PROGNOZ

Business Intelligence. Made simple.

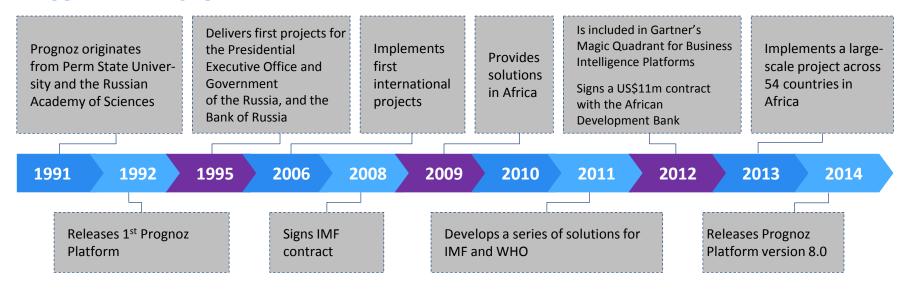


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COMPANY HISTORY







Services provided to over **450** customers around the world

Projects successfully delivered in over **70** countries

On the ground presence in 6 countries across Europe, Asia, and North America

First Russian Software company included in the Gartner Magic Quadrant for Business Intelligence Platforms

Over **1,500** highly qualified programmers, analysts, and economists

PROGNOZ TODAY

- More than 20 years' experience in the IT and business analytics market
- More than 1,500 successful implementations for 450 customers in 70 countries worldwide
- Leading company in international and Russian ratings related to business analytics and custom software development
- In-house unique software the Prognoz Platform

- A wide range of standard products for public, corporate, and financial sectors
- Offices in 6 countries, including USA, Belgium, China, and CIS
- Own training center with strong methodological support of key projects
- Support of partner professional community around the world

Key customers



















































PROGNOZ IS ONE OF THE LEADING BI VENDORS



First

among the top BI vendors in Russia in 2013



Top-20 member

of the fastest growing IT companies in Russia in 2013



Second

among Russian IT companies in the Software Vendors category in 2014



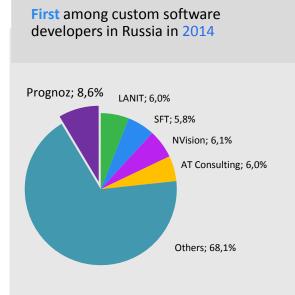
Tenth

in Software 500, a list of the world largest IT companies, in 2013

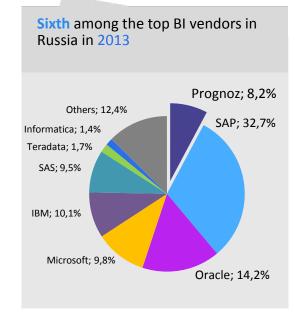
TADVISER













GARTNER'S MAGIC QUADRANT (BUSINESS ANALYTICS)

Gartner included Prognoz in the 2015 Magic Quadrant for Business Intelligence and Analytical Platforms*

Gartner is the world's leading information technology research and advisory company, providing technology-related insight. Gartner's Magic Quadrant is a respected international publication on IT, visualizing expert evaluations of market players' positions.

Source: Gartner (February 2015)



*Gartner "Magic Quadrant for Business Intelligence and Analytics Platforms," by Rita L. Sallam, Bill Hostmann, Kurt Schlegel, Joao Tapadinhas, Josh Perenteau, Thomas W. Oestreich, February 23, 2015.



GARTNER'S MAGIC QUADRANT (ADVANCED ANALYTICS)

Gartner included Prognoz in the 2015 Magic Quadrant for Advanced Analytics Platforms*

Gartner is the world's leading information technology research and advisory company, providing technologyrelated insight. Gartner's Magic Quadrant is a respected international publication on IT, visualizing expert evaluations of market players' positions.



*Gartner "Magic Quadrant for Advanced Analytics Platforms," by Gareth Herschel, Alexander Linden, Lisa Kart, February 19, 2015.

Source: Gartner (February 2015)



PROGNOZ COMPETENCES

Prognoz

Software

+

Consulting

Integrated
Comprehensive Turnkey
Implementation

- Developing and supporting BI solutions
- Developing and supporting analytical and software BI tools (Prognoz Platform)
- Providing integration into the customer's IT environment
- Analyzing and modeling the customer's business processes
- Consulting on methods of analysis, forecasting, planning and budgeting, and IT consulting
- Modeling and forecasting economic development of countries, regions, and industries, and conducting analytical research
- Conducting research projects in financial modeling and risk management
- Collecting and analyzing information from various sources, providing information and consulting services
- Providing advanced training for the customer, as well as classroom and onsite training courses to gain proficiency in working with BI solutions



INDUSTRY-SPECIFIC EXPERIENCE

ENTERPRISES PUBLIC SECTOR Oil and gas industry **Public management Energy sector** Macroeconomy Public finance Metallurgy Tax policy **Chemical industry Regulatory bodies** Agriculture and food industry **Custom services Transport Statistics** Industry Energy Agriculture **Transport** Healthcare **FINANCE** Education National banks **Environment and nature Development banks** Management Commercial banks **Tourism** Management and investment companies Security and law-enforcement agencies



TRAINING

Prognoz Training Center develops and delivers training courses in Information Technologies and Economics.

Customized learning projects and standard training courses

Courses, workshops, and hands-on training

- Classroom training on Prognoz premises
- Onsite training
- Cross-border workshops

E-learning

- Webinars
- Learning with LMS (Learning Management System), supporting international standards
- Self-study e-learning courses

Microsoft IT Academy

- User/advanced user certification training
- Administrator/developer certification training

Computer-assisted learning solutions

- Designing and developing customized learning solutions
- Computerizing existing learning processes
- Implementing ready-made learning solutions



PROGNOZ PARTNERNET



is a global Professional Prognoz Partner network.



