



PARTNERSHIP THE RIGHT PATH TO SUCCESS



Professionally
addressing every
challenge



We adapt
to market
needs



We see opportunities
for growth, even
in times of crisis



We
win
together

Winning together: we always work as a team with our partners

Boilte was founded with the goal of gaining a leading position in the energy systems market. We are a dynamically developing company in the industrial boiler equipment segment, specialising in heat and steam supply.

Over more than fifteen years of operation, we have achieved significant success in the boiler manufacturing market, gained valuable experience, implemented numerous projects, and built close partnerships with many companies across Europe, Russia, and the USA.

The main driver of our company's success is a team of professionals passionate about their work.

Today, our company is one of the industry leaders in innovative development, design, and supply of high-technology products in Russia, both directly and through a developed specialised dealer network.

In addition to the European market, our products can be found in Canada, Russia, India, and other countries in the near and far abroad. The list of countries, as well as the list of our partners, is constantly growing.

Due to the continuously expanding sales geography, our production is configured to comply with the highest quality standards and requirements – not only European but also global.

The undeniable priority of our enterprise is customer focus. To ensure customer satisfaction, we direct the maximum of our efforts toward the quality of manufactured equipment and adherence to delivery schedules. Innovative solutions are at the core of everything we do.

With respect and
engineering pride,
the Boilte Development
Team

PARTNERSHIP

We invite you to become a partner

For the implementation of the full range of our company's innovative developments in the field of steam and heating equipment. As a major manufacturing company, we are actively developing our distribution network, offering our partners the most favourable conditions. High quality of manufactured equipment and an individual approach to each client are the keys to long-term and successful partnerships.

WWW.BOILTE.COM



AS PART OF THE PARTNERSHIP, YOU RECEIVE:

Our clients
are people whose
opinions
and wishes
are never
left
unattended

Partnership with a domestic innovative innovative company-manufacturer of boiler equipment with fifteen years of market experience

An assortment that allows end customers to be supplied with products in three areas: steam boilers, hot water boilers, outdoor boilers and boiler plants

Quality and reliability of heating equipment manufactured by the company

Flexible pricing policy for manufactured boiler equipment, taking into account the existing partner model

Timely delivery of ordered assortment

Availability of boiler equipment stock at our own warehouse facilities

Provision of necessary technical and advertising materials for the company's products

PARTNERSHIP ADVANTAGES

1

HIGH PRODUCT QUALITY

100% quality control at every stage of production — from incoming material inspection to final hydraulic tests. Every welded joint undergoes non-destructive testing (X-ray, ultrasonic). We guarantee structural integrity and long-term reliability.

4

FULL PRODUCTION CYCLE

From design and thermal calculations to manufacturing, testing, delivery, site supervision, and commissioning — Boilte supports its clients at every stage, from concept to start-up.

2

PROVEN RELIABILITY

Boilte boilers are well-known and in high demand among end users due to their flawless reliability, extensive functionality, developed service network, and optimal price-to-quality ratio.

5

RELIABLE SUPPLY CHAIN

Partnership with trusted suppliers and in-house manufacturing with an annual turnover of over 500 units of high-tech equipment guarantees stable deliveries and competitive pricing.

3

STABLE DEMAND & MARKET GROWTH

Boilte products are in demand across all industrial sectors — from food production to petrochemicals and energy. Sustainable market growth ensures a long-term perspective for cooperation.

6

CONFIDENCE IN THE FUTURE

With over 15 years of engineering experience, an in-house design school, and continuous product improvement, Boilte looks to the future with confidence, overcoming challenges and adapting to changing market conditions.



PARTNER PROGRAMME

The partner programme provides for relations regarding the joint distribution of Boilte products. Each partner has a specific status.

«DISTRIBUTOR»

purchase of products directly from the manufacturer and sale both through their own partner network and to the end consumer

«DEALER»

purchase of products directly from the manufacturer and sale exclusively to the end consumer

«PARTNER»

purchase of products directly from the manufacturer or from a distributor and sale exclusively to the end consumer



The "PARTNER" status is assigned to all new clients after signing a partnership agreement and does not require fixed sales volumes.



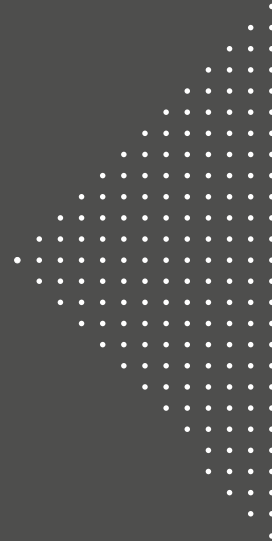
Unlike "PARTNER", the condition for obtaining "DEALER" and "DISTRIBUTOR" status is the fulfilment of a sales plan and the presence of trained specialists on staff.



"Partner" status can be upgraded to "Dealer" or "Distributor" status upon achieving the corresponding sales volume. "Dealer" or "Distributor" status may be assigned based on agreements with the manufacturer, subject to the partner's commitment to achieve specified targets over an agreed period (sales volume with indication of specific customers).



For all partner statuses, the following principle applies: status may be revised both upward and downward upon the partner achieving corresponding indicators or in the event of a decline..



