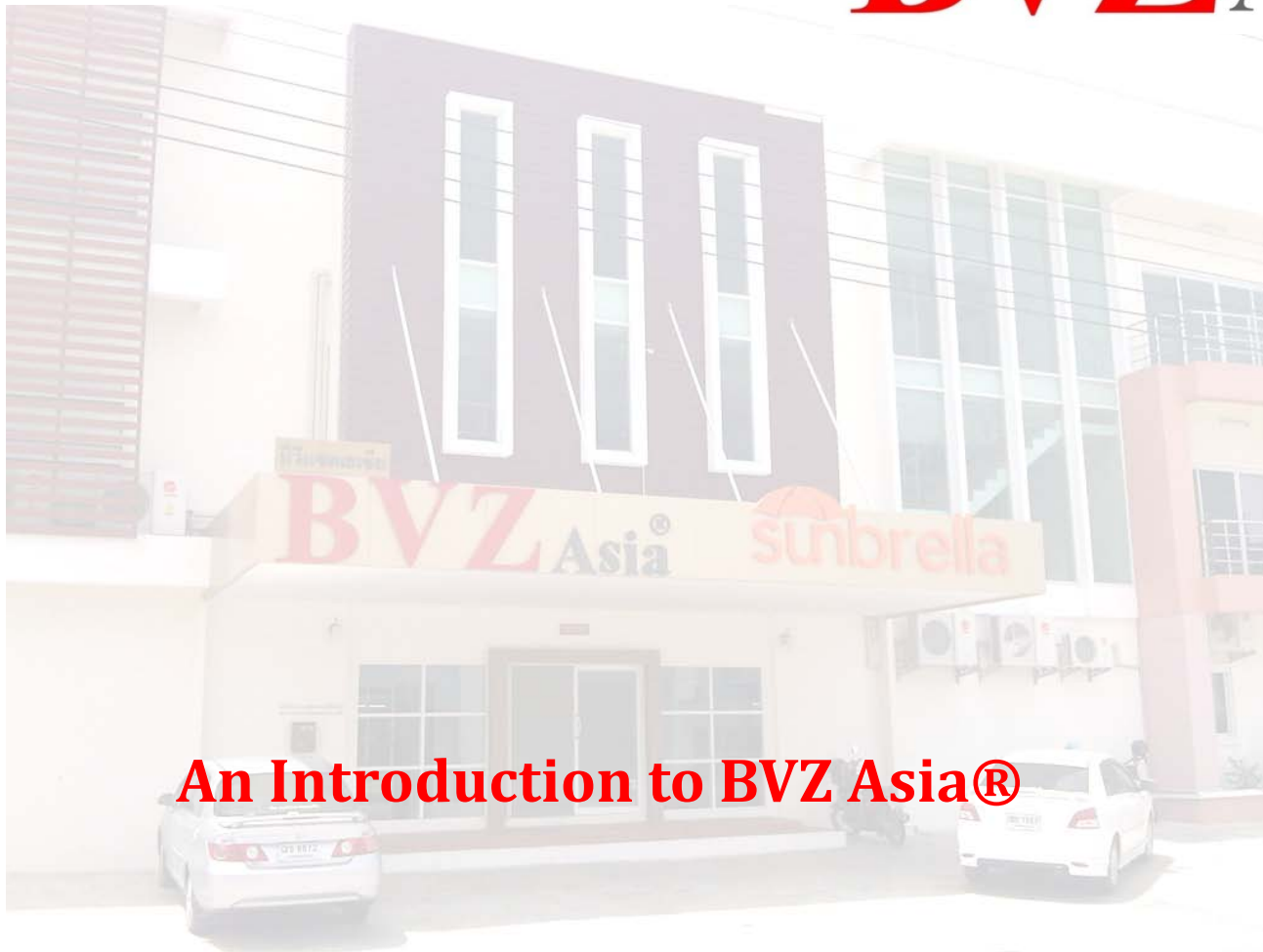




www.facebook.com/bvanzuidenasia

BVZ Asia[®]



An Introduction to BVZ Asia[®]

BVZ Asia[®]