Partnership programs:

Resellers

Companies who resell licenses for standard software solutions of Prognoz

System Integrators

IT companies and system integrators who implement standard software solutions from Prognoz

OEM Partners

Software developers who extend their software functionality by using standard software solutions from Prognoz

Technology Partners

Software developers whose technologies are employed by Prognoz for developing standard software solutions



OUR KEY CUSTOMERS IN THE INTERNATIONAL MARKET



International Monetary Fund (USA)

The World Bank (USA)



WWF (Switzerland)



Organization for Economic Cooperation and Development (France)



World Health Organization (Switzerland)



Asian Development Bank (Philippines)



African Development Bank (Tunisia)



U.S. Department of Agriculture



Coca-Cola (USA)



Südzucker (Germany)



Syngenta Crop Protection AG, (Switzerland)



3M Health Information Systems (USA)



COMESA – Common Market for Eastern and Southern Africa (Zambia)



Bermuda Monetary Authority (USA)



European Commission's Joint Research Centre (Spain)



University of Hawai'i Economic Research Organization (USA)



Global Insight (USA)



State Grid Corporation of China



Beijing Municipal Commission of Commerce (China)



COSCO (China)



Banedanmark (Denmark)



Abu Dhabi Terminals (UAE)



Rhodia (France)



Tourism Economics (USA)



STANDARD SOLUTIONS



PROGNOZ PLATFORM ARCHITECTURE

Multiple Delivery Options







Search-based **Data Discovery**



Microsoft Office Integration

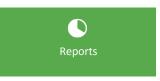


Collaboration, Portals and GIS Integration and Embedding



Traditional Analysis, Pixel-Perfect Reporting, Interactive Exploration, Decision Support and Advanced Analytics Components











Development Tools, External Products/Software Support and Data Integration Components

Data Warehouse Designer

Master Data Management

Interactive Visualization

BI Administration, Metadata Management Components and Deployment Capabilities

Security Management and Administration

Metadata Management

- Metadata Repository based on: MS SQL, Oracle, DB2, Teradata, PostgreSQL, SQLite
- Internal file format support

BI Server, Web Services and Cloud

Data Sources

Big Data

Data Warehouses and Appliances

MDBMS

ODBO

RDBMS

Flat files



















OLE DB. ODBC

xls, dbf, csv, txt, xml, sdmx



PROGNOZ PLATFORM ADVANTAGES

End user-oriented approach

- Convenient intuitive interface with extensive library of visualizations
- Capability to operate on mobile devices via native application or Web access
- Integration with Microsoft Office (Word, Excel), enabling users to work with platform components directly in these programs

Compliance with requirements imposed on modern BI platforms by world advisory agencies

Gartner

In-depth integration into existing IT infrastructure

- Open architecture, usability of platform components by external applications
- Compatibility with different DBMS, ERP systems, GIStools, and corporate portals



PROGNOZ PLATFORM ADVANTAGES

Optimal total cost of ownership at a wider range of functionality as opposed to key market players

- Full spectrum of traditional and advanced Business Intelligence tools
- Embedded data warehousing, master data management, and ETL capabilities

Licensing flexibility, enabling the customer to choose particular modules and customize configurations of the platform

Customer pays only for the functionality needed

Cutting-edge tools for advanced analytics, modeling, and forecasting

- Rich library of mathematical and statistical methods
- Tools to solve scenario-based (What-if) and goaloriented (What is necessary for?) problems
- Graphical model building without coding
- Modern data mining tools

Conformance to latest administration and security standards

- Built-in administration and information security tool
- Secure work with personal information and sensitive as well as classified data



PRODUCT LINE

Financial Sector	Public Sector	Corporate Sector	BI for All
 BI for Commercial Banks Credit Portfolio Management Credit Risk Market Risk Market Surveillance (Timeline) Management Information System For National Banks Macro Prudential Stress Testing Macroeconomy, Banking, and Finance Analytics Supervisory Analysis Payment System Data Analysis Market Monitoring Solution 	 For Public Finance, Control, and Accounting Authorities State Budget Analysis Public Budget For Customs Customs Analytics Customs Risk Management For Ministries of Agriculture Prognoz DataM For Statistical Offices Statistical Data Management For All Authorities Investment Analytics World Economy Monitoring and Financial Crisis Forecasting 	■ For All Industries > Strategy Implementation and KPI Monitoring > Reporting > Budgeting > Financial Modeling > Planning Optimization > Financial Risk Assessment > Investment Program Management > Energy Efficiency Management > Compliance Management > Industry and Economic Data Analysis ■ Industry-specific Solutions > Port and Container Terminal Analytics > Solutions for Railway Company > Prognoz DataM	 Data Portal Statistical Data Management Executive E-office World Economic Forecasts Learning Solution

PROGNOZ PLATFORM



IMPLEMENTED PROJECTS



THE ECONOMIC OUTLOOK STATISTICS (EcOS)





This system is designed to automate the analytical activity of IMF experts over their major publication *World Economic Outlook*, which provides analysis of the world economy, major economic indicators, and forecasts.



DataFinder provides mobile access to the main World Bank database - the World Development Indicators - containing economic, health, trade, environmental and other statistical data.

