

# SUMEC International Technology Co., Ltd.

May 6<sup>th</sup>, 2021



国机集团

# Our state-backed organization structure has set the foundation and enabled our success in becoming the No.1 machinery import agent in the market



State Council of the People's Republic of China



China National Machinery Industry Corporation Ltd (SINOMACH)



SUMEC Group Corporation (SUMEC)

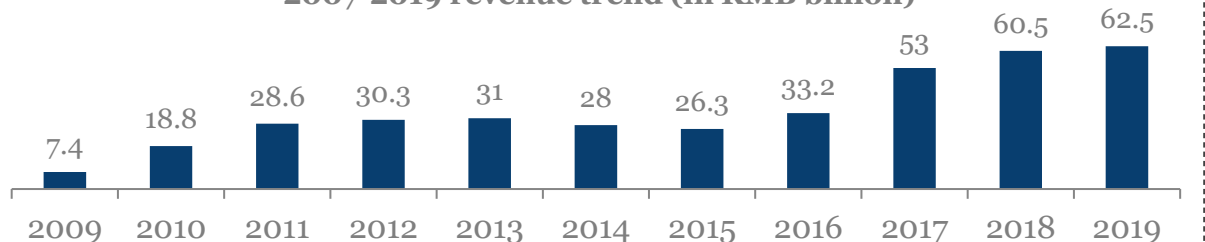


SUMEC International Technology Co., Ltd (SUMEC ITC)



- Incorporated in March 1999 and a core subsidiary of SUMEC AND SINOMACH
- Headquartered in Nanjing of Jiangsu Province and has over 20 wholly-owned or majority-owned subsidiaries in Dubai, Singapore, Hong Kong, Beijing, Shanghai, Tianjin, Guangzhou, Shenzhen, Chengdu, Chongqing, Xiamen, and Haikou.
- A global and regionalized “supply chain leader” in the form of a conglomerate that focuses on domestic and foreign trade of mechanical and electrical equipment and bulk commodities
- Achieved ~**USD\$ 9.0b** signed contract value, **+11% YoY**
- Top 5 sectors of 2019 (represent 77%)
  - ✓ Textile and Chemical Fiber, 28%
  - ✓ Machine Tools Processing, 16%
  - ✓ Lighting Industry (Paper Making, Film Processing and Printing), 12%
  - ✓ Petrochemical, 12%
  - ✓ Electronic Processing, 9%

2007-2019 revenue trend (in RMB billion)

