

techservice

Techservice Group

Your Gateway to Central & Eastern European Markets



Reliable partnership since 1993

1. Who We Are

Techservice Group is a Central European trading and distribution company with more than 30 years of experience operating in highly regulated B2B markets.

We specialize in market entry, distribution, and long-term partnership development for international producers seeking reliable access to Central and Eastern Europe.

Active markets:

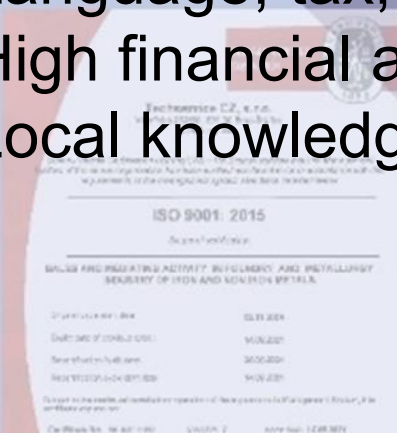
- Slovakia
- Czech Republic
- Poland
- Balkans (via established partner network)

2. Why Europe Is a Challenging Market

Entering the European Union market requires more than competitive pricing.

Producers face:

- Complex regulatory frameworks (CBAM, ESG, EU Green Deal)
- Strict certification and compliance requirements
- Fragmented markets with local specifics
- Language, tax, and legal barriers
- High financial and credit risks
- Local knowledge and infrastructure are critical to succeed.



3. What We Do

We act as a bridge between international producers and European customers.

Our core activities:

- Market entry strategy
- Regional distribution and sales
- Customer portfolio management
- Financing and receivables management
- Risk mitigation and credit insurance
- Support with EU certification and compliance processes



4. Our Competitive Advantages

- Established legal entities and VAT registrations in SK, CZ, PL
- Long-term relationships with industrial customers
- Strong financing support from local banks
- Credit insurance covering customer receivables
- Proven logistics and storage solutions
- Experienced local teams with language and market expertise
- Excellent compliance and tax authority track record



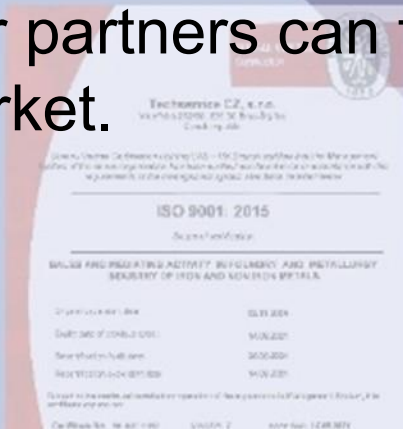
5. How We Create Value

Asian Producer → Techservice Group → European Customers

We take responsibility for:

- Import and customs processes
- Regulatory and compliance alignment
- Sales, marketing, and customer acquisition
- Financing of inventory and receivables
- Long-term market development

Our partners can focus on production while we manage the market.

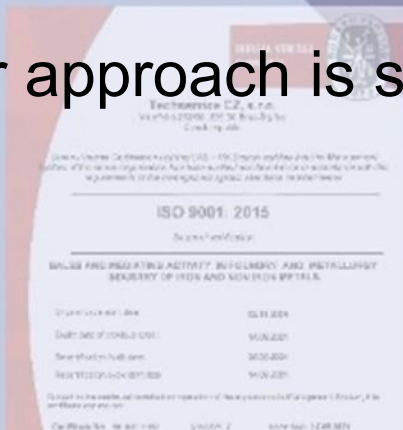


6. Industries We Are Interested In

We are open to cooperation across multiple sectors, including:

- Industrial automation and robotics
- Smart manufacturing technologies
- Green energy and sustainability solutions
- Energy storage and efficiency technologies
- Selected industrial and consumer products

Our approach is sector-agnostic but process-driven.



7. What We Offer to Producers

By partnering with Techservice Group, producers gain:

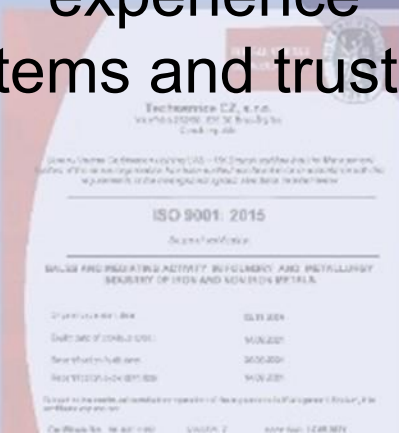
- Immediate access to Central European markets
- Reduced regulatory and financial risk
- No need to establish a local EU entity
- Faster time-to-market
- Stable and transparent distribution structure
- Long-term partnership instead of transactional sales



8. Proven Track Record

- Decades of experience managing large-volume and regulated product flows
- Long-term cooperation with leading industrial producers
- Successful operation through volatile and crisis-driven markets
- Ability to stabilize pricing and volumes through structured distribution

Our experience goes beyond products — it is built on systems and trust.



9. Cooperation Models

We are flexible and open to different cooperation structures:

- Exclusive regional distribution
- Strategic partnership for EU market development
- Joint sales and marketing activities
- Step-by-step market entry via pilot projects

All models are based on transparency and long-term alignment.



10. ESG & Compliance Readiness

We are fully prepared to support ESG-oriented cooperation:

- ISO-certified entities within the group
- Strong compliance culture
- Readiness to implement ESG reporting and processes
- Alignment with EU sustainability requirements



11. Next Steps

1. Initial meeting and mutual introduction
2. NDA and exchange of basic commercial information
3. Market and product assessment
4. Definition of cooperation model
5. Pilot phase and market launch



12. Let's Build a Partnership

We are not looking for one-off transactions.

Our goal is to build stable, long-term partnerships that allow producers to grow sustainably in Europe while reducing risk and complexity.

We look forward to exploring opportunities together.



Corporate Structure of Techservice Group

techservice Group

techservice CZ, s.r.o.

Czech republic

steelberry Sp. z o.o.

Poland

techservice TS GmbH

Austria

steelberry s.r.o.

Slovakia



techservice Group

techservice CZ, s.r.o.



Brno, Czech Republic

Ostrava, Czech Republic

steelberry Sp. z o.o.



Bielsko-Biala, Poland

steelberry s.r.o.



Bratislava, Slovakia

techservice TS GmbH



Vienna, Austria