



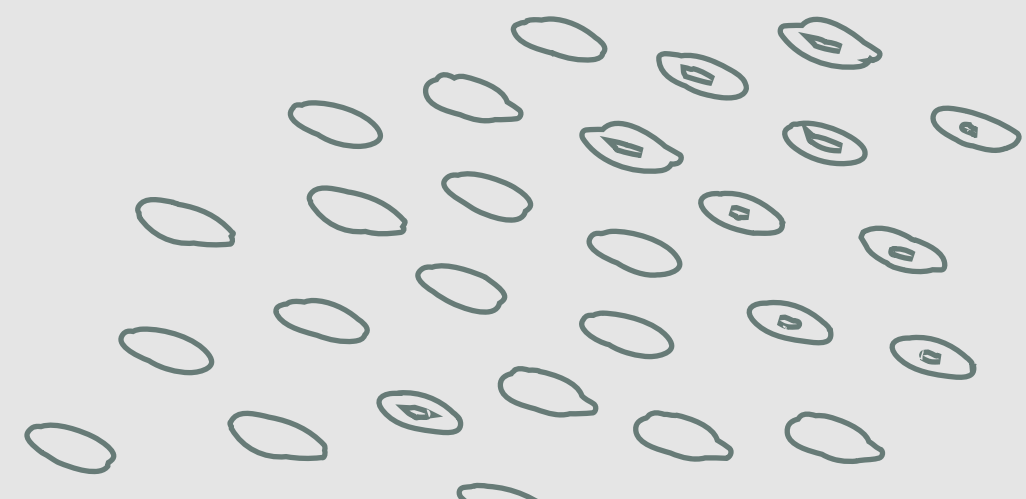
DOBROF

OUR STORY

Dobrof LLC was established in 2017 as a separate division for the development of cosmetics. Our company is part of a holding company whose main activity is the import and sale of food ingredients.

Being adherents of a healthy lifestyle and attitude to life we have chosen the sale of natural raw materials as our main focus.

DOBROF



IS FOUR YEARS TOO LONG OR TOO SHORT?

At the moment, DOBROF is a leading Russian trading company

MARKET SHARE

27% essential oils

16% base oils

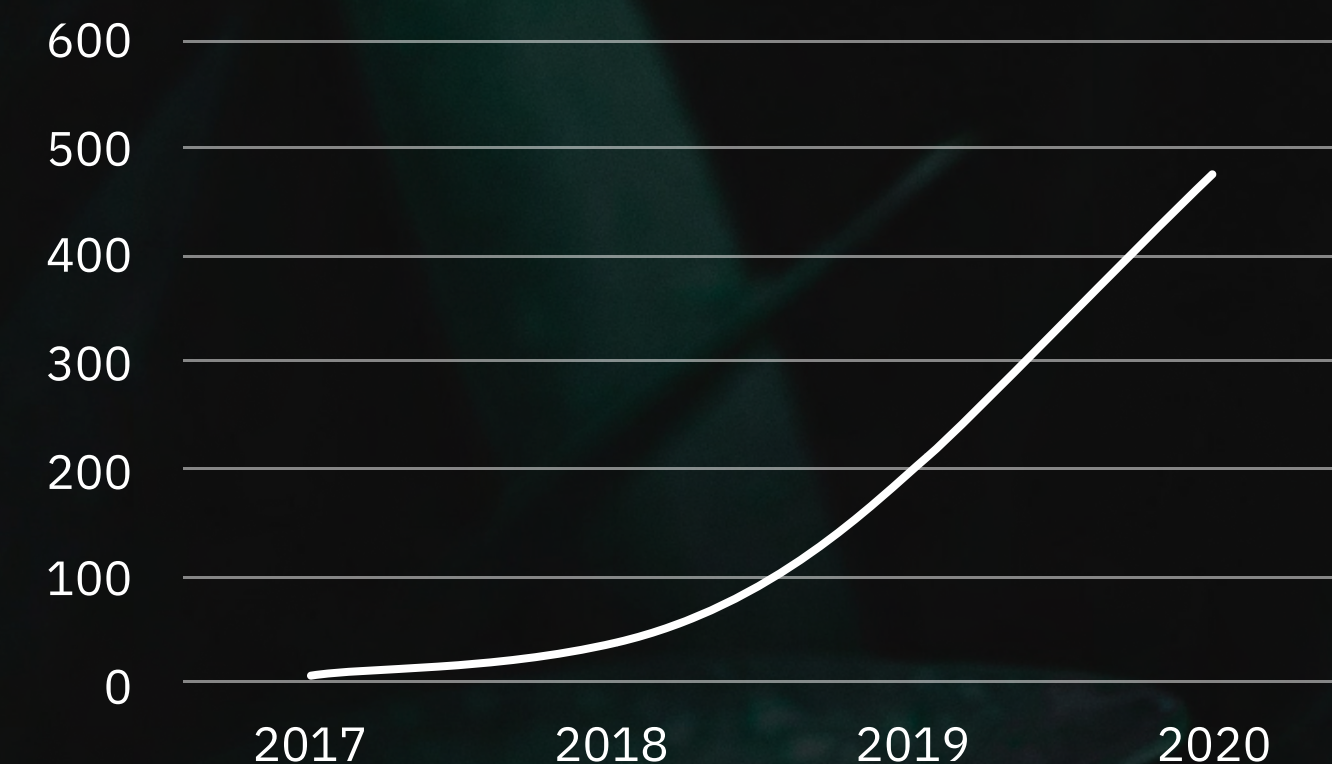
This year we have opened a direction of fragrances and scented substances.

