DMB HK Limited

Doing Major Business

LATIN AMERICA MARKET EXPANSION PROPOSAL

"Your Commercial Partner in Latin America"

Your Gateway to Latin America

Sell More, Risk Less. No Local Office Needed.

A Tailored Market Entry Proposal for Chinese Manufacturers

COMPANY OVERVIEW

DMB HK Limited (www.dmb-hk.com) has been operating in Hong Kong since 2014. We specialize in connecting Chinese manufacturers with buyers across Latin America. Through our platform **Cómprale a China** (www.compraleachina.com), we help Chinese brands gain visibility and generate business in markets such as Peru, Mexico, Brazil, Argentina, Paraguay, Venezuela and more.

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1. Introduction: The Challenge & Our Solution

The Problem Chinese Manufacturers Face:

"Expanding to Latin America seems complex: language barriers, unknown markets, costly entity setup and finding reliable partners. Many try alone and fail due to cultural misunderstandings and lack of local presence."

Our Proven Solution:

"DMB HK acts as your local commercial team. For a fixed monthly fee, we provide everything you need to succeed in LATAM: local phone numbers, Spanish-speaking representatives, lead generation and sales support – without the need for a local company."

2. How It Works: Simple 3-Step Process

➤ Onboarding & Setup (Month 1)

- Contract signing and goal alignment
- Virtual office activation in your chosen country
- Professional translation of your catalog & materials

➤ Active Promotion & Lead Generation (Months 2-3)

- Strategic product promotion across LATAM B2B platforms
- Targeted email campaigns to qualified buyers
- Initial lead qualification and response management

➤ Sales Conversion & Growth (Months 4-12)

- Meeting scheduling with pre-qualified distributors
- Bilingual negotiation support
- Monthly performance reporting and strategy adjustment

3. Why Choose DMB HK? Beyond Basic Services

✓ 10+ Years of China-LATAM Expertise

We understand both Chinese manufacturing and Latin American business culture

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✓ Real Local Presence in 6+ Countries

Not just virtual – we have teams in Mexico, Brazil, Argentina, Peru, Paraguay and Colombia

✓ Performance-Driven Model

We offer flexible pricing: monthly subscription in packages according to your needs + commission – we're invested in your success

✓ Full Transparency

Monthly reports with actual leads, meetings and market feedback – you see exactly what you're getting

SERVICE GOAL

Offer Chinese manufacturers a monthly subscription package for **1 year** to develop their presence and sales in Latin America **without opening a local office**.

ANNUAL PLAN STRUCTURE

Month 1

- Contract signing and onboarding
- Activation of virtual office (Latin American city of choice)
- Brand presentation and material translation (Spanish)

Month 2-3

- Spanish catalog and web content setup
- Product listing on regional portals
- Initial lead generation (email & inbound requests)

Month 4-6

- Paid ad campaigns to generate leads
- Scheduling meetings with distributors or buyers
- Monthly reports and CRM tracking

Month 7-12

- Continued lead generation and buyer follow-up
- Promotional campaigns (events, webinars)
- Bilingual support for quotations, technical questions and logistics
- End-of-year summary and renewal evaluation

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REGIONAL COVERAGE

Virtual or physical representation available in: - Lima (Peru) - Guadalajara (Mexico) - São Paulo (Brazil) - Buenos Aires (Argentina) - Asunción (Paraguay) - Maracaibo (Venezuela) – Santiago (Chile) – Bogota (Colombia).

MONTHLY SERVICE PACKAGES

Service Packages Designed for Growth

Feature	Basic	Standard	Premium
Virtual office & local phone	✓	✓	✓
Call & message forwarding	✓	✓	✓
Basic Spanish translation	✓	✓	✓
Dedicated bilingual assistant		✓	✓
Product promotion on Cómprale a China		✓	✓
Email marketing campaigns		✓	✓
Active buyer prospecting			✓
10+ qualified meetings/month			✓
Paid advertising management			✓
Quotation & logistics support			✓

