



RUSSIAN EXPOSITION OFFICIAL CATALOGUE



Cologne, Germany
January 15-21, 2018



RUSSIAN
EXPORT CENTER

EXIAR
EXIMBANK OF RUSSIA



Made
in Russia

www.exportcenter.ru



COMPREHENSIVE SUPPORT FOR EXPORTERS

The group of companies of the Russian Export Center (the REC Group) is a state owned institute of export support that provides comprehensive financial and non-financial support to Russian export-oriented companies in the single window format. One of the key tasks of the Group is to interact with relevant ministries and departments in the sphere of improving and developing foreign trade of the Russian Federation.

The Russian Agency for Export Credit and Investment Insurance (JSC "EXIAR") and the State Specialized Russian Export-Import Bank (Joint-Stock Company) JSC EXIMBANK OF RUSSIA have been integrated into the REC Group.

The legal status of the REC is enshrined in Federal Law No. 185 dated June 29, 2015 "On Amendments to the Federal Law "On the Bank for Development" and Part 2 Article 970 of the Civil Code of the Russian Federation.

REC'S KEY PERFORMANCE INDICATORS

The development of non-primary non-energy exports is one of the priority directions of the Russian economy. The REC Group faces global challenges in creating a favorable business climate for export activities, improving legislation and promoting Russian products to foreign markets.

Among the target strategic indicators of the Group are the following:

- » Increase in non-primary non-energy exports by 7% annually
- » Growth in the number of unique exporters (separately - small and medium-sized businesses export growth)
- » High quality and availability of services provided

SERVICES FOR EXPORTERS

Russian Export Center provides complex financial and non-monetary assistance to the companies involved in export-related and international economic activities

NON-MONETARY SUPPORT

- Foreign markets analysis
- Promotion in the foreign markets
- International patenting and certification
- Customs administration of export
- Logistical support for export activities

FINANCIAL (MONETARY) SUPPORT

- Export credits and investment insurance
- Export contract credits
- Bank guarantees

EDUCATION & TRAINING

Russian Export Center Education & Training Project features the retraining courses for the regional SMEs interested in developing their export potential



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Welcome message

On behalf of the Group of companies of the Russian Export Center may I cordially greet participants and guests of the international IMM Cologne trade fair.

IMM Cologne is a show with history dating back to the year 1949 and a notable event in the furniture industry.

Russia's participation in the 2018 IMM Cologne edition has, for the first time, been organized with support of the Russian Export Center (REC). Operating in the "single-window" format REC provides a full range of Russian export promotion services including those required at events held outside Russia. Events of that kind stand out as an effective tool designed to help form market relations within the industry, set up

partnerships and boost export potentials.

I feel positive that Russia's collective exposition here in Cologne will become a meeting-point for both domestic producers and international partners as well as a perfect platform for showcasing national accomplishments, design solutions, innovations and expertise accumulated in the furniture industry. Participation in the show will surely raise the marketability of nationally made products.

I sincerely wish all the participants and guests successful work and high ROI!

Petr Fradkov
Head of the Russian Export Center
Group of Companies



Welcome message

Dear Colleagues!

On behalf of the Russian Federation Chamber of Commerce and Industry may I cordially greet the participants as well as guests and organizers of IMM Cologne 2018 International Furniture Show in Germany.

The furniture industry is notably the prime sector of Russia's timber complex that of late has been demonstrating strong positive shifts. Domestically made products with their high consumer rating have taken up a substantial part of the national market, export potential progresses. These favorable tendencies have been brought along through

innovations.

International furniture show IMM Cologne provides a unique chance for the experts to view the best samples, latest materials and novel technologies the industry has to offer and also to form partnerships with international partners.

I sincerely wish you all successful work and excellent results!

Vladimir Dmitriev
Vice President, Chamber of Commerce
and Industry of the Russian Federation



Welcome message

On behalf of Russia's Furniture Manufacturers & Woodworking Industry Association may I cordially greet Russian participants as well as guests and organizers of IMM Cologne 2018 International Furniture Show in Germany.

