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Building Material Supply Chain Sourcing Service Proposal

Focus on Emerging Market Building Material Sourcing • Egypt / Libya / Southeast Asia

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01 • COMPANY OVERVIEW

Emerging Market Building Material Sourcing Service Provider

Company Positioning

Startup international trading company. We provide one-stop building material supply chain sourcing services for overseas clients — from product selection, purchasing, and quality inspection to logistics.

Core Markets

Focus on emerging markets including Egypt, Libya, and Southeast Asia. We serve local building material buyers, engineering contractors, and project developers with direct sourcing from China.

Pragmatic & Efficient

Agile startup team with fast response to client needs. We cut out middle layers to improve procurement efficiency.

Transparent Pricing

Clear and transparent quotations. Direct factory sourcing without multiple middleman markups, delivering better cost competitiveness.

Professional Service

Deep knowledge of the building material industry and emerging market trade regulations. Full-process professional support from selection to delivery.

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Building Material Demand in Emerging Markets

Infrastructure Boom

Government infrastructure + real estate development

Egypt's New Administrative Capital, Libya's post-war reconstruction, Southeast Asia urbanization — sustained building material demand growth.

Cost-Performance Edge

Chinese building materials offer outstanding value

Similar products priced 30%-50% lower than Europe and Turkey, while meeting local quality standards.

Full-Category Range

Comprehensive building material supply

Ceramics, sanitary ware, hardware, pipes, panels — one-stop procurement for all categories.

Key Market Demand Characteristics

Egypt Market
Many infrastructure projects. Strong demand for ceramics, sanitary ware, and steel. Engineering-focused procurement.

Libya Market
Post-war reconstruction drives large demand. Wide product range. Procurement concentrated among engineering contractors.

Southeast Asia Market
Urbanization + real estate development. Fast-growing residential building material demand. Mix of retail and wholesale.

01 • SERVICE PROCESS

Sourcing Process & Logistics Solutions

End-to-End Sourcing Process

Client Requirement → Quotation → Contract Signing → Advance Payment → Factory Production → Factory QC → Final Payment → Customs Clearance & Shipment → Delivery to Port

Payment Terms

Advance payment ⩾ 30% upon contract signing
Full balance paid before shipment. Shipment arranged upon receipt of full payment.
Payments via regular foreign trade accounts, fully compliant and transparent.

Service advantage: dedicated tracker for every order. Real-time progress updates, no black boxes.

Logistics Solutions

Ocean Freight Primary

Direct sailing from major Chinese ports to Egypt and Southeast Asia base ports. Full containers or LCL consolidation available.

Multimodal Transport

Door-to-port, port-to-port and other trade terms supported. Fully customized to client needs.

Note: No overseas warehousing currently. Goods ship directly from factory to destination port, no intermediate storage.

Trade Risk Control Framework

Three Pillars of Trade Risk Control

01 Payment Risk Control

Advance payment ⩾ 30% secures the order. Shipment only after full payment received. Payment risk controlled at the source.

02 Quality Risk Control

Rigorous pre-shipment factory inspection. Third-party inspection available upon client request. Shipment only after inspection passes.

03 Logistics Risk Control

Reputable shipping lines only. Full cargo insurance. End-to-end shipment tracking throughout transit.

Payment Terms Summary

Payment Milestone	Ratio & Requirement
Advance Payment	⩾ 30%
Before Shipment	Full Balance
Payment Method	Regular FX Account / T/T

Note: Specific payment ratios may be negotiated based on order size and cooperation depth.

