EXORIGO UPOS

OmniCommerce for **RETAIL**

Modern solutions for RETAIL

Presentation
of the Exorigo-Upos offering

We develop and integrate software and hardware
to enable channels which serve the customer.

- POS Systems and Devices
- Self-Service Sales
- Payment Transactions
- Service and Shop Openings

- E-commerce Tools
- Business Support
- IT Solutions
- Consulting and Outsourcing

SHOP

We provide service
in 14 countries in Europe

❑ **Independent in**: Poland, Czech Republic, Romania, Ukraine and Slovakia.

❑ **Through a network of partners in**: Serbia, Croatia, Slovenia, Bulgaria, UK and Ireland, Estonia, Lithuania and Latvia.

Estonia
Latvia
Lithuania
Ireland
United Kingdom
Poland
Czech Republic
Slovakia
Ukraine
Slovenia
Croatia
Romania
Serbia
Bulgaria

● Service Exorigo-Upos   ● Service partners

We have won many awards

as a Polish technology company

🎖 **SmartHUB**, a new modular system (SmartKSeF, E-PARAGON+, SmartOrder), is **distinguished by Gazeta Finansowa and is among the best retail solutions in 2024.**

Rankings and awards:

- ❑ **Forbes Diamonds,**
- ❑ **EcoVadis bronze medal,**
- ❑ **E-commerce Poland Awards,**
- ❑ **Technology Leader of Gazeta Finansowa,**
- ❑ **Home & Market's Best Business Partner,**
- ❑ **Cashless TOP 20 largest payment companies by revenue,**
- ❑ **Computerworld TOP200 IT companies,**
- ❑ **ITWiZ Best 100 IT companies.**

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Exorigo-Upos is the winner of Forbes Diamonds 2024

Diamenty Miesięcznika

Forbes 2024

We design and integrate
IT solutions and services

🏆 **TOP 6** on the iTwiz Best100 list of IT companies **with the highest sales to the retail sector in Poland.**

☐ **One thousand people** focused on optimising costs and maximising our clients' sales.

☐ **Over twenty-eight million invoices** are issued annually through proprietary systems.

☐ **One billion payment authorisations** were made in 2024 through the Cloud EFT payment hub (a record **4,8 million** per day).

☐ **ISO 27001 compliance** since 2015.

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Exorigo-Upos once again among the largest IT companies for retail

- **TOP 6** companies for the retail industry

- **TOP 10** in maintenance services

iT WIZ. RAPORT
BEST100
2024

We specialise in software
for the retail sector

- ❑ The proprietary, **modular OmniCommerce for Retail system** enables to sell 24/7 in all channels.

- ❑ Solutions such as **SmartKSeF**, **E-PARAGON+** or **SmartOrder** for fiscalization of e-commerce meet legal requirements and ensure an optimal customer experience.

- ❑ The system was **designed to expand geographically** - multiple languages, currencies, and fiscalization.

- ❑ It is **proven with many implementations** - including in markets outside Poland and for the franchise model.

- ❑ We offer **ready-made integrations** with various fiscal printers - additionally cooperation with mobile applications.

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Exorigo-Upos
in the COMPUTERWORLD TOP 20 ranking

- **TOP 5** suppliers of IT solutions and services for the retail sector

- **TOP 20** suppliers of proprietary and third-party software

NR 1
O POLSKIM IT

COMPUTERWORLD
TOP 200
POLSKI RYNEK TELEINFORMATYCZNY

We are competent
in the area of payment service solutions

Exorigo-Upos' proprietary solution, the EFT Eurocard, **is the first Polish solution to be PCI P2PE certified.**

❑ It provides **the highest standard of security for card payments.**

❑ Exorigo-Upos is also **the largest terminal service centre in Poland.**

❑ It has a 40% market share and **cooperates with all key clearing agents in Poland**.

❑ It offers acquirers **nationwide coverage** with a comprehensive service.

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Cloud EFT Payment HUB
in 2024

1 bn
transactions

33 680
cash desks

4,8 mln
transactions daily

We have an expert team
of 400 people

❑ We service **110 different types of equipment**.

