



IN THE NEWS

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ECR-RUS Improves Quality & Price For 140 Million Consumers

Global eXchange Services' Trading GridSM delivers EDI capability to strengthen Russia's position in the global market

25 November, 2004—Global eXchange Services (GXS) has been selected by ECR as one of its preferred suppliers of Electronic Data Interchange (EDI) services to improve the speed, quality and price of fast moving consumer goods (FMCG) for Russia's 140 million consumers. ECR-Rus initiated the project on behalf of its members, who include domestic and multinational retail outlets and FMCG companies, to trade electronically irrespective of each trading partner's size, resource, location, hardware or software.

ECR-Rus's members are accountable for over 4,500 product lines, 350 retail outlets, 30 production facilities and over \$4 billion in yearly turnover but to date, the resulting hundreds of thousands of transactions between these trading partners are processed through manual entry. GXS' Trading Grid will automate the delivery of electronic messages, such as orders, invoices, shipping notices and delivery confirmations, between retailers, suppliers and manufacturers. By using open standards such as HTTP, XML, FTP, SFTP and AS2 in Russia, Trading Grid will remove the existing boundaries of trading partners only being able to deal with those using complementary standards.

A spokesperson for ECR-Rus said: "Electronic Data Interchange between trading partners is an emerging concept in Russia and as a result, there is little access to local expertise. In our quest to find the highest level of EDI partners, we evaluated over 30 organisations against three strict criteria – the company, the architecture and the cost. GXS delivered in all areas and as a result, were one of the obvious choices to join our group of preferred suppliers to build, strengthen, deliver and manage our e-commerce infrastructure. We're confident that Trading Grid will enable us to meet our aim of channelling over 40 per cent of all Russian retail transactions electronically within the next three years."

Bobby Patrick, senior vice president at GXS, said: "ECR-Rus has taken the absolutely right approach in allowing GXS to contribute to creating the e-commerce infrastructure from the beginning for an open market using interoperability standards, security, integrity, traceability and the ability to audit."

About ECR-Rus

ECR is a joint trade and industry body, launched in 1994 in Europe to make the grocery sector as a whole more responsive to consumer demand and promote the removal of unnecessary costs from the supply chain. ECR-Rus is launched in September 2003, and was founded by 10 companies (Auchan; Clorox; Gillette; Lenta; Metro; Nestle; Procter & Gamble; Ramenka; RusBrand; UNISCAN). ECR-Rus has 4 working committees (Supply, Demand, Enabling Technologies and Education), with no service providers. ECR-Rus Co-Chairs are: Daniela Riccardi (P&G), Oleg Jerebtsov (Lenta), Georgi Petrov Honorary Co-Chair (Chamber of Commerce and Industry of Russian Federation).

About GXS Trading Grid

Global eXchange Services Trading GridSM is a globally-accessible, real-time platform for business process networking. Trading Grid helps customers automate global trading communities by shielding complexity from rapidly-changing standards, eliminating manual and duplicative efforts, and enabling a new level of process integration and business intelligence. Through direct integration with GXS' Trading Grid, both large and small customers can extend existing ERP investments and cost-effectively achieve new levels of collaboration and business success. For more information on

Trading Grid, visit www.gxs.com/TradingGrid/.

About GXS

Global eXchange Services, Inc. operates one of the largest B2B e-commerce networks in the world, managing 1 billion transactions annually for more than 100,000 trading partners. With over 35 years experience, Global eXchange Services provides supply chain services and software to 50 percent of the FORTUNE 500. Global eXchange Services is headquartered in Gaithersburg, MD in the U.S., with sales and development offices throughout Europe and Asia-Pacific. For more information visit our Web site at www.gxs.com.

Caution Concerning Forward-Looking Statements

This document includes certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from these expectations due to changes in global political, economic, business, competitive, market and regulatory factors. These factors include technological developments, customer demand, trading partner participation, network availability and availability of financing.