

Digital
Transformation.
Successful.
Effective.



The Softline Group of Companies (Public Joint Stock Company Softline) is an investment and technology holding company that leads across multiple segments of the technology market. With more than 30 years of experience and a broad regional presence in Russia, Kazakhstan, Uzbekistan, Vietnam, Indonesia, and the United Arab Emirates, the Group combines deep technological expertise with strategic investment capabilities.

30+
Years in the IT market

30+
Representative offices

Efficient

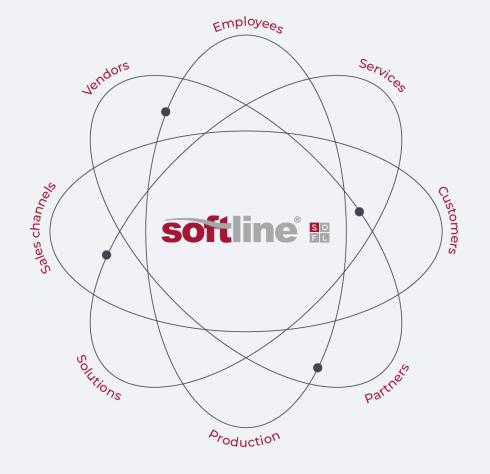
M&A

strategy

120.6+
Billion Rubles
2024 turnover

100+
Thousand
B2B customers

10.8
Thousand employees



Softline Group: 30 Years in the IT Industry



2025

2021

1993

O Company founded.
Initial focus: scientific

software licensing

Team of 10 employees

2007

- O The company becomes the market leader in software licensing in Russia and the CIS
- The decision was made to begin international expansion

2018

- O Presence established in more than 30 countries worldwide
- O Softline Group received the Microsoft Country Partner of the Year award for the second consecutive year
- O Continued the strategic transition toward becoming a leading provider of digital transformation and information security services with strong positions in emerging markets
- O IPO on the London Stock Exchange (LSE) and Moscow Exchange (MOEX) – SFTL
- Market cap: \$1.5 billion

2022

O Corporate

restructuring:

separation into

Softline Group

and Noventia

IPO

2023

September 26, 2023 IPO on MOEX and the St. Petersburg Stock Exchange – under the ticker SOFL

Capitalization: exceeded 50 billion rubles

- O Issue 002P-01
- O IPO
- O SPO

O Softline Group evolved from a digital transformation and information security solutions provider into an investment and technology holding focused on innovation.



Our Mission and Goal

Softline Group is committed to strengthening and supporting the technological sovereignty of the countries in which it operates. We leverage cuttingedge developments in information technology, artificial intelligence, cloud computing, robotics, and laser technology to help build resilient and forwardlooking digital ecosystems.



Company Values

Leadership The Softline Group is among the fastest-growing players in the IT industry Client-Centric We deliver large-scale, technologically complex projects for over 100,000 corporate clients Approach **Unified Team** and Partnership We build long-term partnerships founded on trust, openness, and collaboration Culture **Technological** Over three decades of success, we have cultivated deep technological expertise and adopted industry best practices, which we actively share with our partners **Innovation** Responsibility Each company in the Group upholds strict standards of corporate governance, business ethics, and regulatory compliance and Integrity



The Group Consistently Ranks Among the Market Leaders in Key Technology Segments and Retains Top Positions in Industry Analytical Ratings

Top-1

Major IT Retail Vendors

The Largest IT Suppliers in the Industry The Rating of Custom Software Development Companies 2024 (Develonica)

The Rating **HRM Systems** 2024 (BOSS, SL Soft)

conews

Top-2

Top 100 Russian IT Providers of Information Security Solutions

conews

Top-3

The Ranking of the Largest Russian ICT Groups and Companies



conews

TADVISER

conews

The Russian Server OS Ranking 2025 (MSVSfera Server, 9th by Inferit OS, SF TECH cluster, Softline Group)

КОМПЬЮТЕРРА

IT consulting: Management Consulting 2025 (Borlas Group)

RX

Human Capital Management (HRM) **Solution Providers** (Borlas Group)



