

# Facts and data



■ **Headquarters**  
Frama AG,  
Lauperswil /Switzerland

■ **Subsidiaries postal management systems**  
Frama Austria GmbH,  
Vienna / Austria  
Frama Belgium B.V.B.A.,  
Groot-Bijgaarden / Belgium  
Frama (UK) Limited,  
Hoddesdon / England  
Frama France (Innovacourrier S.A.S),  
Nanterre / France  
Frama Deutschland GmbH,  
Ratingen / Germany  
Frama Nederland B.V.,  
Gorinchem / Netherlands

Frama (PTY) Ltd.,  
Bryanston / South Africa  
Frama Svenska AB,  
Sollentuna / Sweden  
Frama Suisse AG,  
Mägenwil / Switzerland

■ **Products and solutions**  
Franking and weighing  
systems  
Data management and  
automated service systems  
Letter-openers  
Folding machines  
Services

■ **Customers**  
Industrial, service and  
commercial enterprises  
Banks and insurance  
companies  
Public companies  
Administrations  
Postal authorities

■ **Number of employees**  
Frama Group: 360

# Frama (UK) Limited

Established in 1990, Frama (UK) Limited operates Nationwide, employing a staff of over 40 combined with a network of dedicated distributors and maintainers serving approximately 11000 customers.

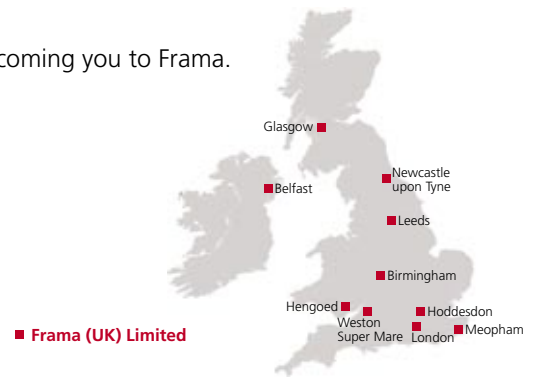
Customers choose Frama UK because they benefit from

- Our tailor-made solutions
- Comprehensive back-up service
- Online postage data centre, open 365 days a year 24/7
- Future-proof systems designed to protect customer investment

We practice a 100% transparent pricing policy so that all customers feel secure with their investment, whether purchased or leased. It is our declared goal that no customer will wait more that 24 hours for service support either from Frama directly or through one of our distribution partners. We attach a high priority to ensuring that customers have the latest mailing systems technology so that they are well placed to get the most value from postal communications. Our customers can always speak directly to a Frama Mailing Specialist, safe in the knowledge that they will be advised on the most suitable solution tailored to their individual mailing requirements.

We look forward to welcoming you to Frama.

Leslie Fernandez  
General Manager



Frama (UK) Limited  
15 Limes Court  
Hoddesdon  
Hertfordshire EN11 8EP

Phone 01992 45 11 25  
Fax 01992 46 64 53  
info@frama.co.uk  
www.frama.co.uk

Frama AG  
CH-3438 Lauperswil  
Switzerland

Phone +41 34 496 98 98  
Fax +41 34 496 98 00  
info@frama.com  
www.frama.com

FRAMA  
SMART MAILING

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FRAMA



# Frama AG

Frama AG, founded in 1970, is distinguished by constant progress in developing products that are more convenient, more intelligent and consistently better. Until the end of the 1980s, we manufactured mechanical masterpieces – robust franking machines which delivered trouble-free service for decades. However, since the beginning of the 1990s we have incrementally and systematically replaced mechanical components with electronic modules. They make our systems easier to maintain, more user-friendly and more economical to operate.

