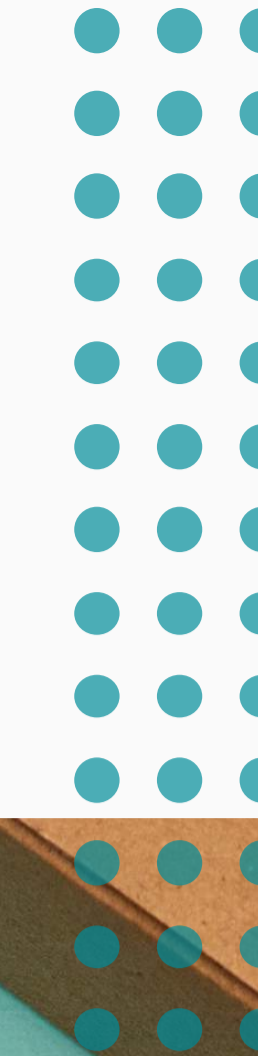
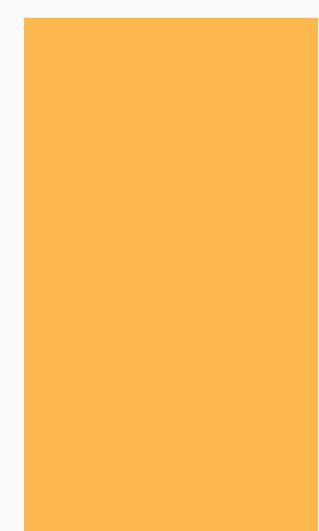
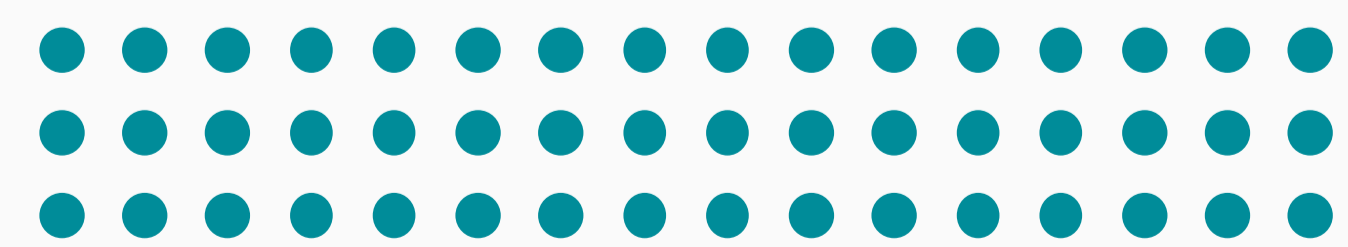




COMPANY PRESENTATION

FOR SUPPLIERS



**TBM Company –
the largest supplier of components and fittings
for the production of windows, doors, insulating glass units,
furniture and fronts aluminum structures for wholesale
and retail customers**



