

ONYXIA

COBI – MUSEUM SALES



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The History of COBI

- ◉ **COBI** is a Polish toy company with its headquarters in Warsaw, Poland. The company was founded in 1987, producing puzzles and board games. In 1992, it started producing building blocks with an interlocking stud and tube system, compatible with Lego blocks. Due to their popularity, the company switched to mostly producing building block sets.
- ◉ COBI produces a larger variety of custom pieces than Lego. In recent years they've often printed their blocks, rather than using stickers. The mini figures have the same size as Lego figures, but have a more three dimensional head, with the nose sticking out, and a less blocky body. Also, due to the restrictions of Lego concerning weapons, COBI is the leader of the building bricks company in this sector.
- ◉ The COBI catalogue is divided up by themes, with each theme having multiple brick sets. The majority of the catalogue consists of 20th and 21st century military equipment, like tanks, ships and airplanes. Lego has a policy to not make realistic weapons and military equipment, leaving an opportunity for other building block companies to fill this niche.
- ◉ COBI has various licensing deals, such as with Company of Heroes 3 along with The Tank Museum at Bovington Camp, and also for some Hollywood movies, such as Top Gun: Maverick.
- ◉ COBI bricks are 100% compatible with LEGO.



Information about us

- ◉ We are an international company that works with model sets from COBI. We are located in Gothenburg, Sweden.
- ◉ We sell COBI models directly from the factory to museums and stores around Europe. At the moment we have about **55** different museums that we supply, and some other stores like Gekås, Clas Ohlson, Eurotoys for example.
- ◉ We do a lot of collaborations with museums around the globe, like The Tank Museum, Imperial War Museum, Musée des Blindés, Deutsches Panzermuseum Münster, and Deutsches Marine Museum.
- ◉ We offer 24/7 support, we will always do our best to help you and your customers in case you are in need of any help.



POS Material

Free of charge

1. **Cut out faces.**
This is very much appreciated by the museums and stores and especially by the children who come to visit.

2. **Roll-ups.**
If you have a special event at your museum or store and want to promote some of your products, we can make these exactly as you want.

3. **COBI Playground**
This is a playground for kids to build their own projects and models. This is also very much appreciated by the customers, and the children that are of course on site.

4. **Display Box**
A ready to go built up model in a Display box to show of at your museum/store. Comes with LED light.



Information regarding possible business.

- ① *The terms are simple. We offer 30 days credit and we sell directly from the factory. That's why we offer factory price for everyone, the same offer goes for everyone, small and large.*
- ② *A few larger customers pick up from the factory in Poland themselves, otherwise we handle the shipping but also charge for the actual shipping cost.*
- ③ *Depending on the size of the delivery, the shipping cost normally varies from 6-12%. If a customer wants, we can find out the shipping cost before we send anything.*
- ④ *We only sell in transport boxes. There is no minimum order, but of course the shipping cost will be much lower when you order more items instead of a few.*



PzKpfw VI Tiger "131" Scale 1:12

⦿ *The biggest military set ever produced.*



Examples of WW1 Sets



Sopwith Camel F.1



Rolls-Royce Armoured Car Mk I



Fokker Dr.1 Red Baron



Vickers A1E1 Independent



Sturmpanzerwagen A7V



Renault FT "Victory Tank 1920"



Examples of WW2 Sets



PzKpfw VI Tiger "131"



Panzer II AUSF.A



VW Type 82 Kübelwagen



HMS Belfast



Sherman M4A3E2 "Jumbo"



Examples of Armed Forces Sets



SAAB JAS Gripen E



F-35A Lightning II



Bae Hawk T1 "Red Arrows"



M1A2 SEPv3 ABRAMS



LEOPARD 2 A4



Thank you!

- On the behalf of Team COBI, We want to thank you for taking your time to look at this presentation, and we hope to hear from you in the near future.