AfDB STATISTICAL DATA PORTAL





This portal is designed to collect, analyze, and disseminate data on African countries. The database of the portal aggregates internal and external information, providing access to a wide range of statistical indicators on various subjects. The application provides comparisons among African countries with regard to socioeconomic development as well as comparisons with developed countries.



THE NATIONAL HEALTH ACCOUNTS





This solution is a unified warehouse of healthcare expenditure data for all WHO member states. The system provides a modern data management environment: efficient data management capabilities for all inputs and outputs and data exporting features. It also ensures overall data security.

System tools provide a sound basis for generating standard reports for publications in World Health Statistics (WHS) tables, country templates and customizable reporting. It also facilitates the exchange of information and data between WHO clusters and country offices.



WATER RISK FILTER





This solution is a Web-based application for assessing and mitigating water-related risks. Interactive multi-layered maps and the analytical interface provide awareness and assessment of water risks for all countries of the world as well as for a specific company. The system also provides a comprehensive range of predefined reports for users to develop their own water resource management strategy.

AGRICULTURAL PRODUCT ANALYSIS TOOL





This Web-based application provides current data on agricultural production, demand and supply, and prices and trade flows, as well as accurate visualization and analysis of this data.

TRACK ANALYSIS MODEL



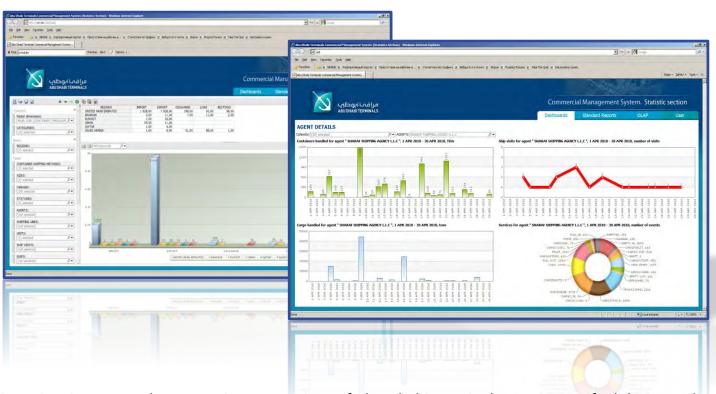
Banedanmark



This system enables the Banedanmark corporation to design an optimal plan of railway asset maintenance and renewal, taking into account budget, resources, and other long-term constraints for a period of 50-70 years.

PORT ANALYTICS





This project integrates data on various operations of Abu Dhabi Terminals port in a unified data warehouse. It has been instrumental in developing the system for managing commercial and financial indicators of port activity.



POWER SUPPLY AND DEMAND ANALYSIS AND FORECASTING SYSTEM





With this solution the State Grid Corporation of China analyze and forecast the development of the power sector, the fuel and energy sector as a whole, and the macroeconomy, as well as the socioeconomic development of the regions of China.

SHIPPING RESEARCH INFORMATION SYSTEM



China Ocean Shipping Company (COSCO)

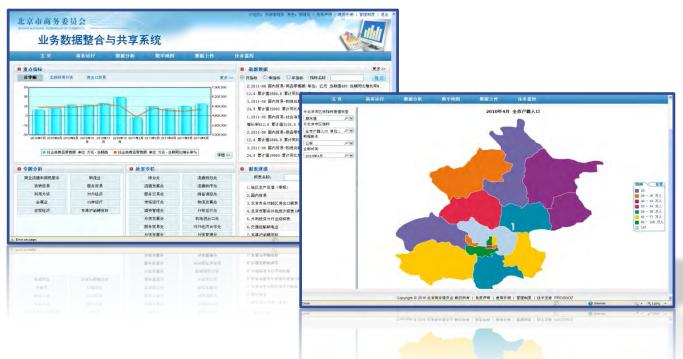


This system includes a data warehouse that combines indicators of international macroeconomic statistics and industry-specific indicators of cargo shipping. It provides access to data stored in the warehouse and a wide range of analytical tools.

COMMERCIAL DATA INTEGRATION SYSTEM

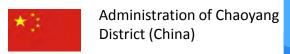


Beijing Municipal Commission of Commerce (China)



This system assists heads and deputy heads of commercial divisions inside and outside the Commission to exchange integrated statistical data. The system provides various decision support tools to facilitate decision-making during the analysis of domestic and foreign trade and investment activity, including OLAP reports, time series analysis, digital maps, and so on.

REGIONAL ECONOMY AND TAXATION ANALYSIS SYSTEM OF NATIONAL DEVELOPMENT AND REFORM COMMISSION





This system provides the administrators of Chaoyang District with information on the current economic situation and tax revenues in the district. Moreover, its powerful model of regional economy and taxation enables administrators to forecast key indicators of regional economic development, including GRP, foreign direct investments, and different tax types.

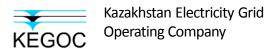
INVESTMENT PROJECT MONITORING SYSTEM





This solution allows for comprehensive monitoring of investment projects by region, industry, and period. It also evaluates the impact of such projects on the economy of Kazakhstan and its regions and the achievement of industry-specific targets.