02 • PRODUCT CATEGORIES

12 Core Building Material Categories & Sourcing Edge

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12 Core Building Material Categories

1. Flooring

PVC/SPC/Engineered Wood/Laminate

2. Tiles & Stone

Glazed/Polished/Slab/Retro Tiles

3. Sanitary Ware

Showerheads/Faucets/Smart Toilets

4. Doors & Windows

Thermal Break/System/Aluminum

5. Door Products

Wood/Security/Fire Doors

6. Ceiling Systems

Aluminum/Honeybone/Integrated

7. Pipes & Fittings

PPR/PE-RT/HDPE/Valves

8. Hardware

Fasteners/Hooks/Kitchen Hardware

9. Panels & Profiles

Panels/Profiles/Gypsum/Waterproof

10. Commercial Building Materials

Aluminum Veneer/Honeycomb/Corrugated

11. Soft Furnishings

Wallpaper/Curtains/Carpets

12. Auxiliary Materials

Sealant/Mortar/Thermal Decor Panels

02 • COST COMPARISON

China Direct Sourcing vs. Local Procurement Cost Comparison

Building Material Category	China Direct CIF Price	Local Market Price	Cost Saving Ratio
Ceramic Wall & Floor Tiles	**Lower**	Higher	**Save 30%-40%**
Hardware & Pipe Fittings	**Lower**	Higher	**Save 35%-50%**
Panels & Profiles	**Lower**	Higher	**Save 25%-35%**
Lighting & Decorative Materials	**Lower**	Higher	**Save 40%-50%**

Note: Above are market reference comparisons. Actual prices are subject to real-time quotation. China direct CIF price includes goods value, ocean freight, customs duties and clearance fees.

02 • TRADE ACCESS

Trade Access & Customs Clearance in Emerging Markets

Key Clearance Requirements by Market

Egypt Market

Certificate of origin and quality certificates required. Some building materials need COC certification. Clearance takes approximately 7-14 days.

Libya Market

Complete set of clearance documents required. Cargo consistency is critical. We recommend confirming import policies in advance.

Southeast Asia Market

Requirements vary by country. RCEP member states enjoy preferential tariffs, and clearance is relatively efficient.

Our Service Support

Document Preparation

We assist with invoices, packing lists, certificates of origin and the full set of clearance documents.

Policy Consulting

We provide import policy consulting for target markets to help mitigate trade barrier risks.

Compliance Check

We ensure products meet local standards to reduce the risk of customs delays.

Cooperation Models & Payment Terms

Flexible Cooperation Models

Direct Sourcing

Customer specifies products. We handle sourcing, quality inspection and shipment. Ideal for customers with clear procurement needs.

Project Procurement

Multi-category consolidated procurement for engineering projects, integrating the supply chain to reduce overall costs.

Product Recommendation

Customer provides budget and requirements. We recommend high cost-performance product solutions. Great for new market entrants.

Long-term Partnership

Establish long-term relationships with stable customers. Priority production scheduling, better pricing, and customized service.

Payment Terms

Advance Payment ⩾ 30%

Paid upon contract signing to secure the order and factory production scheduling.

Full Balance Before Shipment

Balance paid before shipment. T/T telegraphic transfer via regular foreign trade accounts.

Note: Specific payment ratios may be negotiated based on order size and cooperation depth.

Quality Control & Service Assurance

Three-Tier Quality Control System

01 Factory Pre-shipment Inspection

Comprehensive quality inspection before factory release. Appearance, dimensions, and functionality are checked item by item to ensure product compliance.

02 Third-Party Inspection

Customers may arrange third-party inspection agencies such as SGS. Shipment is only arranged after inspection passes.

03 Loading Verification

Verify product names, quantities, and packaging during loading. Photo documentation prevents wrong or missing shipments.

Our Service Commitments

Transparent Order Progress

Dedicated order tracker for every order. Real-time progress updates ensure full information transparency.

Fast Response to Issues

Any issue is communicated and resolved immediately. No excuses, no delays.

Pragmatic & Reliable

As a startup, we value every customer. We deliver on our promises for long-term mutual success.

03 • ORDER PROCESS

End-to-End Order Tracking System

Nine-step standard process, with dedicated personnel for every step

Customer Inquiry → Quotation → Contract Signing → Advance Payment → Factory Production → Factory Inspection → Final Payment → Customs Clearance & Shipment → Delivery to Port

Progress Transparency

Progress is updated at every milestone. Customers always know the order status. No hidden operations.

Dedicated Contact

Each order has a dedicated tracker who manages all stages throughout the entire process for efficient communication.

