



Post International & Justin: Logistics Innovations from Fozzy Group

Comprehensive logistics solutions for international parcel delivery and domestic pickup services, powered by one of Ukraine's largest retail groups

www.post-int.com

About Fozzy Group



- Fozzy Group is **#5** largest company in Ukraine according to Forbes Ukraine Silpo has one of the highest Net Promoter Scores in Ukrainian retail
- An ecosystem refers to an interconnected set of services that covers various human needs. These needs can range from food, entertainment, communication, travel, sports activities and more. Our aim is to ensure the convenience of our guests and provide them with all the services they require.



Companies integrated
through consumer
products values chain



Share in Grocery retail



Overall turnover in
2022

More than 70 companies

- integrated through consumer products values chain

Creating value along the product chain from agricultural sector to consumer touchpoints

FOOD PRODUCTION



17,300 ha of land used for vegetables and cereals production
2,800 head of cattle

PROCESSING



270,000 jars of vegetables per day



500 tons of fish per month



17 tons of confectionary per day



13 tons of poultry



27,000 tons of bread in 2023



4,000 tons of sweets in 2023

LOGISTICS



142,000 sq m of distribution centers
483 own vehicles



Domestic parcel service delivery



45,000 sq m total area of warehouses
23 cross-docking terminals



Parcels import & export worldwide

POINT OF SALES



312 Silpo supermarkets



4 Le Silpo gourmet stores



316 Fora convenient stores



8 Fozzy cash&carry



108 Thrash! stores



68 stores in non-food retail chains Bila Romashka

18 café and restaurants



More than 70 companies

- integrated through consumer products values chain

PROVIDING FIRST-CLASS SERVICE SOLUTIONS TO B2B AND B2C CLIENTS



Banking services for retail and corporate clients



Банк Власний Рахунок

Digital bank for retail customers



Travel agency chain with a wide range of services & offers



Modern sports clubs



First online dry cleaner in Ukraine



IT developer with own R&D Innovation and AI Laboratory



Highly penetrated loyalty program for regular guests



Fast delivery of goods and ready meals



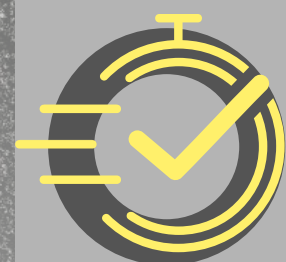
Online platform for everyday shopping with a convenient service



E-ZOO -pet shop of goods



One-Stop Shop Approach



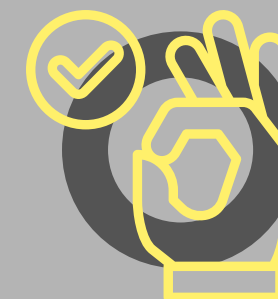
First Mile

Item acceptance and initial processing



Handling & Labeling

Package preparation



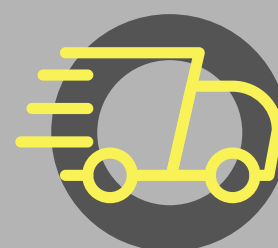
Customs Clearance

Simplified procedures



Transportation

Fast delivery across borders



Last Mile

Final delivery to recipient

One-Stop Shop Approach



OE Europe



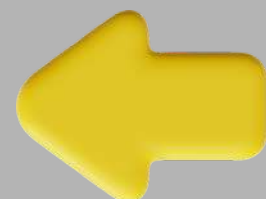
Payment



Customer



Post office



Delivery to:



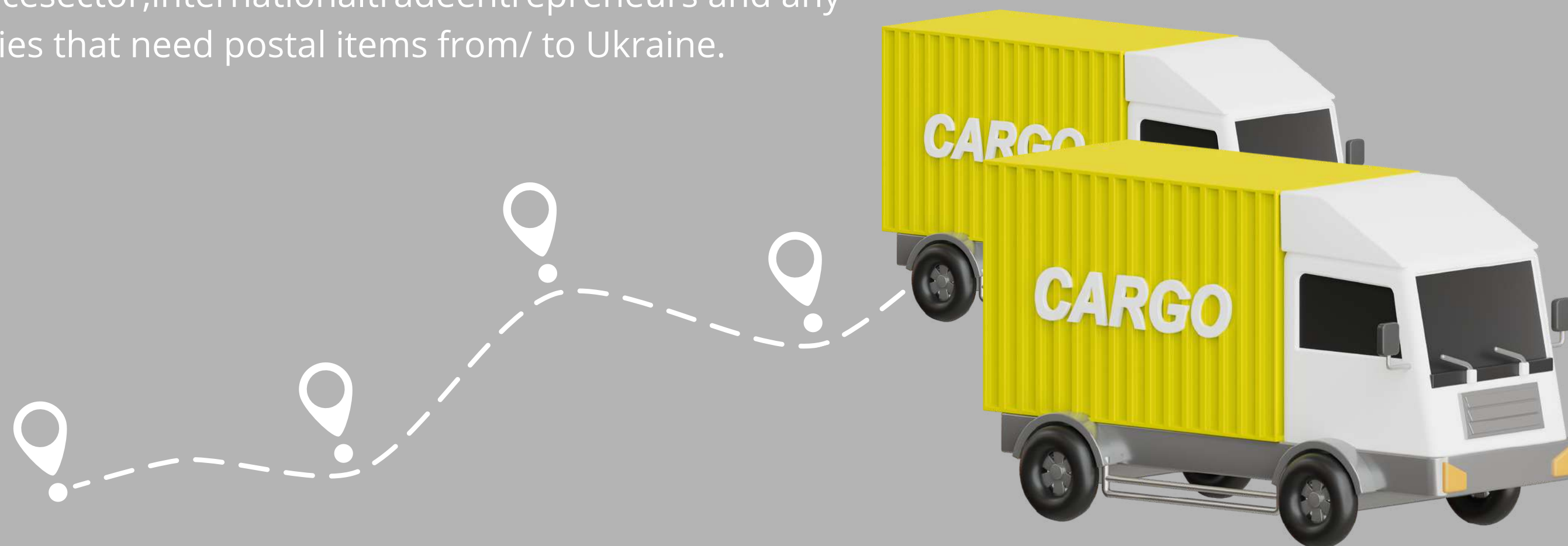
Customer



Post International Services

POST INTERNATIONAL is one of the leaders in the Ukrainian postal market with more than 10 years of history in the field of postal logistics.

