



INTERNATIONAL BUSINESS TRADING EXPORT DEPARTMENT

*THE SOLID BRIDGE BETWEEN CONTRACTORS, DEVELOPERS AND CHINESE
20 YRS SELECTED MANUFACTURERS*

THE IDEAL PARTNER FOR YOUR PURCHASES IN CHINA



www.ibtprojects.com



EXPORT DEPARTMENT

2025

INTRO

IBT Export Department is a consortium of Chinese manufacturers specialized in the export of any product category in construction sector:

- CONSTRUCTION SITE EQUIPMENT & MACHINERY
- BUILDING & FINISHING MATERIALS
- ALTERNATIVE ENERGY PRODUCTS

Through a wide range of trusted manufacturers in China **selected over last 15 years** and a well-set up logistic organization in the country, we facilitate the purchases of materials by any company involved in Construction sector by customizing their requests to their reference market, to the required quality level, to the budget, to the needs of times to receiving goods by identifying the reliable sources of production of materials **adapted to any requested specification**.

**WE SATISFY AT 360°CLIENT'S REQUEST IN ALL FIELDS
OF CONSTRUCTION SECTOR AND RENEWABLE ENERGY!**





EXPORT DEPARTMENT

PURCHASES FROM CHINA, LIMITS AND PROBLEMS

Buyers (from Contractors to Real Estate Promoters, from Distributors to Installers) always wish to buy materials and equipment directly from original manufacturers in China to allow the best optimization of costs to be more and more competitive on their local market.

But purchases from China presuppose **extremely important conditions** including consolidated relationships with producers, the certainty of their rigor and compliance with commitments, their precision, order, punctuality, good organization for exports, correctly spoken and written English language (not easy to find in China, a trap behind which defects in the delivery of goods are often hidden) otherwise **the damage becomes greater than the advantages** of being able to count on a good and satisfactory supply of materials.

AND IT'S NOT AS EASY AS SAYING IT !!!!

The construction of an efficient and productive "remote" supply chain requires time, patience, frequent trips in order to create solid relationships, considerable costs, maintaining relationships, constant dedication etc..

The choice of producers NOT carefully selected and perhaps considered interesting only for the offered "good PRICE" could prove, in the medium term, **a wrong choice with harmful consequences**.

The Internet often hides significant pitfalls in this sensible field.

In addition, a **very good logistics organization** is equally essential in order to optimize costs, to joint various categories of purchased goods being part of the same cargo, often produced by different suppliers and far from each other.





EXPORT DEPARTMENT

IBT, THE BEST SUPPORT FOR PROCUREMENT DIRECTORS

One of the main challenges Procurement Directors face is having to navigate and often simultaneously manage a multitude of suppliers, frequently international, for every single quotation request, in order to obtain the best technical and financial offer.

It's an extremely delicate and exhausting role that requires time and resources, often clashing with the tight deadlines imposed.

IBT is your ideal partner in achieving your goal the winning outsourcing solution for your procurement needs.

When you think you've received the best quotes, COME TO US:
play your final card to get the best offer and the best service.

Let's talk —
together we'll create the solution that
truly meets your needs.





EXPORT DEPARTMENT

THE SOLUTION

IBT Exports Department limits all aforementioned drawbacks because over fifteen years of experience have allowed us to temper all the risks in favor of our customers by greatly limiting any inconvenience due to the selection of producers and logistics partners gradually carried out over time.

We **lighten your work and limit your risks** for the benefit of your satisfaction, your peace of mind, your success because the **CORRECT SUPPLY OF MATERIALS** and **PRECISE LOGISTICS MANAGEMENT** are certainly among the most important conditions for achieving your goal.

We make you available our gradually on the time created consortium of manufacturers to satisfy any of your inquiries, we wish to become your **MAIN INTERLOCUTOR** for the procurement of materials for your construction sites.

The savings will be considerable, your competitiveness will increase, you will only have to take care of selecting valid local installers.

OVER 20 YEARS OF EXPERIENCE, A WIDESPREAD NETWORK, AND A SELECTION OF RELIABLE MANUFACTURERS IN THE CONSTRUCTION and RENEWABLE ENERGY SECTORS AT YOUR SERVICE

IBT, YOUR RIGHT HAND IN SOURCING



“ WE MANAGE YOUR SUPPLIES, YOU WILL ONLY THINK TO SELL AND BUILD!!! ”



EXPORT DEPARTMENT



THE METHOD

ACCURACY, METICULOUSNESS, ORDER AND TRANSPARENCY of the preliminary information received before starting preparing offers are the **KEY ELEMENTS** to obtain the best results using our network and offered complementary services being able to maximize the potential of our supply chain of producers in China.

