



familia

OFF-PRICE STORES

GOLD BRANDS





Familia



familia

- Established in 2000
- Off-price retail pioneer and leader in Russia
- More than 7000 brands
- More than 260 stores
- Over 4000 employees
- More than 100 buyers
- One of the Biggest 500 companies in Russia (according to RBC)
- Representative office in Poland

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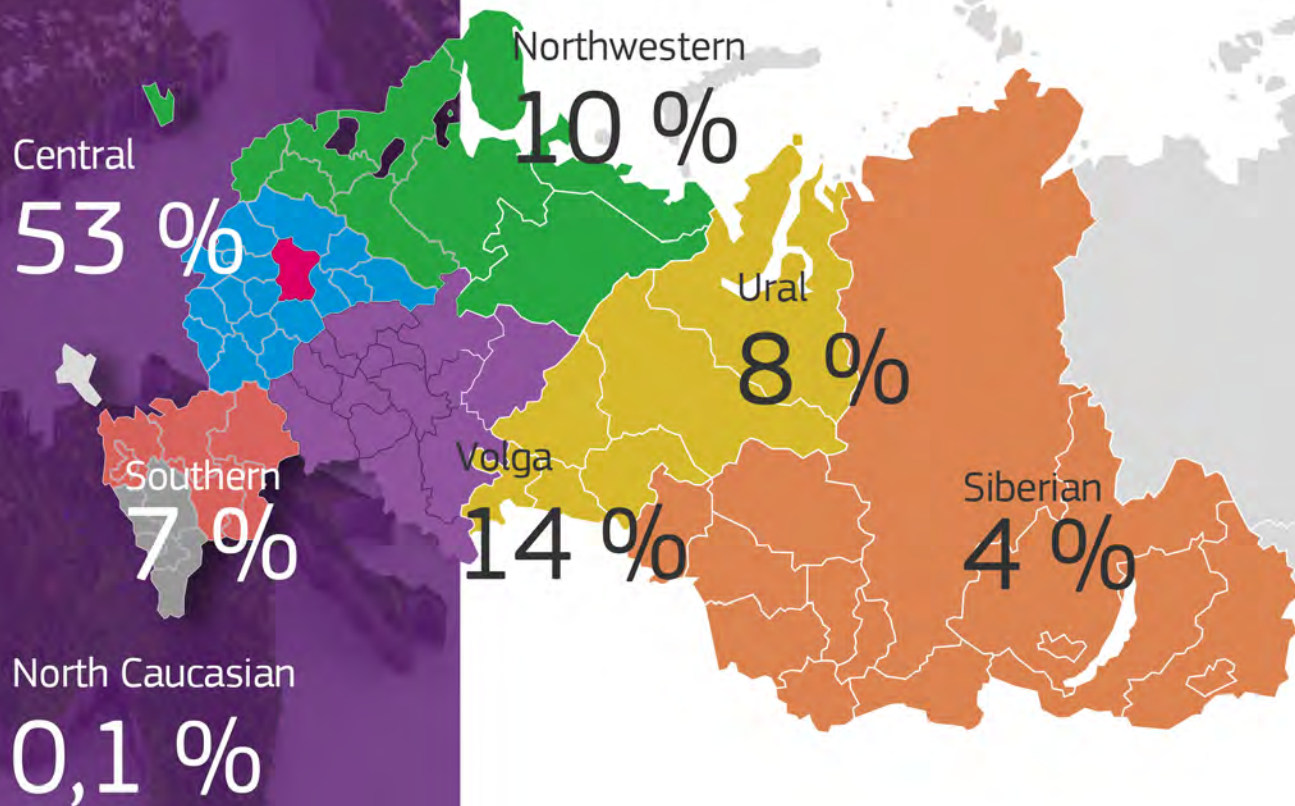


