

Solutions to these barriers



Solutions

Gov't
Endorsement

Boost customer confidence via joint effort of FTZ Government, Overseas Government and Alibaba Group

Brand Protection

Online Authorization + Bar code for brand authenticity, no code no entrance to platform

Import Service

Import service partners to provide product registry, custom clearance, and port to door service

Trade Service

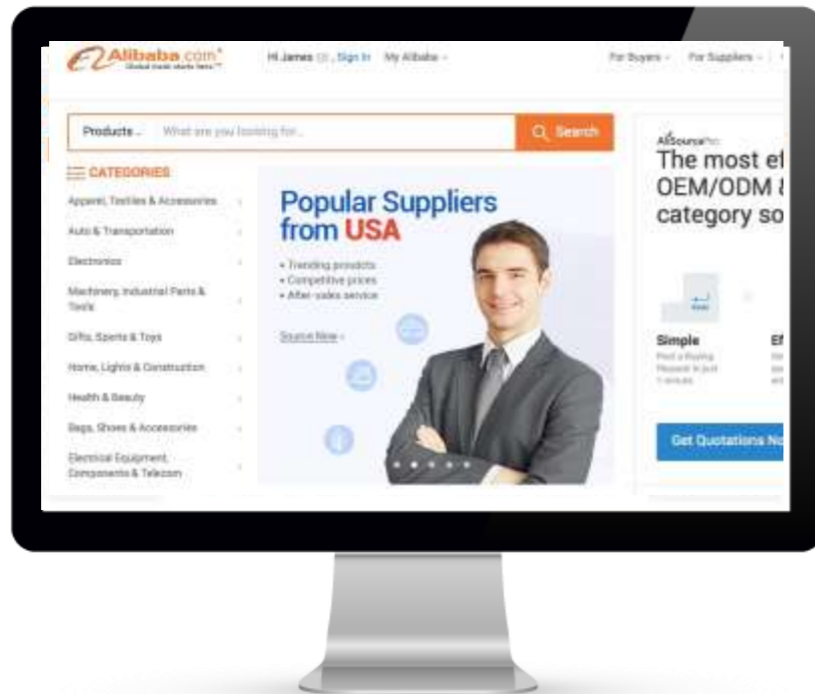
Pre-order, Less-than-Container Load, Authorized resellers, Bulk Sourcing

Management Service

1688.com to provide online store management services and training to new suppliers



Two immediate opportunities

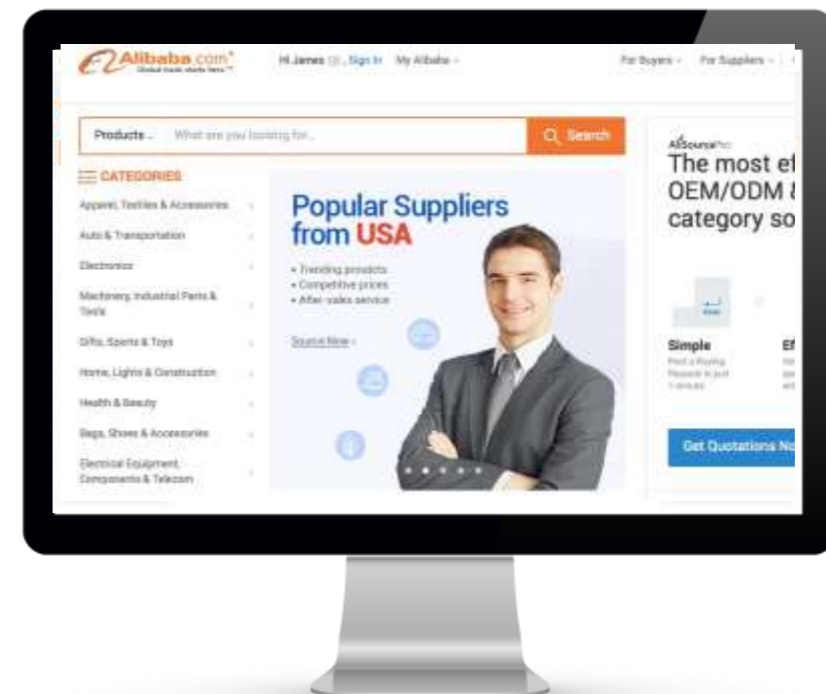


Safer Sourcing

Get leads for your any of sourcing needs

Quality suppliers

100% Free



International Promotion

Post up to 300 products online

15 Multi-language product posting options

Access our online RFQ system to find business

\$15 USD Per Year via ProChile (\$99 value)



Opportunity 1: Trade Assurance & Safer Sourcing



What is it?