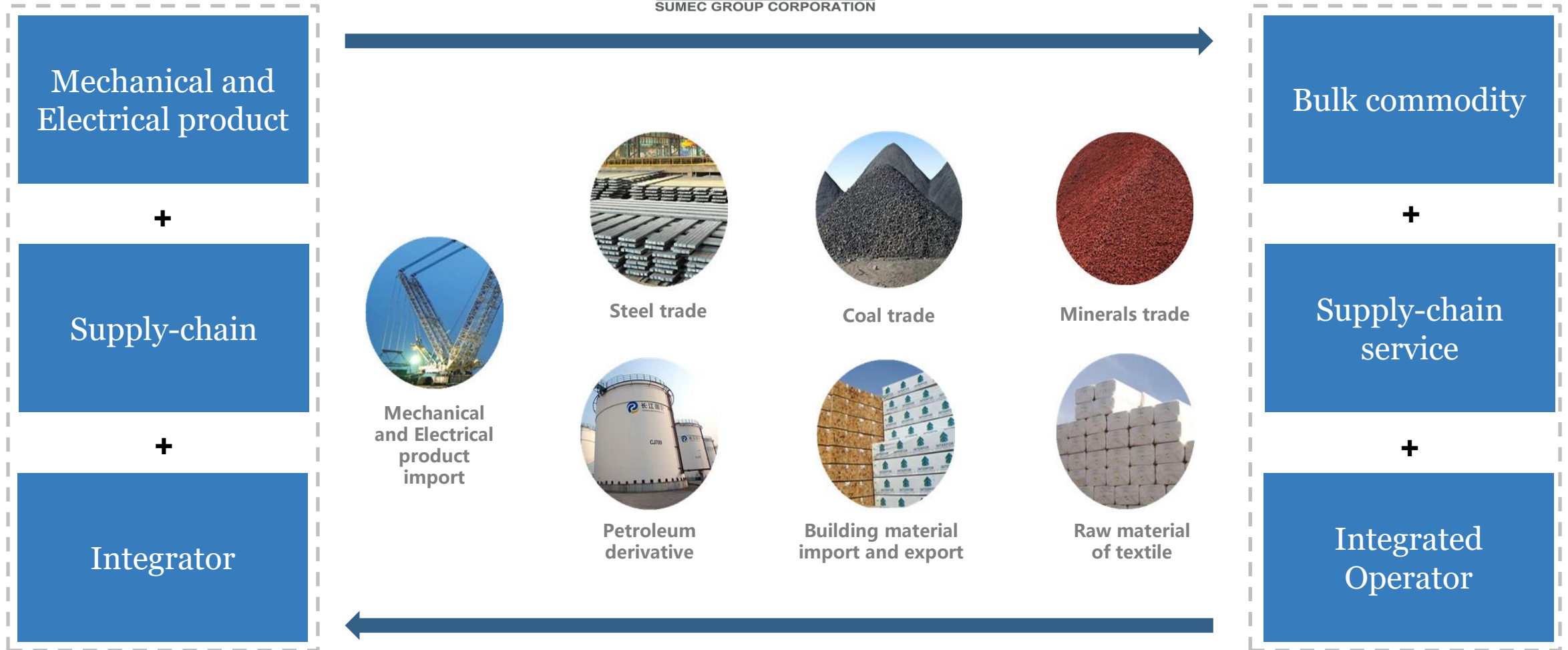


We have experiences working with clients across a wide variety from raw materials to machineries and our expertise extends from service value to commodity value

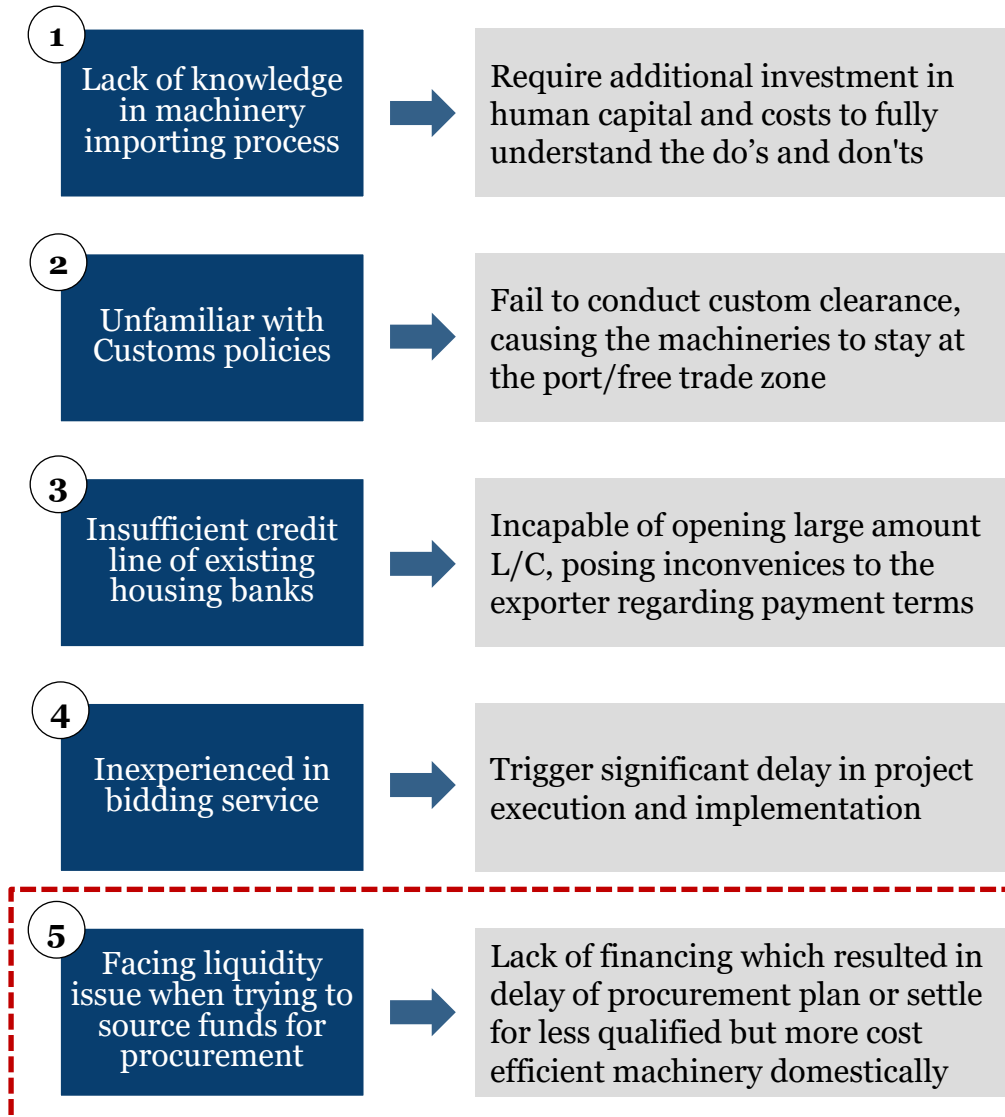


**Service Value Chain**

**Commodity Value Chain**



# Chinese buyers are facing different challenges throughout the import trading process, causing various degree of influence to the overall transaction progress...



