

### What we do:

- Distributing brands from outdoor, snow sports and military sector;
- Manufacturing textile products;
- E-commerce of all brands;
- Actively selling via B2B panel;
- 3400m<sup>2</sup> own warehouse;
- 250m<sup>2</sup> own showroom;
- Implemented PN-EN ISO 9001: 2015;

### Our values sustainability and traceability:

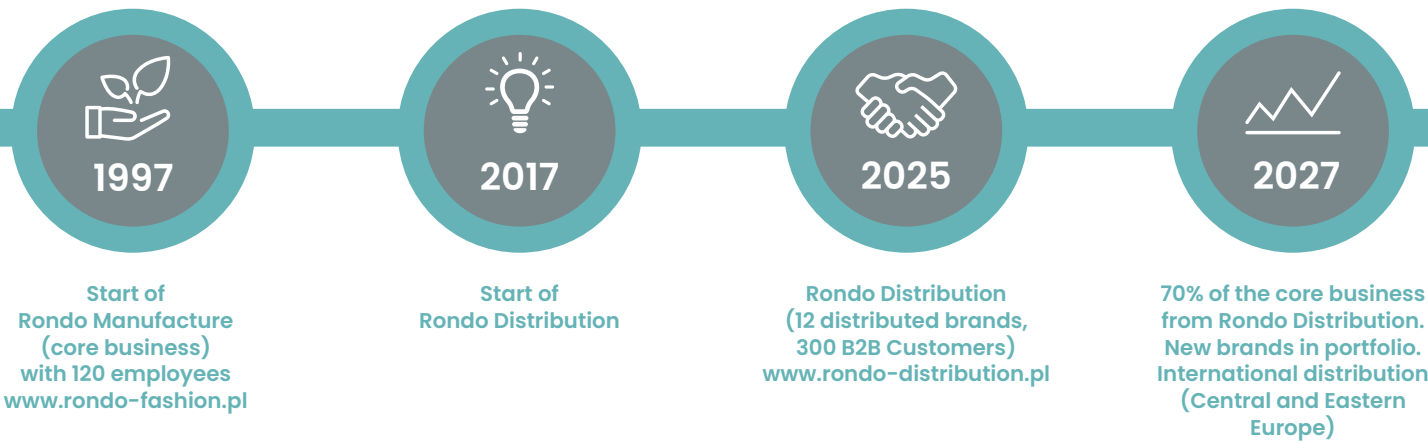
- Green Policy (recycling, waste reduction, renewable energy sources– own photovoltaic panels and use of 100% green electricity, water-saving policy);
- Respect and trust for employees, suppliers and clients;
- Teamwork, creativity and passion to create something bigger;



# Rondo Company Headquarter



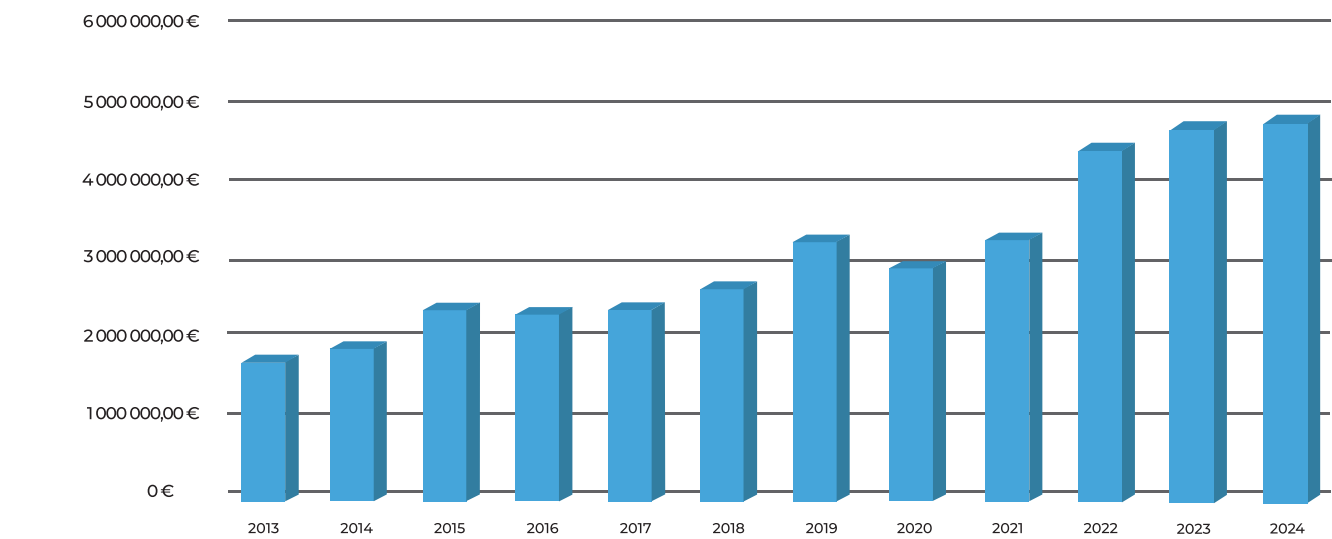
## History | Present | Future



## Financial stability/Possibilities:

Rondo Company established in 1997 is a 2nd-generation family-owned company. Throughout the years we have been financially safe and independent business with its own assets and transparent history. We are a partner of program RZETELNA FIRMA which incorporates reliable and solvent companies who pay invoices with no delays. Our transparency ensures safe and solid cooperation.

## Our netto turnover (€):



## How we work:

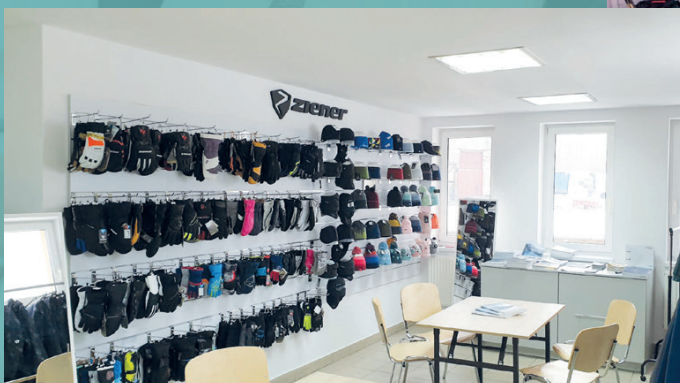
- Portfolio consists of 3 main sectors (outdoor, snow sports and military);
- Products are complementary to offer full and complex range of products to B2B customers;
- Full department division:
  - › Sales department: sales director, sales representatives, brand director, junior brand managers, sales assistant;
  - › Marketing and e-commerce department;
  - › HR & accounting;
  - › Warehouse team;
  - › Claims and customer service department.

## Our sales tools and activities:

- Sales are based on preorder and reorder strategy;
- Full IT internal sales and orders system integrated with online shops;
- B2B panel to all our customers with preorder and reorder model;
- Fully equipped 250 m<sup>2</sup> showroom and meeting space.

## Marketing:

- Polish official website with all distributed brands
- Every brand has its own active social medias (FB and IG)
- Brands' online shops operated by e-commerce department
- We create polish catalogues (online and printed version) for every brand
- Online marketing campaigns in cooperation with B2B customers
- All year events plan (exhibitions, sport/outdoor festivals) with own marketing stands
- Investment in sponsorship of events and ambassadors
- Cooperation with representatives, influencers and bloggers to create brand awareness and demand.



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