Trade Assurance® is an Alibaba money-back guarantee

Find the suppliers Alibaba backs by searching for the Trade Assurance logo

Suppliers are assessed and given an amount of money/ limit that Alibaba guarantees

*The guarantee covers two things: pre-agreed product quality and factory ship out date





Sourcing Low MOQ Purchasing

wine opener

Search

Get Quotations

Related Searches: wine opener set bottle opener electric wine opener wine aerator wine accessories wine stopper

Categories

- Home & Garden
- Openers (51974)
- Bar Accessories (13348)
- Bar Sets (4366)
- Bar Tools (698)
- Gifts & Crafts
- Metal Crafts (1804)

Top Category

Openers

Feature

- Stocked (18747)
- Eco-Friendly (44223)

Openers Type

- Wine Openers (29002)
- Can Openers (543)
- Bottle Openers (19176)
- Jar Openers (380)

Metal Type

- Stainless Steel (25482)
- Iron (2914)
- Aluminum Alloy (3398)
- Carbon Steel (1225)
- View more

Suppliers by Area

- Africa (2)
- Asia (86118)
- Europe (50)

Products

Suppliers

Your Buying Request

7477 Selected Supplier(s) can give quotations. Get Quotations

Products Name:

Supplier Location:

Category: **All Categories**

Supplier Types: Trade Assurance Gold Supplier Assessed Supplier

View 86,225 Product(s) below

Minimum Order: Online View as:

Selected Supplier: Payment protection On-time shipment Product quality protection



Favorites Compare

Air pressure wine opener, corkscrew with protective sleeve,

US \$1-3 / Piece (FOB Price)
500 Pieces (Min. Order)

Type: Openers
Openers Type: Wine Openers
Model Number: K-QY-BH
Place of Origin: CN;GUA
Feature: Eco-Friendly
Metal Type: acrylic+aluminum ...

Tags: On-time shipment | Product quality protection | Payment protection | Exported to Denmark , Australia , United States , Singapore

Sponsored Listing

Zhongshan Cheers Electronics...
China (Mainland) | Contact Details

Trade Assurance
7 Transactions for US \$70,000+
24h-48h Average Response Time
78.6% Response Rate

Contact Supplier Chat Now!



Favorites Compare

Professional Lever Corkscrew wine bottle opener

US \$0.6-5 / Piece (FOB Price)
500 Pieces (Min. Order)

Type: Openers
Openers Type: Wine Openers
Feature: Eco-Friendly;Stocked
Place of Origin: CN;ZHE
Brand Name: Bocan
Model Number: BC-W0158

Tags: Payment protection | Exported to United States

Sponsored Listing

Yongkang Bocan Hardware M...
China (Mainland) | Contact Details

<24h Average Response Time
84.4% Response Rate

Contact Supplier Leave Messages

Premium Related Products



Reasonable price stainless steel handle



Metal Crafts Zinc Alloy and ABS Wine Bottle



Two-step waiter's Corkscrew, wine opener



Transaction History

[Contact Supplier](#)

[Leave Messages](#)

Below is the information about the supplier's transactions conducted via Alibaba.com. If you require further details regarding the transaction data, please contact the supplier directly.

Transaction Overview

2014.10 - 2015.09

Transactions



Export Markets



Transaction Details

Chile

This supplier has completed 8 transactions with buyers from Chile.