Store distribution by region

Over
260 stores

Locations in more than
90 cities in Russia

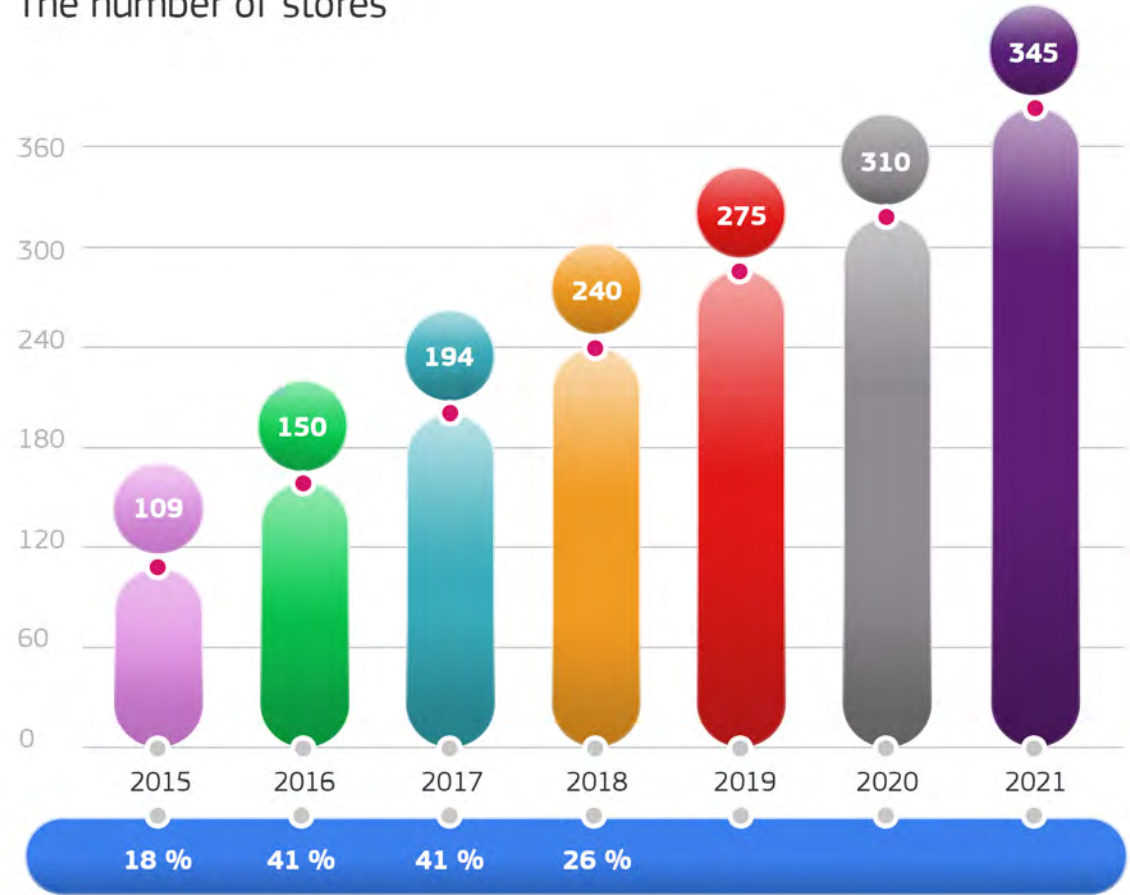
Moscow and Moscow region - 38 %
St. Petersburg - 10 %
Regions - 52 %



