

# **Top 3D Group**

## **Company Presentation**

# Top 3D Group is one of the largest digital manufacturing companies operating globally

## By the numbers:

- 2000 monthly leads
- \$12 million annual revenue
- 100+ employees
- 6 branches across the USA & Russia
- Founded in 2013



Source: Internal data, CRM Bitrix (2021)

# Trusted by



**BELWEST**



**BOEING**



**Yandex**

**Qualcomm**

**DSU**  
DIXIE STATE UNIVERSITY

**DANONE**

# Main industries we work with

## B2G

Aerospace  
Metals and Mining  
Mechanical engineering  
Medicine  
Education  
R&D Institutes

## B2B

Engineering  
Automotive  
Dentistry  
Service bureau  
Advertising  
Jewelry

## B2C

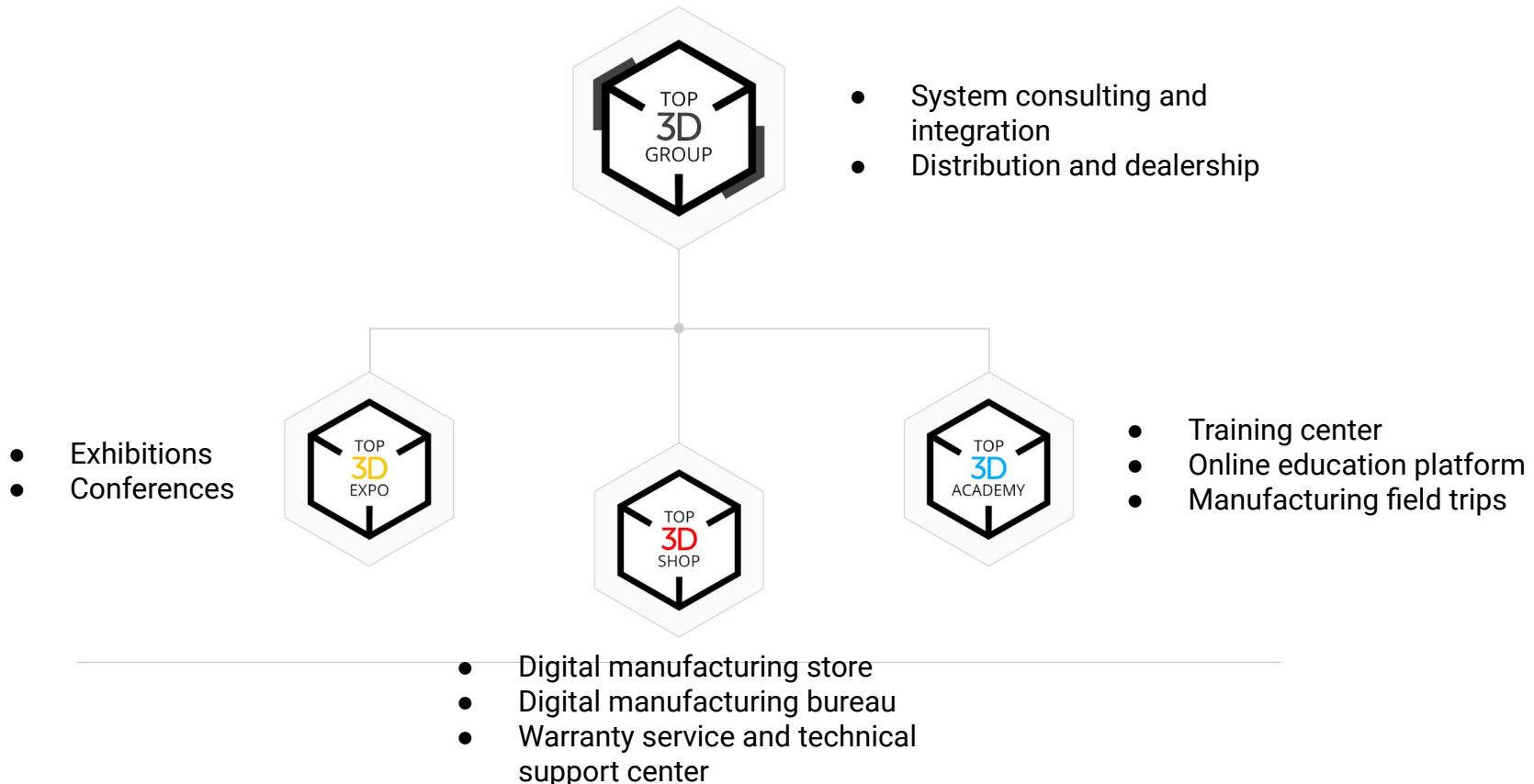
Makers  
Students  
Hobbyists

**At current annual revenue of \$12 million, our sales are projected to increase at CAGR of 20-30% for the next 5 years**