Buyer's Country	Transaction Value	Transaction Date
Chile	USD \$***.**,	08/27/2015
Chile	USD \$**,***.**	08/18/2015
Chile	USD \$**,***.**	07/02/2015
Chile	USD \$*,***.**	06/12/2015
Chile	USD \$*,***.**	06/04/2015
Chile	USD \$**,***.**	04/16/2015
Chile	USD \$**,***.**	01/29/2015
Chile	USD \$*,***.**	12/05/2014

Feedback

[Contact Supplier](#)

Wholesale Checkout Feedback

Other Feedback

Overall Ratings

Shipping Time:

★★★★★ 5

Product as Described:

★★★★★ 5

Communication:

★★★★★ 5

[Rating Rules](#)

Ratings

★★★★★ 11

★★★★☆ 0

★★★☆☆ 0

★★☆☆☆ 0

★☆☆☆☆ 0

100.00%

Buyer

Ratings & Comments

Communication:

★★★★★

Shipping Time:

★★★★★

B*** R***

2015-07-06 20:10



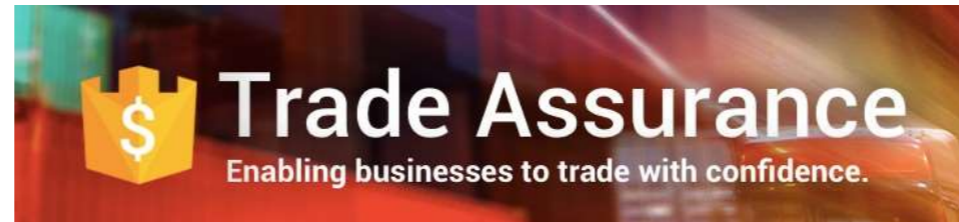
serive charge

★★★★★

Very Satisfied with Pricing and Quality- Would definitely do busin ith Freedom Gifts Limited again



Information on Trade Assurance[®]



Alibaba passed 50% of our Chinese suppliers joined the Trade Assurance[®] Program

50,000 + Trade Assurance Suppliers

Categories with the highest Trade Assurance[®] amounts available (global):
Machinery, Home & Garden, Consumer Electronics, Construction & Real Estate, Lights and Lighting

Top 5 US Product Categories for Trade Assurance[®]:
Machinery, Beauty & Personal Care Products, Home & Garden, Packaging & Printing, Sports & Entertainment



Opportunity 2: International Promotion on alibaba.com

Special Promotion for Chilean Companies



Alibaba.com Verified Membership

- alibaba.com company page
- Promote up to 300 products
- Post products in our multi-language marketplace*
- Access our online RFQ system to seek business

Special Price: \$15.00 / year (\$99 USD Value)

*Languages currently available: English - Español - Português - Deutsch - Français - Italiano - Русский - 한국어 - 日本語 - العربية - ไทย - Türk - Nederlands - tiếng Việt - Indonesian - תיבוע



Opportunity 2: International Promotion on alibaba.com

How to Sign-up?



Provide your name and email address to ProChile for the sign-up link

How to get started/ use Verified Membership?

1. Attend this afternoon's session on using Alibaba products
2. Utilize our online Quick Start and training tools



Access China: B2C & market entry



Three important macro trends in China

- I. China is transitioning into a consumption economy fueled by growing middle class and unlocked spending among rural populations
- II. Consumption habits of this and future generations are being shaped by the Internet and smartphones
- III. Growth in disposable incomes allowing consumers to upgrade lifestyles through imported products and overseas travel



Three MORE important macro trends in China

- I. Because of the incredible growth of China over the past two decades, the market (in some product categories) has been flooded with products from all over the world.
- II. China's population is getting older. Beginning right now, there are more retirees each year than there are new entrants into the workforce.
- III. Low price points for products is incredibly important when selling to Chinese consumers, but convenience is also a major factor in decision making.