## How SUMEC ITC can help?

### Resource Supply



- Works with a multitude of medium and high-end supplier resources and diversified and adequate product resources
- Established solid and stable strategic partnerships with many resource manufacturers

### Business Counseling



- Application of import license, end-user license
- Apply and match tax relief program to cater buyer's need
- Market entry solutions for foreign companies that have not yet entered China and match with potential buyers

### Financial Support



- Opening of L/C on behalf of the buyer
- Established strategic partnerships with 30+ domestic and foreign banks, with a total credit line of over 40 billion CNY
- Acting as the financial advisor to help match the buyer with desired financing solutions and successfully executed

### Logistic Services

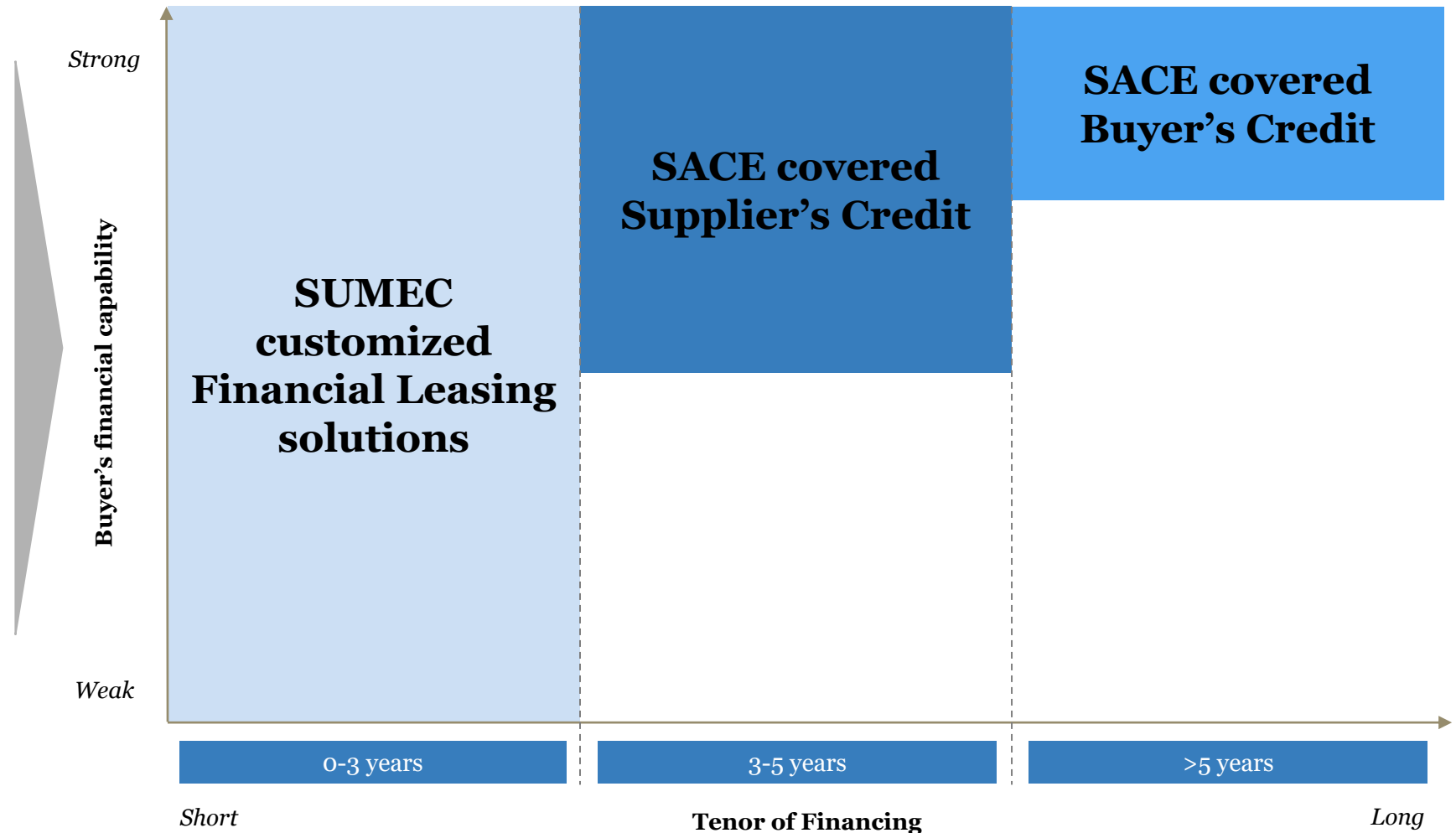


- Offers a series of core liable and professional logistic resources like port, warehousing, transportation and custody
- Leverage strategic partnership with over 60+ partners