The Largest Suppliers of Russian Products and **Related Services**

conews

Enterprise laaS **Provider Rankings** 2024

conews



Development Strategy

to the Shareholder Value Over 5 years

Development in Fast-growing Niches

Commercial Software

> New Sectors

Cloud

ΑI

Leadership in Focus Segments

Distribution

IS

Development

IT Services

Cluster Approach and Openness

Clustering

KPI Approach to M&A

Open Business Model Business Profitability

2024: 31%

Efficiency

Investment and Value Management

Development of the Investment-tech Holding Model

Clusters IPO



Cluster Structure Development



Softline Group is a platform for consolidating IT companies and creating new technological clusters, facilitating their access to capital markets and growth financing.

The Group provides synergy through shared client bases and established presence across key international markets.



The SFTECH.PRO Cluster is Russia's First Provider of End-to-end High-tech Solutions



A holding company consolidating assets and expertise in high-tech solutions for corporate, industrial, and infrastructure implementing a cluster approach for sustainable development and innovation.



Industrial Engineering and IT

Consulting, system integration, and infrastructure solutions



Laser Industry

Russia's only serial manufacturer of highefficiency fiber lasers and technological systems



Telecom Technologies

Proprietary
DWDM Platform
And Advanced
Communication
Technologies



Industrial Systems

Commercial laser cleaning equipment, manual laser welding machines, etc. * strategic partner



Manufacturing Integrator

Information Security Integrator





IT Vendor with its own

Ecosystem: development and production of PCs, workstations, laptops, servers, and storage systems with flexible configurations



Software Products

OS MSVSphere (Linux-based for ARM and servers) Inferit ITMan IT asset inventory system

Cloudmaster and BillogicPlatform cloud platforms







Information Security

AKB Barrier: developer of certified ZARM solutions K2-9b Group: provider of confidential data protection systems



Additive Technologies

NEW

Shared Use Centers (service-based model)

NEW

Emerging Competencies (Data centers, IIoT, AI, and other advanced technologies)

NEW

Robotics

SFTECH.PRO Market ambitions



National Champion



Industry leader



Leading R&D center – cutting-edge solutions from modern engineering teams



Technological navigator facilitating Russia's transition to a new industrial paradigm

NEW

Export, joint ventures with foreign partners

NEW - Directions in the process of formation



Laser Production (SFTech.PRO)



VPG LaserONE is a globally recognized manufacturer of fiber laser technologies, developing and producing laser and fiber systems since 1991

1,200+ Employees

350

450

Patents

Applications

85%

Localized Production

20 Thousand+
Products Shipped

Over 600 Product Types, Including

- Fiber, diode, and hybrid lasers
- Automatic and manual laser processing systems
- Beam and laser delivery components
- Telecommunications and medical equipment

Our client network includes more than 300 companies and laboratories across Russia, Europe, Japan, the United States, Canada, and Asia.

Competitive Advantages

- Superior product quality and customer service
- ISO 9001:2015 certification
- Inclusion in the Ministry of Industry and Trade Register with over 45 certified products



Inferit (SFTech.PRO)



A Russian developer and vendor of hardware and software for IT infrastructure and information security in both commercial and government sectors. All solutions meet Russian regulatory and compliance requirements

1,000+

Corporate Customers

3,000+
Implemented Projects

Up to 300 Thousand

Units of Equipment per Year

25+

Devices in the Ministry of Industry and Trade's registry

Top-5

Hardware and Software manufacturers

Product Lines



Inferit Technika: PCs, workstations, all-in-one PCs, laptops, servers, and flexible storage systems manufactured at the Inferit plant in Fryazino



Inferit OS: Enterprise-class Linux operating system, MSVSfera, designed for workstations and servers. The platform is included in the Ministry of Digital Development's official software registry.



Inferit ITMen: IT infrastructure inventory and control system, enabling organizations to build an accurate and reliable IT asset database.