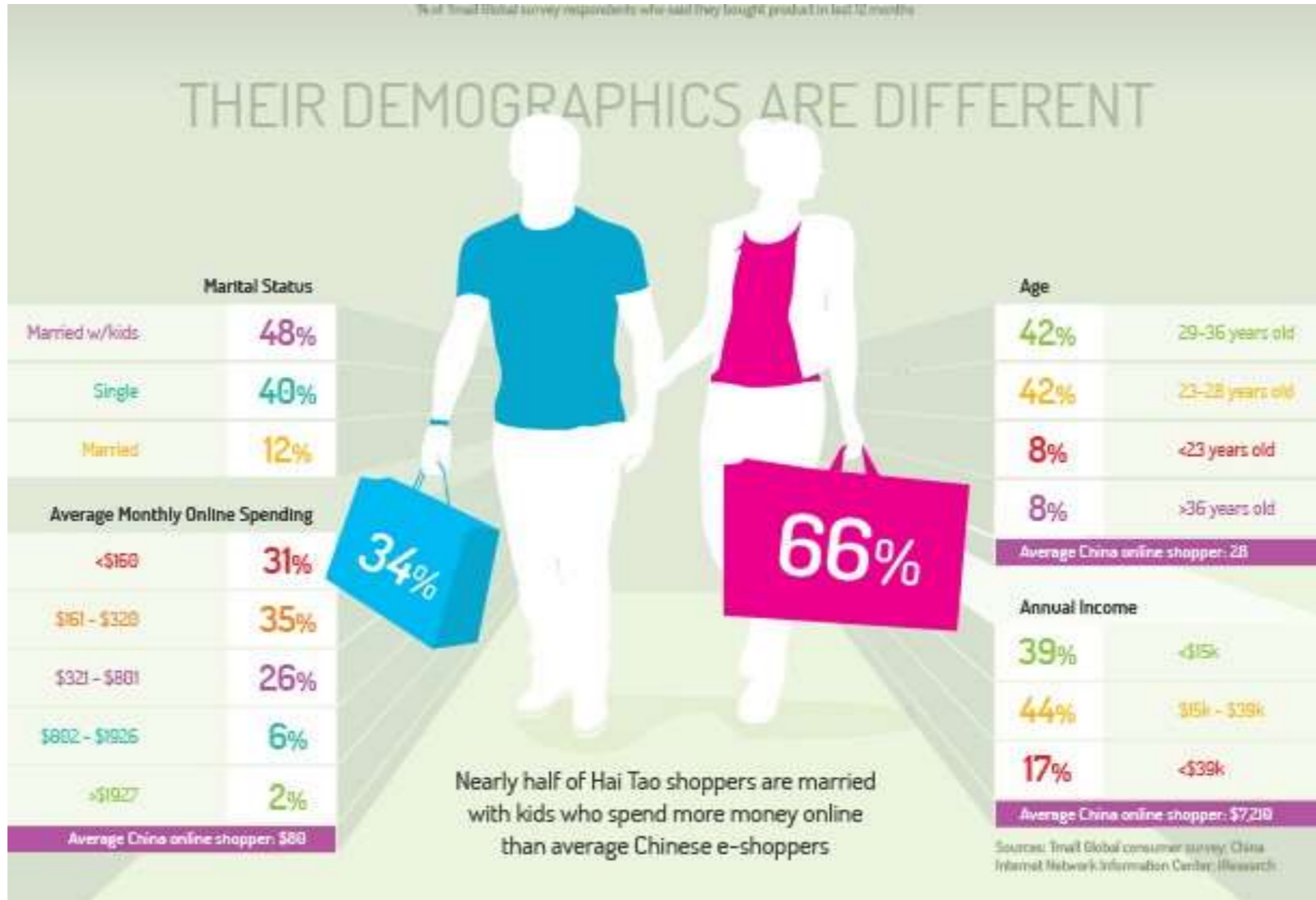


The Chinese e-commerce landscape





Who is shopping online in China?