Partnering with Boilte
means confidence in quality at competitive prices

SCHEME OF WORK BY PARTNERSHIP LEVEL



Distributor	Dealer	Partner	
Yes	Yes	Yes	Product and sales consultation from the manufacturer
Yes	Yes	Yes	Provision of technical documentation and advertising materials*
Yes	Yes	Yes	Independent pricing**
Yes	—	—	Control of minimum pricing for other participants
—	Yes	—	Annual sales plan in monetary terms with quarterly interim assessment
Yes	—	—	Quarterly sales plan by number of equipment groups sold
Yes	Yes	—	Priority in receiving products
Yes	Yes	—	Prompt notification of new company products
Yes	—	—	Right to participate in joint marketing events with the manufacturer
Yes	—	—	Right to independently organise and participate in marketing events (in coordination with the manufacturer)

* Provided in electronic format in compliance with the established pricing policy

PARTNER REQUIREMENTS



Registered legal entity — the partner must have an officially registered company status

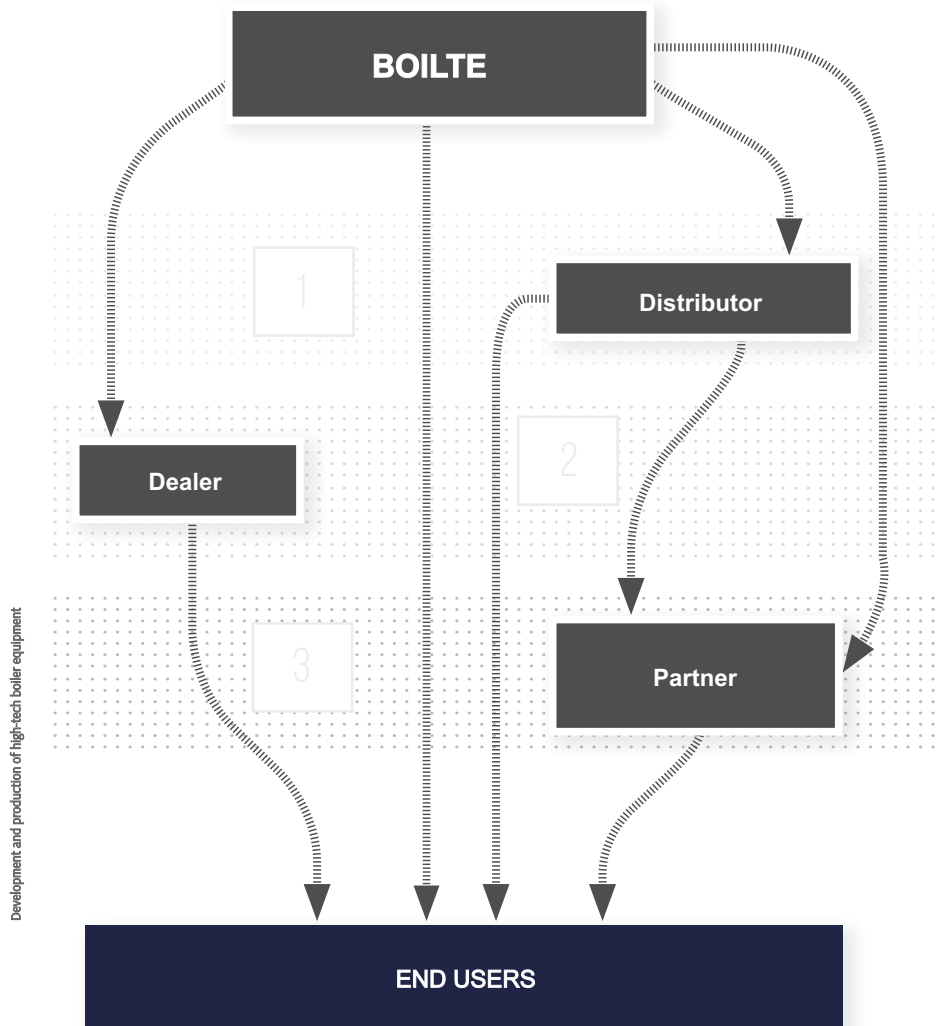


Commitment to compliance — readiness to adhere to all requirements for sales, consulting, and after-sales service of the equipment



Financial discipline — strict compliance with the financial terms and conditions of cooperation with our company

COOPERATION SCHEME



By choosing
Boilte,
you choose:



A reliable
partner



High-technology
equipment in
demand on
the market



Quality
service

TERMS OF COOPERATION



Work is based on the following payment principles:
Advance payment — 60% of the equipment cost. Final settlement — 40% upon readiness of the goods for shipment.

Possible payment deferrals are considered on an individual basis. Fully paid goods are shipped on a self-pickup basis from the Boilte warehouse or delivered to the transport company's terminal at the buyer's expense. Pricing policy is regulated by the existing partner model. Maximum retail prices for products are determined independently by the partner based on recommended retail prices provided by the company.

We always treat our clients with respect and understanding, striving to exceed expectations and helping to turn dreams into reality.

We always treat our clients with respect and understanding, striving to exceed expectations and helping turn their goals into reality.



If you are interested in our proposal
and would like to become a partner
in your region, please send us your
enquiry.

INFO@BOILTE.COM

We are always open to new ideas
– and therefore, we welcome you
to our circle of partners!