+ 30,000 products
in stock and on order



Well-established
e-commerce system



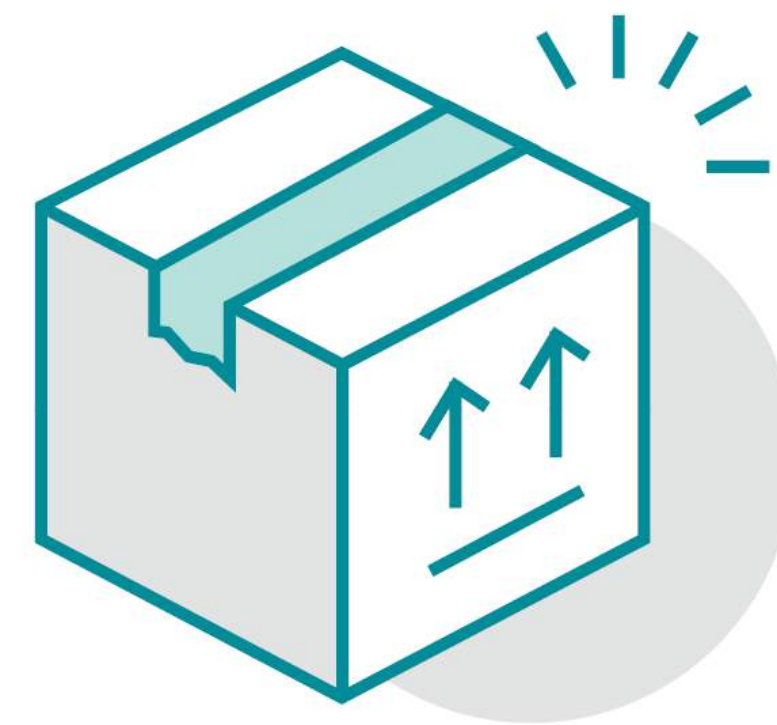
Quality assurance



Just-in-time deliveries

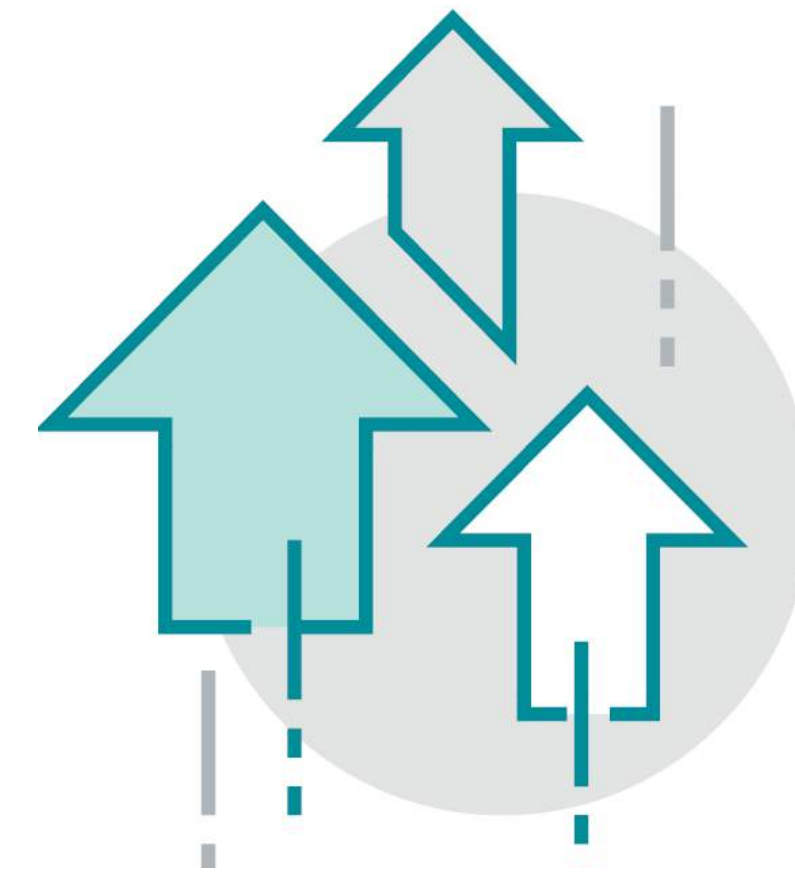


BUSINESS • MISSION • GOAL



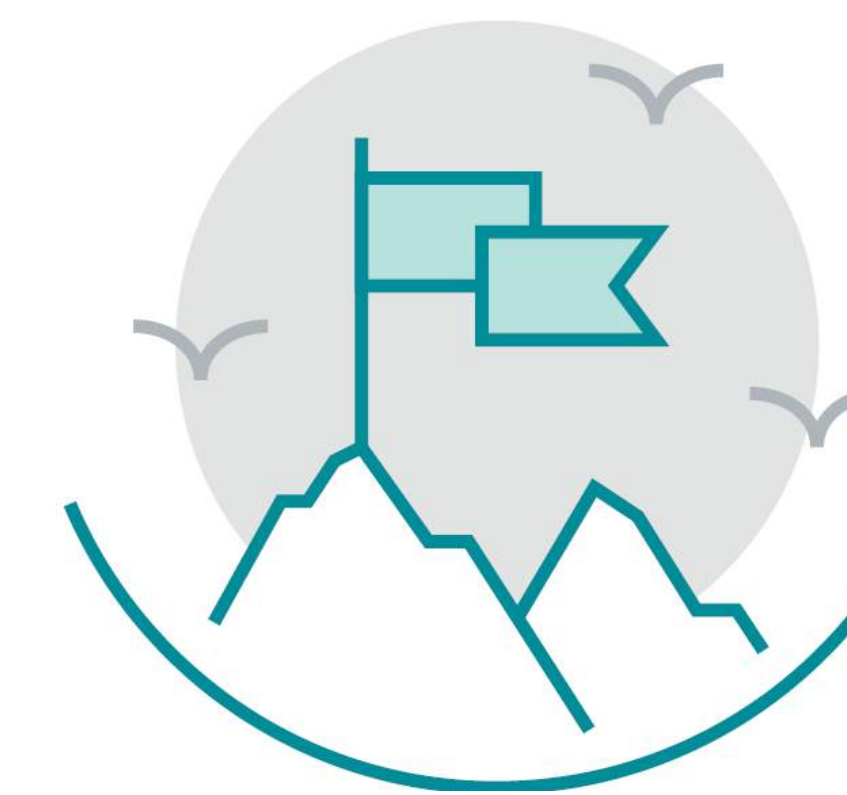
Our business

Timely deliveries of quality components for the production of windows, doors, fronts and furniture



Our mission

We change people's lives for the better by introducing lean and information technology and the highest quality standards of goods and services



Our goal

To be the best supplier for our Clients and the best employer for our Employees

TBM REGIONAL NETWORK



TBM HISTORY



START
Origin
Establishment
of the company, the staff
is only 5 people



Field managers Creating
a service of field managers
who provide technical advice
to Customers



**Office and logistics
complex**
Opening of a new office
and logistics complex
in Mytishchi with an area
of 27,000 m²



Trademarks
Release of products under
own trademarks:
• ELEMENTIS,
• BAUSET,
• BISTRONG,
• LIGNUM,
• FIRMAX

72 cities
The Company has branches
in 72 cities and 8 countries



TBM-Markt
Launch of an online retail
store TBM-Market

**INTERNIKA
MAXBAR**
Bringing products
to market under own
trademarks: INTERNIKA
and MAXBAR

1993

1995

1998

2002

2003

2005

2006

2008

2011



First branches
Opening of the first
branches in Samara
and Minsk



TBM Navigator
Release of the free program
«Navigator TBM»
for the selection
of sets of accessories



**The first regional
distribution center**
Opening of the first regional
distribution center
in Rostov-on-Don



TBM-Online
Transition to electronic
registration
of applications
in the TBM-Online system

TBM HISTORY



VBH
TBM Group of Companies acquired a controlling stake in VBH trading company

47 cities
Online retail stores are open in 47 cities of the Russian Federation, Belarus, Kazakhstan and Ukraine



