



No.1



**WORLD
OF PORTA
GROUP**





Welcome to Porta Group World!

Dear Sir/Madam,

The reputation of Porta Doors brand and products is growing every day. The company wins an increasing number of satisfied customers by offering doors of the best quality, investing in modern technology and expanding the distribution network.

The company has been actively operating in Poland and abroad, being focused on intensive marketing and sales initiatives.

With a great pleasure, I would like to present to you our new company's portfolio. I believe that this material will provide you with relevant knowledge about the Porta Group, its products assortment and helps you better understand our business. I hope that this will improve our relations and translate into mutual understanding.

A handwritten signature in black ink, appearing to read 'Jacek Sarnowski'.

Jacek Sarnowski
President of Porta Group



Let our doors help you create a harmonious interior. As you enter the room, leave the hustle and bustle of everyday life behind and walk through the Portal to your own relaxation zone.



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ABOUT PORTA KMI POLAND

**OUR MISSION IS TO FOCUS ON THE CUSTOMERS' NEEDS AND PROVIDE THEM WITH THE HIGHEST QUALITY PRODUCTS.
PORTA'S GOAL IS TO BE THE LEADER IN PRODUCTION OF DOORS JOINERY, BOTH IN POLAND AND ABROAD.**

Porta KMI Poland is a leading European door manufacturer with 20 years of tradition. The company has been active on the market since 1992. From the moment of entering the market of joinery, Porta KMI Poland has been continuously growing and expanding to new foreign markets and widening its products' portfolio.

Porta is renowned for the high quality, which can be achieved with the use of advanced, automatic technology. Apart from putting emphasis on solidity and durability of products, Porta doors distinguish by unforgettable design and functionality, which helps to attract new customers, thereby making the company the largest and the most dynamically developing door producer in Central Europe.



THE MEMBERS OF PORTA BOARD



JACEK SARNOWSKI
President of Porta Board

"Porta sets the tone – it creates esthetical models and has an influence on the Interior design of various dwellings. Porta leads the way for other door companies. Porta as a leader offers the widest range of products – in various style for different clients."



JACEK CYWIŃSKI
Vice President, Chief Executive Officer

"Life brings about new challenges every day and thus it boosts us positively to fight. Nevertheless, I do hope that our company will continue to be perceived as an example of an organization within which at least one thing remains permanent and invariable. It is obviously continuity of changes, which I wish to myself and all of our partners."



MAREK BEDNARZ
Member of the Board, Financial Director

"Conducting a business activity in today's hard reality is not an easy task. Changes which take place in economy force us into continuous creativity, engagement, correct risk-assessment and keep us alerted in all fields of our activity. Well, finally, "the secret of business is to know something that nobody else knows".

TIMELINE OF THE COMPANY'S HISTORY



- 1992** — Foundation of Porta KMI Poland
- 2000** — Opening of Porta KMI System factory in Ełk, Poland
- 2001** — Opening of Porta KMI Metal factory in Ełk, Poland
- 2001** — Acquisition of Porta KMI Fornir factory in Suwałki, Poland
- 2003** — Foundation of Porta KMI Romania srl factory in Arad
- 2005** — Start of production in Porta KMI Romania srl factory
- 2007** — Foundation of Porta KMI Ukraine representative office in Kiev
- 2008** — Opening of Porta showroom in Moscow, Russia
- 2009** — Opening of Porta KMI Frames factory in Suwałki, Poland
- 2010** — Introduction of VERTE brand to Porta offer