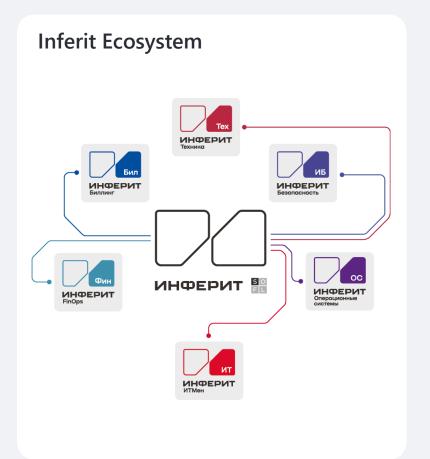
Inferit FinOps: The Cloudmaster FinOps platform for cloud cost management, offering transparent reporting, a single source of truth, and actionable cost-optimization recommendations.



Inferit Billing: BillogicPlatform, a subscription business automation system supporting provisioning, billing, and white-label services.



Inferit Security: Barrier JSCB, developer of ZARM and provider of state secret protection solutions, and K2-9b Group, a systems integrator offering a comprehensive suite of confidential-information protection tools.



Borlas Group (SFTech.PRO)



A reliable and professional partner offering clients a personalized approach and modern tools for solving management problems

30+

Years of Success



Industry Recognition

Industrial Information Technology Leaders 2024

1 Place

Leading Supplier of Product Lifecycle Management and CAD (PLM, PDM, CAD) Solutions

2 Place

Leading Provider of ERP Solutions

Strategic Objectives

- Design and execution of comprehensive import-substitution programs for foreign software, including deployment of Russian solutions for industrial enterprises and holding companies.
- Development of digital transformation strategies and project portfolios for industrial organizations.
- Design, development, and delivery of trusted hardware and software systems (HSS), including solutions for critical information infrastructure (CII) facilities

Services and Solutions

- Development and implementation of corporate systems for organizations across diverse industries...
- End-to-end deployment of product lifecycle management (PLM) solutions based on domestic software..
- Comprehensive enterprise automation on the 1C platform.
- Infrastructure development and systems integration.
- Migration from Western DBMS platforms to import-independent alternatives.
- Mobile systems for maintenance and repair management.



BeringPro in Russia

BeringPro.

Emerging from two major consulting brands – KPMG and Arthur Andersen (100+ years in consulting)

Applies international projectmanagement methodologies alongside our proprietary BearingPoint Transformation Toolbox

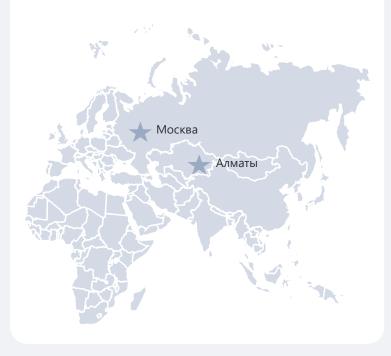
We maintain access to leading global practices and knowledge bases

Our clients include companies from the **RBC 500 and Forbes 200 lists.**

We work with multinational companies in **Russia and the CIS**

For over 20 years

we have delivered services in digital transformation, business consulting, and information technology.



Top-10 (No. 7)

in RAEX's IT consulting: development and systems integration ranking.

Top-20 (No. 17)

in the RAEX ranking of Russia's largest consulting companies

270+



consultants in business consulting and IT

Accredited



Russian IT company

Official 1C Partner

authorized to implement and support 1C products in Russia and Kazakhstan

For more than 20 years, until 2023, the company served as an official partner of SAP and Oracle.

Partnership with Russian Vendors



Galaktika, Forsyth, Arenadata, Goodt Insight, FSU (KASKAD), In.Plan, Optimacros, Knowledge Space, Yandex, VK Tech, Ptatformeco, GNIVC, ITOB, TURBO, SL Soft, and others