This internationally acknowledged Cologne event with an over half-a-century history has, over the years, grown to become a focus point for global furniture industry reviewers and for analysts of the latest trends and tendencies in furniture manufacture and interior design.

Professional visitors will enjoy an excellent opportunity to observe the best samples of furniture, novel materials and technologies.

Russian furniture industry to-day with its high tech production facilities is fully able to comply with the demands of real connoisseurs throughout Europe, America and Asia what with the broad assortment and high quality of products offered for display here in Cologne. At present the key goals the Russian furniture manufacturers seek to achieve are: higher competitiveness of products and market development. Of late the export of Russian-made furniture has been displaying a stable tendency towards growth, export destinations multiply.

Participation in IMM Cologne 2018 is a perfect chance for Russian exhibitors to showcase their possibilities and potentials, form and expand clientele and cement relationships with international partners.

I wish the participants and guests of the tradeshow successful work and excellent results!

Alexander Shestakov
President of the Russia's Furniture
Manufacturers & Woodworking Industry Association



Welcome message

Ladies and gentlemen!

On behalf of EXPOCENTRE may I greet Russian participants as well other exhibitors and guests of IMM Cologne 2018 International Furniture Show.

Russian exposition at IMM Cologne 2018 organized by EXPOCENTRE jointly with the Russian Export Centre and supported by the RF Chamber of Commerce and Industry is an excellent opportunity for domestic companies to present the very latest trends typical of to-day's furniture market, demonstrate their potential and innovative design solutions and ideas along with exhibitors from more than 50 countries across the world, bring to the European market high quality

products, network and thus emerge into the spotlight.

A huge associate event program offered by the show will enable Russian companies to have B2B talks, highlight their products, share expertise and find partners in the European market.

I feel pleased that during both the preparatory and actual working periods of IMM Cologne 2018 Russian participants could make full use of the unique years-long experience accumulated by Russia's Furniture Manufacturers & Woodworking Industry Association – co-organizer of Russian collective exposition.

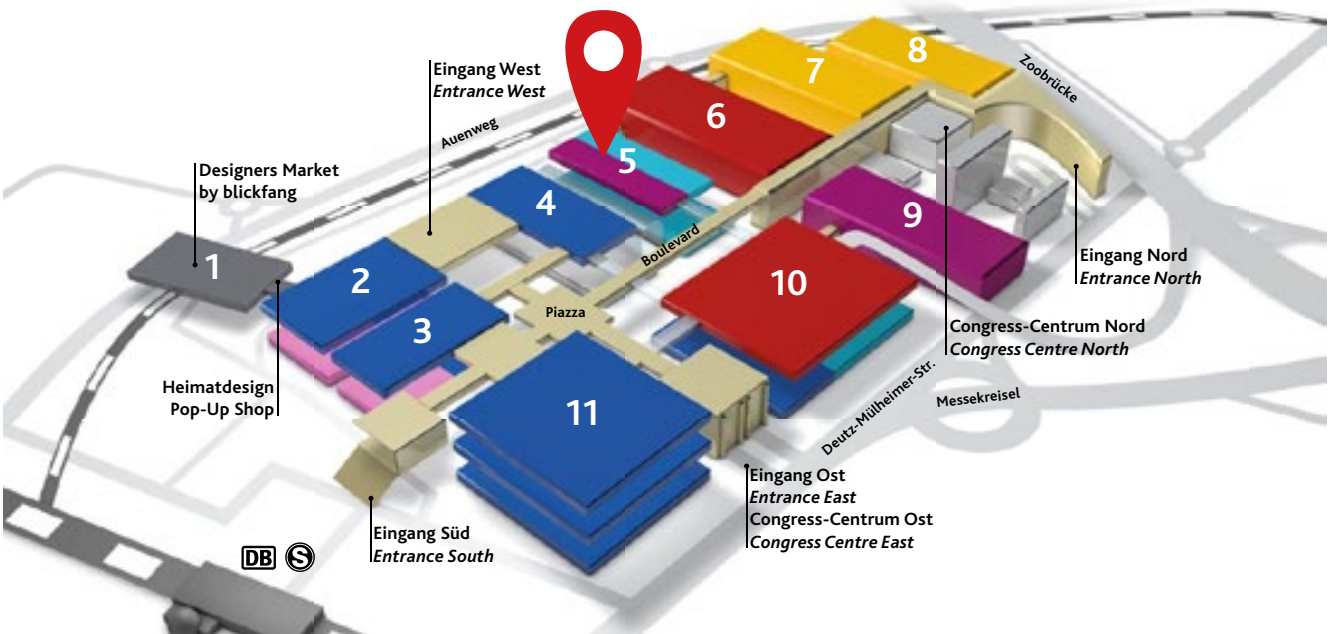
I wish you all to reach your business targets!