ELECTRICITY CONSUMPTION, PRODUCTION, AND DISTRIBUTION MODELING AND ANALYSIS SYSTEM

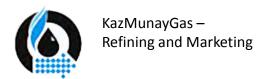


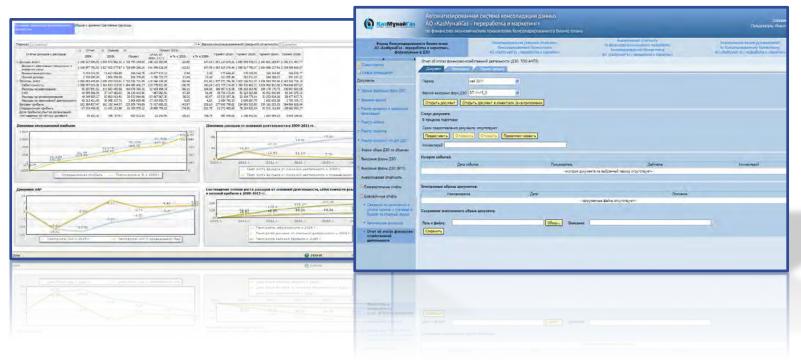


This system is designed to forecast electricity demand in short-term (up to 1 year), mid-term, and long-term horizons (up to 5 and over 5 years respectively, in annual or quarterly dynamics) under different scenarios of government controls. It also forecasts the economic development of the Republic of Kazakhstan and external environment, broken down by tariff areas (rate zones) and consumer groups.



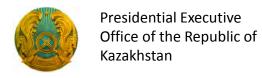
SYSTEM FOR COLLECTION AND CONSOLIDATION OF DATA ON FINANCIAL AND ECONOMIC INDICATORS OF CONSOLIDATED BUSINESS PLAN





This system automatically collects and consolidates data for 59 business plan forms for the collection of data from remote business units and affiliates and the construction of a unified data warehouse.

SYSTEM FOR MONITORING AND ANALYSIS OF COMPETITIVENESS INDICATORS



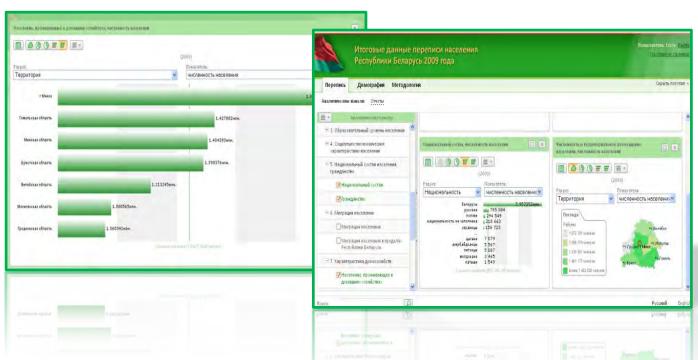


This system analyzes the competitive position of Kazakhstan in comparison with the countries of the world.



SYSTEM FOR WEB ACCESS TO BELARUS POPULATION CENSUS SUMMARY DATA





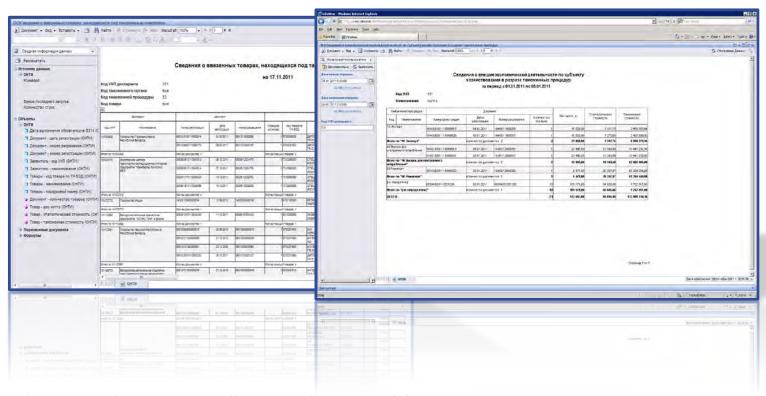
This system stores census results in a specialized data warehouse and refreshes an open database with current demographic data. The system ensures integration with the demographic data bank of the National Statistical Committee of the Republic of Belarus, visualizes summary data, and improves the efficiency of data research due to the user-friendly toolkit that enables users to generate any research query.



CENTRAL CUSTOMS DATA WAREHOUSE



Minsk Central Customs

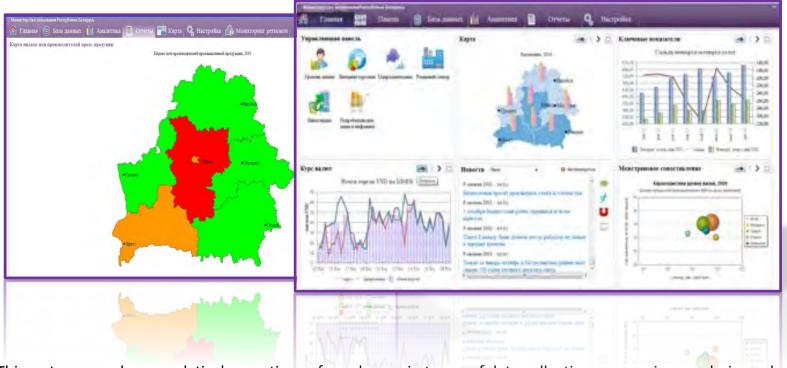


This solution provides Business Intelligence and managerial decision support.

DATA COLLECTION, PROCESSING, ANALYSIS AND VISUALIZATION SYSTEM

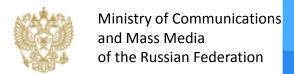


Ministry of Economy of the Republic of Belarus



This system speeds up analytical operations of employees in terms of data collection, processing, analysis, and visualization, and enables them to work with a unified integrated software solution covering a full range of tasks related to operations with information.

