



**Model Airports in A4 format**

**B2B Offer Q2 2024**

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**Airport Codes** - The new series of products that will enable you to collect airports from around the world. The new format of the set is ideal for spotters' photos as well as for displaying models on shelves. The first 5 sets are already available and more will be released regularly.

**Modular Series** - The new modular series will soon be fully available. New kits like the Modern Int. Terminal T2 will be available by the end of May and will enable the creation of large dioramas.

**More ready-made buildings** - New sets with ready-made buildings will soon be on offer as well as buildings available as separate accessories.

**3D printing tests** - In the coming months, we will start working on implementing 3D printing and creating high-quality plastic accessories. We want them to offer a completely new standard in relation to our competitors' products. The first accessory - jet bridges.

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# Price list

**B2B Pricing** - Flexible pricing allowing small and large orders with attractive margins. Check out the full price list in the calculator (separate Excel file):

Order size* (one set)	1	2-4	5-9	10+
Suggested price for 1 A4 board*		€ 12.5 - 15.0		
B2B discount* [%]	38%	42%	46%	50%
Average B2B price for 1 A4 board*	€ 8.37	€ 7.83	€ 7.29	€ 6.75
Average sales margin for 1 A4 board*	€ 5.13	€ 5.67	€ 6.21	€ 6.75
Delivery costs	Europe € 15		World € 45	
Free shipping (Contract value)	Europe From €250		World From €600	

**Product delivery** - Preparing sets for order takes between 5 and 15 working days depending on the size of the contract. Sets in stock can be dispatched immediately. Shipping by DPD or FedEx courier.

\*Airport Codes sets are regulated by a different price list.

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# Airport Codes

**Perfect for collectors** - New product series created for true collectors and aviation fans. Allows you to display models on shelves and display cases as well as take photos of them in spotters' style.

**Collecting airports** - Airport Codes sets allow you to collect airports from all over the world. They can be matched to models of different airlines from different continents. 30 airports from all over the world will be released in 2024.

**Easy to use set** - Unlike our other products, the set is ready to play after taking it out of the box. Simply attach the connector and connect the 2 boards. After playing, the whole set can be stored away in the box.

**Super quality background** - The background of the boards is printed on high quality satin paper, which perfectly captures all the details of the photo. The images are commercially licensed for the use of our products.

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# Airport Codes - Price list

**Airport Codes - Suggested prices** - New products have higher prices than our other products due to the completely new product format and additional production costs.

