

TIANJIN SANFEI DA
INTERNATIONAL TRADE & CONSULTING

Your Strategic Bridge

Between China and Global Markets

天津三飞达国际贸易与咨询有限公司

Tianjin Sanfei Da International Trade & Consulting Co., Ltd.



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Connecting China with the World

Company Profile

- Full Name: Tianjin Sanfei Da International Trade & Consulting Co., Ltd.
- Established: Strategic international trade enabler
- Headquarters: In China (Major port city with direct access to Beijing)
- Regional Office: South Africa (Gateway to African markets)

Core Positioning

- Strategic bridge between Chinese manufacturers and global buyers
- Full-service trade and consulting platform
- On-ground presence in key markets
- Cross-cultural business expertise

Geographic Advantage

- Manufacturing hub
- South Africa: BRICS nation, gateway to 1.4 billion African consumers



Our Purpose & Commitment

Vision

To become the most trusted global connector enabling seamless, transparent, and profitable business between China and international markets

Mission

- Facilitate transparent and efficient international trade with full compliance
- Support companies in establishing and expanding operations across borders
- Deliver strategic consulting, marketing, and research for sustainable global growth
- Build long-term partnerships based on trust, performance, and mutual success

Core Values

- **Integrity:** Transparent operations and ethical business practices
- **Excellence:** Delivering superior results and exceeding expectations
- **Partnership:** Long-term relationships over transactional dealings
- **Innovation:** Leveraging technology and best practices for efficiency

Integrated Solutions for Global Business Success

Five Core Service Pillars

01

International Trade
Facilitation

- End-to-end import/export management
- Supplier sourcing & buyer matching
- Trade compliance & documentation

02

Company Formation
& Setup

- China market entry (WFOE, JV, Rep Office)
- Overseas expansion for Chinese firms
- Regulatory & licensing support

03

Business & Market
Consulting

- Market entry strategy development
- Investment structuring & risk assessment
- Operational advisory services

04

Marketing & Brand
Development

- Market positioning & brand strategy
- B2B/B2C marketing campaigns
- Trade promotion & matchmaking

05

Market Research &
Intelligence

- Industry analysis & feasibility studies
- Competitive intelligence
- Consumer insights & trend analysis

Seamless Cross-Border Trade Execution

Trade Facilitation Services

Supplier Sourcing & Verification

- Factory audits and quality assessments
- Supplier capability evaluation
- Price negotiation and contract terms

Import/Export Management

- Documentation and customs clearance
- Shipping and logistics coordination
- Trade compliance and regulatory advisory

Quality Control & Inspection

- Pre-shipment inspection services
- Quality assurance protocols
- Product testing coordination

Payment & Financial Services

- Letter of credit facilitation
- Payment terms negotiation
- Foreign exchange advisory

Key Benefits

- Reduced transaction costs by 15-25%
- Faster market entry (3-6 months vs. 12-18 months)
- Risk mitigation through local expertise
- Full regulatory compliance assurance



Global Presence & Operational Capabilities

China Operations

Location Advantage:

- Access to Bohai Economic Rim (20% of China's GDP)
- Direct connections to manufacturing hubs

Capabilities:

- Supplier network across 15+ provinces
- Quality control and inspection teams
- Logistics and shipping coordination
- Government relations and regulatory expertise

Africa Operations - South Africa Office

Location Advantage:

- Gateway to Southern African Development Community (SADC)
- Access to 350+ million consumers
- Established business infrastructure

Capabilities:

- Local market intelligence and research
- Distribution and logistics networks
- Regulatory compliance and import management
- After-sales service and support

Global Network

- Partnership networks in 7+ countries
- Multilingual team (English, Chinese, , French)
- 24/7 operational support across time zones
- Cultural and business practice expertise



Why Partner with Tianjin Sanfei Da

1 Dual-Market Presence

- Physical offices in both China and Africa
- On-ground teams for real-time support
- Deep understanding of both markets' business cultures

2 End-to-End Service Integration

- Single point of contact for trade + consulting
- Seamless coordination across services
- Reduced complexity and transaction costs