OknaTrade
Launch of OknaTrade project - an Internet portal for searching for window manufacturers in various regions of the Russian Federation



GetBonus
Launch of an online marketing service GetBonus for TBM customers and their dealers



Furniture center
Opening of a furniture center in Mytishchi



Release of new paint and varnish products
Release of products under own trademark Colorain



WikiPro
Launch of the WikiPro domain-specific encyclopedia

ALUMARK
Bringing products to market under own trademark ALUMARK



Hot Monday TBM
The beginning of the federal action «Hot Monday TBM»

Internika WIN
A new line of economical accessories InternikaWIN has been released



25
TBM company celebrated its 25th anniversary on the Russian market of components



United logistics complex
Opening of the united Central Logistics Complex TBM

CRITERIA FOR SELECTING STRATEGIC SUPPLIERS

01

Priority products

Deliver priority products

02

Market share

Able to provide a significant share in the target market

03

Exclusivity

Provide full or partial exclusivity or protection at a price

04

JIT

Carry out deliveries according to the LT system

05

Number of traders

Limit the number of traders

06

Approval

Do not carry out direct deliveries to Customers without approval

07

4.5 sigma

Ensure the quality of the delivered goods above 4.5 sigma

08

Continuous development

Constantly develop their products and business processes

REQUIREMENTS FOR SUPPLIERS



1. Quality

The service level is at least 95 %.
High quality goods.

2. Prices

Competitiveness and stability
of purchase prices. Production
of components and materials based
on lean technologies.

3. Delivery time

5 working days
for Russian suppliers.
5–10 working days
for foreign suppliers.

4. Payment of penalties

Payment of penalties for deliveries
in violation of contractual deadlines.