Sergey Bednov
Director General,
Expocentre AO



www.imm-cologne.de
www.imm-cologne.com
15.–21.01.2018

RUSSIAN EXPOSITION, Hall 5.1



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BELSI

We are BELSI team — community of energetic, ever young, friendly like-minded people, who love comfort and ergonomics in everything. The Belsi Project strains after adding more functionality and emotions to everyday life right from the start. The first thing attracted our attention is the ironing board. This huge, clumsy piece of furniture may be found almost in every house. In our interpretation the entire mechanism is concealed in a thin casing behind a full-length mirror. Such design may be converted in a blink of an eye! Thus we have not only spared precious space, but have also developed a robust design that will certainly make the ironing process more comfortable.

The “SkeleTON” collection has been developed from the “move it” chair, the prototype of which was represented by Semyon Lavdansky at the graduation papers defense in the Stroganov Moscow State University of Arts and Industry. The initial model had had many shortcomings and weak points, so our designer Vsevolod Burov faced a challenge to ramp up the prototype to batch production and to develop a worthy continuation of the production range. And he has professionally coped with the task!

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www.belsi-home.com



The original design of the “SkeleTON” chair results from its unique properties. All the elements, except for the legs and the spindle, are movable causing a very unusual ergonomics. Many our buyers also note the orthopedic effect and improvement of muscle tonus that contributes to sitting for many hours without discomfort in the shoulders and low back.

Our story is just beginning...





**CHEREPOVETS
PLYWOOD & FURNITURE
PLANT, JSC**

Cherepovets Plywood & Furniture Plant

Cherepovets Plywood & Furniture Plant — the leader among manufacturers of chipboard and film-faced chipboards in Russia, one of the ten major enterprises of the woodworking industry. Cherepovets Plywood & Furniture Plant is a reliable supplier of high quality products.

“The best exporter of Russia” since 2005 year.

The factory was founded in 1958, currently in the departments of the company employs 1,800 people. The company produces: birch plywood, film-faced chipboard, laminated chipboard, sawn wood.

By 2016 the volume of production is:

- Plywood INTERIOR grade, 1525x1525 mm — 150,000 m³
- Wood chipboard (Chipboard) – 300,000 m³
- Film-faced chipboards -150 000 m³
- Sawn woods — 70,000 m³

Cherepovets Plywood & Furniture Plant invests significant funds in modernization of production, pays great attention to forest management and reforestation. Wood supplies are carried out according to the international requirements of the FSC and EUTR.

Cherepovets Plywood & Furniture Plant is an actively growing company that respects long-term partnership and responsibility to their partners and production.

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Cherepovets, Russia
fmk-prod@chp.ru
www.cfmk.ru/en





DEDAL

The Company DEDAL was established on August 4, 1993. We started as furniture producers for the Kaliningrad market, but already in 1995 we carried out the first delivery of a 24-ton container with kitchen furniture suites to Ekaterinburg.

As per development plans in 2000-2001 there were built a production department and storage facility, reconstructed the existing buildings and overhauled premises intended for the office.

