

VICTAR

General and Financial Information

- Total Sales (RU & International) 11 mln RU/ 159420 Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries)
- ✓ 96% (Russia)
- 4% (Other Countries)
- Main relevant product groups within Company Portfolio:
- Industrial saw
- Crosscutting
- End cutting
- Mini sawmill
- Logo's of relevant brands: Victor
- Currently present in: Belarus, Ukraine
- Main buyers:
- Cooperate with: EVRAZ, OAO Karabulales, OOO Production company "Inzensky woodworking plant" (Inzensky DOZ)", AO Velikoluksky Furniture Plant, AO Khatanga Commercial Seaport.
- Certification: Declaration of Conformity: EAЭС № RU Д-RU.AД65.B.03774/19 dated December 23, 2019.

Points of differentiation compared with other market players?

- 70 years of development
- The world's most powerful electric saw, according to the Russian Book of Records.

Limitations

Non-availability of safety certificate for delivery to EU countries.

Key strengths / Innovation

What's in it for Partner?

- ✓ Direct delivery and support service from the manufacturer
- 30% average sales profit.

What's in it for Partner professional customers?

- Automation of production
- Mobile units that can be built in a wood processing line
- One-man operated
- ✓ With power of 18 kW, it is suitable for hardwoods
- 22 hours of operation a day, 365 days a year
- Suitable for timber, wood concrete, plastic, and reel paper
- Sawing accuracy of 1 mm
- ✓ 60 % less costly as compared to petrol-powered tools



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Presentation Catalog