

VII. Services

PSB Group, using the scale effect, for many years have been purchasing cheaper not only building materials, but also other measures and services necessary for operation of each wholesale store and Mrówka store. In this regard the company cooperates with a few dozen partners representing over ten economic areas and particular trade companies in a larger or smaller extent benefit from the conditions offered.

Mobile phones – more than 130 Shareholders benefit from the contract with **Polska Telefonía Cyfrowa**, allowing to reduce the costs of calls, fees and purchasing of devices. During this year, wholesale stores have purchased approx. 800 new SIM cards, and the total value of transactions (fee, conversation, purchase of devices) resulting from using approx. 4100 mobile phones of this operator amounted to 2.7 million PLN net.

Passenger cars, forklift trucks, unloading equipment, semi-trailers - in the last year PSB warehouses were using the service of the following suppliers of this equipment: **Toyota, Linde, Logis (Nissan), Ovibos, MTL Asco**.

Financial services – the Group has signed contracts with 2 financial institutions. **Syigma Bank** – cooperation of approx. 60 PSB outlets with this bank consisted of offering clients installment credits. **Lukas Bank** - in the last year with this bank approx. 90 outlets of our network cooperated, they also offered installment credits. Warehouses and Mrówka stores cooperate with authentication - accounting centre **eService** with regard to transactions with the use of payment cards.

IT services - for eight years the company **Infover** (Kolporter Info) have been implementing and constantly improving special, dedicated for PSB warehouses and Mrówka stores, ERP class software. IN the end of 2010, 73 trade companies worked on the basis of modern and joint IT platform.

Equipment of Mrówka stores – partners of the Group, delivering various types of equipment to the store are companies: **Wanzl, Mago, Promag, Vedapol and VKF Renzel**.

Fuel and oils – almost 100 warehouses are supplied on special conditions, their fleet of vehicle takes fuel at stations of **Orlen** and over ten of companies at stations of **Statoil**. Over ten companies purchases engine oils from **Fuchs Oil**.

Electric energy – in the end of year we signed an agreement with **Polska Grupa Energetyczna (PGE)** for cheaper purchases of electric energy. As early as in the first months, over 20 wholesale stores and PSB central unit, have benefited from this offer.

House designs – based on special agreement and permission of customers of design offices **Extradom, Archipelag**, PSB Group receives a database of investors who plan to build a house.

Courier services – services of the company **UPS** (shipment) are used constantly by the central unit and, over 20 Shareholders, in the end of the year we started cooperation with couriers of **PEKAES** and **ET-Logistik**, specializing in transporting goods on pallets.

Training services – in the last year training for employees of our network were conducted by the **PM Doradztwo Gospodarcze** company.

Transportation services – for many years the main partner of the PSB Group is the company **Eko-Trans**.

We estimate that in the previous year the use of these Partners has allowed Shareholders of the PSB Group to reduce the sustained costs in total by as much as about 1.8 million PLN.