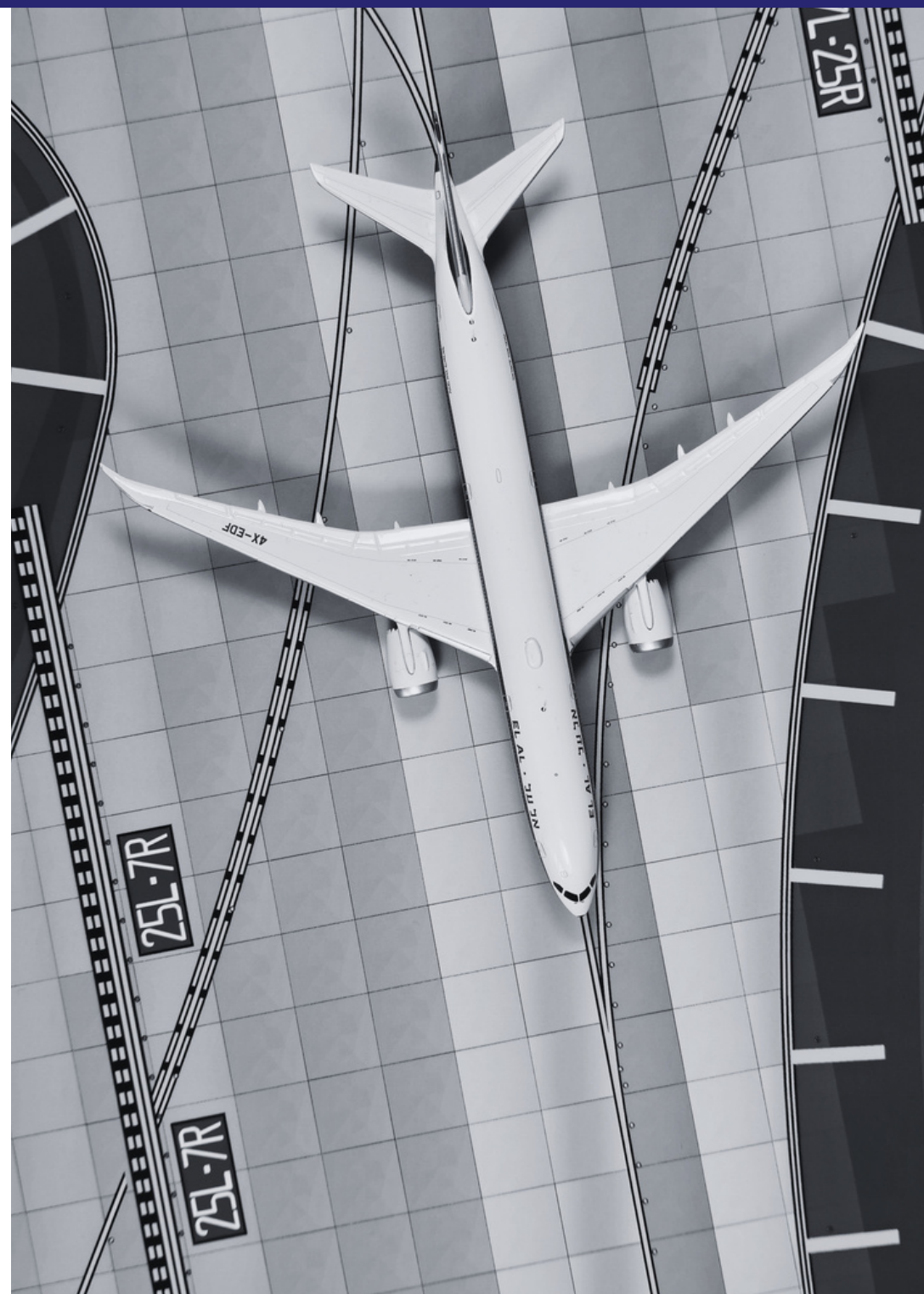
Scale of the set	<b>500</b>	<b>400</b>	<b>200</b>
Suggested price	<b>€ 30</b>	<b>€ 35</b>	<b>€ 60</b>

**B2B Pricing** - Flexible pricing allowing small and large orders with attractive margins. Check out the full price list in the calculator (separate Excel file):

Order size (one set)	<b>1</b>	<b>6</b>	<b>12</b>
B2B discount* [%]	<b>38%</b>	<b>50%</b>	<b>60%</b>
B2B price for 1 set: (500 / 400 / 200)	<b>€ 18.6</b> <b>€ 21.7</b>	<b>€ 15</b> <b>€ 17.5</b>	<b>€ 12</b> <b>€ 14</b>
	<b>€ 37.2</b>	<b>€ 30</b>	<b>€ 24</b>
B2B margin for 1 set*: (500 / 400 / 200)	<b>€ 12.6</b> <b>€ 14.7</b>	<b>€ 15</b> <b>€ 17.5</b>	<b>€ 18</b> <b>€ 21</b>
	<b>€ 25.2</b>	<b>€ 30</b>	<b>€ 24</b>

\*Calculated from the suggested price. Excludes sub-tax costs in your country.

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# Set announcements

**Many new sets coming soon** - 2024 will be full of interesting products, including many in a completely new format. At the beginning of the year, we will focus on the realisation of a new modular collection, new kits based on real airports and the development of finished buildings.

## **Announcements Q2 2024**

1/400 Runway 33/15 - New modular runway

1/200 Runway 32/14 - New modular runway

LCY Model Airport (All scales) - New form of buildings

Airport Apron (All scales) - New modular set

Control Tower (1/400, 1/500) - New modular set

RTM Model Airport (All scales)

ZRH Model Airport (All scales)

5 new Airport Codes Sets

Accessories Series (All scales) - New product series

## **B2B Offer Q2 2024**



# Contact us

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