FACTORIES



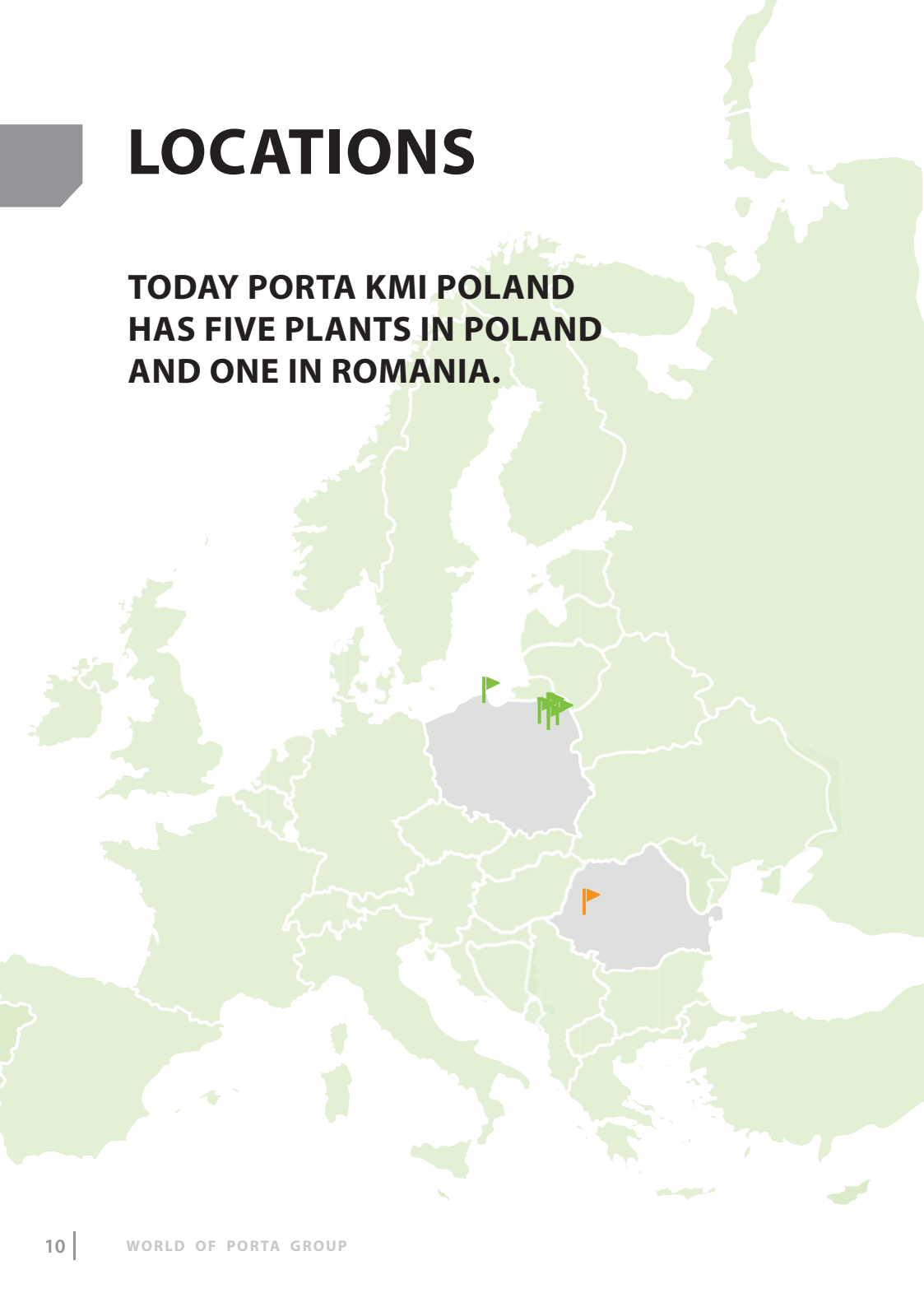
THE HISTORY OF PORTA KMI POLAND IS CHARACTERIZED BY CONTINUOUS DEVELOPMENT, BOTH IN TERMS OF GEOGRAPHICAL EXPANSION AND INTRODUCTION OF NEW, INNOVATIVE PRODUCTS.



1. Porta KMI POLAND, Bolszewo / 2. Porta KMI Metal&System, Elk / 3. Porta KMI Romania, Arad

LOCATIONS

**TODAY PORTA KMI POLAND
HAS FIVE PLANTS IN POLAND
AND ONE IN ROMANIA.**

- 
-   **Porta KMI Poland, Bolszewo**
production of synthetic door leaves
 -   **Porta KMI System, Elk**
production of synthetic door frames
 -   **Porta KMI Metal, Elk**
production of metal door leaves and frames
 -   **Porta KMI Fornir, Suwałki**
production of natural door leaves
and exterior doors
 -   **Porta KMI Frames, Suwałki**
production of natural frames
 -   **Porta KMI Romania, Arad**
production of synthetic frames and doors
for south part of Europe



FACTS AND FIGURES

No.1 door manufacturer
in East and Middle Europe

Employment: approx. **1800** people

Manufacturing plants: **6**

Monthly capacity: **85 000** leaves, **65 000** frames

Production & warehouse area: **101 500 m²**

Sales 2012: **75 mIn EUR**

Export share: **20 %** to **29** countries

EMPLOYEES

“Our company exists for over 20 years. We are proud of our history and take it as an obligation to maintain our close ties to tradition and to remain a reliable partner for all clients.

