

inventive retail group

∨ 2023



COMPANY PROFILE



About us

Operator of retail chains and online stores, distributor, supplier of business solutions in the premium segment



Our mission

To give our citizens the best products in the boundless world for a modern lifestyle

OUR VALUES

Reasonability



We make solutions which are efficient for the business.

Responsibility



We value that our staff is ready to make own decisions and don't afraid of mistakes.

Respect and trust



We act according to the principles of respect and honesty.

Honesty



We don't mislead anyone while doing business.

Growth



We are ready for the ambitious goals and constant growth. We know what expertise we need for company growth and provide it permanent development.

KEY FIGURES



367

offline stores



33

cities



2300

company employees



25

online stores



20+

brands



1,1

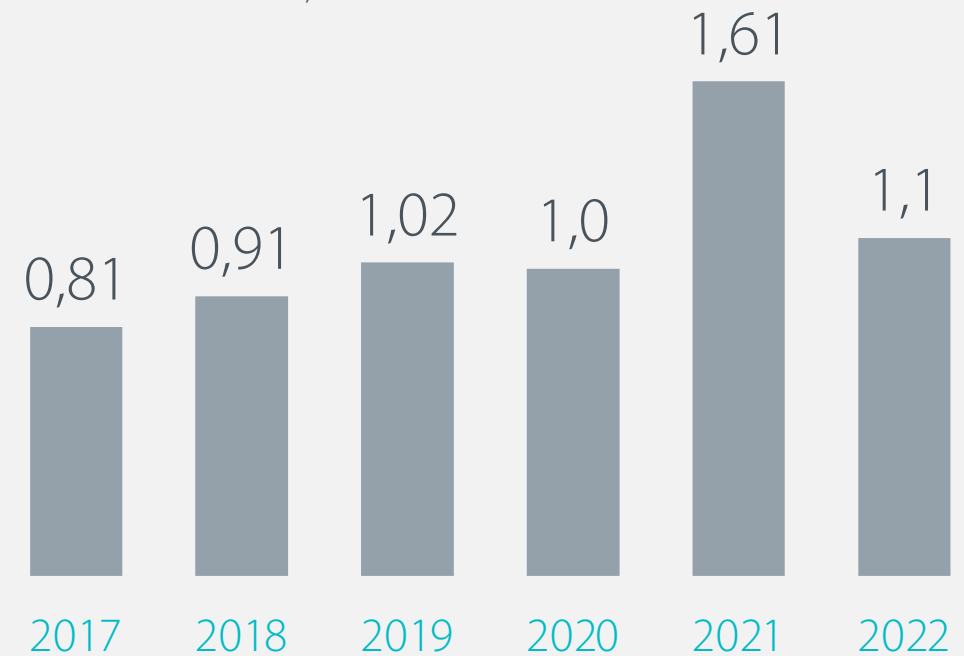
bl USD revenue

BUSINESS DYNAMICS

Numbers of stores



Revenue without VAT, bl USD



∨
B2C



∨
B2B



∨
D2C



B2C



Consumer
Electronics

SAMSUNG

 102

re:Store

 84

 **xiaomi**

 25

Sport

**STREET
BEAT**

 61

**STREET
BEAT
KIDS**

 4



 5

Kids

 **мир кубиков**

 69

Jewelry

UNO_{de50}

 7

B2B



inventive

d1m

device lifecycle management

inventive

toys

inventive

technologies

D2C



hansgrohe

PURINA

Schneider
Electric

DEWALT

TIKKURILA

BLACK+
DECKER

weber

GROHE

Lenovo

■ GEBERIT

dyson

PHILIPS

acer

Villeroy & Boch
1748

hōgl

MUSTANG

mavi

Roca

STANLEY.

OUR COMPETITIVE ADVANTAGES



Making strong relations with brands



Excellent experience of work
in conformity with brand standards
and marketing policy



Ability to get the best trade locations
and strong relations with landlords



High competence of sales staff



Efficient assortment matrix
management



Strong omnichannel expertise



Unique services for B2B customers

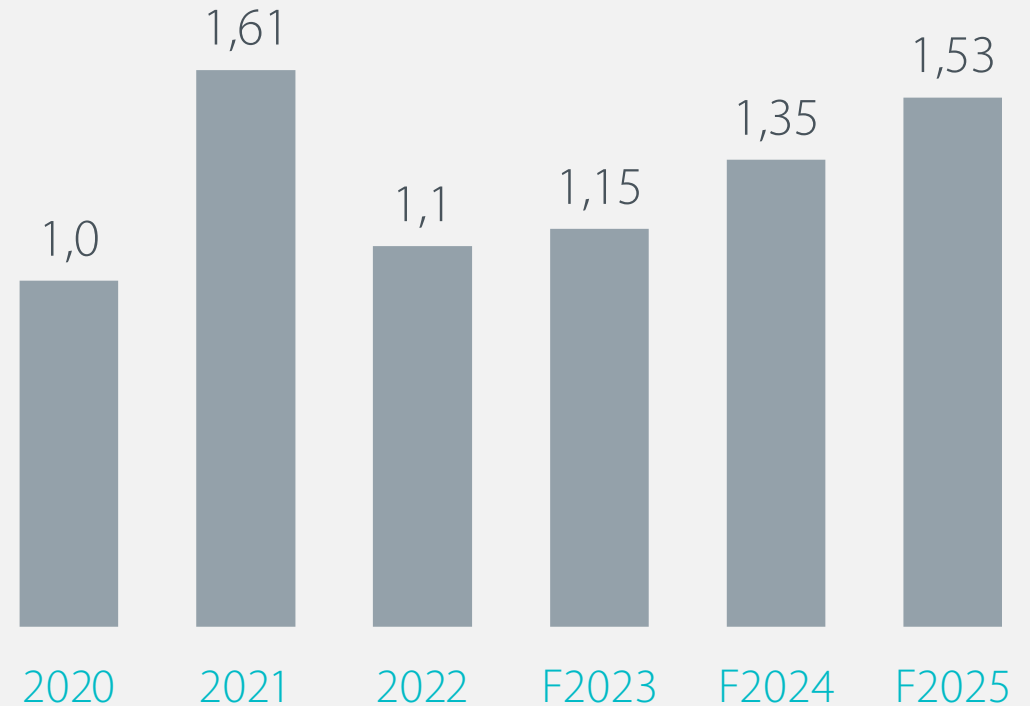


Conformity to international audit
rules (since 2008)

OUR STRATEGY

- 01/ Keep premium positioning in reselling big international brands
- 02/ Focus on omni channel customer experience
- 03/ Rebuild supply chain for sourcing products internationally
- 04/ Grow front margin due to lower competition in the market
- 05/ Substitute vendor financing with bank loans
- 06/ Build new partnership
- 07/ Optimize retail footprint, SG&A costs

Revenue without VAT, bl USD



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