UNIFIED STATE AUTOMATED SYSTEM (SAS) GOVERNANCE





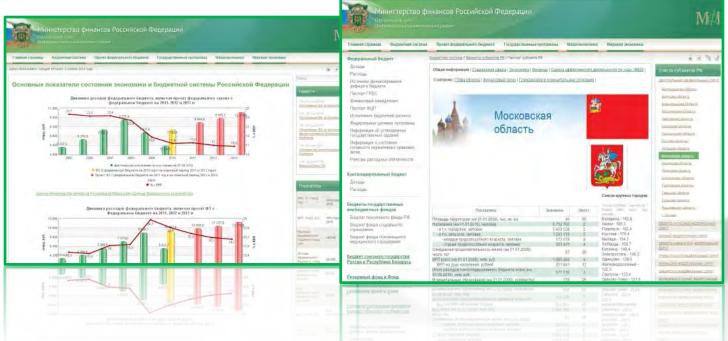
SAS Governance is a unified information and communication environment providing public officers at all levels - from federal to municipal - with data for relevant decision-making.



BUSINESS INTELLIGENCE SECTION OF THE RUSSIAN FINANCE MINISTRY'S PORTAL



Ministry of Finance of the Russian Federation



This portal accumulates all budget information that the Ministry receives from various agencies, such as federal and regional budget execution, public debt, and reserve funds. Users can also gain insight into Russian statistics, such as Federal State Statistics Service data and banking statistics; international data provided by the World Bank, the International Monetary Fund, and the Organisation for Economic Cooperation and Development; and commodity and financial market information.

RUSSIA MACROECONOMETRIC MODEL

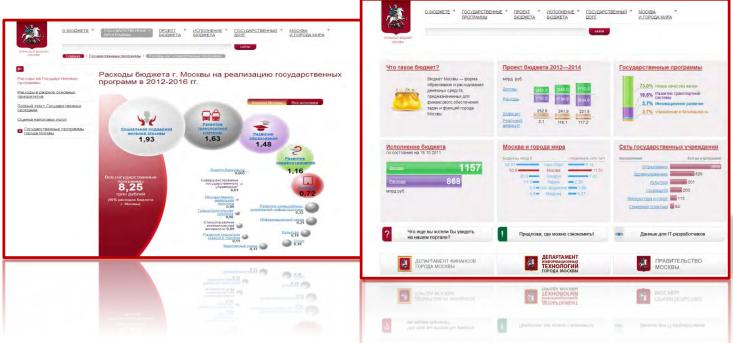




This model provides medium-term (1-3 years) forecasting and includes about 200 equations and systems describing patterns of interaction and development of the following economic sectors: real sector, households, foreign economic relations, state budget, inflation, and monetary sector.

MOSCOW'S OPEN BUDGET PORTAL



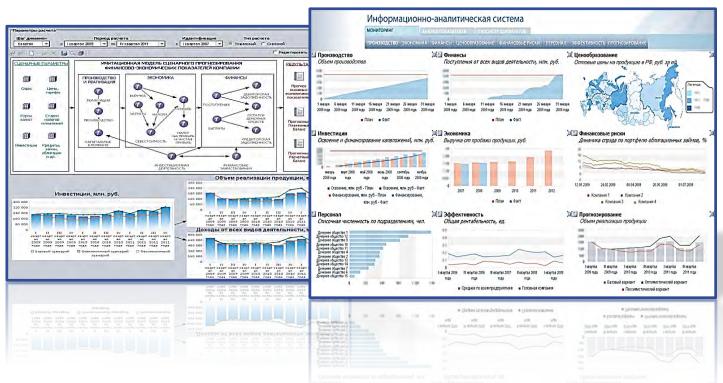


Via this portal, citizens can gain insight into Moscow's current income and expenditure data in real time and learn about all city programs covering 90% of Moscow's budget; suggest how to manage public spending more efficiently; and benchmark Moscow's development against the world's largest cities.



GAZPROM HEAD OFFICE AND SUBSIDIARIES' KPI MONITORING AND ANALYSIS SYSTEM





This solution monitors and analyzes the company's current operating, financial, and investment activity and delivers mid-term multivariate financial and economic forecasts for Gazprom.



RISK MANAGEMENT SYSTEM

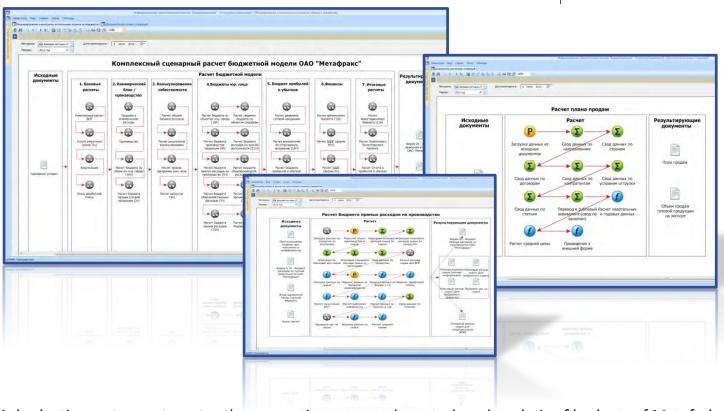




This system automates the management of interest rate, currency, and price risks of Aeroflot JSC when forecasting market risk factors. It also assesses and analyzes Aeroflot exposure to currency, interest rate, and price risks.