We offer logistics solutions for the delivery of international shipments to Ukraine for the E-commerce sector, international trade entrepreneurs and any companies that need postal items from/ to Ukraine.





Justin: Business Model Transformation

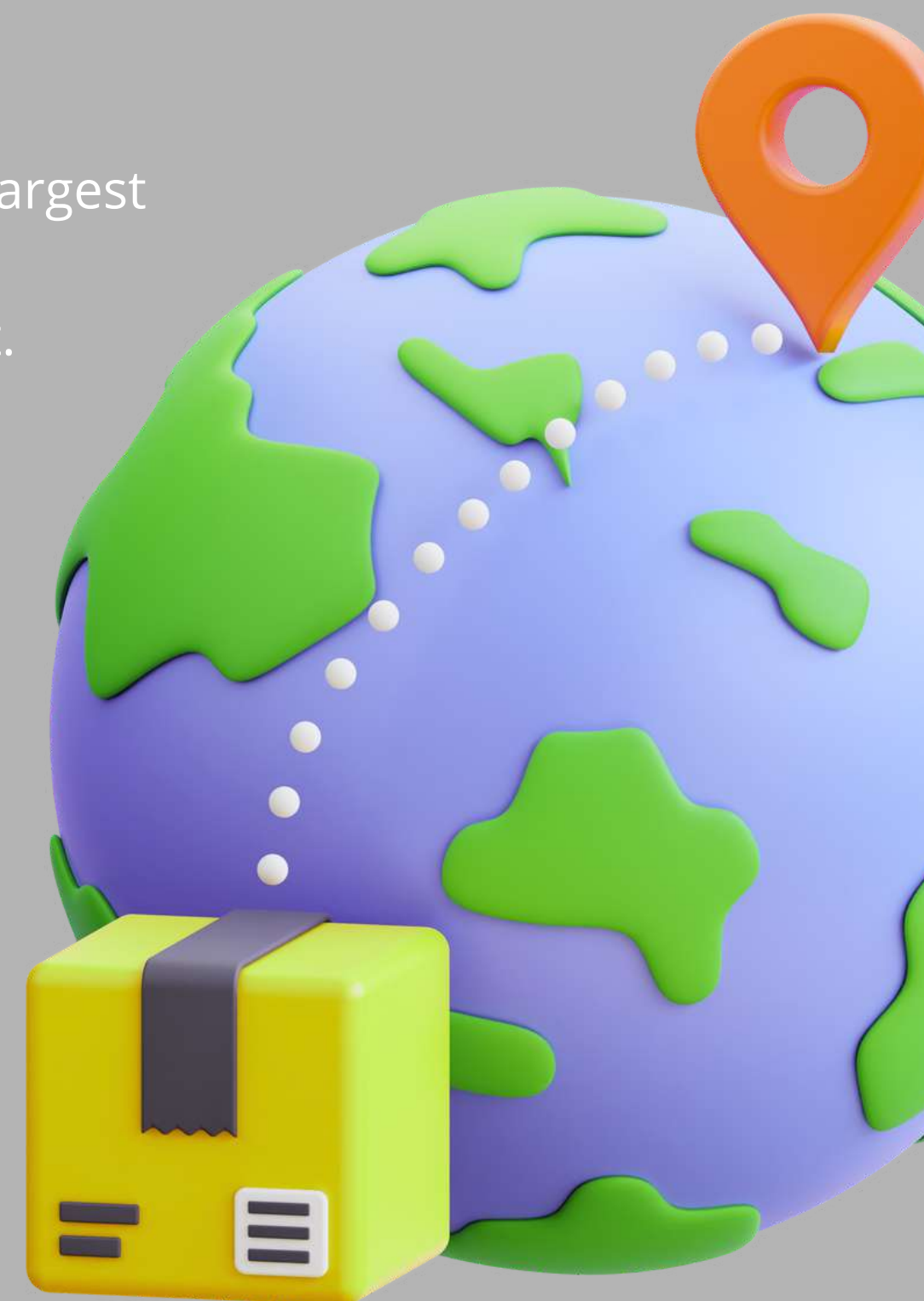


Until February 24, 2022, Justin, part of FOZZY Group —one of the largest industrial and trade groups in Ukraine —was a traditional postal operator with its own branches and the highest NPS in the market.

**TOP 3
Largest
operators**

**54 %
Brand
Awareness**

**52 %
Ukrainians
have used our
services**





Post International & Justin: Logistics Innovations



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5300+

Supermarkets
all over
Ukraine

1,12
millions

Parcels
issued in
2024

90%

Average NPS

1M+

Daily
customers



Justin Today: Platform That Unites



FOR PARTNERS

ACCESS TO WIDE PICKUP NETWORK
ATTRACTIVE TARIFFS
EASY INTEGRATION
INCREASED CUSTOMER LOYALTY

FOR CUSTOMERS

PICKUP AT CONVENIENT LOCATIONS
COMBINE WITH GROCERY SHOPPING
NO WAITING FOR COURIERS
RECEIVE PARCELS WITH GROCERY
DELIVERY





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