❑ We constantly cooperate with a group of **100 subcontractors**.

❑ The services include **maintenance, hardware repair, migration and installation** of software and infrastructure, implementation projects or remodelling of retail outlets.

❑ We provide service in **14 countries in Europe**.

❑ **22 Service Offices** enable us to reach every location in Poland.

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Field service
in 2024

3954
visited locations

72 700
on-site tasks

600
new locations

Store openings
Implementation projects **in 2024**

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5500
remodeling
of checkout counters

1001
store openings

288
shop renovations

1297
locations for
teletechnical works

We are responsible **for nationwide implementation projects**

- ❑ We **launch new outlets and carry out remodelling** for retail chains and convenience stores.

- ❑ The scope of work includes our preparation of the necessary **software and hardware** and its installation.

- ❑ Equally important are the **final configurations,** their correctness, equipment training, and assistance with the openings.

- ❑ We **dismantle and replace hardware**, perform data backup and configuration for the new hardware platform.

- ❑ We **restore data and do testing**.

We are also **developing our service abroad**

650 orders in the Czech Republic

750 orders in Slovakia

2500 orders in Romania

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Service in the Czech Republic, Romania and Slovakia **in 2024**

Czech Republic and Slovakia
- **120** new store installations
- **1300** on-site visits
- **450** remotely resolved issues
- **830** locations

Romania
- **75** new store installations
- **1400** on-site visits
- **1300** remotely resolved issues
- **200** locations

We create modern solutions for sales

□ **We can easily handle the entire sales process** and legislative changes related to **fiscalization for our clients, e-invoicing and e-receipts**.

□ **We have completed over 70 projects** for sales systems.

□ **We focus on continuous development** – in 2024, we tested a **new framework** for running software projects - **Agile Loop.**

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Retail Technology Hub
in 2024

70
projects
for sales systems

29 mln
planned invoices
per year
in SmartKSeF

We implement
Adobe Commerce & PIM systems

- ❑ We have launched **Akeneo PIM** at: CCC, eobuwie.pl, AMICA or 8a.pl.

- ❑ And shops based on **Adobe Commerce Magento** for brands such as Cora, Bricoman, Studenac, Super-Pharm, 8a.pl, Fero-Term, KAZAR and Amica.

- ❑ Our team provides ongoing **support services, operational stability and business advice** on system development for our clients.

- ❑ We **integrate PIM systems with e-commerce**, particularly with Adobe (Magento).

We have a proprietary cloud solution, **ExoCloud**

❑ **We develop infrastructure**. We constantly invest in modern technological solutions, increasing the efficiency and security of our systems.

❑ **Our cloud solution has been implemented and is already being used by the first companies**, which allows us to collect valuable feedback.

