

# GATEWAY TO CHINA MARKET

Unleash the power of ecommerce and get ready to manage it

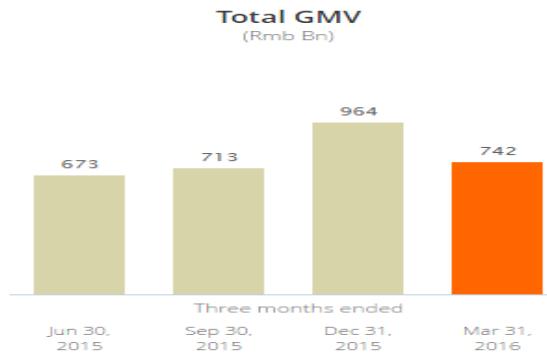
Global Supply Chain



The text 'Global Supply Chain' is oriented vertically on the right side of the slide. The word 'Global' is in a light brown sans-serif font, and 'Supply Chain' is in a bold black sans-serif font. To the right of the text is a vertical orange arrow pointing downwards, and to the left is a vertical black arrow pointing upwards.

# THERE ARE OPPORTUNITIES IN CHINESE ECOMMERCE MARKET

Global Supply Chain



Note: For the three months ended on the respective dates.



## TMALL AND JD.COM- OLD FASHION PASSIVE MODEL

### Security Deposit:

Flagship Store, Franchise Store: <sup>TM</sup> 100,000RMB; <sup>®</sup> 50,000RMB

- Specialty Store: <sup>TM</sup> 150,000RMB; <sup>®</sup>: 100,000RMB
- "Medicine/Medical Service" primary category merchants - 300,000RMB

### Annual Technology and service Fee:

Depending on the merchant's primary product category, they may be charged either a fee of 30,000 RMB or 60,000 RMB.

### Customer Loyalty Programme:

There is an additional 0 .5% loyalty deduction to reward consumers.

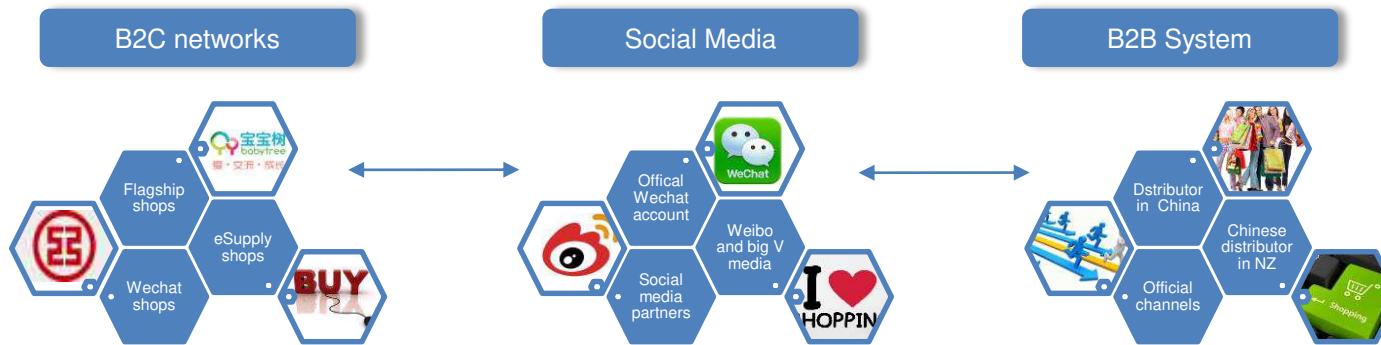
### Commission Fee

There is commission 2%-5%, most of the products charged 5%.