**In this presentation, we will explain the core components of our growth and how we can contribute to the success of your business as value-added reseller/distributor:**

- Our corporate structure
- Core competencies
  - Digital manufacturing expertise
  - System consulting and integration projects
  - Enterprise + complex projects
  - Distribution and dealership
  - B2B & e-commerce sales
  - Warranty service & customer support
  - Exhibitions and conferences

# Top 3D Group Corporate Areas



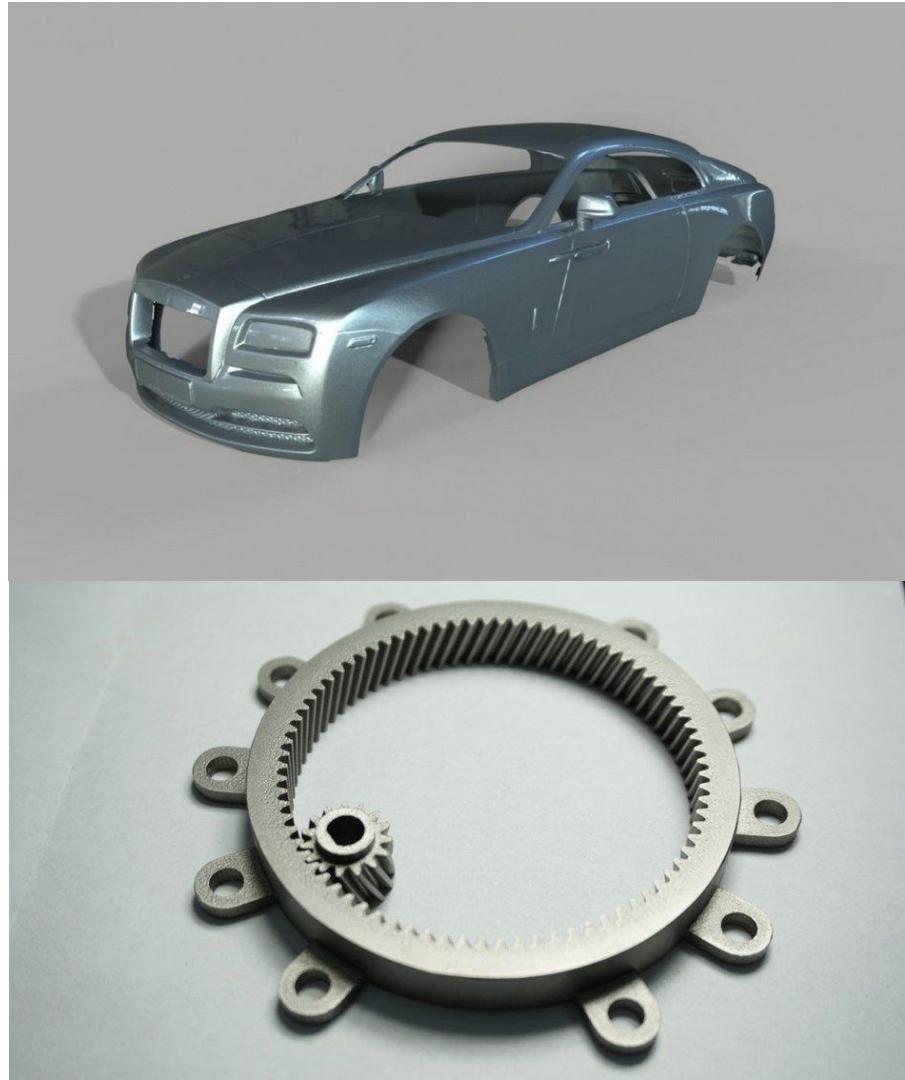
# Core competencies



# Digital manufacturing expertise

- Unlike most distributors, we employ a **team of 8 engineers** who deliver custom solutions to our clients
- This in-house digital manufacturing bureau completes **more than 100 projects** on a monthly basis
- As a result, we have **hands-on expertise** in 3D printing, 3D scanning, 3D modelling, CNC machining, robotics and plastic casting
- Read our case studies:  
<https://top3dshop.com/blog/>