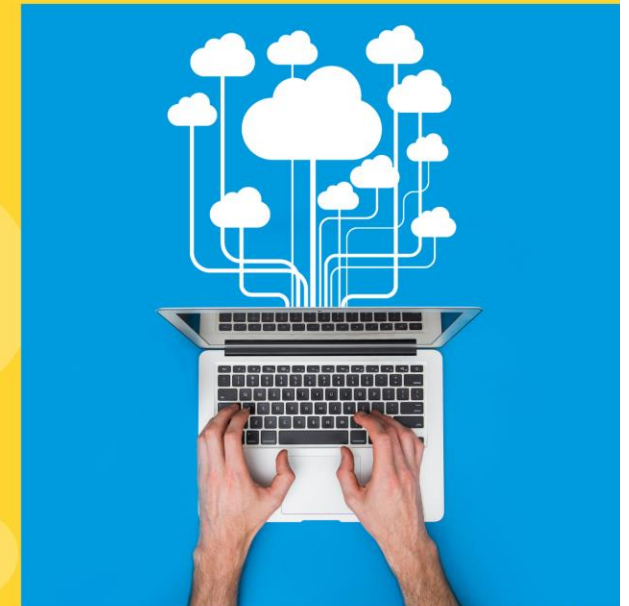❑ **The goal** for 2025 **is further optimization** through system monitoring and process automation.
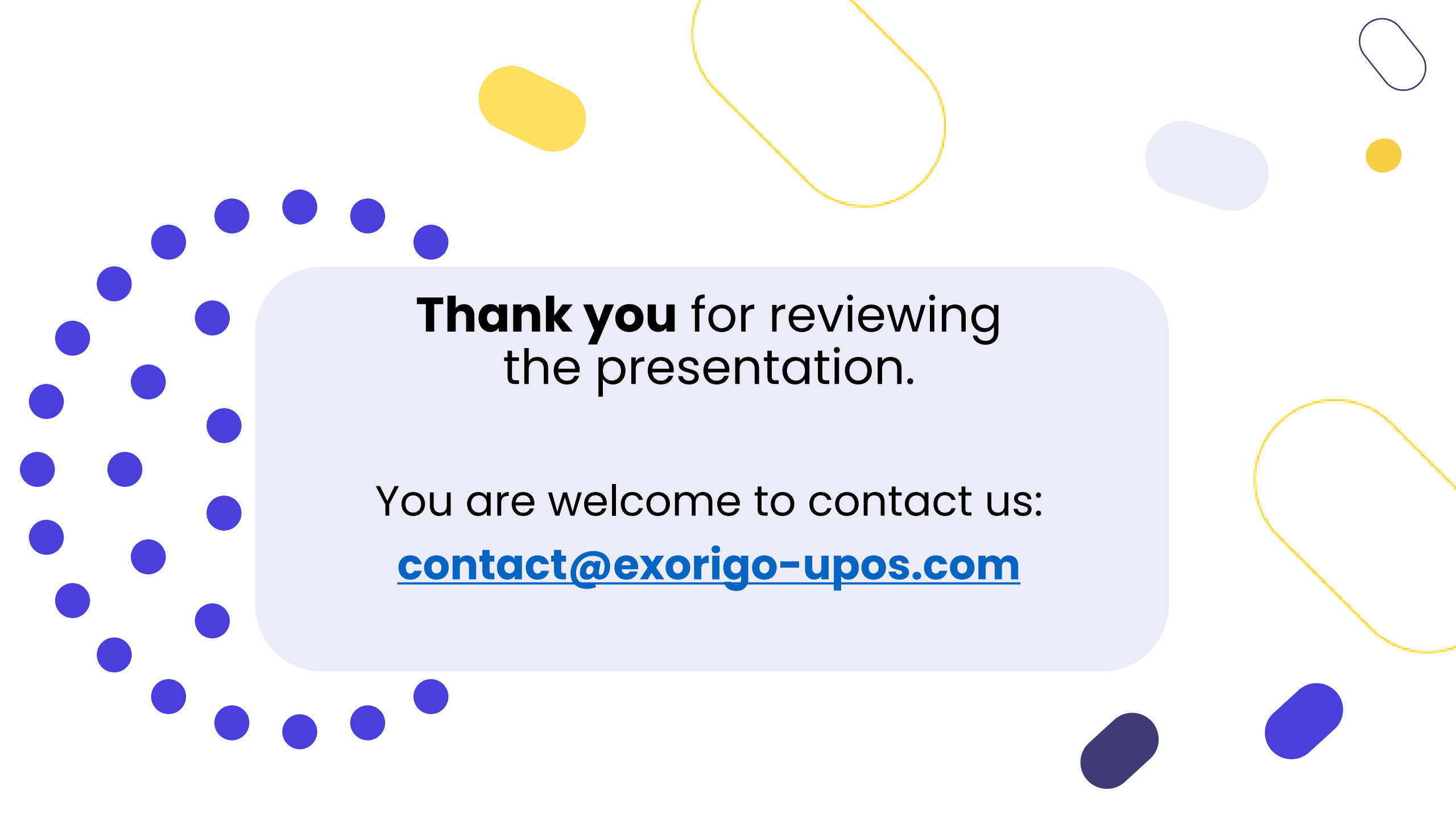
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Cloud & Infrastructure in 2024

3000 assets

50 000 checkpoints

8000 tickets served

Thank you for reviewing the presentation.

You are welcome to contact us:

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