The Company has experience of product deliveries to Germany, France and Poland. In production of furniture we use only high-quality materials from Italy, Germany and Poland. The Company acquires new and improves the existing production facilities by purchasing equipment from the world's leading companies: "Homag", "Hettich", "Griggio", "SCM", "BIESSE".

From the very foundation of the Company we emphasized the quality of our products. Basing upon this principle, we have made choice in favor of such world-famous suppliers of furniture components and accessories as "Blum", "FGV", "Dollken", "Hettich" and others.

The factory produces furniture for bedrooms, living rooms, children's and anterooms. The company has experience in complex equipment of hotels. In the list of objects Radisson, "Skipper", apart-hotel "Europe (Kaliningrad), hotel "Pokrovsky" (Pskov).

A separate direction of production are dining and coffee tables in various decors and various forms, with curvilinear elements, with different kinds of milling cutters, with the use of sliding mechanisms, according to the customer's drawings. Since April 2017, "Daedalus" is a supplier of trading companies from Germany.

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E1 Furniture Company

E1 Furniture Company is manufacturing sliding wardrobes during 10 years and now the Company is the largest manufacturer of wardrobes with sliding doors in Russian Federation.

The E1 Factory is located in the south of Russia, in Belorechensky district of the Krasnodar Krai.

E1 Furniture Factory is equipped with first class machinery from Italy and Germany, and is completely focused on manufacturing of sliding wardrobes only.

Perfectly adjusted production processes have made it possible to achieve one of the lowest percentages of losses due to rejects in the furniture industry and very attractive prices for our sliding wardrobes.

E1 Furniture Company has in its actives:

- about 22,000 m² of production area
- more than 500 qualified employees working at our manufacturing facilities
- 18 warehouses in all major cities of Russia
- monthly output of more than 20,000 sliding wardrobes

E1 Furniture Company also has its own retail network with more than 200 salons, and also has more than 2100 wholesale partners in Russia, Belorussia, Kazakhstan and Israel.



E1 supply sliding wardrobes to such major well known retailers in Russia as “Many Furniture” and Hoff.

On IMM Cologne exhibition 2018 we are pleased to present our two series of wardrobes with sliding doors.

E1 Wardrobes of OPTIM series are functional sliding wardrobes at the lowest price, and they are equipped with E1 silent bottom rolling door gear.

OPTIM series of wardrobes is the cheapest among our E1 sliding wardrobes and it is for those who are looking for a spacious sliding wardrobe with convenient add-ons for a reasonable price.

E1 ESTA row of wardrobes represents technological sliding wardrobes with top-running sliding door system Hettich TopLine L.

Sliding wardrobes of ESTA series have an irreproachable exterior, and well thought-out guiding system. ESTA wardrobes are for those who appreciate reliability, stylish design and comfort.





Eurodeck

Eurodeck is an innovative production company founded for the production and sales of finishing materials from valuable wood species to create any forms and textures made of wood and wood polymer composite. We specialize in implementation and distribution of exclusive product for the design and design of interiors and landscapes.

Eurodeck company provides multi-format design of the exterior and interior. We do everything that can be produced from wood and WPC. We provide services for installation, development of projects, design, landscape design.

- Herringbone
- Solid wood
- Engineering floor
- Modular parquet including with natural stone, metal, glass
- Palace parquet
- Chevron
- Wooden Mosaic tiles for walls
- WPC Decking

Multifunctionality of our production and flexibility of the company solves any problems associated with the production, design, installation of parquet of all kinds, wall panels and mosaic, terraced board and decking.

+7 964 525 77 77

20A, Molodezhnaya St., Sheveliovo,

Oboyansky district,

Kursk Region, Russia

0690045@gmail.com

www.euro-deck.ru



We are subject full cycle of production, from the development of forest plots to installation on the customer's site.

You get an irreplaceable partner who confidently will execute the order any complexity in a fixed time with a guaranteed quality.