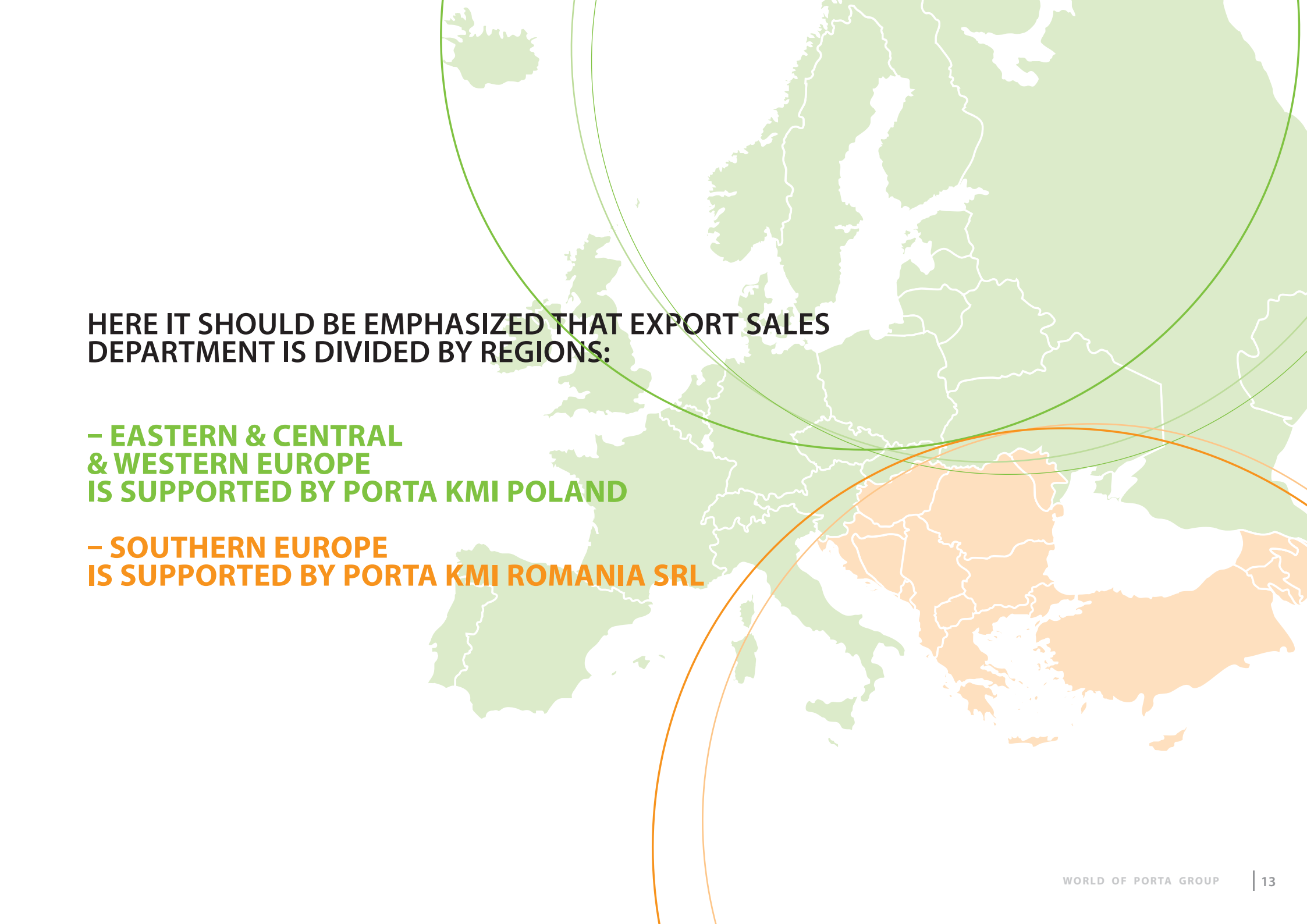
Our thanks go out to all of our faithful customers and suppliers, and our most important asset – our employees and their loyalty to the company.”

says Mr Paweł Jankowski,
Commercial Director of Porta Group

The success of Porta wouldn't have been possible without the people working in the company, including skilled carpenters, mechanics, production engineers, designers and managerial staff. Qualified and committed staff provide high quality of service, using few foreign languages.