Source: Internal data from CRM Bitrix24 (2021)





Robotics: The 2019 Complete Course

Юлия Докучаева



How To Effectively Conduct Meetings

Юлия Докучаева



The Ultimate Guide To Choosing 3D Equipment for Personal Use

Юлия Докучаева



Soft-skills: 7 Surprising Research Findings That Will Help in Your Work &amp; Daily Life

Юлия Докучаева



How to Effectively Negotiate Winning Contracts

Юлия Докучаева



A-Z Course To Closing Complex Integration Projects: Professional and Industrial Equipment

Иван Мосунов



CNC Machining: The Complete Engineering/Sales Guide

Алексей Щеткин



How To Handle Customer Objections

Юлия Докучаева



Welcome! Employee onboarding from our CEO &amp; Founder, Vasily Kiselev

Василий Киселев



How to Handle Customer Complaints

Полина Лизогуб



Logistics Manager: Intermediate-Level Course

Полина Лизогуб



# 100+ courses shared across the company

- This product expertise is accumulated and shared through an internal e-learning platform called Teachbase – there are **more than 100 courses** about critical business processes and products
- As a result, we've successfully supplied digital manufacturing solutions to **more than 10,000 customers** over the last 5 years

Sources: Teachbase (2021), Internal data from CRM Bitrix24 (2021)

# System consulting and integration projects

- **46% of Top 3D Group's revenue** comes from complex integration projects with private enterprise companies and state-owned organisations
- Securing a deal with them is difficult due to multi-stakeholder negotiations and varying tender requirements
- Top 3D Group has developed a core competency in this area, **closing over 480 government contracts during 2016 - 2020** with a turnover of \$25.2 million

Sources: Internal data from CRM Bitrix24 (2021),  
Tenderplan (2021)





Advanced 3D printing and  
scanning technologies  
exhibition

Organizer:  
 smile expo

# CERTIFICATE

3D Print Awards  
winner

October 12 - 13, 2018. Moscow

Best integrator of 3D equipment  
in additive and digital  
manufacturing

**TOP 3D SHOP**

EVENT COORDINATOR  
MYROSLAVA BUZIKEVICH

A handwritten signature in black ink, appearing to read 'M. Buzikevich'.

In 2018, we were nominated for “Best integrator of 3D equipment in additive and digital manufacturing” award by 3D Print Awards

# Portfolio Covers the Needs of Every Major Customer Group

## Example applications by category:\*

### Prototyping

- All Industries

### Molds & Tools

- Automobiles, Auto Parts, and Equipment
- Machinery
- Foundries and Metal Products
- Industrial Manufacturing
- Die Sets, Jigs, and Industrial Molds

### End Use Parts

- Aerospace
- Health Care Equipment and Supplies
- Plastic Products
- Footwear
- Semiconductors and Equipment

Entry-level FDM and Resin 3D printers

**CREALITY**



Large-format 3D printers

**Modix**  
Large 3D Printers



Professional-grade FDM and Resin 3D printers



**RAISE3D**  
RAISE THE STANDARD



**craftbot**

**Fusion3**  
Affordable, High-Performance 3D Printers

**PICASO**  
3D

Industrial-grade resin 3D printers

**nexa3D**<sup>®</sup>

High-temperature 3D printers

**INTAMSYS**  
**3DLABS**

Continuous Carbon Fiber 3D printing (Metal Alternative)

**anisoprint**



# Advanced Logistics

- 4 warehouses that handle over 50,000 SKUs per year
- Locations in the USA, EU, China and Russia
- 5 in-house logistics managers
- Wide expertise in importing