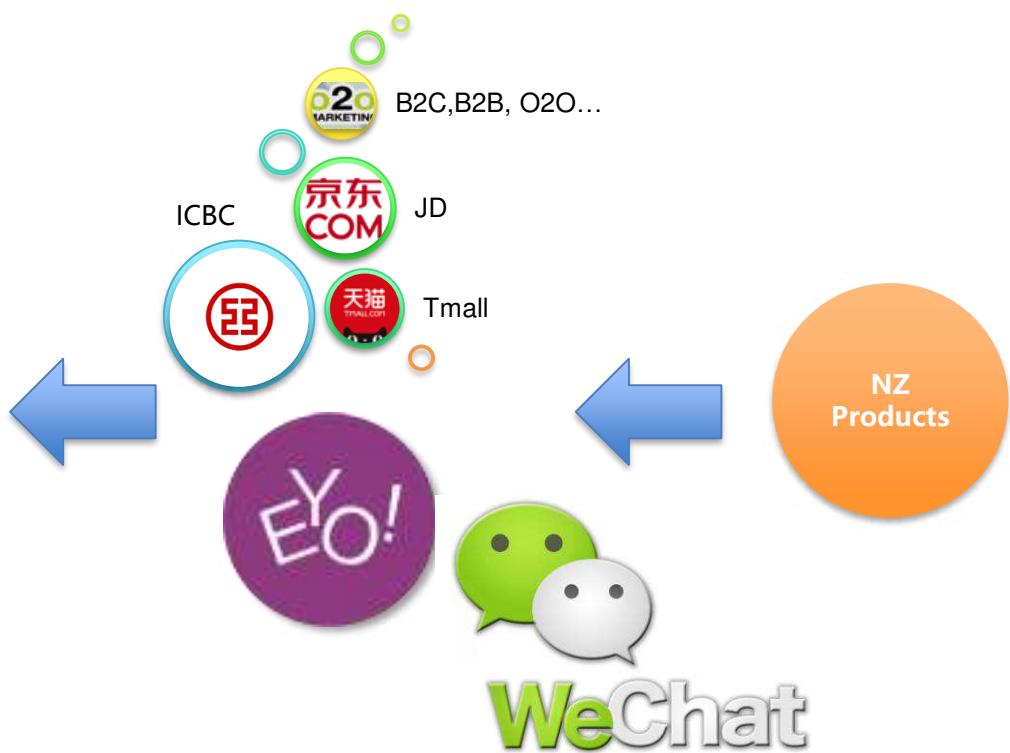


# THE NEW WORLD OF SOCIAL ECOMMERCE- NEW PROACTIVE MODEL

Global Supply



# WHAT WE WANT TO DO



Global Supply

# WE ARE BUILDING UP TRACK RECORD AN EXAMPLE

Global  
Supply  
→ ↓ ←



Becky  
Cashman

<http://www.goodbyesandfly.co.nz/>

WE START FROM HERE...

# OUR TEAM

→eSupply  
Global



**Bell Cai**

CEO

Bell has been working for New Zealand Trade and Enterprise for 4 years supporting Chinese investors to launch their investments in New Zealand. Bell is very knowledgeable in doing business in China, and also well connected.



**Shiny Zhu**

COO

Shiny has been a leading player on Trademe in New Zealand for about 8 years and knows well how to do business in NZ. Shiny has been working for Schneider, Kingdi Software in China previously, and now is the key manager to look after logistics and operations from New Zealand side.



**Cheery Xiang**

Product Director

Cheery has 8-year working experiences as a senior product manager in Tencent Corporation, focusing mainly on ecommerce and is very well connected with most of the Chinese ecommerce players including Alibaba, Tmall, JD.com, Tencent, NetEase etc. Cheery is a lovely lady who understand well the market and the products in China.



**Victor Wang**

CTO

Victor was the chief architect of Alibaba in Shenzhen office for 4 years. He spent 5 years with Tencent and 2 years with NetEase. Victor is an experienced web and mobile application developer with more than 10 years experiences in system design, development and integration.



**John Yu**

China Director

John has been working for Yixun JD for 7 years responsible for marketing and sales specialized in 3C products and has created a huge success of increasing the sales while in Yixun JD. John is now responsible for eSupply Global's China office and business development.

# THE SIMPLE WAY TO DO BUSINESS IN CHINA

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