

SALES & DISTRIBUTION SERVICES

Reach your growth potential in Greater China.



China's market potential is immense but hard to harness. We help B2B and B2C clients drive growth and unlock profitability in the region by supporting their local sales and distribution (S&D) strategy, setup, and operations. From identifying the right online and offline sales channels to ensuring flawless order fulfilments, our end-to-end S&D services are designed to meet the various needs you may face at each stage of your China business.

Your challenge

Are you seeking to:

- ▶ start exporting to China
- ▶ enter China's e-commerce market
- ▶ reduce your reliance on Chinese distributors
- ▶ gradually scale up your local presence, or
- ▶ expand into new customer segments and regions?

How we bring value

With 35+ years of experience, we can support you by providing:

- ▶ product- and industry-specific expertise
- ▶ a network of reliable local logistics providers
- ▶ ERP solutions to enhance control and transparency
- ▶ one-stop access to a range of advisory and outsourced services



Fiducia's long-term experience and deep knowledge of the markets in Hong Kong and China gives them an impressive advantage.

Thomas Paroubek,
MD Hong Kong

MIGROS

OUR S&D SOLUTIONS

