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**BUSINESS DEVELOPMENT**

| <b>PURCHASE OFFICE<br/>PURCHASE SUPPORTING PROCESS IN CHINA</b>       |  |
|---|--|
| Selection and search of suppliers according to established parameters |  |
| <b>VERIFYING SUPPLIERS</b>  | Physical confirmation of chosen suppliers, which must fulfill the needed requirements, technical and administrative analysis, legality and infrastructure. |
| <b>INTERACTION SUPPLIER-CLIENT</b>                                    | Permanent communication in Mandarin with the chosen supplier and information transmitted to the client in Spanish (via phone, fax or e-mail)               |
|   | Support to give samples  |
| <b>NEGOTIATION</b>  | Negotiation of prices in Mandarin, initial quantities, modification of products, development of own brands.  |
|   | Designing of purchase itinerary  |
| <b>PURCHASE PROCURING</b>   | Terms of negotiation in Mandarin, English and Spanish, pro-forma invoices, delivery times, form of payment and everything related to the purchase process. |
| <b>SPECIALIZED AND CERTIFIED REVISION</b>                             | 1. Verifying and evidence in start of production (if necessary)  |
|   | 2. Initial revision of product in the line of production (assembly and manufacturing)  |
|   | 3. Production itinerary follow-up  |
|   | 4. Pre-shipment verifying, final quality revision, packages, labels, merchandise packing. Made by professional personnel.                                  |
|   | 5. Shipment of final samples to the customer (if required)   |
| <b>LOCAL AND INTERNATIONAL LOGISTIC PERFORMANCE</b>                   | Consolidation of cargo in a warehouse (if there is no a container or there are diversity of companies)   |
|   | Recommendation of economic and efficient cargo ships , 26 to 28 days   |
| <b>SHIPMENT DOCUMENTATION</b>   | All documents and necessary documents , based on Latin-American (Colombia) are sent on time to avoid nationalization troubles.                             |
| <b>CLAIMS AND CONTRACT FULFILMENT</b>                                 | The objective is to fulfill the purchase and contracting terms, through our office and personnel and if necessary our group of lawyers.                    |



| WE ARE BUSINESS FACILITATORS WITH CHINA<br>STRATEGIC APPROACH AGENCING OF PURCHASES IN CHINA  |  |
|---|--|
| OPTIMIZATION OF RELATION AMONG  | Price<br>Quality<br>and Service  |
| QUALITY POLICIES  | Producer (Complexity)<br>Supplier (Certifications)<br>Customer's need ( Quality required)  |
| <b>TEAM WORK</b><br>Set the project and creation of team work customer- Golden World International Business<br>Permanent communication with customer to define needs and follow up. |  |
| CLAIMS AND CONTRACT FULFILMENT  | The object is to fulfill the purchase and contracting terms, through our office and personnel and if necessary our group of lawyers. |



| <b>SALES OFFICE<br/>SUPPORT OF SALES PROCESS IN CHINA</b>       |  |
|---|--|
| <b>1.1 NEEDS AND MARKET ANALYSIS</b>                            | Selection and search of buyers in China according to the Chinese's market needs  |
| <b>1.2 GEOGRAPHICAL LOCATION OF BUYER</b>                       | In terms of levels of income and sophistication  |
| <b>1.3 CHINESE IMPORT LAWS ACCORDING TO PRODUCT AND SERVICE</b> | Tariff, Taxes , Safe conduct, Phytosanitation Measures   |
| <b>1.4 CONSUMER` S ANALYSIS.</b>                                | Characteristics, likes and life styles   |
| Principal consumption and distribution centers                  | Investigation and search   |
| Commercialization channels                                      | Big stores, commercial centers, supermarkets, hypermarkets, convenience stores, professional and specialized stores, hotels, dealers and local and national vendors, manufacturers |
| <b>1.5 INTERACTION CUSTOMER – CLIENT</b>                        | Permanent communication in Mandarin with the buyer and information transmitted to the seller in Spanish ( via phone, fax or internet )   |
|   | Support for supplying samples  |
| <b>1.6 NEGOTIATION</b>  | Negotiation of prices in Mandarin, initial quantities, modification of products development of own brands.   |
|   | Designing of sales itinerary.  |
| <b>1.7 AGENCING OF SALES</b>                                    | Conduct of terms of negotiation in Mandarin, Spanish and English, proforma invoices, specifications , delivery times, payment and everything related to selling process.           |
|   | Follow up of production itinerary and shipment to China.   |
| <b>1.8 FULFILMENT OF LOCAL AND INTERNATIONAL LOGISTICS</b>      | Recommendation of economic and efficient cargo ships , 26 to 28 days   |
| <b>SPECIALIZED AND CERTIFIED REVISION</b>                       | Post-shipment verification in China, revisions of quantity, quality , state of merchandise, packages, labels and packing of merchandise.   |
| <b>1.9 IMPORT AND NATIONALIZATION DOCUMENTS</b>                 | Warranty for all the documents and necessary certificates based on Chinese laws and similar Latin-American ones for the process of customs and nationalization in China.           |
| <b>1.10. CLAIMS AND CONTRACT FULFILMENT</b>                     | The objective is to fulfill the purchase and contracting terms, through our office and personnel and if necessary our group of lawyers.  |