FabricaONE.AI is a Leading Developer of Artificial Intelligence (AI) Software













The Largest Player in Russia's Custom Software Development Market

~600 billion₽

Target market¹ in 2024

Circulation products ³

13%

Target market CAGR 2024–2032

No.1

In the custom development market in 2024²

A Comprehensive and in-demand Offering of Products and Services

50+

No.1 player4

1.4K+

customers³

5k+

employees³

Artificial intelligence at the core of the Group's services and products

fabricaONE.AI

A key beneficiary of the Al revolution in the IT market

Al

Our own AI platform for software development and testing

25%

Reducing development time

The Foundation of Technological Leadership

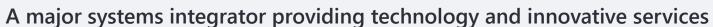
Established, efficient business processes

Offer covering the full cycle

A full-cycle offering Growing demand for **Al-based solutions**



Bell Integrator (FabricaONE.AI)







20+

Years in the IT Industry

3,000+

Employees

9

Representative Offices in Russia and the Republic of Belarus

1,000+

Completed Projects

A Wide Range of IT Services



Custom software development



Systems and business analytics



Implementation and development of IT solutions



IT systems support



Software testing



Dedicated development centers

Why Bell Integrator

Flexible Engagement Models

Depending on the project's size and complexity, we provide either cohesive, cross-functional teams or individual IT professionals skilled in high-demand technology stacks.

End-to-End Development and Beyond

We can join your project at any stage or deliver a turnkey solution. Our services span analytics, software development, testing, audits, IT systems maintenance, software import substitution, and outstaffing. We also help enhance and optimize existing products.

Innovation and Adaptability

Our strength lies in original thinking, flexibility, and a commitment to solving challenges with unconventional, effective IT solutions. We take every client's needs into account and deliver what others often cannot.

SL Soft (<u>FabricaONE.AI</u>)



SL Soft software products are import-independent business applications for government and corporate clients



Personnel management and HR process automation system

HRM/HCM



Intelligent automation and digital assistants

RPA/BPM



Electronic document management at all stages of the life cycle

ECM

POLY///ATICA

Business Intelligence and Data Visualization Platform

BI/EPM



Intelligent processing of text information based on ML and algorithms

ML/NLP



Low-code platform for managing business processes and corporate content

BPMS



Patform for digitalization and intelligent processing of documents

OCR



No-code platform for creating Al-powered text and voice bots

NLU/GPT



Automating retail chain audits and staff performance improvement

Retail



Al-powered video analytics and recognition

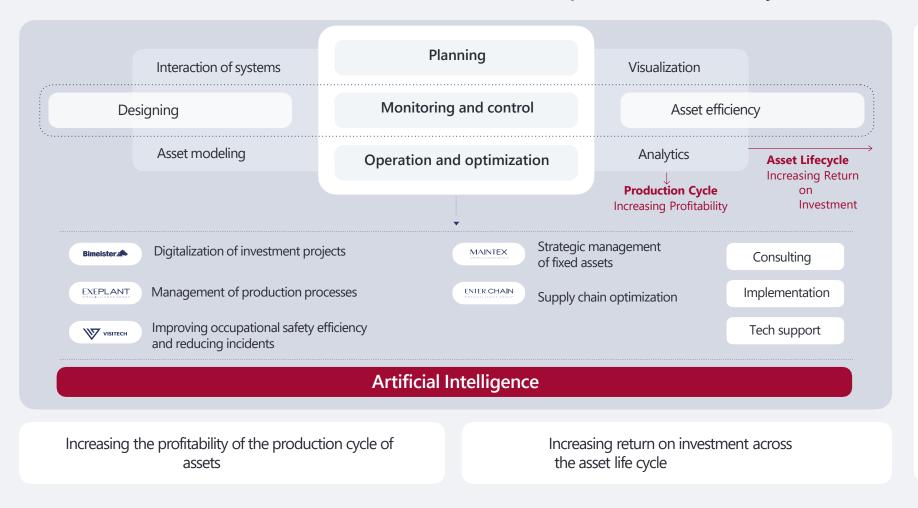
CV, IIoT, ML



SL Prom Soft (FabricaONE.AI)



Industrial software for automated control and increased production efficiency



Key Competitive Advantages

- World-class expertise enabling the creation of solutions in line with international standards
- Unique participation experience in the implementation of major projects, including projects for:





 Established relationships with engineering teams of major industrial holdings

Develonica (FabricaONE.AI)



A trusted partner in digital transformation and custom software development

3,700+

Successful Projects

1,000 +

Specialists on the Team

24

Years in the IT Services Industry

100 +

Production Technologies Suitable for Importsubstitution Initiatives Across any Industry

Services



Custom Development

Develonica delivers a full spectrum of custom software development services, enabling the creation of tailored solutions that address specific business needs.



