



BUYCO.

THE BUILDING COMPANY'S COLLECTIVE BUYING GROUP

More Than You Bargained For.

SUPPLIERS



Partner with Purpose.

Join the Building Industry's Most Dynamic Buying Group.

Become a strategic partner in The Building Company's transformative buying group model.

BUYCO is South Africa's most forward-thinking buying group in the building materials and hardware space. Powered by The Building Company, BUYCO was designed to bridge the gap between independent retail and structured national procurement.

BUYCO is a progressive ecosystem designed to bring together **forward-thinking suppliers and independent retailers** all under one profitable and transparent platform.

The Buying Group acts as a **launchpad for independent merchants**, offering them the opportunity to benefit from the scale and structure of **The Building Company**, with a long-term view of transitioning into a formal **franchise network**.

Together with you, our **valued supplier**, we're setting a new benchmark for growth, agility, and partnership in the building materials industry.



The BUYCO Difference.

Your Channel to a Fragmented Market — Simplified.

We're a new generation buying group that gives you one point of access to independent building supply stores and the following benefits:

Gain immediate exposure to:

- Over **130 BUYCO and Timber City outlets** across Southern Africa
- A growing network of **independent building materials retailers**
- Centralised and targeted communication channels to streamline your B2B outreach.

Leverage of the Group's R6 Billion in Buying Power

Suppliers benefit from The Building Company's established **procurement infrastructure, providing a framework for:**

- **Consolidated bulk orders**
- **Improved delivery efficiency**
- **Volume growth** and economies of scale through coordinated distribution runs and shared logistics.

Fair, Transparent Commercial Partnerships

Our approach is based on **collaboration over competition**. We aim to:

- Drive **mutual profitability and growth**
- Offer improved **sustainable rebate and discount structures**
- Protect the **quality and integrity of products** coupled with exclusivity and preferential status at retail.

SUPPLIERS



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Why Join BUYCO?

Get More Than You Bargained For!

Boost Sales Through Group Promotions

Participate in monthly promotional calendars and drive seasonal campaigns to:

- Increase **product visibility** across multiple retail formats
- Access a larger consumer base with **group-led marketing support**
- **Incentivise sales** through retailer competitions and exclusive product offerings.

Build Brand Equity Through Supplier Training & Support

- **In-store and digital product training** to enhance retailer and staff knowledge
- Improved **sell-through and brand loyalty**
- Technical **workshops** to assist in upskilling sales teams and frontline staff.

Accelerated Market Intelligence

Stay ahead of the curve with insights into:

- **Market trends, regional performance, and consumer behaviour**
- Opportunities to launch exclusive **private label ranges**
- Tailored seasonal offerings designed for **volume** growth and improved **profitability**
- **Regional supplier road shows** for the benefit of the retailers and staff.

**We don't just list
your products
— we grow your
business.**

**With BUYCO, you gain
predictable volume,
structured promotions,
shared logistics, and one
consolidated trading
relationship.**



A Winning Ecosystem. For All Stakeholders.

**We value people, true partnerships, and performance
— the kind you can take to the bank.**

BUYCO fosters mutually beneficial relationships. Our aim is to improve business for all partners — Suppliers, retailers, and end consumers.

By partnering with BUYCO, you become part of a **progressive alliance** committed to:

- **Building better together**
- Embracing **partnership, trust and transparency**
- **Accelerating innovation** in a rapidly evolving industry.

Partner Today.

Be Positioned for Growth.

At BUYCO, we offer structure, speed, and a scalable sales framework that eliminates inefficiency and drives real impact. Whether you're trying to penetrate new geographies or scale a product range nationally, we're the partner that helps you do it with purpose.

This buying group will serve as a **springboard for both small and large retailers**, forming the foundation for an exciting new **franchise brand** set to launch in 2026.

We invite you to be part of this exciting new journey. Please find the relevant documentation attached for your review and consideration.

**It's Hammer Time...
Let's Build Smarter, Faster,
Stronger — Together.**



SUPPLIERS



**“We believe in
Teamwork,
Mutual Respect,
Honesty and
delivering
Customer Value.”**

Building Better Together — Across Southern Africa.





Contact Us

Join a Winning Partnership.



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