

# MonarchFc

Cross border eCommerce Fulfilled & Delivered by  
MonarchFx

## WHY SHOULD U.S. COMPANIES SELL AND DELIVER PRODUCTS IN CHINA?

- Cross border eCommerce is a \$200B industry, projected to grow to \$1.0 Trillion by 2021.
- Beyond luxury items, Chinese consumers value U.S. products that have a Western influence. These include apparel, footwear, cosmetics, nutritional supplements, maternity & infant, pet care, and many more.
- Integrate into China's largest Marketplace, T-mall.



### The MonarchFc Value

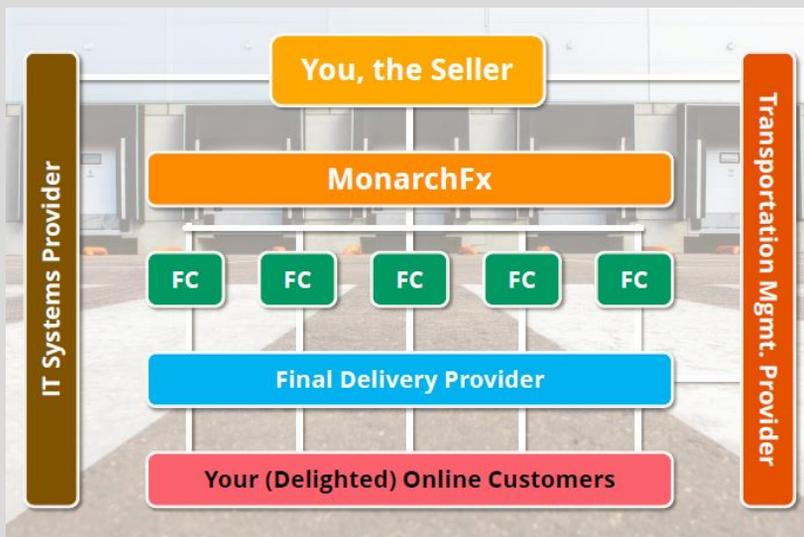
MonarchFc has helped more than 300 brands, retailers, and service providers in B2C and B2B markets to understand the unique opportunities, challenges, and demands presented by doing business in China.

Chinese consumers and businesses have unique motivations for making a purchase, engaging in a deal, and partnering with foreign companies. Our focus on culture, language, social factors, and history are the foundations to profitable engagement with China.

### Through our alliance of specialized partner firms we provide:

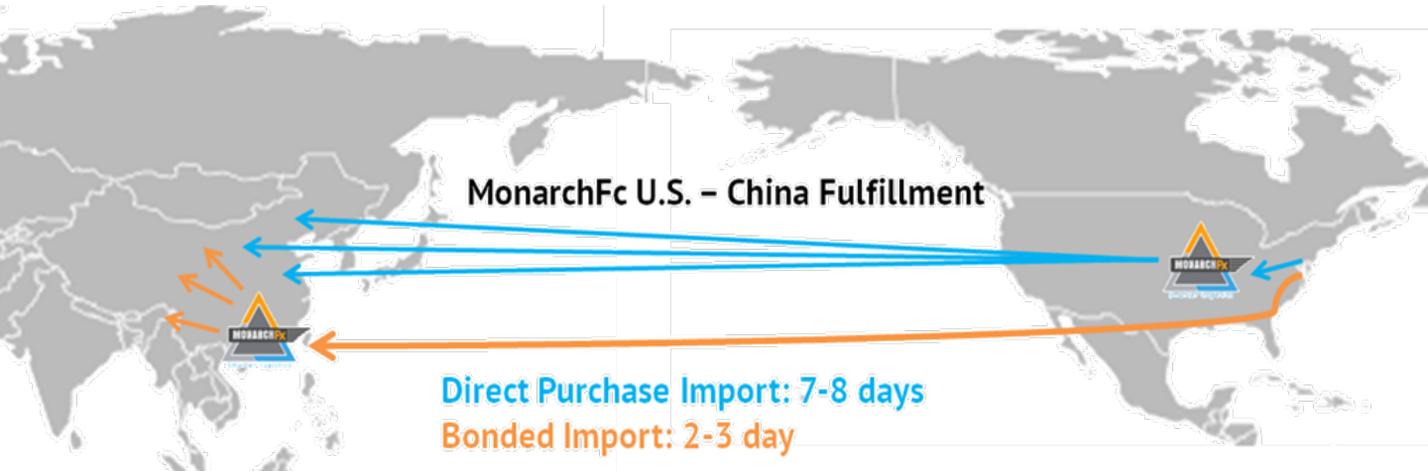
- Market knowledge and competitive insights
- Market entry strategy and implementation
- eCommerce entry and expansion strategies and implementation
- Branding and marketing
- Engaging the "Global China Consumer"
- Digital marketing and social media services
- M&A due diligence/deal cultivation
- Channel strategy
- U.S. Manufacturing knowledge and insights
- Cross border Customs and tax intelligence
- Inventory Planning
- Efficient and reliable order fulfillment

### The MonarchFx Organizational Model



## Cross border eCommerce can be complicated. MonarchFc makes it easy.

- MonarchFc's Direct Purchase Import Model allows companies to fulfill online orders without forward deployment of inventory, yet with goods delivered to your International customer's door in 5-7 days.
- For larger volume providers, MonarchFc's Bonded Import model allows companies to forward-deploy inventory in a free trade zone (FTZ) warehouse. Once goods are sold, there is real-time, automated customs clearance, and goods can be delivered to the local consumer in as little as 2-3 days.



Through MonarchFc's global logistics partners, your international customer gets a "local" experience:

### Fully Landed Cost Calculation



Easily calculate and display total landed costs so consumers can avoid the surprise of additional charges at delivery.

### Fraud Protection



Gain peace of mind with secure and certified data and payments.

### Localized Payment Processing



Display your product descriptions in local languages and automatically convert to local currencies.

### World-class Logistics



Handle export documentation without paper. End-to-end visibility for both you and your customers.



STTAS is MonarchFc's partner for Global Trade Compliance Management (GTCM) allowing your company to reduce the risks of international trade compliance while enjoying the benefits of shorter cycle times, lower duties, lower taxes, and lower corporate costs.