BASIC PACKAGE - USD 1,200/month – Setup Fee: USD 1,000

- Virtual address and Latin American phone number
- Call and message forwarding to China
- Basic translation and inquiry handling in Spanish
- Representation under DMB HK branding

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STANDARD PACKAGE - USD 2,800/month – Setup Fee: USD 2,000

- Everything in BASIC
- Dedicated bilingual assistant
- Product promotion on www.compraleachina.com
- Email marketing and buyer engagement
- Translation of full catalogs and videos

PREMIUM PACKAGE - USD 5,000/month – Setup Fee: USD 3,500

- Everything in STANDARD
- Active buyer/distributor prospecting
- 10 qualified leads with appointments/month
- Paid ad campaigns (Facebook, LinkedIn)
- Quotation & logistics support

OPTIONAL SERVICES

- Local warehouse support for samples
- B2B WhatsApp group promotion
- Physical participation in Latin trade shows
- Legal and trademark registration
- Custom website in Spanish

ADVANTAGES FOR YOUR COMPANY

- No local entity required
- Fully managed in Chinese and Spanish
- Trusted presence in the region
- Fixed monthly investment with measurable results

READY TO EXPAND INTO LATAM?

Next Steps:

Schedule a Free Consultation

- 30-minute strategy call with our LATAM market expert
- Personalized market assessment for your products

Receive Your Custom Proposal

- Tailored package recommendations
- Specific timeline and expected outcomes

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Launch in 30 Days

- We handle everything – you focus on production

Let us help you reach the growing Latin American market with minimal risk and maximum results.

Contact Us Today:

WhatsApp: +852 6778 9546	WeChat: +86 130 2881 9456	Email: sales@dmb-hk.com

DMB HK LIMITED
Your Commercial Partner in Latin America Since 2014.

Beyond Lead Generation: Your LATAM Sales & Logistics Partner

Our service goes beyond simple lead generation. When you partner with DMB HK, you gain a dedicated sales and support team embedded in Latin America.

Our comprehensive representation agreement includes:

✓ Active Sales Prospecting & Negotiation: We don't just send you contacts. We identify potential distributors, initiate contact and negotiate terms on your behalf.

✓ Deal Closing Support: We assist throughout the entire sales cycle, ensuring a smooth process from initial interest to signed agreement.

✓ Post-Sale Logistics Coordination: We act as the liaison between you and the buyer to facilitate shipping, customs and delivery coordination, ensuring customer satisfaction.

To align our success with yours, our partnership includes a 2% to 5% commission on all sales generated through our direct efforts.

This model ensures we are fully invested in your growth and committed to building long-term, profitable relationships for you in the region.

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FAQ Section

Q: How quickly will I see results?
A: Most clients receive first leads within 30 days, with serious buyer meetings starting in months 2-3.

Q: What if I need to cancel early?
A: We offer flexible 6-month commitments with transparent cancellation terms.

Q: Can I choose specific countries to target?
A: Absolutely. We recommend focusing on 1-2 primary markets initially for maximum impact.

Q: What service options do you offer for expansion into Latin America?
We operate on a single, transparent Commercial Partnership model designed for mutual success. There are no separate tiers or confusing options.

Q: What components consists our models?

- A Monthly Service Fee: This fee covers our operational costs for providing your company with a full-market entry service, including your virtual office, local phone number, Spanish-speaking team, marketing and lead generation activities.
- A Success Commission: We earn a 2% to 5% commission on all sales generated through our efforts in Latin America. This aligns our goals directly with yours – we only succeed when you succeed.

Q: Why this partnership model?
This approach transforms us from a simple service provider into your true strategic partner on the ground. Because our revenue is tied to your sales, we are fully invested in not just generating leads, but in actively closing deals and ensuring long-term customer satisfaction for you.

- A commercial representation agreement with a 2% to 5% commission on sales generated through our efforts.
- Active prospecting, negotiation, deal closing and logistical support.

Q: Why do we recommend the Commercial Partner model?
Because it fully aligns our incentives with your results. Our success depends on your success – we are 100% committed not just to generating contacts, but to closing sales and ensuring your new customer's satisfaction.