The clarity and precise knowledge of the customer's requests, qualitative range of products, budget, technical specifications, AutoCAD/3D drawings of the project, required arrival times of the goods at final destination are the cardinal points of IBT's good management of supplies and the basis for successful long-term cooperation with the customer.

In fact, Chinese production offers more than any other source all the quality levels of products, every price range, from the lowest to the most luxurious, accessible to all budgets and markets.

Therefore, the construction of a perfect synergy between IBT and the applicant is the main prerequisite for the success of the relationship for the profitable benefit of both parties.





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COMPLEMENTARY SERVICES

PROJECT STUDY & MATERIALS LISTING

Regarding the indispensable aforementioned accuracy, meticulousness, order and transparency of information received for each project, IBT disposes of a technical processing service available to customers in all cases of need to perfect required information prior to the preparation of each offer.

In cases where the customer does not have all or part of required technical information necessary to achieve the most reliable result of final offer, upon payment of an additional service which will be deducted in case of order confirmation, the customer will be able to take advantage of the IBT technical department which will provide on its behalf the detailed study of each sector of the project, the calculation of the quantities of each requested product category, the preparation of the Excel offer model form files, the creation of 2D and real 3D drawings if necessary, all to take the best precautions necessary to ensure that the final offer conforms precisely to the request of the project specifications.

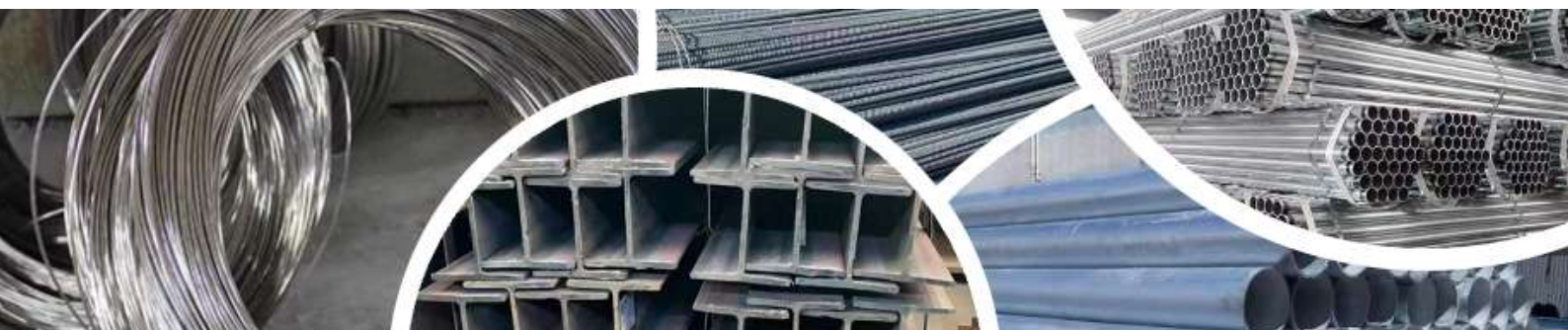




Bank Guarantee

 SBLC

THIRD PARTIES QUALITY/QUANTITY INSPECTIONS





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THE STEPS OF THE PROCESS

STEP 1 | The applicant fills in the form at the link www.ibtprojects.com/your-purchase-inquiry/ introducing all required attachments OR transfers by email the quotation request to IBT providing detailed information about the requested products. (Tender specifications, technical specifications, technical drawings, quantities, images of the requested items, average budget etc.) and attached documents pertaining to the request.

STEP 2 | IBT will analyze the request and, if not satisfactory to all parameters necessary to be correctly processed, will ask for additional information via email.

STEP 3 | If IBT will confirm the assumption of the assignment, the actions to identify the unit prices of products requested by client will start.

STEP 4 | Once above process completed, IBT will offer to the applicant the best FOB (Freights on board) Unit prices with a limited validity period.

STEP 5 | In the event that prices proposed by IBT in step 4 are accepted by the Client, a Mandate for the assignment of the mission in favor of IBT will be signed between the two parties.