Source: Tmall Global Survey, 2014



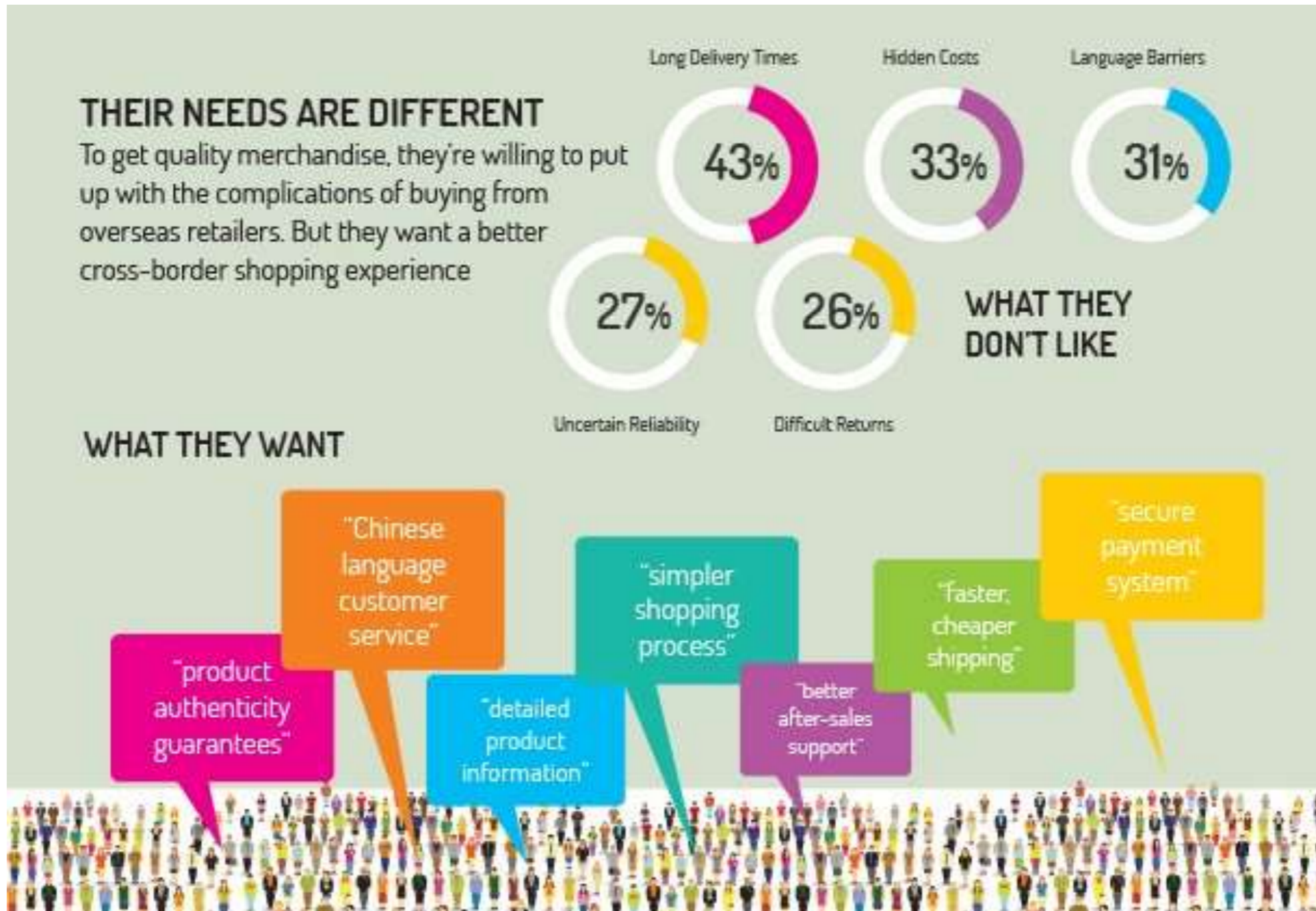
What do Chinese customers buy from overseas?



Source: Tmall Global Survey, 2014



What do Chinese shoppers care about?