With their help, Porta is creating new long-term plans for the future: to concentrate on the expansion of our export business and to be oriented towards the needs of our customers.



A map of Europe is shown in the background. The landmasses are colored in a light green shade, while the surrounding water bodies are white. Two large, thin, curved lines overlap the map: a green one and an orange one. The green line starts from the top left, curves around the British Isles, and extends towards the bottom right. The orange line starts from the bottom left, curves around the Mediterranean and North Africa, and extends towards the top right. These lines appear to define the regions mentioned in the text.

**HERE IT SHOULD BE EMPHASIZED THAT EXPORT SALES
DEPARTMENT IS DIVIDED BY REGIONS:**

**– EASTERN & CENTRAL
& WESTERN EUROPE
IS SUPPORTED BY PORTA KMI POLAND**

**– SOUTHERN EUROPE
IS SUPPORTED BY PORTA KMI ROMANIA SRL**

PRODUCTION

THE PORTA DOOR FACTORY IS ONE OF THE MOST FAMOUS AND INNOVATIVE DOOR MANUFACTURERS IN POLAND AND ABROAD.

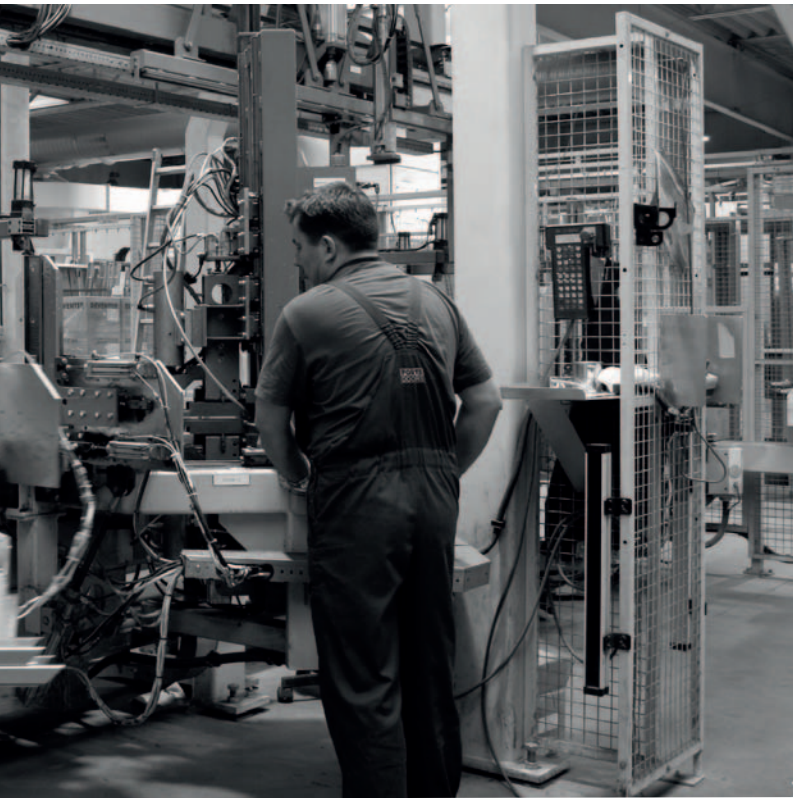
The enterprise is characterized by well-equipped production facilities and computer-controlled manufacturing, a comprehensive production control and a wide-ranging consultancy and sales network.

Porta has always profited consistently from the advantages of industrial production in conjunction with craftsmanship. Its know-how in the doors field, acquired over decades, and the resulting high product quality, are its key success factors.



Porta uses **LEAN MANUFACTURING** to guide all production processes and work flow in order to focus on the voice of customers.

The focus is exclusively on value, as defined by customers, and the goal is to eliminate as many non-value-added activities as possible.



DISTRIBUTION



Door sales is not a simple process and requires explanations in order to meet clients expectations. For this reason, Porta door systems are only available from authorized partners with prestigious display and presentation of products.

