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BOKE Overseas Agent Policy

BOKE aims at establishing a lasting and stable business relationship with its overseas partners on the basis of mutual benefits and equity via the cooperation on Foshan Boke Furniture Co.LTD.

Summary of Office Furniture Business:

Current Situations&Development Tendency :

The office furniture manufacturing industry has been growing at 7.91% annually over the past three years and will exceed \$40 billion by year 2024.

Choosing BOKE will bring you 20%-50% profit from every order.

1.Main Potential Partners

- a. Wholesalers;
- b. Project Contractor/Builder/Designer;
- c. Trading Company Home & Abroad;
- d. Company Owners ;
- e. The one who engages in the business relevant to building materials; (i.e. hotels for building materials, office appliances, office hardware, tiles, etc.)

2.Features and Advantages (Why should choose BOKE OFFICE CHAIR?)

2.1 Five Major Advantages

- 1) 20 years in office furniture industry
- 2) 35+ new patented designs that others have no
- 3) 20,000pcs chairs in stock to satisfy your urgent order
- 4) SGS and BIFMA certificated
- 5) 5 years warranty

2.2 “One-Stop” Services:

- 1) Market research;
- 2) Investment budgets analysis;
- 3) Showroom decoration design;
- 4) Product Reasearch&Development;
- 5) Training on products & sales skills;
- 6) Products selecting;
- 7) Products pricing;products publicity;
- 8) Products promotion;
- 9) Marketing channels development and maintenance;
- 10) Products Installation; etc

FOSHAN BOKE FURNITURE CO., LTD.

Factory: No.1, Xingye First Road, Shatou Industrial Zone, Longjiang Town, Nanhai,
Foshan ,Guangdong ,China.

Marketing Center: Floor 7, Block F, International Creative Industrial Zone, Longjiang
Town, Shunde , Foshan, Guangdong, China.

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2.3 Nine Profound Guarantees

- a. Product Quality;
- b. Product Profit;
- c. In-time after-sales services;
- d. Product Selecting;
- e. Worry-Free Product Knowledge;
- f. Training on Product Sales Skills;
- g. Products Installation guide services;
- h. Products Marketing Planning & Strategies;
- i. Profit Making & Business Developing;

2.4 Supports to Partners

- 1) Free sample;
- 2) More competitive price;
- 3) Exclusive supply for some hot-sale designs and new designs

2.5 Hundreds of Successful Cooperation Cases

WONDERFUL ASIA LIMITED(America)
ROSS PROCUREMENT (America)
TECNOLOGIAS HEMISFERICAS(Peru)
KOKUYO INTERNATIONAL (Thailand)
ROMEO INTERIORS FACTORY LLC(Dubai)
TERRA MOB PROD SRL(Romania)
WELSTAR EXPORTS LIMITED (Argentina)
HUAWEI TECNOLOGIES CO.LTD(China)
etc.

2.6 Requirements to Partners

- 1) Independence Area for BOKE Products Display;(Store, showroom, or online store etc.)
- 2) Pay for the postage if receiving the free samples;
- 3) MOQ 50 units for first trial order(if need);
- 4) MOQ 300 units for formal order;
- 5) Relatively stable and growing orders.

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