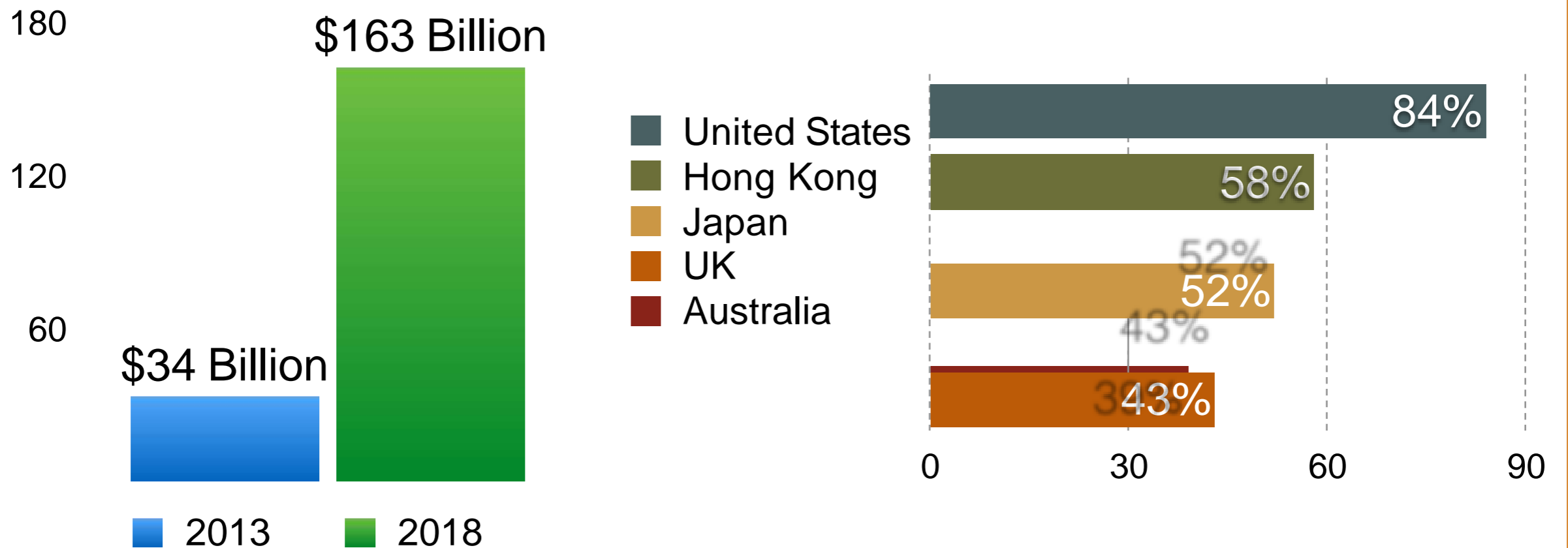


Source: Tmall Global Survey, 2014





Purchasing Power of Chinese Consumers



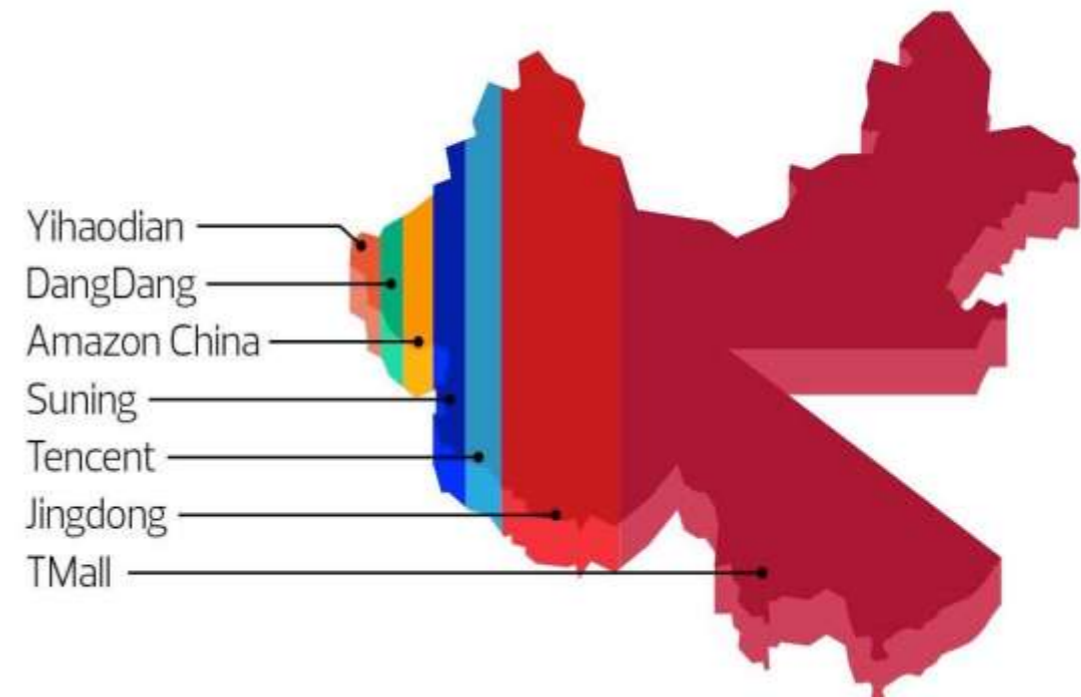
Overseas shopping spending was up to **35 billion** USD in 2013 vs. **163 billion** USD by 2018