OFFICES, WAREHOUSES AND DISTRIBUTOR

In four years we have opened three offices and 5 warehouses. Headquarters is located in Saint Petersburg. Remote employees in the South of Russia in Krasnodar, and in Siberia in Novosibirsk.

And warehouses in St. Petersburg, Moscow, Krasnodar, Novosibirsk and Ekaterinburg. Also, we have distributor in Irkutsk and Khabarovsk.

SALES VOLUME



In four years, sales increased from 0 to 300.000 kg per year in 2020.

WHAT'S THE SECRET?

01

HIGH STANDARDS OF SERVICE

We know our clients' tasks and help them complete them as quickly as possible. We solve the problems of technologists and specialists of the supply Department in the search, selection and testing of raw materials.

02

CO-ORDINATED TEAM

In three years, our team has grown from three to twenty people - this is a team of qualified specialists who are conscious about their work and do it well.

03

THE SPEED OF DECISION-MAKING

We love and know how to negotiate and do it quickly. After all, we do not have time to conduct long negotiations and make decisions through long hierarchical structures.

04

SMART APPROACH TO CHOOSING A SUPPLIER

We carefully select suppliers and manufacturers of natural cosmetic components. We go to the audit, look at the stages of production from harvesting to packaging and storage. Raw materials undergo multi-stage incoming control, are tested in the laboratory, checked on a chromatograph, etc.

05

SHIPMENT AND LOGISTICS

We are steadily reducing the time required to complete orders from the request to delivery to the buyer's warehouse.

WE ARE NOT SELLERS, WE ARE EXPERTS

from idea to implementation



Selection of
raw materials



Technological
support



Selection
of the
formulation



New items
and trends



Selection of
replacement
or alternative
ingredients



Marketing
support



Assistance
in approving
for COSMOS
(USDA, etc.)