...specifically to alleviate buyer's financing burden, we have designed and prepared tailored financing solutions targeted at all levels of buyers in order to close the transaction as soon as possible

### Selection Criteria for financing

- Tenor of financing
- Payment frequency
- Financing amount allowed
- Documentations required
- Overall cost and breakdown
- Additional process required by the fund provider
- ...



Our online *Equipment Exhibit Hall* which has more than 35,000 end-users, is a free platform for exporters to showcase their market competency which ultimately help the buyer to identify and match with the optimal exporter in their requests



Front Page of SUMEC public WeChat account



Exhibition Hall front page



Exporter Home Page



Selected Machinery Introduction

# SUMEC ITC has invested in providing one stop importing solutions alongside our dedicated experienced personnel to help you on your journey

1

**Expand Chinese market** base of SUMEC's leveraged sales force, market insights, digital platform and strong customer base

2

**Receive L/C from SUMEC ITC** on behalf of Chinese buyer leveraging top Chinese banks, in timely manner with efficient execution

3

**Acquire professional support in** challenges associated with exporting machineries to China or entering the Chinese market from scratch

4

**Strengthen competitive advantages** by leveraging SUMEC's leasing solutions and ECA financing supported by SACE



# We have developed an actionable engagement process for you to work with us in delivering the outcomes you wish to achieve



## Mobilize collaboration

- Fill out the information collection form
- Establish an aligned understanding of the company market presence and core capabilities



## Review current state

- Email correspondence to further the discussion
- Review documentations and information collected
- Draft comprehensive view of product attributes and display outlook on *Product Exhibit Hall*
- Identification of key risk and challenges to be faced



## Identify solutions

- Communication of detail action plan and specific deliverables
- Define a fit-for-purpose and efficient solutions
- Design the business outreach procedures and communication plans
- Refine and finalize proposed solutions and service offerings

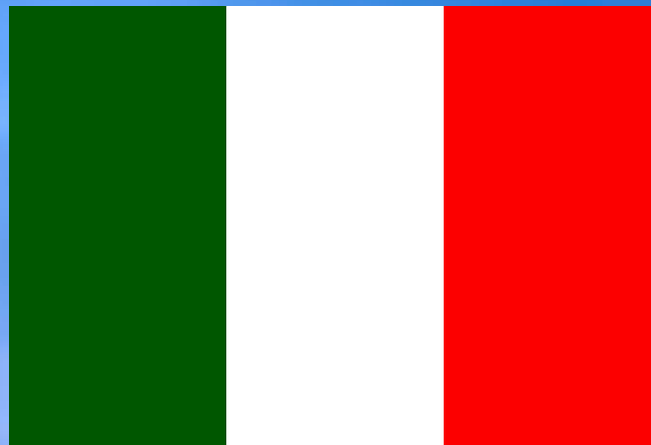
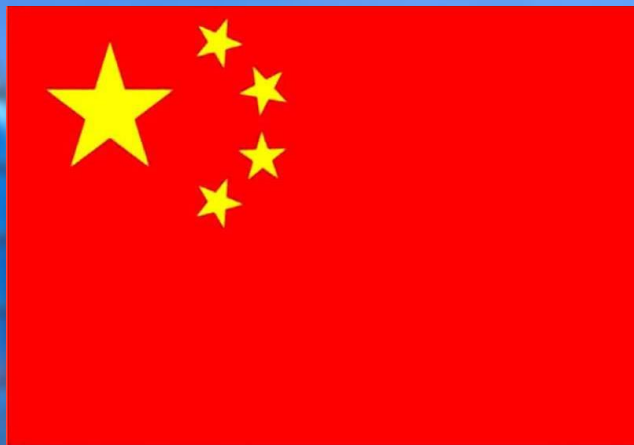


## Go-to-Market

- Implement and test out proposed solutions
- Constant monitoring of collaboration outcomes for process improvements
- Elaborate and propose additional value creation opportunities in order to conduct additional revamp on the partnership so all parties can benefit and pleased with the outcome from this partnership



# Be Your Most Reliable Partner in China



For more information,  
please contact  
Jacky Yang - [yanglin@sumec.com.cn](mailto:yanglin@sumec.com.cn)  
Darren Chau - [zhouxueqi@sumec.com.cn](mailto:zhouxueqi@sumec.com.cn)