The US ranks #1 as the hottest shopping destination for Chinese consumers





Where do Chinese customers shop online?



Alibaba's **Tmall.com** is the clear leader in Chinese e-commerce marketplaces (transaction data)

Source: iResearch

Source: TechInAsia.com via ChannelAdvisor





Jimmy's Five Concepts for E-commerce in China

1. Nimbleness and flexibility are critical
2. Don't neglect customer service.
3. Show up. Frequently. Understand China.
4. Marketing and mobile are already paramount in China.
5. It's all about logistics and traffic.





A quick cultural quiz:
Which one of these products works in China?



Green hats



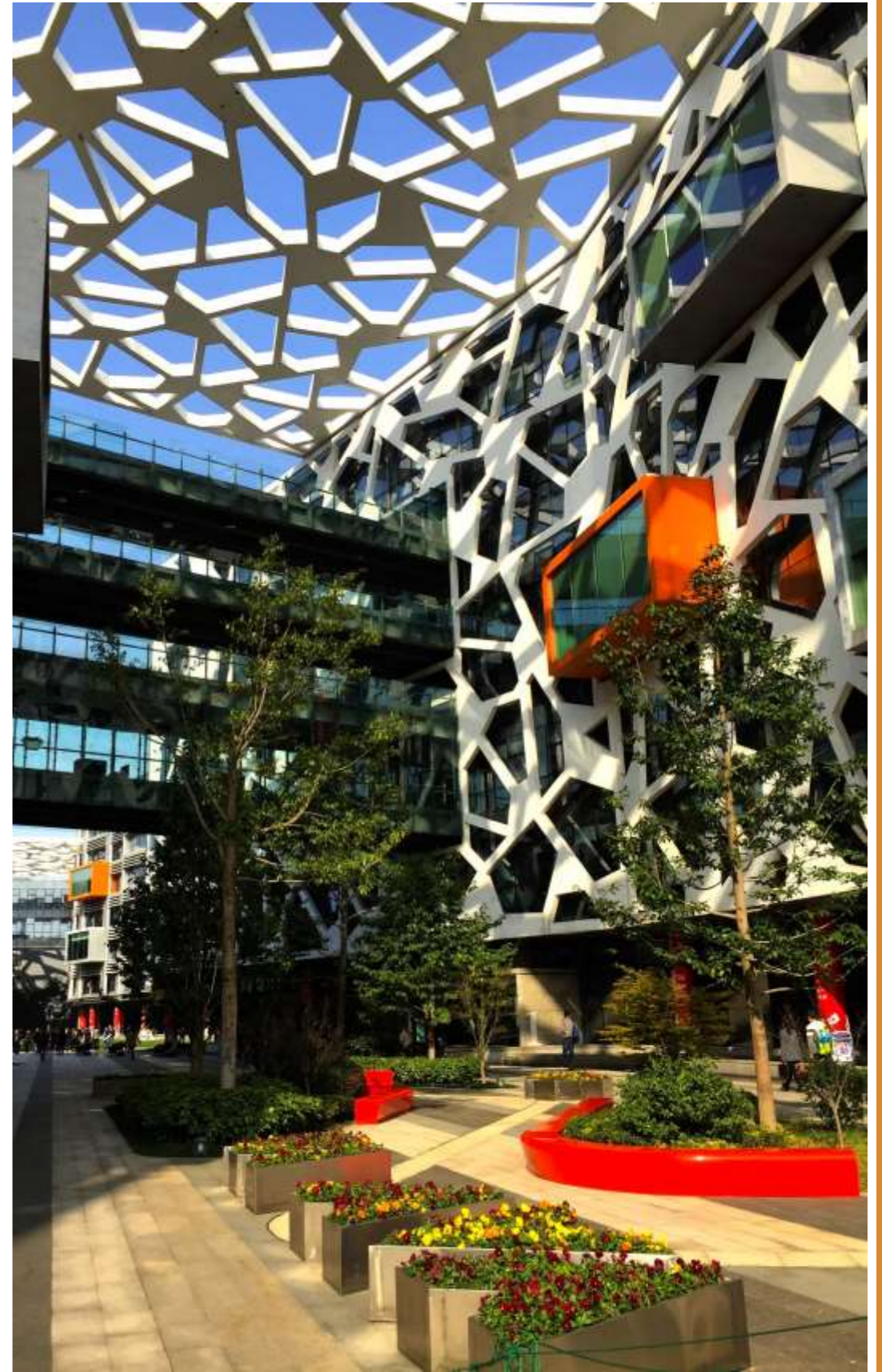
White wedding roses



Cinnamon rolls



Alibaba Group Opportunities



International E-Commerce Related Business Units

B2B



The original international B2B site. China domestic B2C/ C2C site.



China domestic B2B site.

B2C



China domestic B2C/ C2C site.



China international B2C/ C2C site.



China domestic B2C site.



China international B2C site.



China domestic group buying site.



International B2C/ B2b ("little b") site.

Services



Cloud computing.



Cloud OS.



Algorithms and Big Data.



Advertising platform

Payment*



Payment and financial services

Logistics†



Logistics network

* Please note that Alipay is a division of Small and Micro Financial Services Company, a related Alibaba company.

† Cainiao Internet Technology Ltd. and China Smart Logistic Network (CSN) are a related Alibaba company.





Where we stand today?



淘宝网
Taobao.com

China domestic B2C/ C2C site.



天猫 TMALL.COM

China domestic B2C site.



支付宝 Alipay.com
第三方电子支付平台

Payment and financial services



Alibaba.com®
Global trade starts here.™

The original international B2B site.

China consumer-to-consume(C2C)