OUR CLIENTS

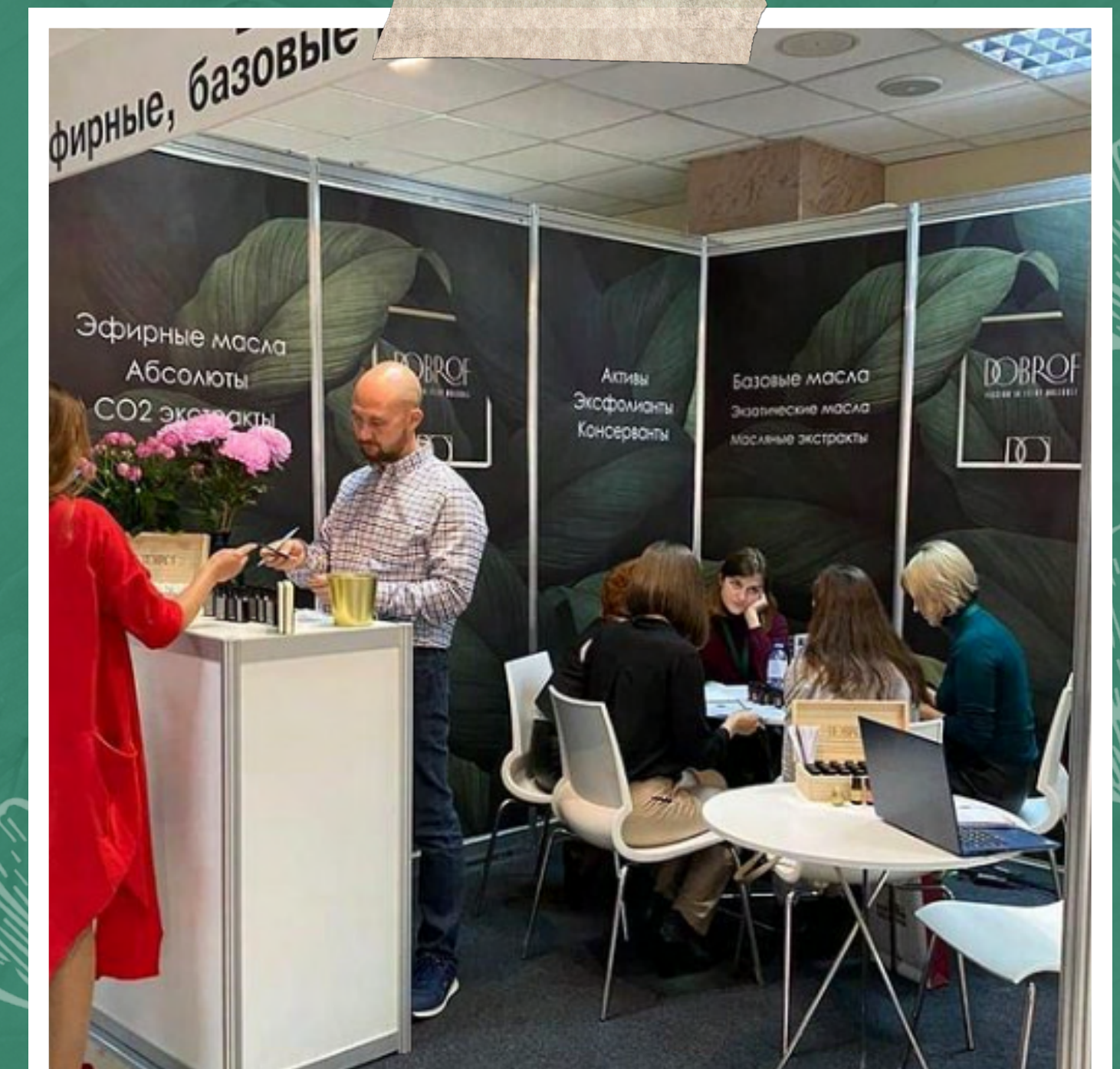
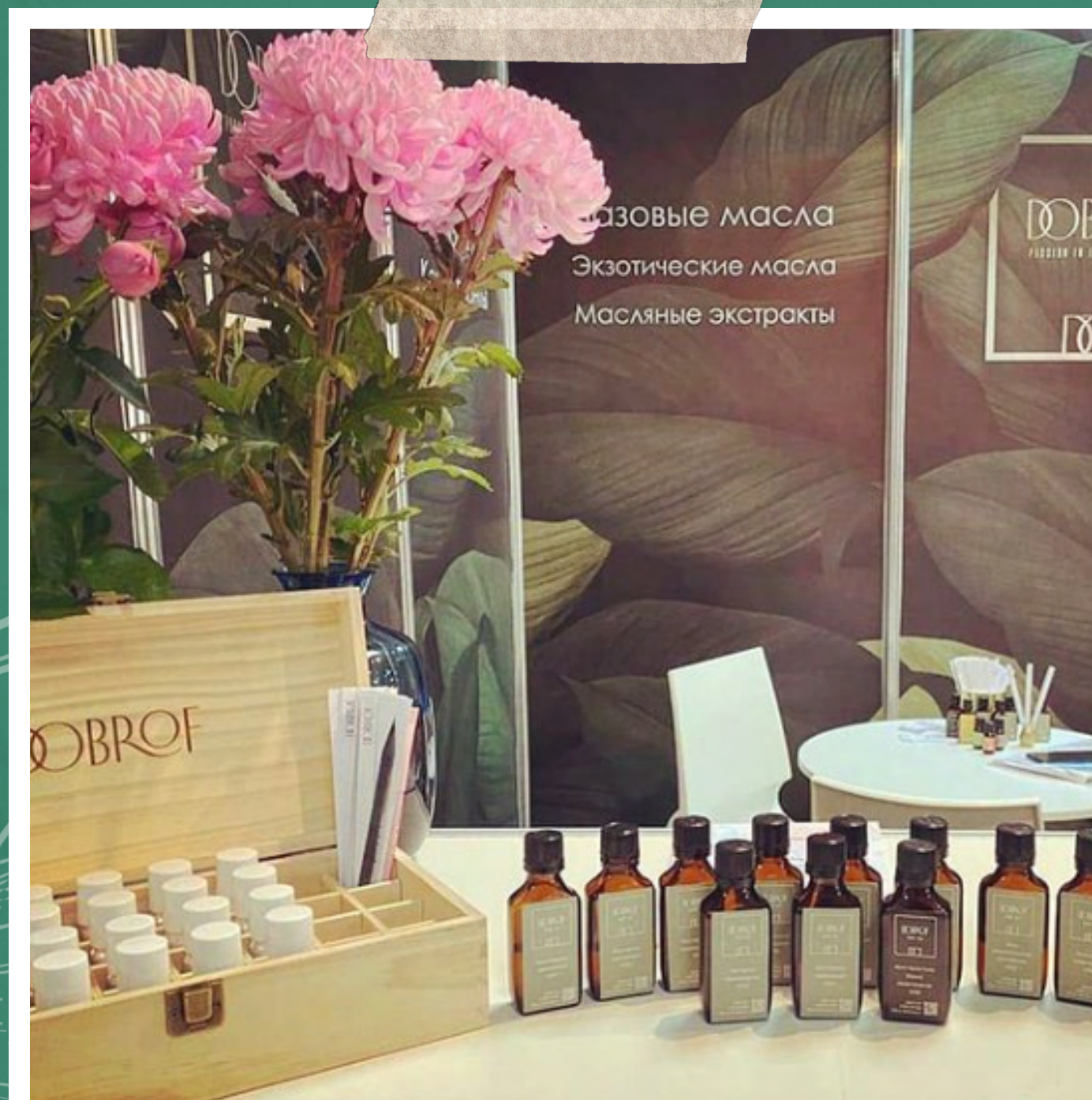
The core of our business is to provide the Russian market with quality raw materials for cosmetics, food, pharmaceutical industries.

Our clients — local manufacturers of natural cosmetics, large Federal companies, pharmaceutical factories, manufacturers of food aromatics and perfumes, manufacturers of household and industrial chemicals.



EXHIBITIONS AND CONFERENCES

We take an active part in industry exhibitions and conferences



DOBROF TEAM

Our corporate values



PASSION



**TEAMWORK AND MUTUAL
ASSISTANCE**



FLEXIBILITY



ENTHUSE



ACT WITH INTEGRITY



**CUSTOMER
EXPERIENCE**



**RESPECT EACH OTHER
AND SUCCEED TOGETHER**



OUR RELIGION

DOBROF IS A PASSION IN EVERY MOLECULE!



Innovation
& Sustainability



Honesty
& Integrity



Respect
& Collaboration

**WE ARE MAKING HISTORY AND THIS IS ONLY A SMALL PART OF IT
WELCOME TO DOBROF! WE ARE GLAD TO SEE YOU!**



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