5. Electronic data exchange

Applications, confirmations,
invoices.

6. Applications, confirmations, invoices.

Advance notification of possible supply
problems.

7. Delivery

Delivery of goods to the TBM
warehouse (from Russian suppliers).
Arrangement of direct deliveries
to the Company's divisions.

8. Participation in the reimbursement of illiquid balances

When updating the trading program.

BENEFITS FOR SUPPLIERS



Payment discipline

TBM's impeccable payment discipline



Protection against credit risks

Protection of Suppliers against risks when lending to Customers



Market share growth

Increasing market share and brand awareness



Logistics integration

Information and logistics integration



Product quality improvement

Joint improvement of product quality

LOGISTICS INTEGRATION

TBM LOGICON

TBM Company presents an information and logistics integration system – TBM LOGICON, in which electronic exchange of applications, invoices, confirmations between the Supplier and TBM is carried out.

TBM LOGICON
ИНФОРМАЦИОННО-ЛОГИСТИЧЕСКАЯ
ИНТЕГРАЦИЯ С ПАРТНЕР-ПРОИЗВОДИТЕЛЕМ

Благодаря системе TBM LOGICON
Key system, the TBM Company
is improving its interaction with
the Manufacturer for the arrangement
of lean provisioning. Бережливое
обеспечение Клиентов Компании.
of the Company's Customers.

ВОЙТИ OUR SUPPLIERS





TRADING PROGRAM

EVERYTHING FOR WINDOWS

- Accessories
- Handles, child locks
- Window automation
- Ventilation systems
- Accessories for window installation
- Accessories for insulating glass units
- Window sills
- Sealants
- Decorative bindings
- Seals
- Mosquito nets

[Check out the full range of components
for windows](#)

SUPPLIERS





TRADING PROGRAM

EVERYTHING FOR DOORS

- Accessories
- Closers
- Push button fittings for interior doors
- Magnetic and mechanical locks for interior doors
- Hinges for interior doors
- Contour threshold seals, fire protection
- Installation materials
- Adhesive materials for lamination of doors and pvc profile

[Check out the full range of components for doors](#)