Our growth

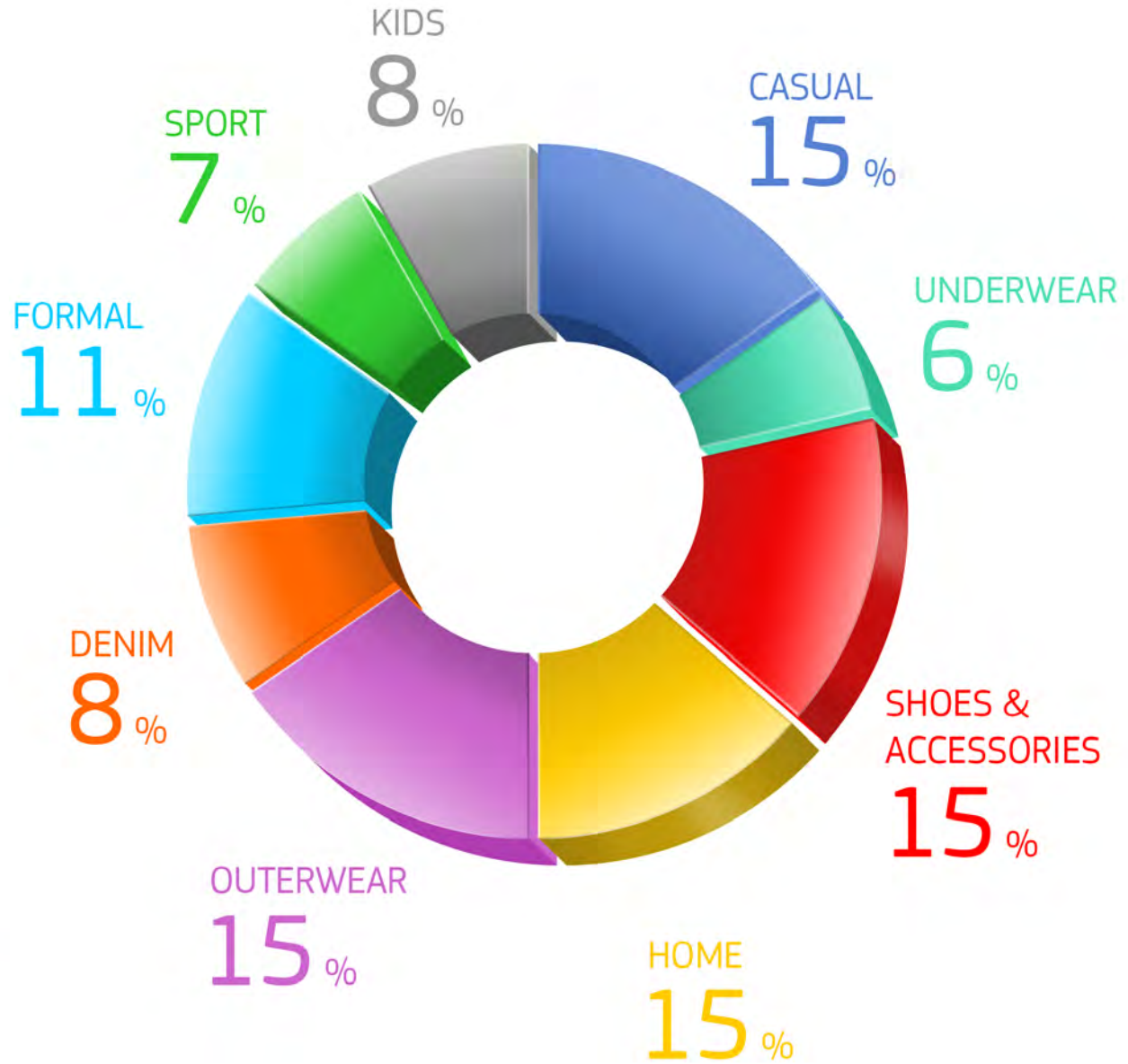


The number of stores



Turnover growth

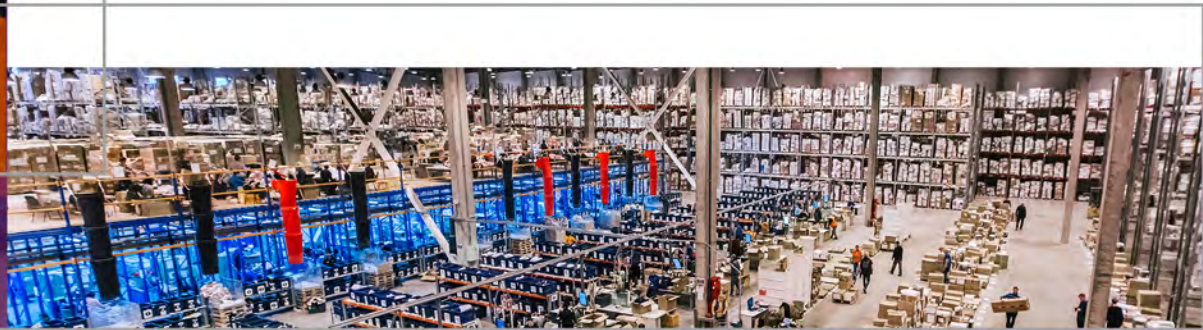
Development



Distribution Center



- Unique system of product assortment management
- Self-developed technology for product processing and distribution
- Floor space: 20 thousand sq m
- Over 200 incoming and outgoing production supplies daily
- Average turnover of 300,000 units per day
- Inventory turnover: 1.7 days



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Familia ID-Technology

- Self-developed, patented technology for product processing and distribution



Only **2.4 seconds** in total!

