

UFP
INTERNATIONAL



Distribution

25th of february 2010

UFP



Content



Agenda:

Overview

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UFP retail – conquest new market segments

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Summary



UFP International history



- *Established 1981 in Paris by Serge Zarka*
- *Specialization on supplies in 1987*
- *First direct contract with IBM in 1987*
- *Begin of international expansion in 1994*
- *Activities in France, Germany, The Netherlands, Italy, Spain and Great Britain*
- *Paneuropean partner for top manufacturers*
- *750 employees in 6 countries in 2010*
- *European stock asset = 100 mio. Euro (Q1. 2010)*
- *Turnover in 2009 (UFP-group) = 800 mio. Euro*
- *Equity capital = 100 mio. Euro end 2009*



UFP- range of goods



- **printer supplies**
from ink ribbon, ink, thermal printer & plotter supplies to laser printer supplies
 - **copier and fax supplies**
from toner, drums, ink to copier and fax paper
 - **Hardware**
from USB-Sticks , MP3 Players to Harddisks
 - **storage media**
from floppy-disks , CDs, DVDs to DLT
- and many more*



Main suppliers of UFP



In total more than 8.000 articles from about 80 different suppliers, f.e.:





And other direct contracts



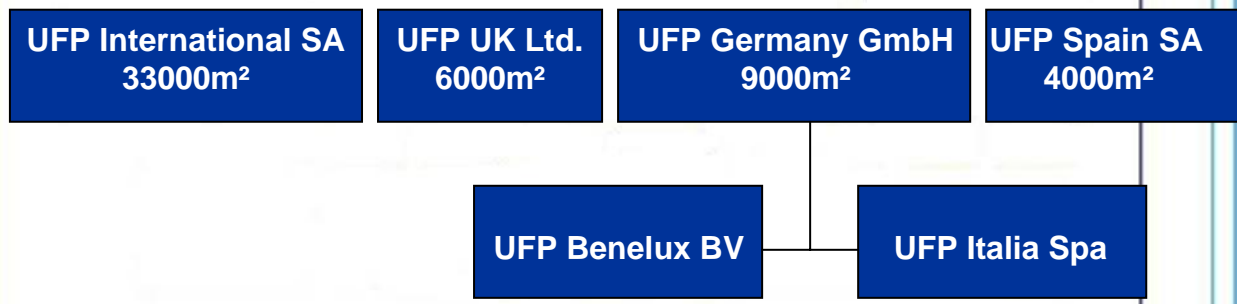
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PORTDESIGNS