Software Maintenance and Support

We assist organizations in refining, evolving, and extending existing software systems to ensure long-term reliability and relevance..



Software Testing

Develonica provides a broad range of software testing services designed to ensure product quality, reliability, and full compliance with business and technical requirements.



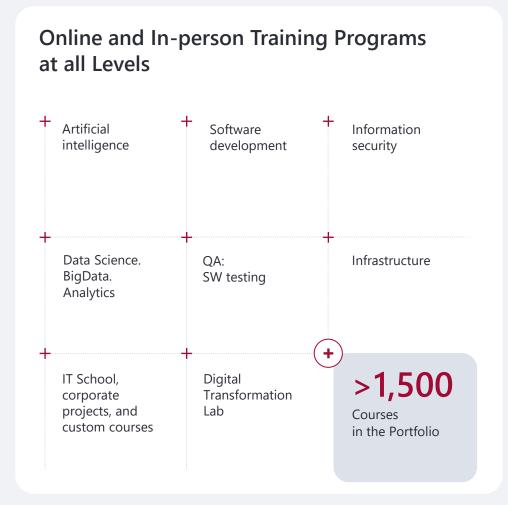
Business Solutions

- Analytic Workspace. A self-service BI platform for data analysis, visualization, and decision support.
- **DevBase:** A solution for analytical tasks and relationship tracking based on graph database technologies.
- **DevTime**: An effective system for managing employee labor costs.
- ERP (Enterprise Resource Planning): Tools that enhance the efficiency of business processes and production operations.
- **Corporate Portals:** A unified information system that integrates all corporate services into a centralized knowledge base.
- **Develonica Resource Management**: A platform for managing the workload of IT specialists and controlling project budgeting.
- **Cronix-M**: A BPM platform that supports the digitalization of production processes.
- Development Quality Services: Solutions aimed at optimizing development processes, boosting project profitability, and reducing IT expenditures.



IT Academy (FabricaONE.AI)





Own Platform Solutions

наша безопасность

Information Security Awareness Training Solution

• КИБЕРТОРИ

Subscription Platform for Access to Educational Content

ф слметрикс

Certification of IT specialists

TINOTOCOMA MORE PROPERTY OF THE TOTAL CO-COMA INTEGRAL OF THE TOTA

>3,000

Corporate Customers >22,000

Graduates Annually ~200

Persons on the Direction Team¹

Digital Solutions and Information Security Cluster





Russian and Asian manufacturers

Highest partner statuses

Demo stands with an ecosystem of domestic products

Softline Finance is a sustainable financial platform for purchasing company products and services in installments.



Softline Solutions: Russia's Leading IT Provider of Products and Services in Digital Transformation and Information Security







Delivering Al-powered solutions



Cybersecurity



Software supply: System, Commercial, Custom, Application



Business Solutions





Hardware Solutions



Cloud Solutions



IT Infrastructure



Business Consulting



Technical Support



Softline Enterprise Agreement



Engineering Solutions



CAD and GIS



Softline Solutions: Cybersecurity



Strong Team

400+

Employees in the Information Security Department

1,000 +

Information Security Projects Delivered Annually 300

Technical Specialists



Support for Industry Expertise

Wide Portfolio

300+

Vendor
Partners in the
Portfolio



Training and Technical Support for Deployed Solutions

Benefits of Working with Softline

Customer-Centric Approach

- Commitment to long-term partnerships and effective problem solving
- Integration of information security requirements into complex, multi-domain projects
- Ongoing monitoring of project quality and continuous improvement of related processes

Financial Instruments

- Flexible financial terms through SL Finance
- Deployment of MSSP and SaaS solutions