Proactive Alert

If any milestone is delayed, we alert immediately and proactively communicate solutions. Customers are never left waiting passively.

Note: Full process tracking from inquiry to delivery. Customers only need to interface with one person — hassle-free.

Market Outlook & Development Goals

Market Growth Outlook

Sustained Demand Growth

Infrastructure and urbanization continue to drive strong long-term building material procurement demand in emerging markets.

China Supply Chain Advantage

China's building material industrial clusters are mature with clear cost-performance advantages and strong export competitiveness.

Large Sourcing Service Market

Many overseas customers lack knowledge of the Chinese market, creating strong demand for professional sourcing services.

Company Development Goals

Stage	Goal
Year 1	Build initial stable customer base and refine service processes.
Year 2	Expand customer scale and broaden product categories.
Year 3	Deepen core markets and build brand reputation.

Pragmatic start, steady growth. No blind expansion.

04 • COMPANY CREDENTIALS

Company Credentials & Compliance Assurance

01 Business License

Officially registered international trading company operating legally and in full compliance.

02 Import/Export Rights

Possesses independent import and export rights to conduct foreign trade operations.

03 Customs Registration

Completed customs registration with regular customs declaration qualifications.

04 Foreign Exchange Account

Regular foreign exchange accounts opened for transparent payment and receipt settlement.

05 Tax Registration

Completed tax registration. Compliant tax payment and lawful business operations.

06 Industry Experience

Team has hands-on experience in the building material industry and foreign trade.

Compliant Operations • Integrity First • Long-term Development

Four Cooperation Models Explained

01 Direct Sourcing Model

Ideal Customers

Building material suppliers, contractors, and project owners with clear procurement lists.

Core Value

Customer specifies products. We handle sourcing, purchasing, quality inspection and shipment — hassle-free.

02 Project Procurement Model

Ideal Customers

Hotel, residential, and commercial complex project developers.

Core Value

Multi-category consolidated procurement, integrated supply chain, reduced overall project procurement costs.

03 Product Recommendation Model

Customer provides budget and requirements. We recommend high cost-performance product solutions.

04 Long-term Partnership Model

Stable customers enjoy priority production scheduling, better pricing, and customized services.

04 • SERVICE SYSTEM

End-to-End Service Support System

Product Sourcing Consultation

Recommend suitable products based on customer needs. Provide product selection advice, sample confirmation, and parameter specifications.

Order Tracking Support

Dedicated tracker follows the entire process. Real-time production progress, quality inspection reports, and loading photos are shared immediately.

Documentation & Logistics

Full set of export documents, ocean freight booking, customs declaration — one-stop service with end-to-end cargo tracking.

Quality Assurance Support

Strict pre-shipment quality inspection. Third-party inspection supported. Non-conforming products do not leave the factory.

Fast Issue Resolution

Responsive support for pre-sales and after-sales issues. Any problem is communicated and resolved at the first contact.

Flexible Cooperation

Supports small-volume consolidated containers and mixed-category shipments, lowering the threshold for small and medium-sized customers.

Supply Chain Advantages & Cooperation Vision

Three Key Supply Chain Advantages

Direct Access to Industrial Clusters

Direct connections to core building material industrial belts in Guangdong, Fujian, Zhejiang, and Jiangsu. Factory-direct supply.

Full-Category Integration

Six major categories — flooring, tiles, sanitary ware, doors & windows, soft furnishings — all available in one stop, reducing multiple supplier interfaces.

Asset-Light Flexible Operation

No overseas warehousing heavy assets. Lower costs and more competitive pricing for customers.

Our Cooperation Vision

Trusted China Building Material Sourcing Partner

We don't rely on scale. We earn long-term customer trust through professionalism, pragmatism, and reliability.

Grow Together with Our Customers

As our business grows, we gradually expand markets and categories, building long-term stable partnerships with every customer.



Thank You

Building Material Sourcing · Win-Win Cooperation

Looking forward to exploring new opportunities in emerging market building material trade with you.

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