

# Company profile



## ... PAST

YAM International is a privately held company founded in 1988. USSR operations began in Moscow in May, 1989, initially in prepress and publishing markets. This was followed by small offset, finishing and supplies in 1990. Since that time the Company has experienced continuous growth, even during the 1998 Russian economic crisis.

In 1997 YAM International was appointed Exclusive Distributor of Fuji Photo Film (Graphic Arts products), followed by its appointment as Komori distributor in 1998. Perfecta became next key partner in 2000. With a growing importance of packaging and label markets, the Company set up a converting equipment department in 2001, offering flexographic and letterpress printing equipment as well as a range of supplies for this segment.

1999 saw the inauguration of the Central Asian representative office in Tashkent, Uzbekistan. Central Asian main office moved to Almaty, Kazakhstan, in 2004, leaving a branch in Tashkent. Latest addition to CIS countries coverage is Belarus, where YAM International opened a subsidiary in 2005. In an on-going effort to develop closer links with regional customers in Russia, in 2002 YAM established a subsidiary in the "second capital", St. Petersburg, which proved an instant success. Following the same working model, YAM established branch offices in Ekaterinburg (Urals) and Novosibirsk (Siberia) in 2005, then in Rostov-on-Don (South) in 2007.

## PRESENT

To better address the growing digital print market YAM International set up a new strategic unit - YAM On-Demand in 2012. In 2015-2016 the range of solutions offered by this division were expanded with the addition of Komori Impremia production digital presses, Tecnaufinishing solutions and Bowe Systec post-press equipment. YAM International now offers complete production cycle solutions for digital printing and finishing under YAM On-Demand brand name.

With packaging and label printing having the best medium- and long-term outlook, YAM International added Brause packaging equipment (a member of Bobst Group) in 2012.

YAM International is a leading supplier of equipment, consumables and service to the printing and packaging industries in Russia, Belarus, Kazakhstan and neighbouring countries. Its comprehensive approach ensures a high level of customer satisfaction, resulting in stable continuous growth.

## FUTURE

In the coming years YAM International is set to consolidate its market position by further expanding its regional network, adding product lines and continuing to regard customer service a top priority.

## MAIN PRODUCT LINES

### PRE-PRESS EQUIPMENT

- **FUJIFILM** CtP systems and prepress workflow

### OFFSET PRINTING EQUIPMENT

- **KOMORI** sheetfed offset printing equipment
- **KOMORI** web offset printing equipment

### POST-PRESS EQUIPMENT

- **PERFECTA** cutting & trimming equipment
- **BRAUSSE** die cutting equipment, folder gluers
- **D&K** lamination & encapsulation equipment
- **BUSCH** punching & banding equipment

## OFFSET CONSUMABLES

- **FUJIFILM** printing plates
- **FUJIFILM** PressMax pressroom chemistry
- **VAN SON** offset inks
- **T&K TOKA** UV/H-UV/LED/LE offset inks
- **IMC** PerfectDot offset blankets
- **FASSBENDER** knives
- 7 other vendors

## CONVERTING EQUIPMENT AND CONSUMABLES

- **MIYAKOSHI** narrow web offset printing equipment
- **TOYOBO** photopolymer printing plates
- **AGI** platemaking equipment
- **AV FLEXOLOGIC** plate processing systems for water washable photopolymer plates
- **AMSKY** CtP systems
- **3ES MEGA ELEKTROMEKANIK** plate making equipment for printing label



## YAM ON-DEMAND

- **KOMORI** IMPREMIA Digital Presses
- **TECNAU** post-press equipment for Digital Printing and book production
- **BÖWE SYSTEC** mail sorting, inserting systems, card mailing and logistics

## BASIC STATISTICS

Moscow Office: 101 employees, 4600 sq.m  
St. Petersburg Office: 16 employees, 970 sq.m  
Novosibirsk Office: 7 employees, 210 sq.m  
Ekaterinburg Office: 8 employees, 150 sq. m  
Rostov-on-Don Office: 10 employees, 160 sq. m

YAM International Belarus, Minsk: 12 employees, 300 sq. m  
YAM International Asia, Almaty: 8 employees, 350 sq. m  
Tashkent Branch Office: 1 employees, 50 sq. m

## REGIONAL NETWORK



### ● YAM International offices in Russia

Moscow (HQ)  
St.-Petersburg (North-West)  
Novosibirsk (Siberia)  
Ekaterinburg (Urals)  
Rostov-on-Don (South)

### ● Other Group Companies

Minsk (Belarus)  
Almaty (Kazakhstan)  
Tashkent (Uzbekistan)

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