What we buy

1 Imports and production surplus

2 Cancelled orders

3 Factory overruns

4 Off-season products

5 Excess inventory

6 Stores leftovers

7 Samples

8 Broken sizes



Partners

Import from
40
countries

Over
2 000
vendors

Long-term
cooperation

USA, Canada, Australia
2 %

Europe
34 %

England • Netherlands
France • Germany
Italy • Turkey

Russian Federation
(+ CIS)
55 %

Asia
9 %

TOP-7 supplier countries

- Italy 10%
- England 8%
- China 8%
- Turkey 4%
- France 3%
- Germany 3%
- Netherlands 2%

Purchasing

1 We import from anywhere in the world

2 Compliance with all international regulations

3 Convenient payment system

4 Impeccable reputation proven by years of cooperation with famous brands

5 Boundless product range

6 Outstanding sales and purchase volume

7 Final link in the trade chain



Partners



Gold Brands

- Specific brand corners
- Premium brands
- Globally well-known brands

REPLAY

DIESEL

Pepe Jeans
LONDON



PAL ZILERI

GF
FERRE

UTERQÛE

TRU TRUSSARDI

cacharel

STEFANEL

ANTONY MORATO

G-STAR
RAW

CR7
CRISTIANO RONALDO

ALEXANDER TEREKHOV

ARMANI
COLLEZIONI

Ben Sherman

bugatti

Dezignal

EMPORIO ARMANI

BOMBOOGIE

GIORGIO ARMANI

GANT

elena miro

JOHN
RICHMOND

GUESS

LACOSTE

ODDI

J.LINDBERBERG

Juicy Couture

Massimo Dutti

Marc O'Polo

roberto cavalli

PATRIZIA PEPE
FIRENZE

PIQUADRO

PINKO

TWINSET

WOOLRICH
JOHN RICH & BROS.

VERSUS
VERSACE

LOVE
MOSCHINO

AKHMADULLINA
DREAMS

U.S. POLO ASSN.
SINCE 1980

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Partners



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Sport

- Specific sports brand corners
- Sports clothing and footwear
- Sports hardware and accessories



Partners



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ZARA Bershka Stradivarius PULL&BEAR lefties RESERVED

MOHITO

cropp town

MARKS & SPENCER

GAP

BANANA REPUBLIC

UNITED COLORS OF BENETTON

mötivi terranova

GAS

s.Oliver

TOM TAILOR

GERRY WEBER

olsen

TALLY WEIJL

MANGO

SPRINGFIELD

PUNTO ROMA

JACK & JONES

SELECTED VERO MODA

STOCKMANN

MEXX

promod

CAMAÏEU

Jennyfer

KOTON

D'S domat

collezione

ALCOTT

RINASCIMENTO
MADE IN ITALY

ORIGINAL MARINES

Le Cooper

TED BAKER
LONDON

Abercrombie & Fitch
NEW YORK

celio*

hype

pimkie

RIVER ISLAND

LTB

ESPRIT

OVS

LERROS

H.I.S.

Levi's

COLIN'S

CARRERA
EYEWEAR SINCE 19

MUSTANG
JEANS

mavi

VIGOSS

Wrangler

American Spirit
WESTLAND
1930
JEANS & CASUAL

BIG STAR

DELFIN

GEOSPIRIT

Pajar
CANADA

RAINS

O'STIN

INCITY

TEDE

lamoda

LIMÉ

MODIS

SELA
WEAR & ACCESSORIES

oodji

befree

BAON

tom farr

FINN FLARE

GJ GLORIA JEANS

NAUMI

ODDI

CLASNA

Partners



Partners



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