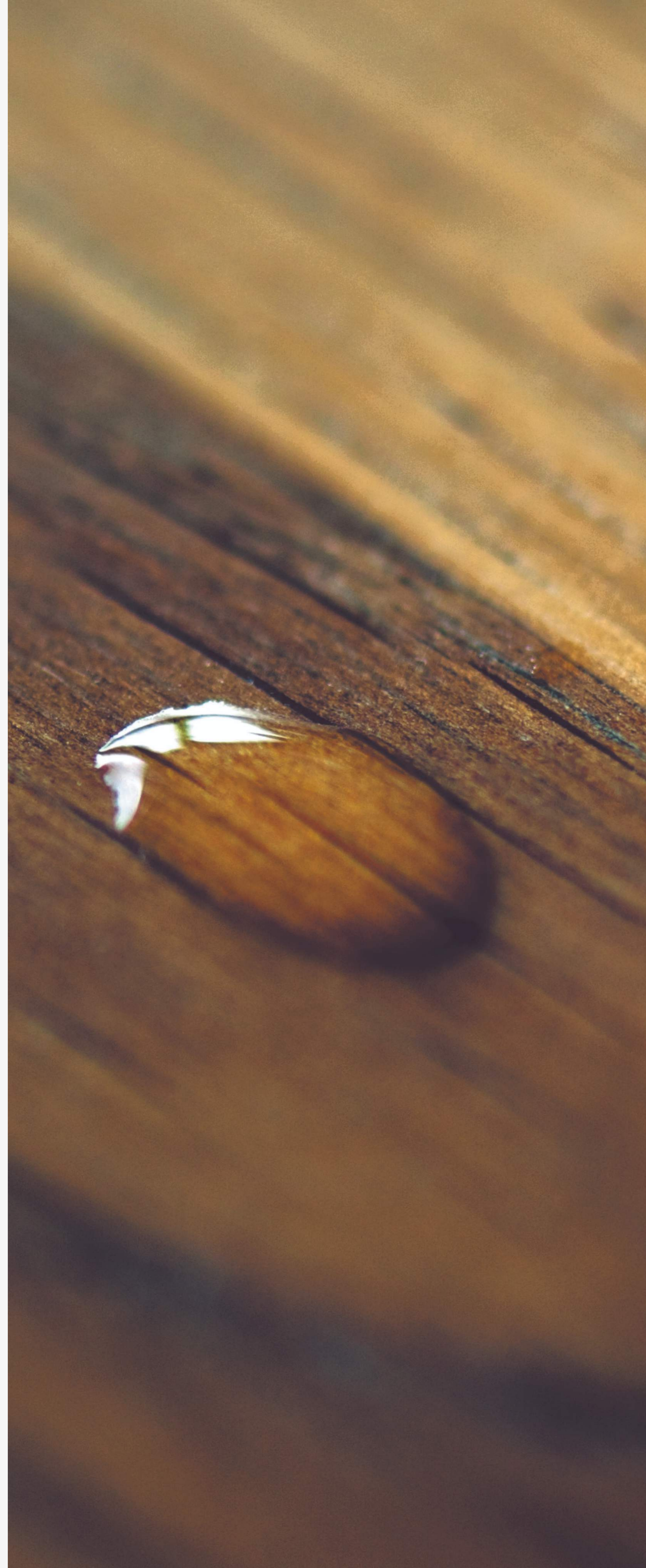
SUPPLIERS



DEVENTER



SIMONSWERK



TRADING PROGRAM

PAINT AND VARNISH MATERIALS AND ADHESIVES

- Paint and varnish materials and oils for interior decoration
- Paint and varnish materials for wooden windows
- Interior paint
- Inter-wall sealants and sealants for ends for wooden house construction
- Wood glue

[Check out the full range of paint and varnish materials](#)

SUPPLIERS

[Z] ZOBEL
Coating Systems

 **Colorain**

 **LIGNUM**

 **Rhenocoll**

KLEIBERIT[®]
ADHESIVES • COATINGS



TRADING PROGRAM

EVERYTHING FOR FACADE ARCHITECTURE

- Building aluminum system for fronts under own trademark ALUMARK
- Aluminum systems for balcony glazing PROVIDAL
- Accessories for aluminum windows and doors
- Automation for windows
- Automatic systems for doors, including "smart tag"
- Smoke removal systems

[Check out the full range of materials for fronts](#)

SUPPLIERS

[Alumark](#) 

[Maxbar](#)
Smart 

[dormakaba](#) 

TRADING PROGRAM

COMPREHENSIVE SOLUTIONS ALUMARK

TBM offers comprehensive solutions, in which the aluminum profile system, fittings, engineering equipment is a single project.

