



## Unified Distribution Center

UDC Revo Charge brings together companies, units, partners and subdivisions, making them operate together as a well-tuned effective mechanism.

UDC Revo Charge plays an important role in the distribution market, by making the business processes more efficient and effective and providing its business partners with a competitive advantage by offering turnkey solutions.

About UDC

## Key areas of UDC activity

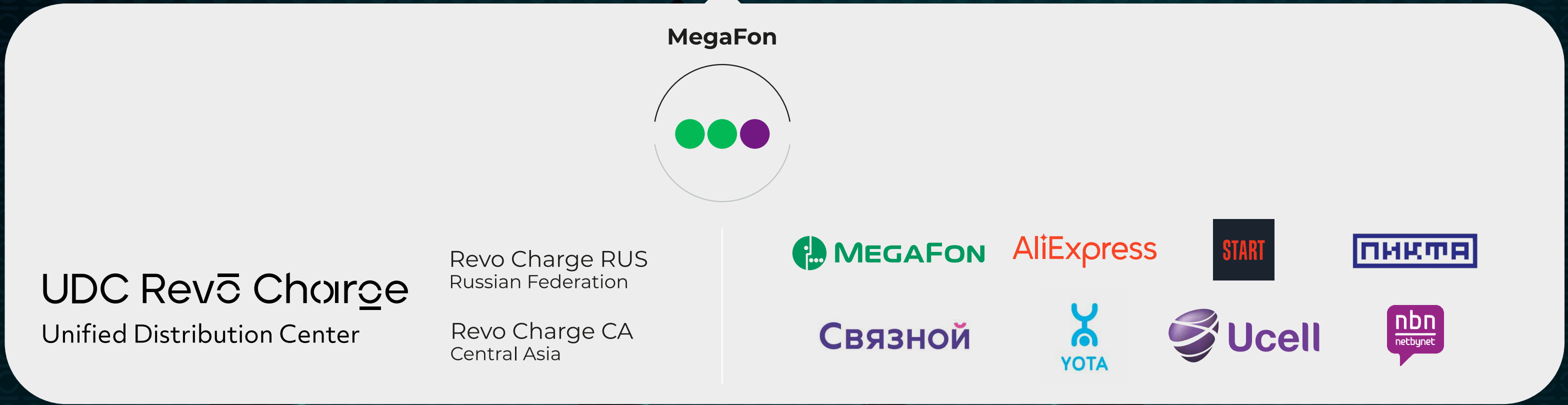
**UDC** is a technological multi-brand distributor which develops digital and high-tech environment in the Russian and Uzbek markets, providing distribution of smartphones, digital devices, wearables and accessories.

**UDC** offers flexible inventory management, optimization and rhythm control of logistics business processes, creation of unified corporate procedures, implementation of flexible financial instruments.