An individual and complex solution in the approach to the implementation of the tasks set before us is the main principle of the company and at the present time, highlighting us among fashion legislators in interior and landscape solutions.





LUBIDOM
furniture

LUBIDOM

The furniture company was established in 1995. The Company is located in the city Volgodonsk, Rostov-on-Don region. The Production and warehouse spaces, logistics center (17,000 m²) occupy an area more than 100,000 m². Fully automated production with high-tech equipment annually modernize under the furniture market demand.

The products are selling under trademarks "Lubidom" and "Classic Lubidom". We produce furniture for home: bedrooms, living, kids, youth rooms, hallways and kitchen. Trade network "Lubidom" includes more than 400 furniture stores and 25 regional warehouses in Russia and abroad. The fi ft h part of products are exported to Europe and Asia.

The company is a member of Association of professional companies in industry of children's goods and Association of furniture and woodworking enterprises of Russia.

Lubidom Russia:

56, 7th Zavodskaya St., 347382,
Volgodonsk, Russia
trade@lubidom.com
www.lubidom.com

Lubidom furniture s.r.o:

Nezamyslova 509/2,
128 00 Praha 2, Czech Republic
lubidom@email.cz
www.nabytek-lubidom.cz



Our products are certified by international certificate FSC. Production of green products and social responsibility of the company to the customers and employees is our main rule.

Modern production technology

- own PUF line
- silk screen printing on fronts
- vacuum pressing bent and milled fronts
- frame fronts with 45, 90 connection and French cut
- radius fronts and profiles
- postforming and soft forming
- sewing section
- the newest line of paint technology



@MAKE_UP_TABLE
designer furniture from the manufacturer

vk.com/visagethomasfrei

Make_Up_Table

Our company — Make_Up_Table — was founded in 2013. We produce and deliver hair salon and styling chairs, tables and mirrors. Our customers are international brands, such as Maybelline NewYork and H&M, leading Russian makeup studios, and private customers, who buy our furniture for home use.

We feel that the furniture we offer might interest beauty and hair salons, style studios and individual buyers. Our products have a number of advantages: exclusive design, good workplace lighting and ergonomic design solutions.

Although we are quite successful in the Russian market, we would be very interested in working with foreign partners. We design and sell our products ourselves, which enables us to offer mutually beneficial prices. We are ready to meet all requirements of our potential customers.

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Korolev, Moscow Region, Russia

info@mebel-impex.ru

www.mebel-impex.ru

Mebel Impex

Company Mebel Impex is one of the leaders in Russia in furniture production. The company profile is the best quality rocking and relax chairs, coffee tables, consoles and commodes made of natural wood. Our products have excellent design, quality and favorable price. All the products of our company are manufactured using modern equipment made of high-quality materials. We are looking for new partners all over the world.

Partnership with us is beneficial for you! Our furniture allows:

- Increase the average check and revenue per square meter of the sales area
- Attract new customer groups to your stores
- Decorate and complement the existing range without taking up much space
- Get a reliable and profitable supplier with a wide range of products

We specialize in producing the best additional assortment for furniture stores of any formats. Our furniture has the best revenue per square meter of retail space.

Main assortment of the company:

Series of armchairs, rocking chairs and gliders “Mebel Impex”:

- Frame — natural wood
- Reliable swing mechanisms
- A large number of options
- Unique design
- Low price
- Lack of seasonal sales
- Fast production time and large stock

2. Series of furniture of small forms “Mebel Impex”:

- MDF frame covered with veneer, elements of solid wood
- Decorates and complements the existing exposition of furniture
- Models of pulsed demand furniture
- Finished product series



- Large selection of wood colors and upholstery options
- Popular classic design
- Fast production time and large stock