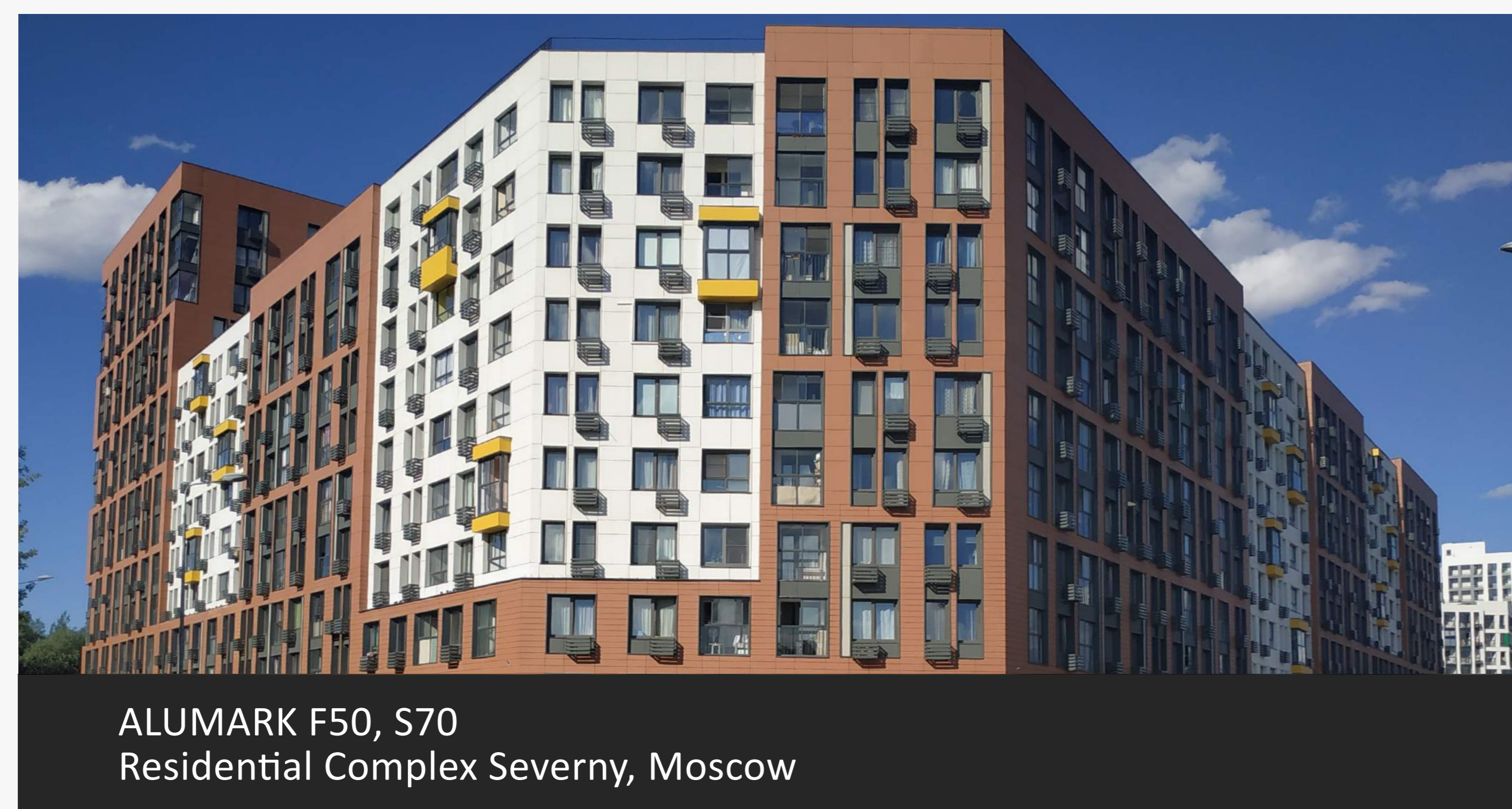
[Learn more about comprehensive solutions ALUMARK](#)



ALUMARK F50, S70
Banquet Hall, Pyatigorsk



ALUMARK S44
District "Elki Park", Kirov



ALUMARK F50, S70
Residential Complex Severny, Moscow

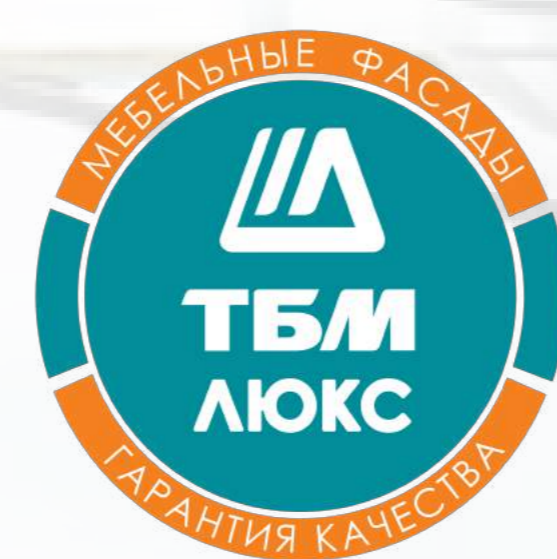


ALUMARK F50
"City farm" VDNKh, Moscow

FURNITURE FRONTS

Furniture fronts are made of high-quality materials from European and Russian manufacturers on modern equipment, which allows you to achieve perfect quality products.