Top-2

cnews

<u>Top 100 Russian IT providers of information security solutions</u>

Our Services:



Designing



Piloting



Implementation



Technical Support



Managed Services



Information Security Solutions and Services Map



Infrastructure Resilience to Malicious Influences

Protecting classic and cloud infrastructure NGFW DBFW NTA Deception

Practicing skills to counter threats Cyber polygon

Endpoint protection EPP EDR

Monitoring events and incidents
SIEM SOAR SOC TI

Scanning and identifying vulnerabilities IN4CPT VM

Mail protection Email-proxy Sandbox

Web Application Security Anti-DDoS WAF Web traffic protection Web-proxy

Information Security, Free from Human Error

Raising awareness Awareness

Safe development Building the AST Process DBFW Masking

> Managing contractors and privileged users Building a PAM process



Mobile Device Management
MDM

Protection of confidential information

DLP Marking VDR DAG

Protection against risks on the global network CyberDef

Managing access to

corporate resources

MFA SSO VPN IDM

Compliance with Regulatory Requirements

Practicing skills to counter threats

Cyber polygon

Certification of information technology objects Special checks Special research



Compliance with legislation 1Federal Law 52-FZ, Federal Law 187-FZ, and State Standard 57580 Protection of Trade Secrets

Information Security Management Risk Assessment BCP DRP ISMS Information Security Strategy

Continuity of Production Processes

Raising awareness Awareness of automated process control systems

> Industrial Device and IoT Security ICSS



Continuity Management Federal Law 187-FZ BCP DRP Risk assessment

> Industrial Network Security NGFW Data Diodes



Softline Solutions: Cloud Services



Cloud technology implementation, migration, and management services

100+

Corporate Customers

500+

Implemented Projects

99.98%

SLA

150 +

Engineers

6

DC

Top-5

Cloud Solution Providers in Russia

Softline Offers



Business Solutions

Virtual office and desktop

Multi-cloud

Automation and self-service

Hybrid-cloud infrastructure

Unified management platform

- CAD in the cloud
- Corporate email
- DRaaS



Virtual Resources as a Service

- Virtual infrastructure, data centers, and servers
- Private cloud, cloud backup
- Sovereign clouds
- Consumption of hyperscale cloud resources



Device as a Service

- Dedicated Servers
- Co-location
- Hardware as a Service



Digital Platform and



SW as a Service

SCloudMaster

- Unified interface for managing public and private clouds
- · SSO access and infrastructure template editor
- Cloud resource management tools
- · Aggregated billing, quotas, and cost analytics across multiple clouds

Value Proposition and Differentiation

- Multi-cloud capabilities
- Expert, Advanced, or Premier status across all major cloud platforms
- Own network of clouds and data centers
- Advanced, scalable processes, high SLAs
- Delivery center and cloud support center



- Streamlined product and solution search with a comprehensive selection
- Simple order management and administration
- Competitive pricing supported by scale, supplier access, and deep expertise
- Comprehensive support



Softline Solutions: Softline Enterprise Agreement



A comprehensive service for long-term cooperation, enabling customers to adopt Russian technologies through a single licensing center

Democafe

Access to testing the RPO interface and functionality

Service Benefits Program

Technical support, training, consultations, and technical information

Finance

Flexible terms under three-year licensing programs

Licensing Center

Licenses, keys, distributions, and renewal terms



Softline Solutions: Comprehensive Airport Protection from UAVs (Compliant with Federal Law No. 588-FZ)



Included in the

Top-3

Suppliers in the Industrial Digitalization Market

Technical Support

24x7

SLA Up to 99.99%

Our Offering

Solution:

Equipping OTI facilities with specialized technical systems for detecting and countering UAVs.

Working Documentation Includes:

General explanatory note, metal structures, external communication networks, power supply system, UAV detection and countermeasure system, and work plan.