UFP Logistic structure





UFP logistics overview

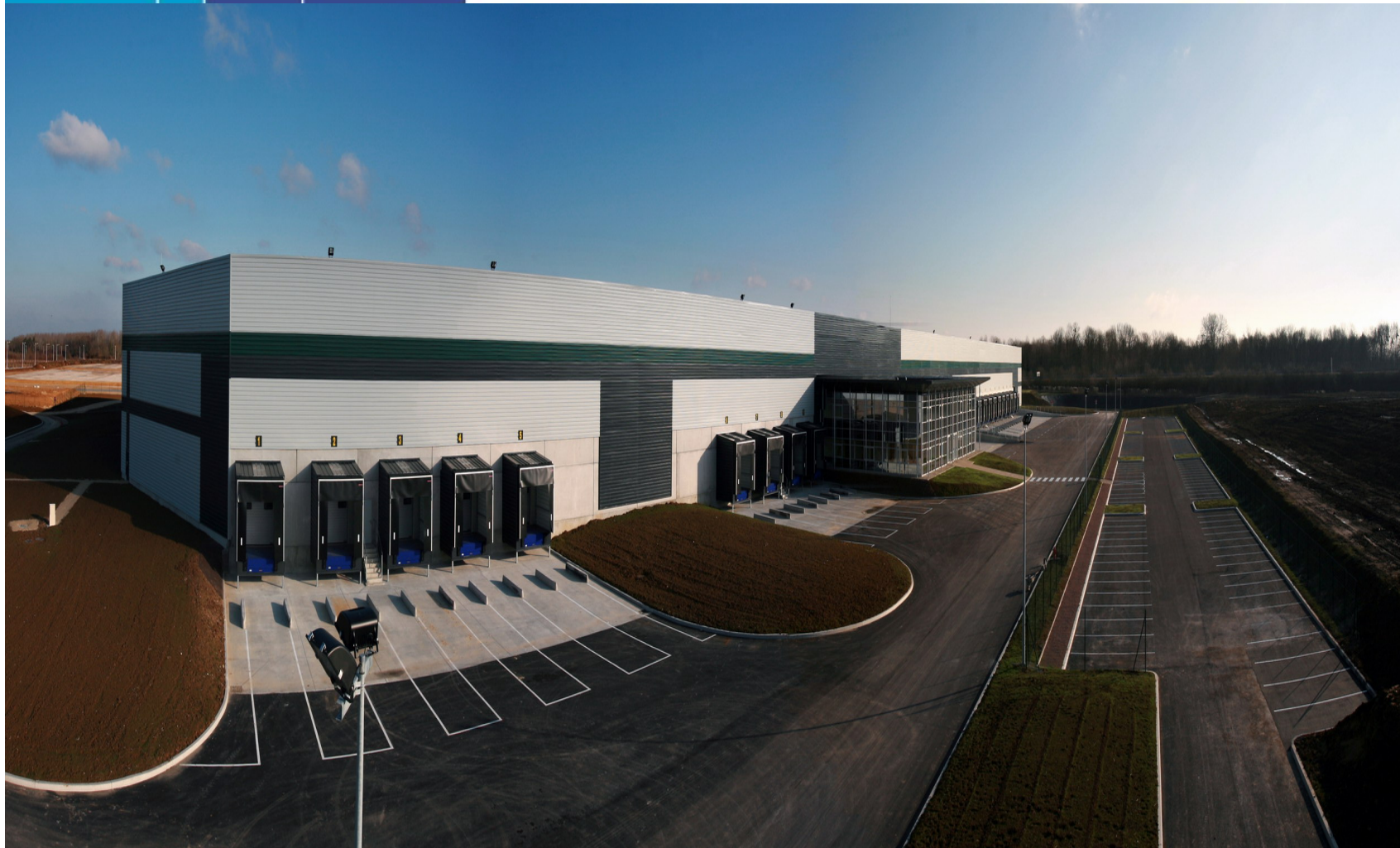


- *top logistic on 52.000 qm stacking ground*
- *230 employees within shipping department*
- *in 4 hubs (Fr, D, UK, SP)*
- *a great project in France in 2009 (+30.000qm) !*

- *video-monitoring by cameras*
- *co-operation with international agencies (DHL, Danzas, Daxa, DPD, UPS, GEODIS)*
- *next day delivery in Europe*



UFP logistics overview





UFP logistics overview





UFP logistics overview





UFP logistics overview





UFP logistics high availability of goods



- *more than 8.000 different articles available in total*
- *more than 4.000 articles available at warehouse*
- *stock assets 80 Mio. Euro on the average*
- *more than 97% availability on top products*
- *error ratio < 0,1%*



UFP retail successful modules!



- *a strong team in each UFP country*
- *a most effective category management*
- *an excellent service*
- *an approved safeguarding concept*
- *a successful sales and marketing support*
- *highclass references*



UFP retail successful modules!





UFP retail successful modules!





UFP retail successful modules!





UFP and specialized dealers

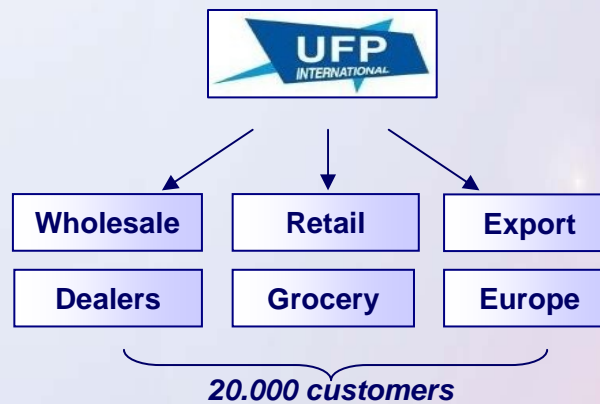


- *no call-center, but one contact person for all your requests*
- *high know-how by steady trainings*
- *high customer loyalty by personal contact*
- *large marketing support*
- *alternately marketing activities with different manufacturers*
- *fair price-performance-ratio: each price change is transfered to the customer at once*
- *flexible order possibilities: by phone, by fax, by e-mail, online (EDI, XML, PBS Easy)*
- *order management with your own article numbers*
- *direct delivery (neutral) to your enduser*