# B2B & e-commerce sales in the US and European markets

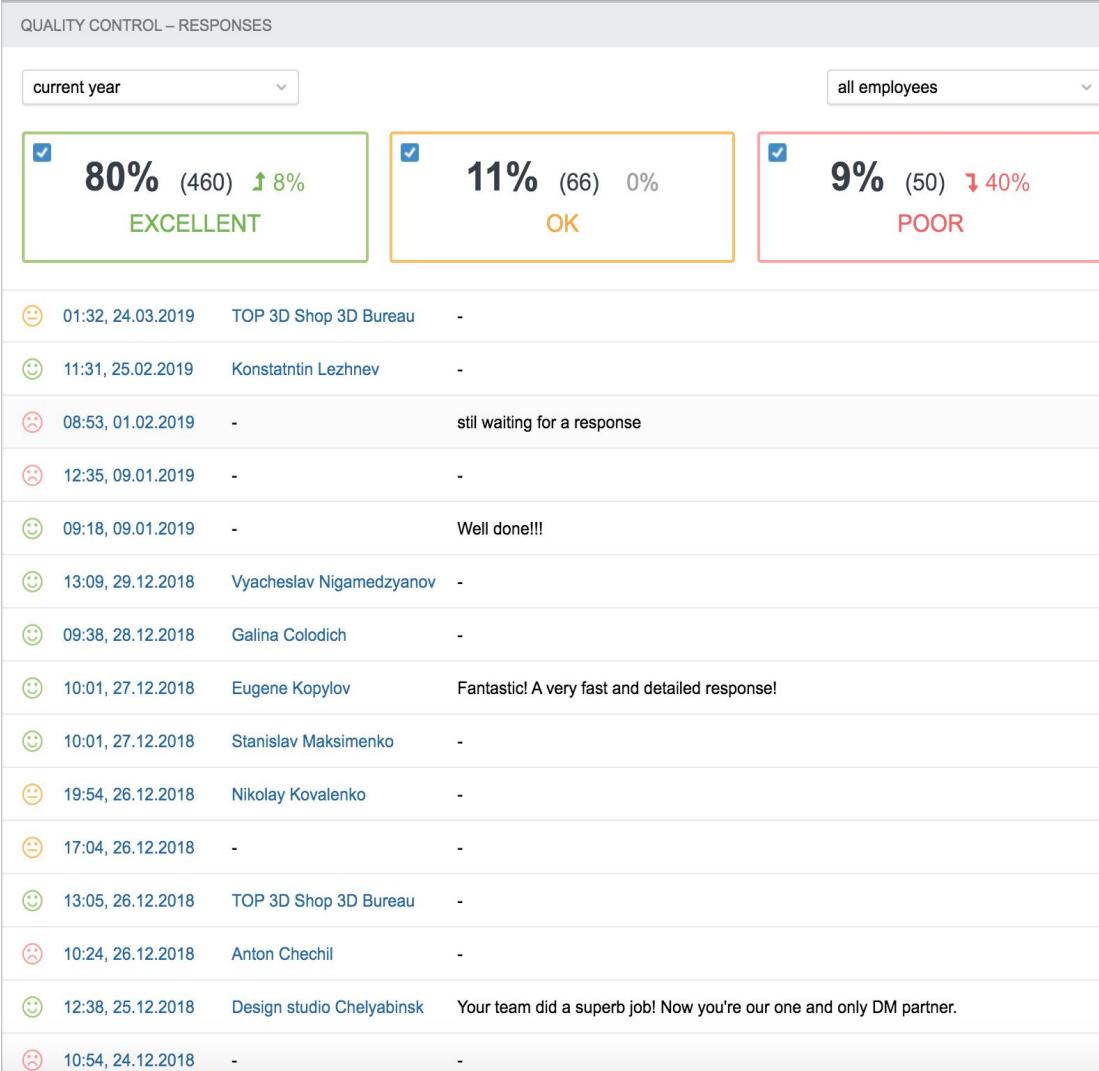
- The Top3DShop.com blog is a widely visited resource to learn more about the digital manufacturing space.
- As a result of these communications, in the USA we generate 70-250 quality business leads per month. Of those, 20-40 deals are closed.



Source: *SimilarWeb* (2021), CRM Bitrix24 (2021)

# Warranty service & customer support

- We have a team of **8 dedicated engineers**. Trained in China, USA, Germany, Poland, Italy and Russia, they can handle issues for both professional and industrial equipment
- In 2019, **80% of our clients rated the service as excellent, 11% as satisfactory**
- In the same year, **our service team repaired 369 3D printers, 3D scanners and CNC machines**