ORMATEK

MATTRESSES • BEDS • ACCESSORIES

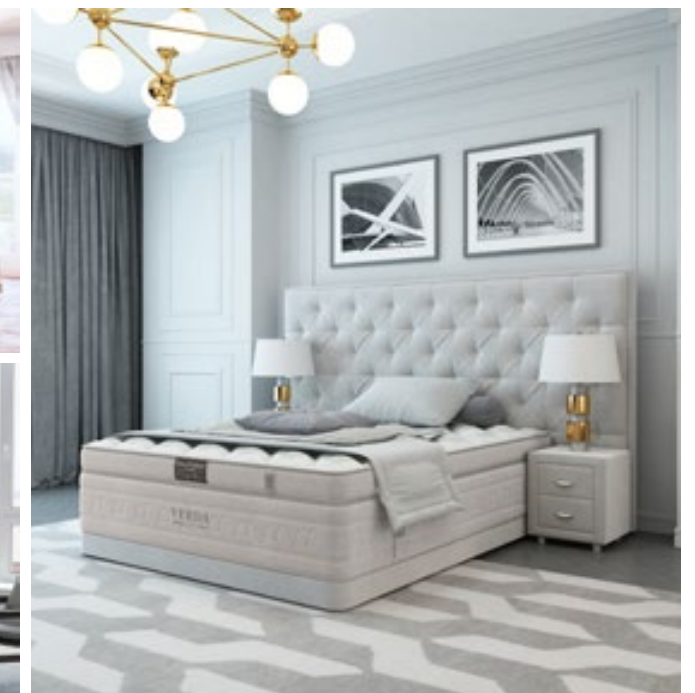
ORMATEK

ORMATEK is a leading Russian manufacturer of sleeping products and bedroom furniture.

- 17 years of experience in furniture industry
- More than 6 000 000 people entrusted their sleep to ORMATEK mattresses
- 2 mattresses manufacture production sites, spring production, 2 furniture manufacturing plants
- Own unique technologies, the ability to manufacture custom products according to individual requirements.
- High quality of products is confirmed by the international ISO 9001: 2015 Certificate
- Shortest production time: starting from 3 days.
- Well-established logistics: the delivery time to Europe starting from 10 days
- Federal retail chain — more than 500 stores throughout Russia
- Tempur & Sealy International Inc. official representative in Russia
- Export of products: Greece, India, Cambodia, etc.
- More than 5 mln people entrusted their sleep to ORMATEK mattresses

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Moscow, Russia
export@ormatek.com
www.ormatek.com

The ORMATEK product range includes everything you need for comfortable sleep and creation of stylish bedroom interior: mattresses, sleeping accessories, bedroom furniture and decor elements. Everyone is guaranteed to find a suitable solution: a hotelier, a retailer and a private client. Both democratic and premium options are available.



PRAGMATIKA
мебельная фабрика

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Svetly, Kaliningrad Region, Russia

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www.pragmatika.ru

Pragmatika Furniture factory

Furniture factory Pragmatika — Living room and bathroom furniture producer.

The production is located in most western part of Russian Federation, Kaliningrad region in the middle of Europe.

Over 9,000 m² facilities are equipped with new and modern machinery like Homag and Chefla.



Sheffilton

Comfort furniture. Always.

Sheffilton

Sheffilton (The plant ELMAT, Russia, Kaluga city) stylish, comfortable, reliable furniture that allows you to to arrange the home, office, cafe or hotel easily and costeffectively.

The company was based more than 20 years ago in Russia, Kaluga city. Today it's more than 70,000 m² of producing and warehouse area which are equipped with modern facilities and more than 1,300 of professional workers.

One of the key areas of our plant is the production of plastic chairs on metal and wood frames. The basic concept of our product is to make chairs and tables with European design and affordable price for most byers.