Project Stages:

- Pre-project survey and analysis
- Design and threat modeling
- Coordination with the State Commission for Radio Frequencies and the Federal Air Transport Agency
- Development of working documentation and cost estimates

Softline Advantages

- Customized projects ensuring protection and full legal compliance
- Proven experience in critical infrastructure
- Full project cycle: from survey and installation to training and service
- Use of modern engineering and technical equipment
- Post-warranty technical support



Axoft is a Center Of Expertise And Distribution Of Digital Technologies



IT Distribution

Convenient distribution: logistics, finance, and the Axoft Online digital platform

Expertise

Sales, marketing, technical, product, and proprietary analytical center

IT Services

Implementation, support, and development of technical documentation

Professional Community

Podcasts, channels, and IT marketers club

21 years

In the IT industry

55 billion rub.

2024

3,100 + partners

23 offices in 7 countries

No.1

No. 1 in the Best IT
Software Distributor and
Best IT Distributor of
Information Security
Systems ratings by CRN/RE
IT (Channel News).

Quality Certificate
ISO 9001



KHABECO is a Leading Systems Integrator in the Russian Far East



Services

- Full-cycle services ranging from systems integration to telecommunications and engineering systems.
- Supply of equipment and components, including both Russian and international manufacturers
- · Equipment installation, configuration, and commissioning
- Professional equipment repair services
- Software supply and technical support.
- Design and construction of life-support systems and data centers.

KHABECO has been operating in the information technology market

since 1992

Licenses and Certificates



FSB License No. L051-00105-27/01014215 for activities involving the use of encryption (cryptographic) tools



Ministry of Emergency Situations license for installation, repair, and maintenance of fire safety equipment for buildings and structures



Certificate of Conformity to GOST R ISO 9001-2015 (ISO 9001:2015)



Certificate of Conformity to GOST R ISO 45001-2020



Digital Commerce: Easily Find and Buy Hardware, Software, and Services from Softline



Marketplace for Businesses

(online store)
https://store.softline.ru/

- An online store offering 315,000 products:
 Equipment, software, services
- Convenient search, filters, and personalized recommendations
- Catalog management with supplier and logistics integration
- Automatic delivery of license keys
- API integration with any procurement system
- In-house procurement platform
- with customizable storefronts and order tracking
- Personal account with order history and accounting documentation

Softline E-supply

https://esupply.softline.com/
A free platform for strategic procurement

- Authorized storefronts
- Prices, catalogs, payment options, and approval workflows
- · Stock availability and delivery information
- Personal account with quotas, order history, and procurement details
- Order tracking
- · Accounting documents
- API connectivity to hundreds of suppliers

Creation and Integration

- Catalog generation in any format (XML, API, etc.) for seamless integration with customer procurement platforms.
- Two-way integration protocols with external platforms
- Proprietary procurement platform



Somers



Fintech solutions for businesses, banks, and government agencies

Acquiring Software and Hardware Solutions Payment SW POS terminals Online and PIN pads monitoring system Digital 3-in-1 smart Terminal Management cash modules registers System Vending Remote 100 encryption key solutions download system Experts on the Team

Own Digital Platform

A full-service processing center: payment gateway, multi-format payment processing, and modular functionality

Subscription platform for acquiring automation, including personal accounts, terminal configuration, and cash-register registration with the Federal Tax Service

In-house inventory management system: web and mobile versions, product nomenclature, inventory control, warehouse management, and A-assisted recommendations



180,000

Active Terminals 55

Banks Connected to the Platform

150+ Network Partners

Our Partners are Market Leaders





Why Softline Group?

Softline operates in dynamically growing markets across Russia and friendly countries.

Our M&A strategy is focused on strengthening our presence as a systemically important player in the Russian IT industry.

The accelerated development of Russian IT solutions is supported by significant government and industry initiatives.

We are a recognized leaders in digital transformation.

We offer a comprehensive range of services: a unique combination of products and services within a single ecosystem.

Our team consists of driven professionals who apply best international corporate governance practices.

Contacts







Catalog of Softline Group services and solutions:



Ticker: SOFL



Shares and bonds of Softline PJSC are traded on the Innovation and Investment Market of the Moscow Exchange



Smartlab: Softline_IR



Pulse: Softline_Official

For more details:



ir@softline.ru

