

*Use our experience and our structures. You profit therefore from the possibility to be successful  
at different markets and to invest money sensibly and with lasting effect.*

*As our business partner you can count on sound strategical consultation, respectable specialist knowledge,  
a fine-meshed network and intercultural competence to be successful in a part of the world in which the right approach  
and personal contacts are indispensable.*

*We would be glad to discuss the needs or your images and wishes in a personal conversation  
to guarantee a possible realisation.*



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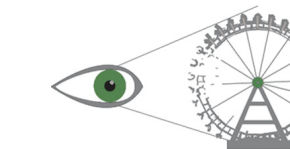
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**WTB<sub>GROUP</sub>**

*// integrierte Lösungen für Handel und Industrie*

***Business Development Solutions  
and Market Expansion Services***

**15 Jahre  
Erfahrung**





WHO WE ARE:

Today WTB Group is a full service provider for market expansion services. We were found more than 15 years ago as consulting company for business development and started expanding our services due to market requirements and new global challenges to increase our clients success. According to our fine meshed network and with several locations in all our targeted markets WTB Group is able to provide highly specialized services at a very attractive cost structure.

WHAT WE WANT

We want to help our clients to grow and develop their brands in new or existing markets. For that we provide our business partners almost all services to achieve their goals.

WHAT WE CAN DO

We help our business partners to grow by providing a full range of specialized services along the entire value chain. From analysis, product development, sales, marketing, distribution and logistics, after sales services to exit strategies through our M&A department.

WHERE WE WORK

We are concentrated on Mideurope and Russia (including all GUS countries). From there we build bridges to Asia and Australia. According to our wide service range we have our own offices in all targeted markets.

HOW WE WORK

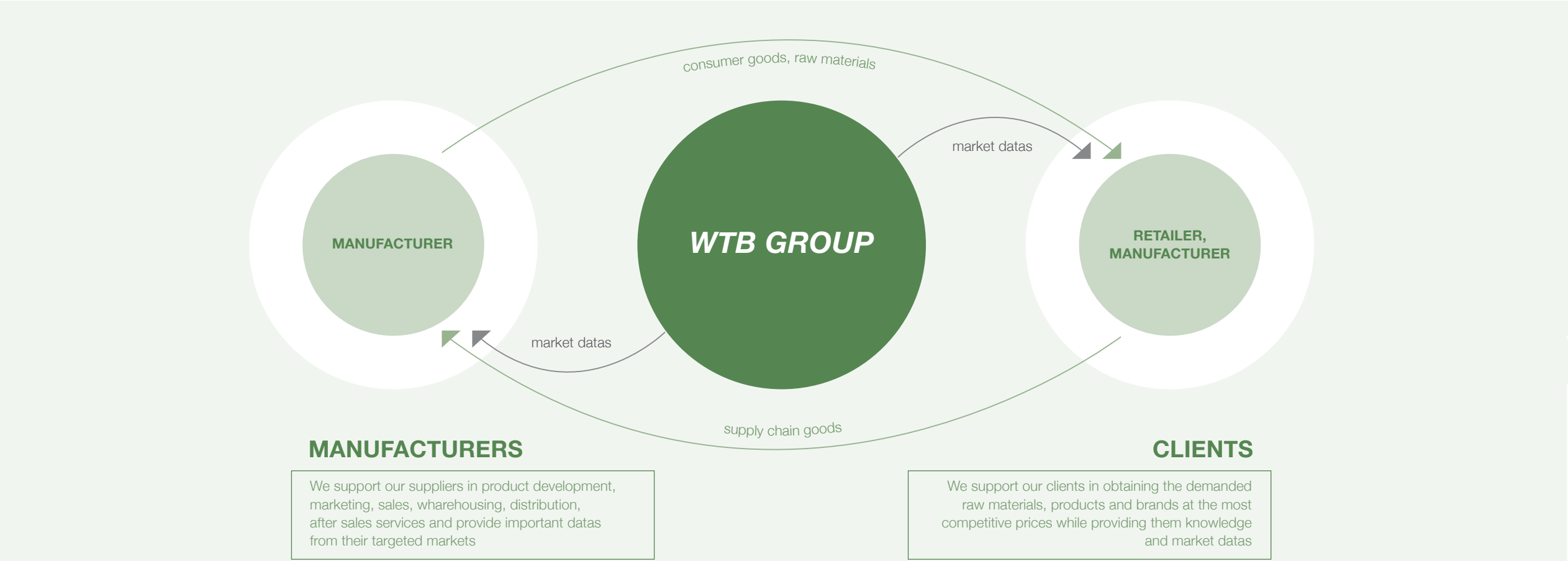
In any case customized!  
Our services are precisely tailored to the individual needs and specifications of our clients. We also make no differences whether you want to bring an idea for the marketability as a developer or as a shareholder group with full service demands.