Sheffilton:

- Full production cycle (plastic molding, metal processing, wooden processing)
- There are always over 1000 different variants of the chairs in the warehouse
- Any colors regarding your request
- Original, patented designs
- The most popular price segment: "middle+/-middle-"
- 80% products are on a stock. We will ship your order from 2 hours till 24 hours

+7 4842 500 580

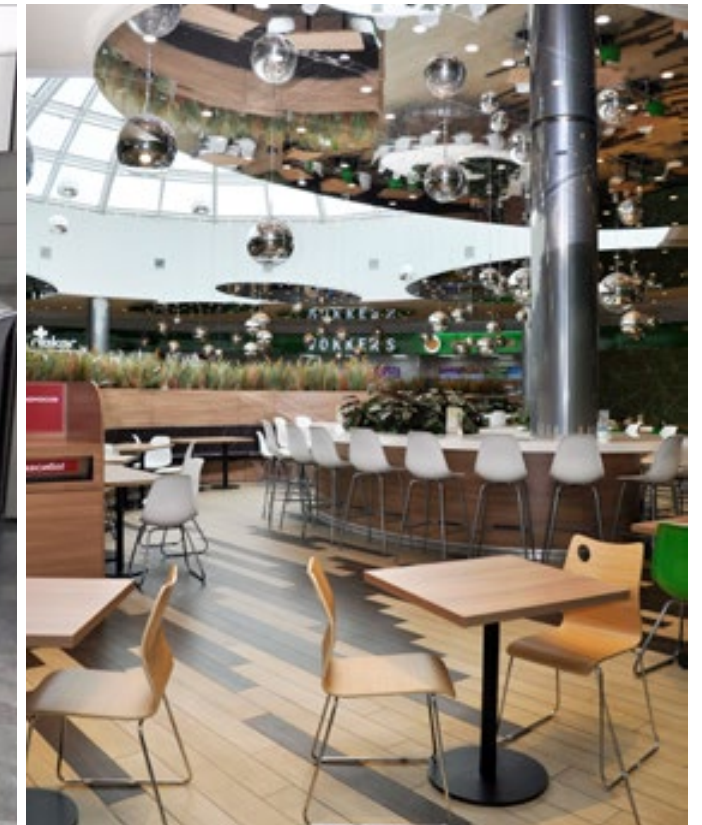
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www.sheffilton.com





Tabula Sense

Design, development and manufacturing of Smart Furniture with built-in gadgets.

Ergonomic solutions, modern design, built-in gadgets, height-adjustable working spaces and wires management. Allow yourself a new generation of smart furniture.

Tabula Sense Products and Services cover all major industries and have potential on both B2C and B2B markets.

- Tabula Sense Retail: serial models of Tabula Sense available for purchase on/offline (Tabula Sense Light (tabulasense.ru/tslight_eng); Tabula Sense 2.0 (tabulasense.ru/ts20_eng); Tabula Sense Smart Desk (tabulasense.ru/tssd_eng); Tabula Sense Executive (tabulasense.ru/exe_eng))
- Tabula Sense Corporate: Offices & CoWorkings, Business Centres and etc. (tabulasense.ru/coworking_eng; tabulasense.ru/tsconf_eng)
- Tabula Sense Custom: special “Smart Furniture” solutions for Hotels, Restaurants and Catering (tabulasense.ru/tscustom_eng)
- Tabula Sense 4Rent: smart&trendy furniture rent services for Events and Exhibitions (stone.tabulasense.com)

Share with us your idea and we will offer you smart and elegant solution.

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hello@tabulasense.com
www.tabulasense.com





UTA Furniture Factory

UTA Furniture factory — the Russian leading Manufacturer of furniture from a high-quality solid wood. We offer our customers a wide choice of furniture for the dining room, living room, study and bedroom. Romanticism and elegance or strictness of straight lines — it's up to You. Among more than 400 models, You can easily find a best furniture for your home.

The quality of the product is highly appreciated by Customers from all regions of Russia. UTA furniture can also be found in Kazakhstan, Byelorussia and the Baltic countries. Over more than 17 years of history, we have learned to make furniture for every taste and prosperity. UTA Furniture — furniture for your comfort!

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www.uta-stil.ru

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Nizhny Novgorod Region, Russia,








 **EXIAR**
 **EXIMBANK OF RUSSIA**



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