BUDGETING

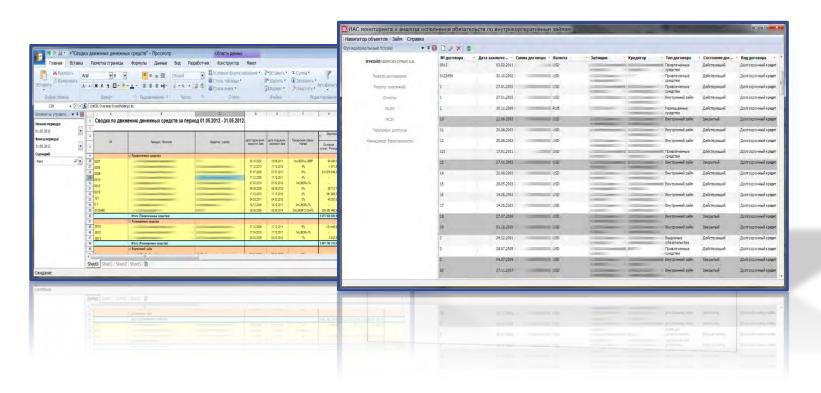




This budgeting system automates the generation, approval, control, and analysis of budgets of Metafraks Group. Its advanced tools enable users to perform multivariate planning and consolidation of budgets and calculate the cost of finished and sold products and services.

SYSTEM FOR MONITORING AND ANALYSIS OF INTERNAL LOAN OBLIGATIONS FULFILLMENT





This system automates the construction of a data warehouse and manages indicators of internal loans and payments within the company's operational activities.



BI FOR ENERGY EFFICIENCY MANAGEMENT AND CONTROL





The BI System for Energy Efficiency Management and Control of SIBUR Holding OJSC is designed to ensure energy efficiency by planning, monitoring, and analyzing energy saving programs. The System provides powerful BI tools to optimize energy management and make informed decisions.

SOFTWARE SYSTEM FOR MONITORING OF RUSSIAN WHOLESALE ELECTRIC POWER MARKET CONDITION C

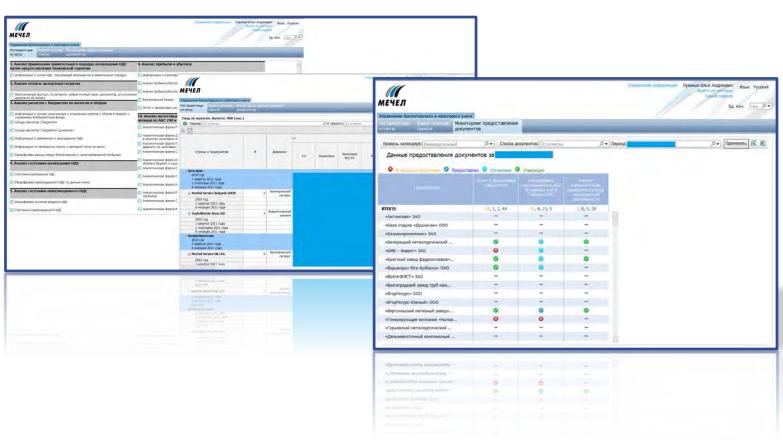




The System is designed for operational (up to 5 years) and long-term forecasting of demand for products of Inter RAO Group, its branches, subsidiaries, and affiliated companies. The advanced system toolkit facilitates investment decisions on acquisition or sale of assets, location of new construction facilities at operating power plants, or temporary shutdown of power plants.

AUTOMATED TAX STATEMENT CONSOLIDATION AND AUDIT SYSTEM

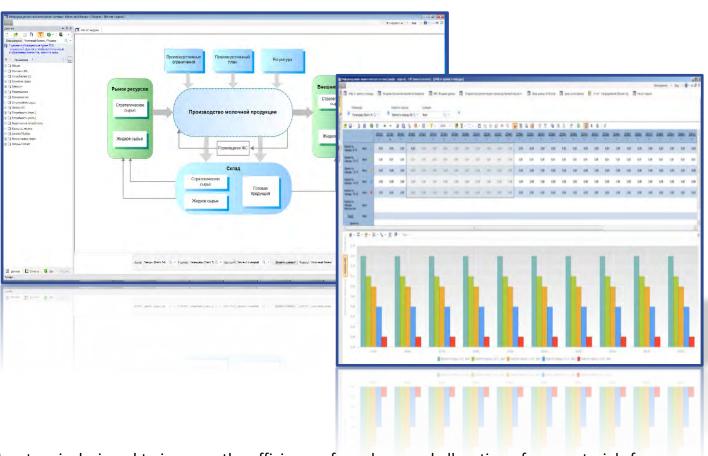




The System is designed to improve the efficiency of managing financial and operating activities of the company, speeding up generation of scheduled and analytical tax statements.

BI FOR PRODUCTION PROCESS OPTIMIZATION

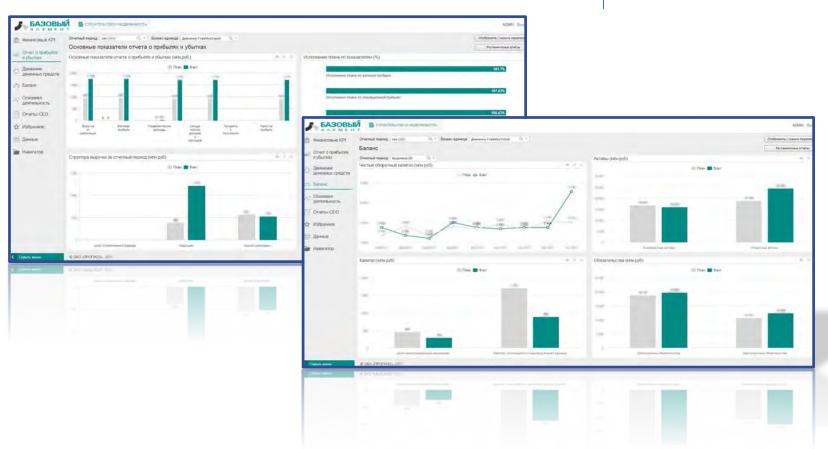




The BI system is designed to improve the efficiency of purchase and allocation of raw materials for production purposes. The system functionality enables users to optimize production plans and to lay products and materials in a stock that will be used to satisfy consumers' needs in future periods.