STEP 6 | Following the signing of the Mandate, IBT will complete the Pro Forma Invoice with logistic loading plans, availability times of the production(s), number and type of containers (or spaces on vessels in case of machinery or bulk transports), costs for loading and internal transport, Insurance, transport costs from the upload port to the port of destination will be calculated at this stage. The availability of quality certificates requested by the customer and the conformity of the products as per the project specifications will also be confirmed.

"Terms and Conditions" will indicate the validity of the offer, exchange rates, port of embarkation etc.





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THE STEPS OF THE PROCESS (CONT.)

STEP 7 | In the event of a request for samples, IBT will take care of sending the requested samples as per ESSENTIAL CONDITIONS n°2.

STEP 8 | Following validation of last edition of the offer, the "Supply Contract" will be signed between the parties.

STEP 9 | Once Supply Contract signed, the Customer will proceed to start local procedures for importation on the basis of last validated proforma invoice to be able to move forward to Swift Transfer for Down Payment as described in ESSENTIAL CONDITIONS n°3.

STEP 10 | Upon receipt of Swift Transfer for Down Payment, the preparation of goods will begin and third parties' inspections planned.

STEP 11 | During the production process and when goods are ready for loading (depending by case-by-case models and nature of merchandises), IBT will procure to the Customer third – parties Inspection Reports and photographic material support.

STEP 12 | The Customer will pay Last Payment as described in ESSENTIAL CONDITIONS n°3 or, in the case of sales contracts with LC payments, the relevant documentation will be prepared accordingly.

STEP 13 | Upon receipt of the above payment, logistics operations will begin and IBT will inform the Customer about the evolution of loading process through reports and photographic material support.

STEP 14 | Upon completion of logistics operations, IBT will send to Customer original copy via email and via DHL / UPS / FEDEX of the Final invoice, Bill of Lading/s and Packing List as well as the references of the itinerary of the ships on which the containers / goods will have been loaded and information for Tracking.

Invoices are always issued directly by INTERNATIONAL BUSINESS TRADING LTD, Hong Kong as exporter who remains the sole interlocutor of the importing customer.

Rarely, usually in the case of complex supplies and LCs opened specifically for that purpose, deliveries are invoiced directly by IBT's partner manufacturer.

STEP 15 | The Customer is responsible for all import operations starting from the arrival of the ship (s) at the Port of destination.





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ESSENTIAL CONDITIONS

1. The supplies can be taken over by IBT only if the requested material can fill **at least 1x20'** or concerns machinery transported on flat racks or bulk vessels. Except for exceptional cases and for samples, any supply of small dimensions or few units is excluded.

2. The **supply of any form of samples** and logistic/transport costs are at the charge of client and deducted by final purchase amount.

Invoice "for samples" will be introduced to the applicant.

3. **Payments** for supplies are always made via Swift Transfer as follows:

- **DOWN PAYMENT: 40%** (not customized goods) **and 50%** (customized goods)
(Bank Guarantee for Advance Payment could be provided, if asked at the cost of 5% of guaranteed amount)
- **FINAL PAYMENT:** subject to notification of goods ready for loading and sending of Inspection Reports issued by Third-Party inspection company (in the manner envisaged for each type of supply)

In the case of an LC being opened, the payment terms are governed by the LC text as agreed between the parties.

4. The **cost of the insurance** is always suggested but not mandatory, it is a client's discretion.

5. Quotations required for participation in tenders are valid for 1 (one) month only.

6. Quotations are proposed at the lowest applicable price, to be avoided requests of extra discounts.

7. Quotations are always CIF/C&F Port of destination, all import and transport costs of goods from destination port to construction site/final destination are borne by the customer 1. who, once in possession of IBT's final offer, may request a quotation from their customs agents for the import cost and delivery to the final destination.

The installation of materials always remains at the charge of the customer.



UNION AND TRUST CREATE THE STRENGTH



EXPORT DEPARTMENT



360° SUPPLY SOLUTIONS FOR THE CONSTRUCTION AND RENEWABLE ENERGY SECTORS





NEXT 2026 OPENING: DUBAI BRANCH



IBT EXPORT DEPARTMENT | CONTACTS



**INTERNATIONAL
BUSINESS
TRADING LTD.**

"THE BRIDGE BETWEEN CONTRACTORS,
DEVELOPERS AND CHINESE SELECTED
MANUFACTURERS"



BELT AND ROAD
CHINA INITIATIVE
Economic Partner

CONSORTIUM OF CHINESE MANUFACTURERS
Export of Products for Construction and
Renewable Energy Sectors

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EXPORT DEPARTMENT

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