# Holding Company structure



COMPANIES WITHIN THE GROUP'S PERIMETER



**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

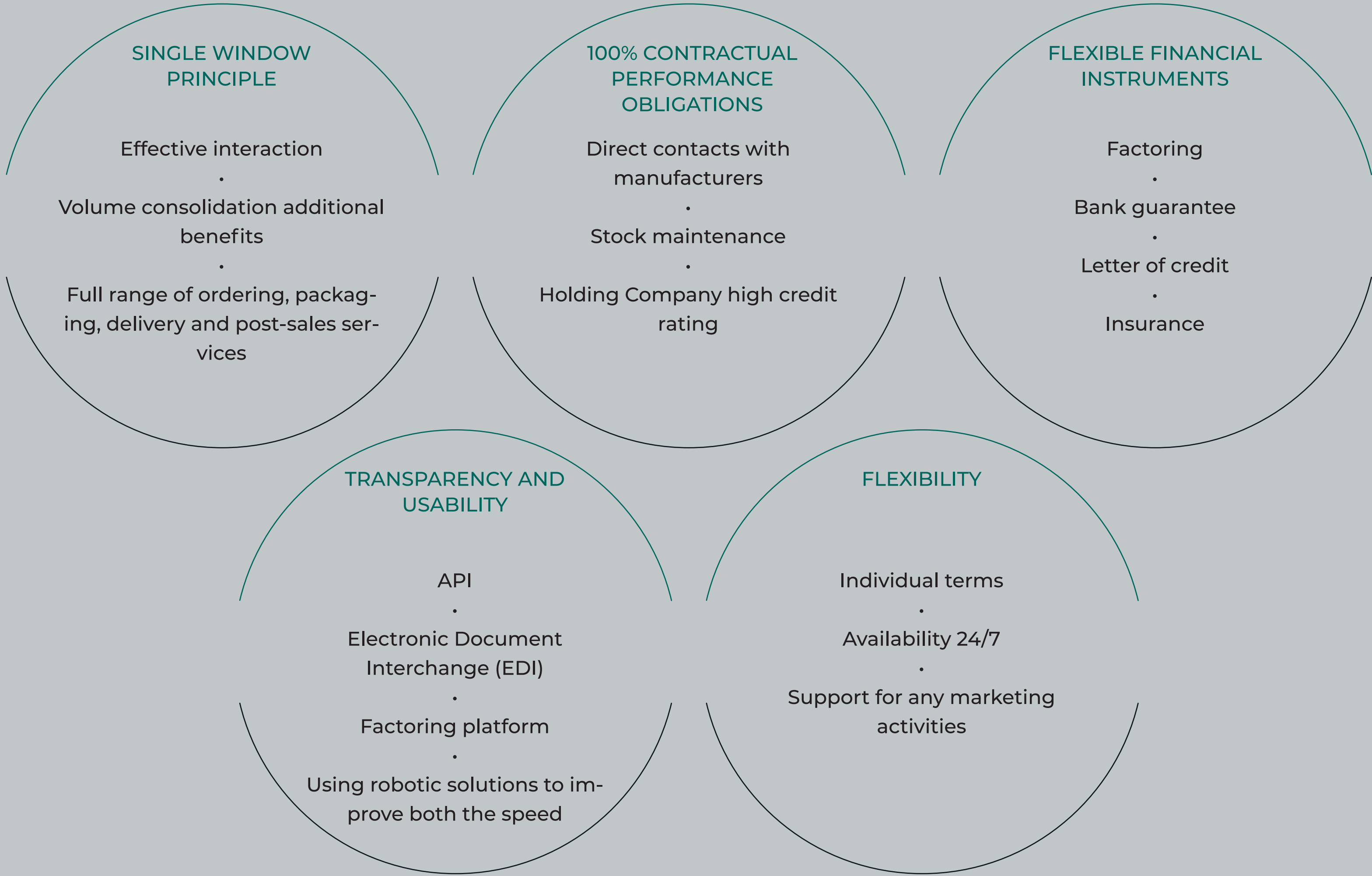


Conducting joint marketing activities



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

# Competitive advantages



## UDC structure



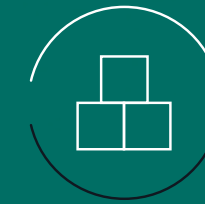
### PARTNERSHIP

Russian and global manufacturers and distributors, banks and financial institutions



### IT

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



### WAREHOUSE

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



### LOGISTICS

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



### SERVICE CENTER

The network of UBC service centers is able to provide a full range of post-sales services of all the products on the territory of the Russian Federation and Republic of Uzbekistan



### 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

## Our team of experts



### **Kirill Shibarov**

*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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## Our team of experts



### **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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## Our team of experts



### **Dmitry Piotrovich**

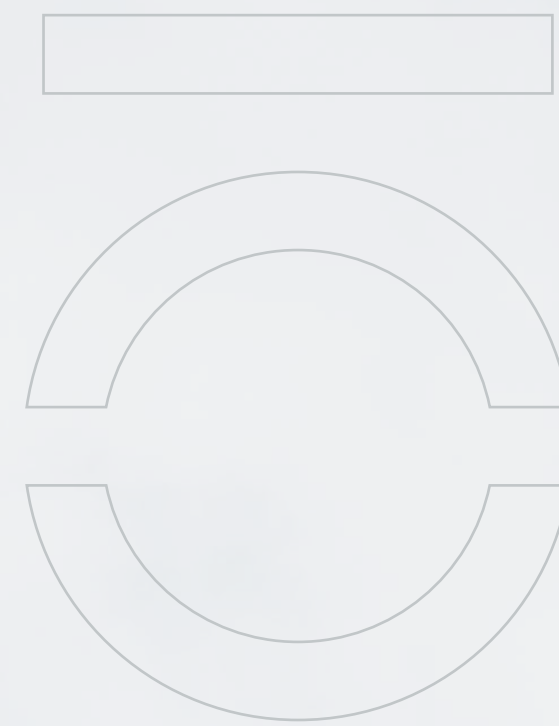
*CSO Revo Charge*

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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