SMART CORPORATE REPORTING SYSTEM





The System is designed to generate and analyze managerial and analytical reports. With the system's cutting-edge tools the business units no more need to submit their reports to management company and are able to switch from report generation and approval to data loading, verification and validation via the EPM system (Enterprise Performance Management) instead of traditional static multipage reports.

DECISION SUPPORT SYSTEM OF ZARUBEZHNEFT JSCVC

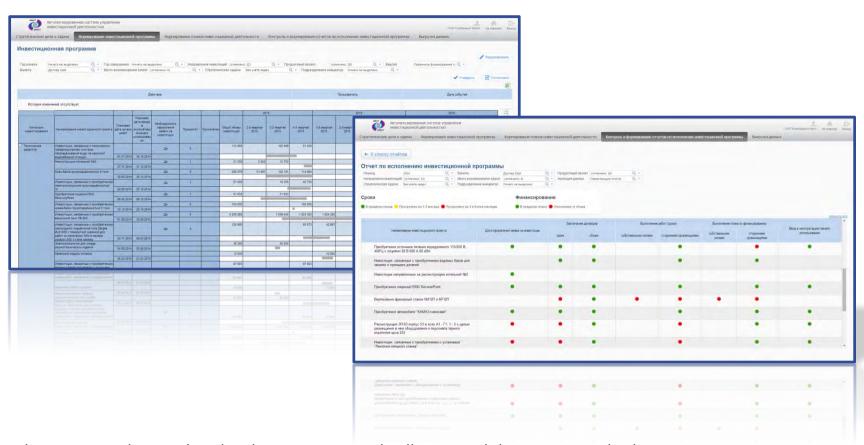




The BI system is designed to improve management efficiency, providing company management and staff with powerful automated decision-support tools, including a variety of features for online monitoring and thorough analysis of the company's key financial, economic, and performance indicators.

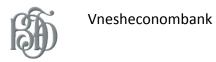
AUTOMATED IRKUT INVESTMENT MANAFEMENT SYSTEM

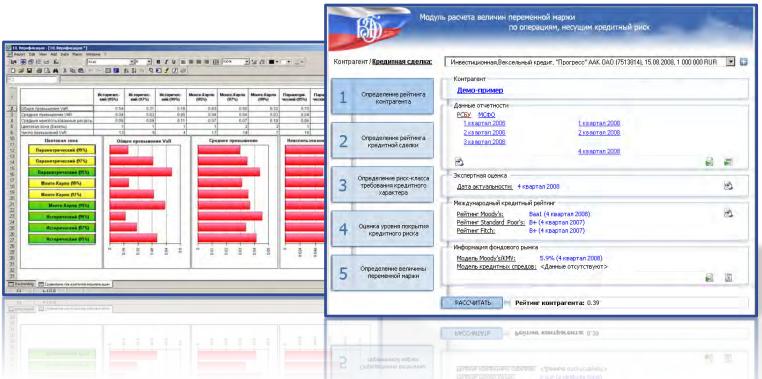




The System is designed to develop, approve, and collect actual data; generate budget execution reports, investment schedules, and requests for investment.

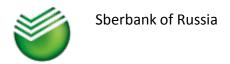
VNESHECONOMBANK'S RISK MANAGEMENT SYSTEM

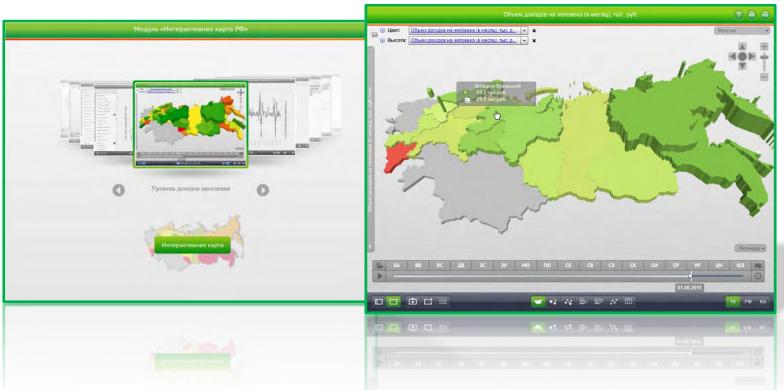




Due to the integrated IT infrastructure of this solution, users can perform the entire range of risk assessment and management tasks, from loading data to generating reports. With this solution, the bank's experts and managers analyze, forecast, and manage financial activity.

RUSSIA'S INTERACTIVE MAP



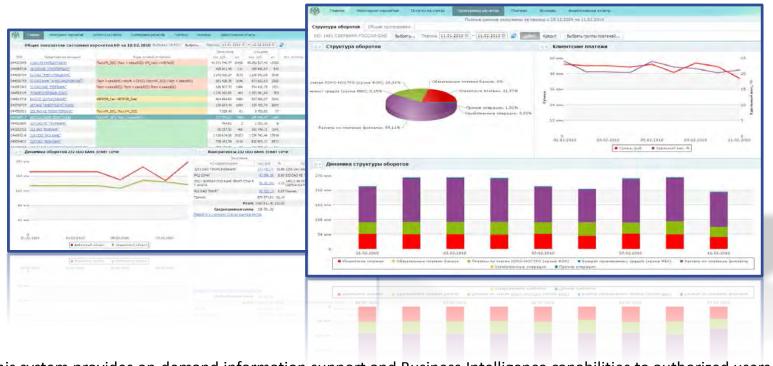


Via this map, users can monitor the bank's key metrics by business unit. The 3D map analyzes the influence of the bank's KPIs, the banking sector's statistics, and their macro environment on one another.