## Certifications

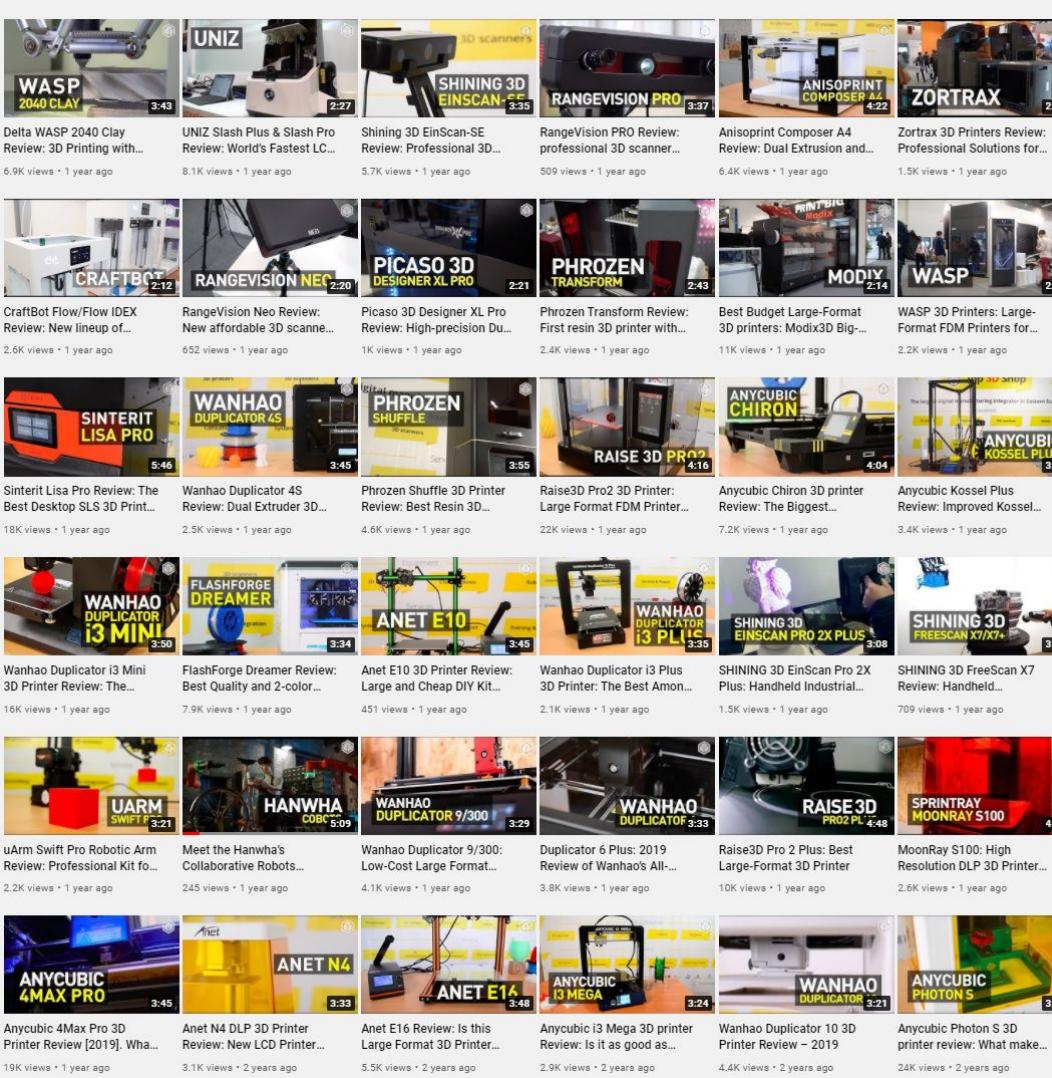
- Include: 3D Systems, HP, Shining 3D, Formlabs, Sinterit, Makerbot, Mass Portal, Picasso 3D, Roland, Apium, Omni3D, uFactory and other brands



# Exhibitions & Conferences

- Annually, we attend 10-15 events and arrange **our own digital manufacturing Expo & Conference** **Top 3D Expo**
- More than **2000 people** attend annually
- This is the platform where Formlabs Form 3, Raise3D E2, Hanwha HCR series, Picasso 3D Designer XL Pro have been presented to certain niche markets for the first time





# Wide reach across the local 3D community

In total, more than **1K subscribers** across all social media platforms:

- [instagram.com/top3dshop\\_inc/](https://instagram.com/top3dshop_inc/)
- [twitter.com/top3dshop\\_inc](https://twitter.com/top3dshop_inc)
- [www.facebook.com/top3dshopinc/](https://www.facebook.com/top3dshopinc/)
- [www.youtube.com/c/Top3DShop-Inc](https://www.youtube.com/c/Top3DShop-Inc)

# Become a partner

- With our focus on Marketing, Sales & Support, we aim to **build mutually beneficial and long-term relationships with our partners**
- Think there are potential venues for mutual growth?
- Please, get in touch with Top 3D Group:

E: sales@top3dshop.com

T: +1 (888) 409-29-60