OUR CLIENTS AND CUSTOMERS

Our clients belong to the best known european brands as well as midsized family companies related to raw materials and consumer goods.

**manufacturer:** producers are business partners who sell products such as raw materials, (fertilizers, ree, salt, chemicals) and consumer goods (consumer health care and furniture). The mean aim is to expand their business in existing and new markets – that's why they entrust us with handling their goods. Our services contains certifications or licenses to obtain the basic requirements of the targeted market. We help our clients to adjust their products according to the individual market demands and sell their goods then through our sales structure which contents more than 1000 sales points. Due to our wish that our clients should concentrate on their main business we provide also all further services along the entire value chain such as marketing and fair operation, warehousing and distribution, order taking and processing, payment services, trainings, customer care etc.

**clients:** Clients are business partners who purchase or sell goods or services from manufacturers. Our customers are retailers, wholesalers, groups, importeurs and producers. We expand their market shares by targeted purchase at lowest prices.



INTEGRATED SOLUTIONS AS BUSINESS DEVELOPMENT STRATEGY FOR INDUSTRY AND RETAILERS

Russia with his soon achieved 400 billion EUR of commercial turnover will have outstripped Europes current biggest marketplace > Germany > during the next years and should become therefore necessarily export aim number 1 for every manufacturer interested in growth in Europe.  
For European suppliers come positively still the favorable geographical binding and the common European roots.  
The WTB Group is the quite leading management consultancy for market expansion services in the BRIC state Russia and in the former CIS states. We know the local structures and needs very exactly and thus we are in the situation to develop this immense however also difficult market for them.

New markets are always connected with various risks and incalculable factors. Beside the unawareness concerning the local structures a distribution must be organized, sales documents should be translated into the respective language, product portfolios have to be adjusted, logistics, customs duty as well as marketing measures, ideally fair appearances have to be organised.  
If you plan an expansion to Russia, or there have already tried to gain a foothold, WTB Group can offer to you numerous, especially at your demands fitted services. We act for over 15 years in Russia and we are well reputed there.

The WTB Group understands itself here as an extended export arm for growth oriented enterprises and offers an incredibly complete service range along the whole value chain:

ANALYSIS	CONSULTING	SALES/MARKETING	LOGISTIKS/DISTRIBUTION	AFTER SALES SERVICES
<ul style="list-style-type: none"><li>– market analysis</li><li>– feasibility research</li><li>– product certifications</li><li>– product licensing</li></ul>	<ul style="list-style-type: none"><li>– strategy consulting</li><li>– global supplier sourcing</li><li>– product development</li><li>– global product sourcing</li><li>– supply chain support</li><li>– M &amp; A services</li></ul>	<ul style="list-style-type: none"><li>– market research</li><li>– markt feed back</li><li>– marketing / PR</li><li>– brands development</li><li>– fairs operation</li><li>– sales</li><li>– order processing</li><li>– payment services</li></ul>	<ul style="list-style-type: none"><li>– import / customs</li><li>– warehousing</li><li>– delivery</li><li>– co packing</li><li>– order fulfillment</li><li>– cash collection</li><li>– insurance</li></ul>	<ul style="list-style-type: none"><li>– customer service</li><li>– quality control</li><li>– quality assurance</li><li>– trainings</li><li>– end user communication</li></ul>