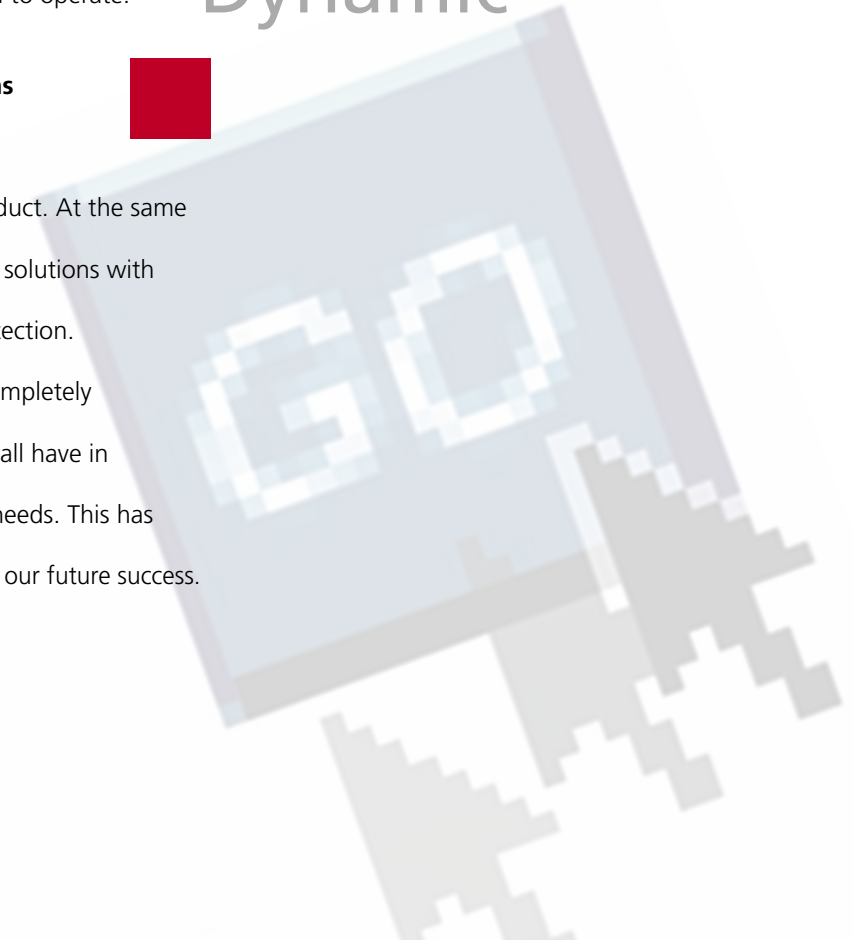
## Integrated, high-tech comprehensive solutions

However, we did not stop with switching over to information technology and a more high-tech product. At the same time, we also introduced modular, comprehensive solutions with future proofing, to offer you ideal investment protection. Whether it is a networked franking system or a completely automatic, integrated system solution: What they all have in common is an uncompromising focus upon your needs. This has always been the case and will continue to underpin our future success.

Dynamic



**Swiss Quality**  
All equipment and systems are manufactured in our state-of-the-art Swiss plant in Lauperswil by our highly skilled and motivated employees; who are encouraged to contribute their ideas at every stage of the process, in our pursuit of innovative solutions.



# Core competence

Concentration of core competencies in a single location:  
We consistently retain and develop strategically vital know-how within our own team in Lauperswil. This applies to electronic and mechanical components as well as to the increasingly important programming of user-friendly software.

It is through this ongoing development that we can think and plan long-term, to meet ever changing business requirements. This concentration of core competencies enables us to ensure a level of continuity that helps protect your investments.

**Head-start through autonomy and flexibility**  
Concentrated core competencies lend us autonomy, flexibility and speed. This facilitates innovations which bring new impulses to the market.

**Concentrated know-how**  
Short communication and decision channels, optimal transfer of knowledge, autonomy from external suppliers: All reasons why we consistently retain and develop core competencies within our own teams.

- Sales and Marketing
- Finances and Administration
- Development IT & E
- Production



# Innovative

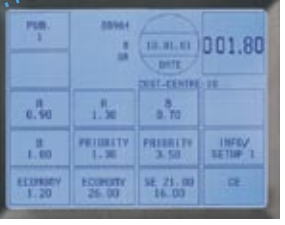


**Folding**  
Gain time and precision in projects such as invoices and mailings.



**Franking**  
User-friendly, modular technology that grows along with your requirements – from franking systems to integrated system solutions.

# COMTOUCH



**ComTouch™**  
The patented ComTouch™ touch screen technology present throughout our range intuitively guides you through rates and functions, and reacts to simple typing.

# Added-value

Mail processing system requirements are constantly increasing. Postal authorities are enacting stricter regulations. Postal rates are growing ever more complex. Your business requires greater cost transparency. Are systems growing more complex as a result? Frama proves just the opposite. That is because we emphasize simple installation and operation as well as the rapid learning of all user possibilities. This enables you to frank easily, rapidly, accurately and thus more cost effectively – in brief: you profit at every stage in the mailing process.

**Forget the instructions and postal rates!**  
The best example for added-value from Frama is ComTouch™, our exclusive user platform. It intuitively guides you through all functions and rates – without user instructions, tables and multifunctional buttons.



# Modular



**Opening**  
Simplify the processing of incoming mail. Since letters are not cut open, their contents remain undamaged.

# Digital



**Weighing**  
You can expand your franking system at any time in a multifunctional manner according to your requirements. Quickly and fully automatically weigh from a pile and calculate postage.

# Milestones



# Turnover development

# Customer proximity

Frama is present in over 60 countries around the world. Guarantees for quality and customer proximity are our own subsidiaries and business partners of many years, whom we support professionally and with whom we equip with the latest know-how through regular structured training programmes.

**Uncompromising solutions for local requirements**  
You profit in many ways from our proximity to customers, the market and to local postal authorities, including compatibility with applicable regulations and standards, high-quality services and systems that uncompromisingly adapt to local circumstances.

# International