AUTOMATED BANK LORO ACCOUNT ANALYSIS SYSTEM



Bank of Russia

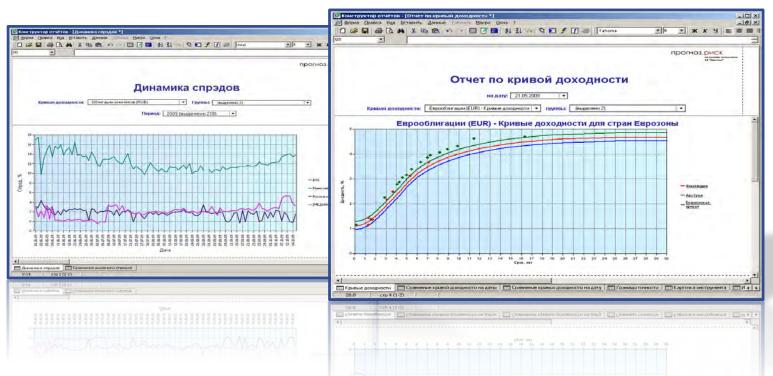


This system provides on-demand information support and Business Intelligence capabilities to authorized users (employees of the regulatory division of the Bank of Russia) based on accounting and operational data on all transactors having loro accounts (subaccounts) in offices of the Bank of Russia.

MARKET RISK MANAGEMENT SYSTEM



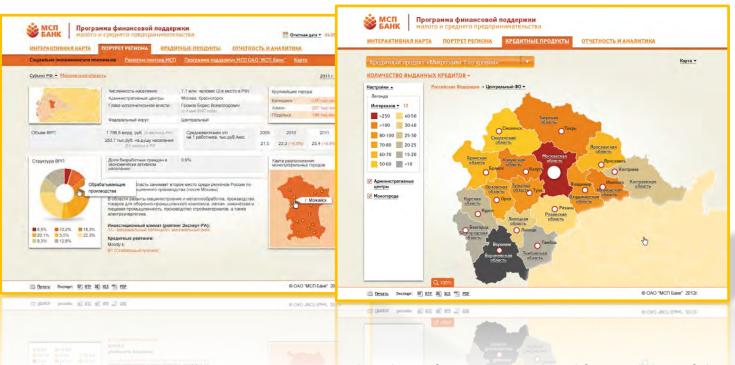
LOKO-Bank



This system provides Business Intelligence and tools for analyzing and controlling risks related to the portfolio of financial instruments of the bank. This software solution supports a wide range of financial instruments and controls, analyzes, and manages financial risks.

BI FOR MSP BANK





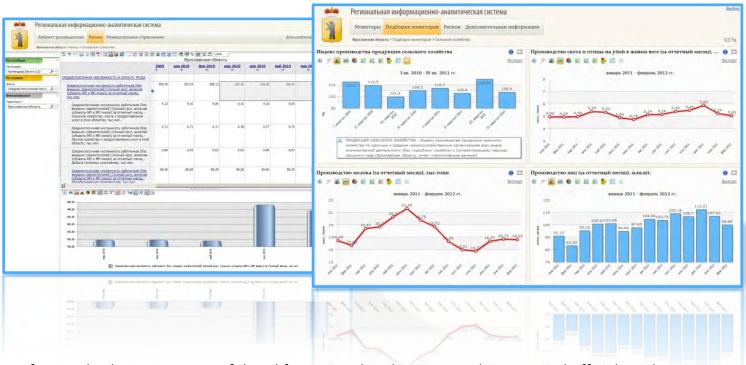
This system helps to automate collection, processing, and analysis of socioeconomic and financial data of the Russian Federation and its regions and territories, as well as data on the implementation of the bank' Small and Medium-Sized Support Program.



BI FOR REGIONS



Yaroslavl Region, Russia

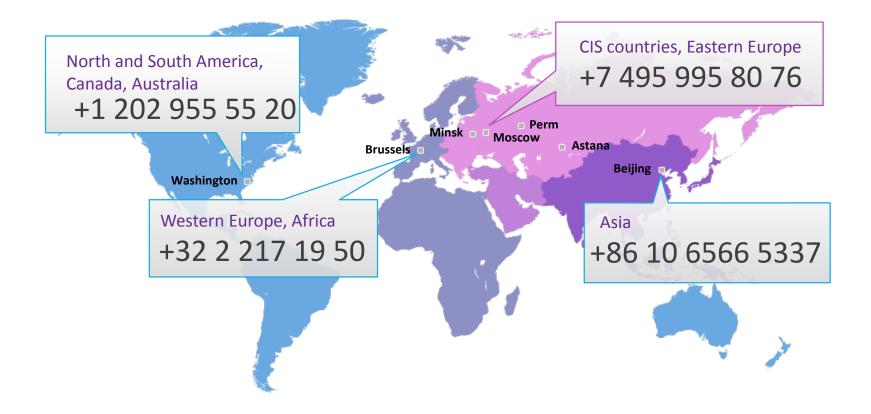


This professional solution is a powerful tool for regional authorities. With it, regional officials and experts can monitor, analyze, plan, model, and forecast regional economic and social processes and make strategic and operational decisions.

COMPANY OFFICES

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THANK YOU FOR YOUR ATTENTION!