More than 500 million registered users

800 million products and Top 20 most visited sites in World (Alexa.com)

Business-to-consumer (B2C)

70,000 merchants selling products

Online Payment Gateway

More than 700 million registered users,

170 financial partners and support 14 currencies

A truly global marketplace with **40+ million** registered users in more than 240 countries and regions

2.5 million supplier storefronts

5,900+ product categories in **40+** industries

Global Traffic Ranking on Alexa.com: **77**

No. 1 in E-Commerce category

No. 1 in International Business and Trade category





Alibaba Group Size and Scale

	Total GMV US\$394 billion (RMB2,364 billion)		Mobile GMV US\$71 billion (RMB442 billion)
	Annual orders 14.5 billion		Packages generated 6.1 billion
	Annual active buyers 350 million		Annual active sellers 8.5 million
	Paying customer relationships ⁽²⁾ 3.6 million+		Countries/regions where buyers are located ⁽³⁾ 190+

Notes:

(1) Unless otherwise indicated, all figures are specific to our China retail marketplaces for the 12 months ended June 30, 2014.

(2) The sum of merchants on our (i) China retail marketplaces who paid fees and/or commissions to us in the 12 months ended June 30, 2014, plus (ii) wholesale marketplaces with current paid memberships as of June 30, 2014.

(3) Includes registered countries and territories of (i) buyers that sent at least one inquiry to a seller on Alibaba.com and (ii) buyers that settled at least one transaction on AliExpress through Alipay, in each case in the 12 months ended June 30, 2014.





谢谢
Thank You

Jimmy Tobyne

Strategic Partnerships and Business Development
International Business Development and Marketing Team
Americas Region

Email: jtobyne@alibaba-inc.com

Twitter: @jamestobyne