[Learn more about TBM-LUX fronts](#)



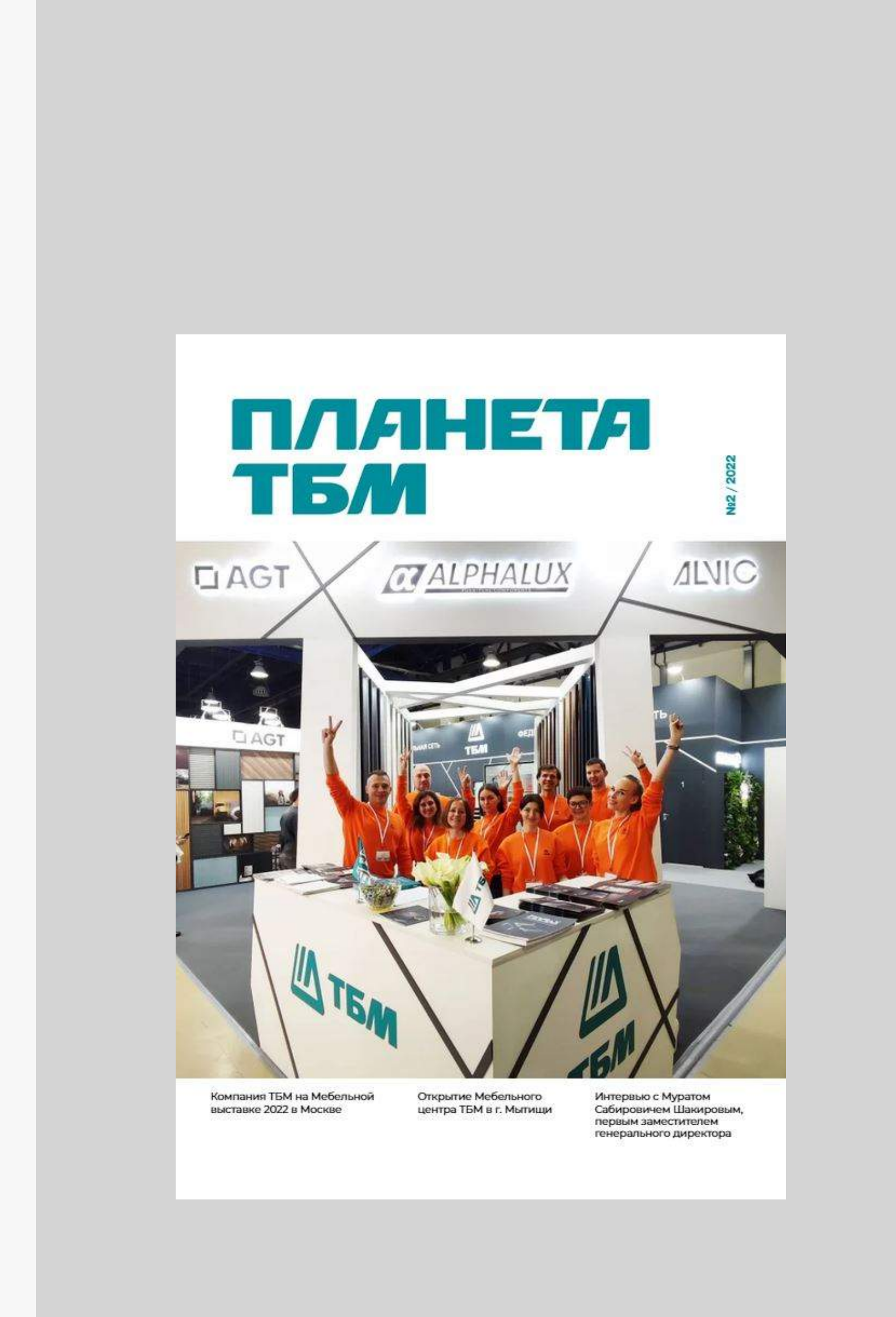
TBM INFORMATION PROJECTS



Domain-Specific Encyclopedia WikiPro

The Encyclopedia is dedicated to the window, door, furniture and other professional industries and markets, created by TBM for non-profit purposes and developed by TBM and its partners

[Share your knowledge and get new ones on WikiPro](#)



Corporate Magazine "TBM Planet"

It has been available since 2003. It tells about the life of the Company, its employees, partners, important projects, everything that makes up the TBM.

[Read the TBM Corporate Magazine](#)



SOCIAL RESPONSIBILITY OF BUSINESS

GOOD WINDOW



We help children left without parental care

On a regular basis, TBM helps the sponsored children's institutions: sponsorship, arrangement of themed events, clean-up days.

ECO-TBM FRIENDLY PROJECTS



We care about the preservation of the environment





TBM COMPANY

“

Our goal is to be the best supplier for our Clients and the best employer for our Employees