UFP International



Business Model



UFP in Europe



European Business & Logistic Locations



UK (1994)



France (1981)



Spain (1995)



Benelux (1998)



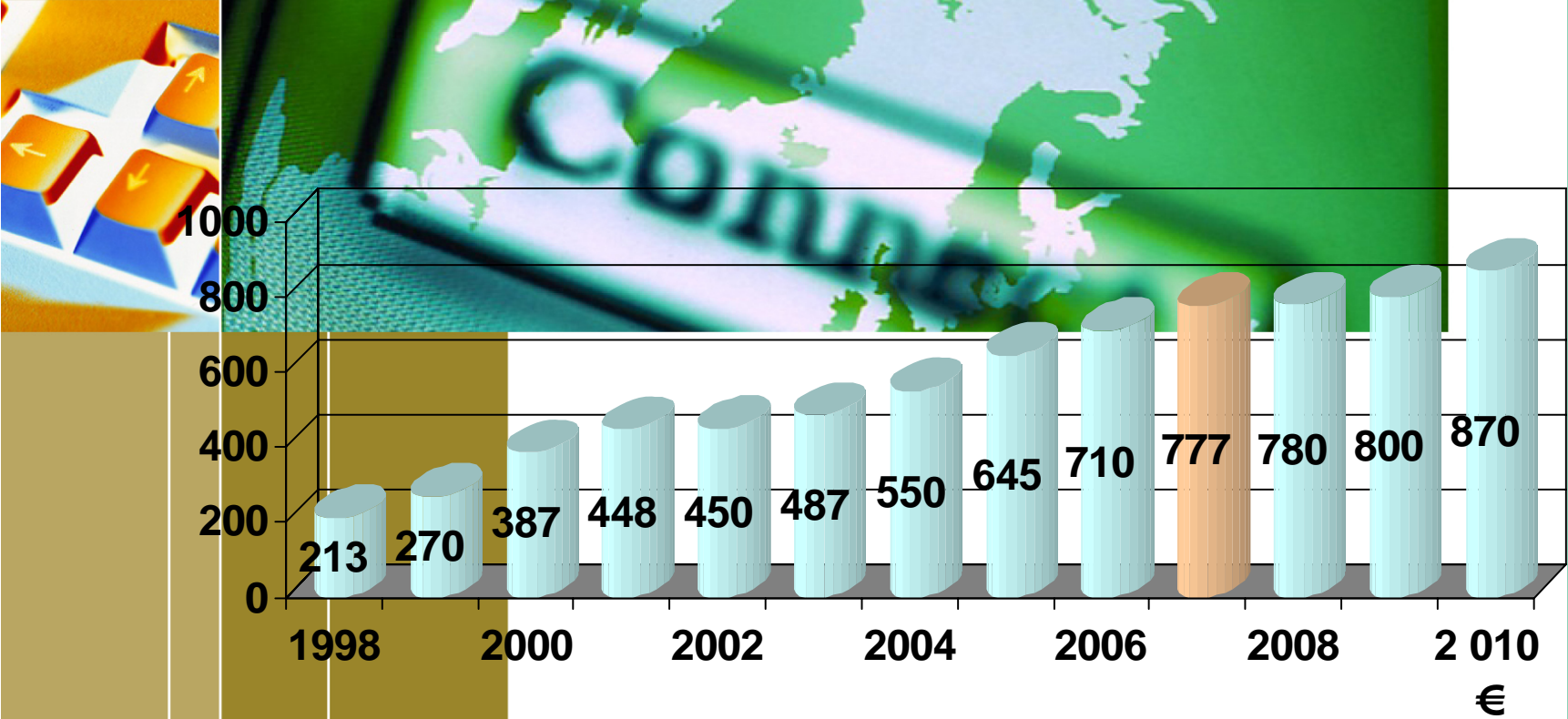
Deutschland (1996)



Italy (2001)



UFP figures in 10 years





UFP means...



- *29 years of experience*
- *a safe and sound growth*
- *a large product range*
- *original goods only to buy at first hand*
- *top logistics on 52.000 qm*
- *fair price-performance-ratio*
- *a strong partner for Dixons to increase the level of service in the shops , to increase the sales*
- *a lot of opportunities for UFP in all the segments of distribution to stay a top player in the european market .. Accessories...Spare parts...Hardware...Stationnary products...*



Thanks !!!!