Consequently, Porta has worked for decades exclusively with specialized trade. There is a good reason why we adhere to selective distribution to exclusive quality partners. Many of these business relationships have grown over decades and have proven their value even in times of crisis.

In addition, nowadays Porta products are sold through a network of almost **100 AUTHORIZED DEALERS** in the territory of Poland and around **120 ABROAD**. Porta dealers cooperate with Authorised Points of Sales, that is way, Porta products are available throughout the whole Europe.



20% OF THE COMPANY'S REVENUES ARE GENERATED THROUGH THE EXPORT

At this point it should be also emphasized that today, the Porta group is active in 29 countries in Europe and around 20% of the company's revenues are generated through the most strategic export markets: Romania, Czech Republic, Slovakia, Ukraine, Malta, Hungary, Bulgaria, Russia, Germany, Austria and Switzerland.

For more information about present authorized distributors please visit our website :

www.portadoors.com



BRANDS

Our offer includes the following types of brands:



Porta Doors, the flag brand of Porta Group, is popular and appreciated for versatile and complex door offer for residential, commercial offices and public buildings.



Villadora, brand offers exceptional high end doors collections for the most sophisticated interiors of eclectic nature and satisfying the most demanding tastes within both diversified design and best quality.



The line combines simple form in rectangular shape and warm Earth tones palette of applied finishings. **Verte** collection allows the choice from many options of glass panes and panels arrangement, making more solid or glazed door construction and bringing inside the room as much light as you wish.

For more information about presented brands please visit our websites:

www.vertedoors.com
www.portadoors.com
www.villadora.eu



WHY PORTA DOORS?

ELEGANCE

Our doors are representation of excellence, thanks to the use of the finest materials in their natural state. Porta products are also exceptionally beautiful and elegant.

LUXURY

Quality is achieved by selecting only the best materials for our products.

UNIQUENESS

Fashionable combinations of materials make our doors extraordinary.

STRENGTH

Engineered assemblies ensure a stable and strong door.

AWARDS & CERTIFICATES

PORTA GROUP HAS BEEN AWARDED WITH MANY PRESTIGIOUS AWARDS AND CERTIFICATES!

The guarantee of high quality of Porta products are certificates awarded by accredited research institutes in all our export markets.

With these documents we can be sure that products meet standards that apply in various countries. In addition, Porta certificates allow dealers to participate in any kind of bidding for contracts, because they provide objective confirmation of the high quality of presented product.

We are also proud of our most important awards received during many years, e.g:

- Golden Building Brand of the year 2012
- Building Brand of the year 2010
- Joinery Market Leader 2009
- High Repute Brand 2007
- Joinery Market Leader 2006
- Export Leaders 2005



TAILOR DOORS TO YOUR NEEDS PORTA CONTRACT



KONTRAKT

Marking a non-standard offer with an appropriate number; non-standard offers are carried out by contract department.

QUALITY CONFIRMED WITH TESTS AND TRIALS

Porta Doors means not only a wide range of standard products but also custom doors adjusted to individual needs of our Customers.

Custom finishing, design or size in combination with a number of technical solutions, with the highest possible functional parameters such as: burglar-proofness, acoustics, fire-resistance, smoke-tightness offered within our certificates and tests, enabled use of doors in prestigious investment structures.



SMOKE-TIGHTNESS



SOUND-PROOFNESS



FIRE-RESISTANCE



BURGLAR-PROOFNESS

REFERENCES



Poland, Kielce, Echo Gallery



Poland, Pacanów, European Tale Centre



Poland, Gdynia, Polservice



Russia, Moscow, Medical Centre



Russia, Petersburg, Hotel Four seasons



Poland, Nowy Targ, The Podhale State
Higher Vocational School



Czech Republic, Prague, Čakovice Ctýrlistek



Poland, Wrocław, The Main Library of
Wrocław University of Economics



Czech Republic, Prague, Uhrineves



Russia, Petersburg, Hyundai Car Factory



Poland, Białystok, Department of Nursing



Poland, Gdynia, Office Park



Poland, Białystok, Centre of Modern Education



Czech Republic, Prague, Čakovice Čtyřlístek



Poland, Puławy, Science & Technology Park



Russia, Petersburg, CH Gallery

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