT transformation projects and creating unique product solutions for factoring work. She believes that the experience in telecommunications and retailing allows the one to see any business in terms of the client's interests and find the best mutually beneficial solutions in every situation.

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#### **Andrey Shapovalov**

CPO Revo Charge

He is a procurement director with wide experience in federal retail. He held various executive positions in the purchasing department of MVideo-Eldorado Group for 13 years, being responsible for assortment management in all the segments of the consumer electronics market - from large and small appliances to laptops, smartphones and accessories. He partnered with major global brands to build, develop and implement practices that adapt the retail business to the changes of the customer's journey. The main area of his responsibility is the assortment developing, optimal goods flows building and creating an atmosphere of openness and trust in the partnership with suppliers.

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# **Dmitry Piotrovich**

CSO Revo Charge

Chief Security Officer.

Has Higher military special education, higher education in the areas of Information Security and Finance of enterprises. He has years of experience providing security of banking sphere, creating a secure IT infrastructure of enterprises and implementation a secure software development environment. It ensures compliance with the requirements of Anti-Corruption laws and Anti Money Laundering.

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# **Yuriy Pak**

COO Revo Charge CA

Yuriy is an expert in marketing and sales. He has professional background in the telecommunication industry. He is a leader and an entrepreneur who knows how to work in changing environment and creates simple and effective solutions for any tasks.

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