3 Proven Track Record

- Successfully facilitated substantial trade transactions
- Established multiple companies across borders
- High client retention rate
- Long-term client relationships

4 Industry Specialization

- Deep expertise in industrial equipment sectors
- Technical knowledge and supplier relationships
- Quality assurance and compliance expertise

5 Risk Mitigation

- Comprehensive due diligence processes
- Legal and regulatory compliance assurance
- Payment security and contract enforcement
- Dispute resolution support

6 Cost Efficiency

- Competitive service fees
- Access to factory-direct pricing
- Reduced market entry costs
- Faster ROI on international expansion

Our Proven Methodology for Your Success

Phase 1

Discovery & Strategy

(2-4 days)

- Initial consultation and needs assessment
- Market feasibility analysis
- Strategy development and roadmap creation
- Budget and timeline planning

Phase 2

Planning & Preparation

(2-4 days)

- Supplier identification and vetting (for trade)
- Entity structure planning (for company formation)
- Documentation preparation
- Regulatory compliance review

Phase 3

Execution & Implementation

(Weeks 5-12)

- Trade execution or company registration
- Quality control and inspection
- Logistics coordination
- Operational setup support

Phase 4

Ongoing Support & Optimization

(Continuous)

- Performance monitoring and reporting
- Continuous improvement initiatives
- Market intelligence updates
- Relationship management

Success Metrics

On-time Delivery Rate

95%+

Consistent performance

Client Satisfaction Score

4.8/5.0

Exceptional service quality

Cost Savings vs. Alternatives

20-35%

Significant value delivery

Market Entry Time Reduction

50%+

Accelerated results

Delivering Results for Global Clients

Case Study 1

Industrial Equipment Export to Africa

Client:

African construction equipment distributor

Challenge:

Source cost-effective boom lifts and forklifts for African market

Solution:

Identified 3 qualified manufacturers, conducted factory audits, negotiated pricing, managed logistics

Results:

30% cost savings, 6-month delivery.

Case Study 2

Chinese Manufacturer Market Entry

Client:

Chinese CNC machinery manufacturer

Challenge:

Establish sales presence in South Africa

Solution:

Market research, distributor identification, regulatory compliance, marketing support

Results:

Successfully entered market.

Case Study 3

Chinese fruits and distributor

Client:

Chinese base company

Challenge:

High costs and unreliable suppliers

Solution:

Identified 6 suppliers in Africa, conducted farm and , Packing houses, negotiated pricing, managing logistics

Results:

20% cost saving, timely deliveries. On going partnership

Core Industry Expertise & Product Categories

1. Industrial Machinery & Manufacturing Equipment

- CNC Machinery & Precision Manufacturing Equipment
- Industrial & Commercial Printing Systems
- Electronic & Industrial Weighing Scales (Balance Scales)
- Oil Purification & Filtration Systems

Market Focus: Manufacturing, automotive, aerospace sectors
Geographic Reach: China, Africa, Middle East, Southeast Asia

2. Construction, Lifting & Material Handling Equipment

- Boom Lifts & Aerial Work Platforms (12m-45m reach)
- Scissor Lifts (Electric & Diesel variants)
- Forklifts (1.5-10 ton capacity, Electric & Diesel)
- Modular Cabins & Prefabricated Structures

Market Focus: Construction, mining, logistics, warehousing
Key Markets: South Africa, Nigeria, Kenya, UAE

3. Commercial Vehicles & Logistics Equipment

- Tipper Trucks & Heavy-Duty Commercial Vehicles (15-40 ton capacity)
- Specialized transport solutions

Market Focus: Mining, construction, agriculture sectors



Imports into China

Sanfei Da operates an additional business unit focused on the import of agricultural commodities and mineral resources into China

Farm produce



Minerals



Recent Project Collage



Let's Connect

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Next Steps:

1. Schedule a consultation to discuss your needs
2. Receive a custom proposal with timeline and investment
3. Begin your journey to global business success

"Your trusted bridge between China and the world"

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