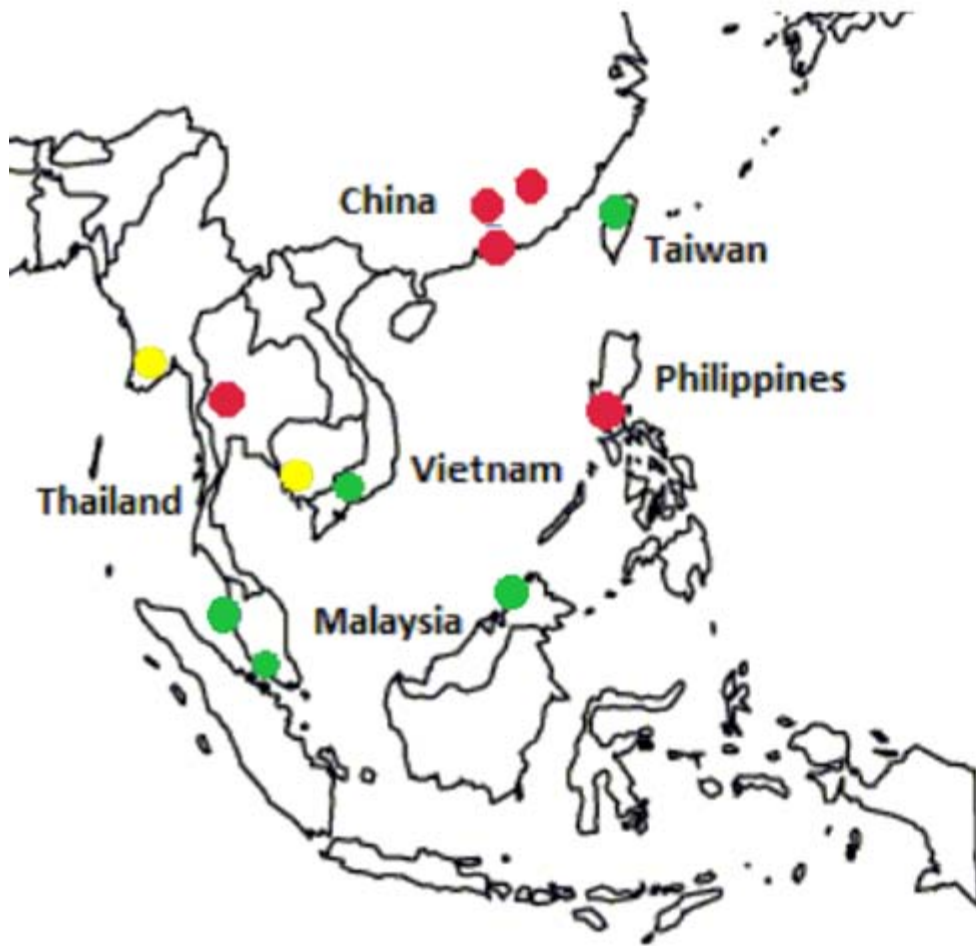
- B van Zuiden established in Hong Kong in 1946 as an agent and distributor of high quality textiles and general commodities from Europe into Hong Kong and other Asian countries
- 1992, BVZ began distributing Sunbrella[®] fabrics and in 1994 signed an exclusive distributorship agreement
- B van Zuiden becomes BVZ Asia in 2001 and is the main distributor of Sunbrella[®] in South East Asia
- **Today:** BVZ Asia has arguably Asia's largest distribution network of specialty fabrics and accessories

- Head Office and Warehouse: Hong Kong
- BVZ Offices with Warehouse:
 - Samutprakarn, Greater Bangkok, Thailand
 - Guangzhou, China
 - Taguig City, Metro Manila, Philippines

- BVZ Sales Offices:
 - Shenzen, China

- **BVZ Affiliate Offices**
 - Kuala Lumpur, Malaysia
 - Sabah, East Malaysia
 - Ho Chi Minh City, Vietnam
 - Taipei, Taiwan

BVZ Asia[®]



● BVZ Office with Warehouse

Hong Kong
Guangzhou + Shenzhen
Bangkok
Manila

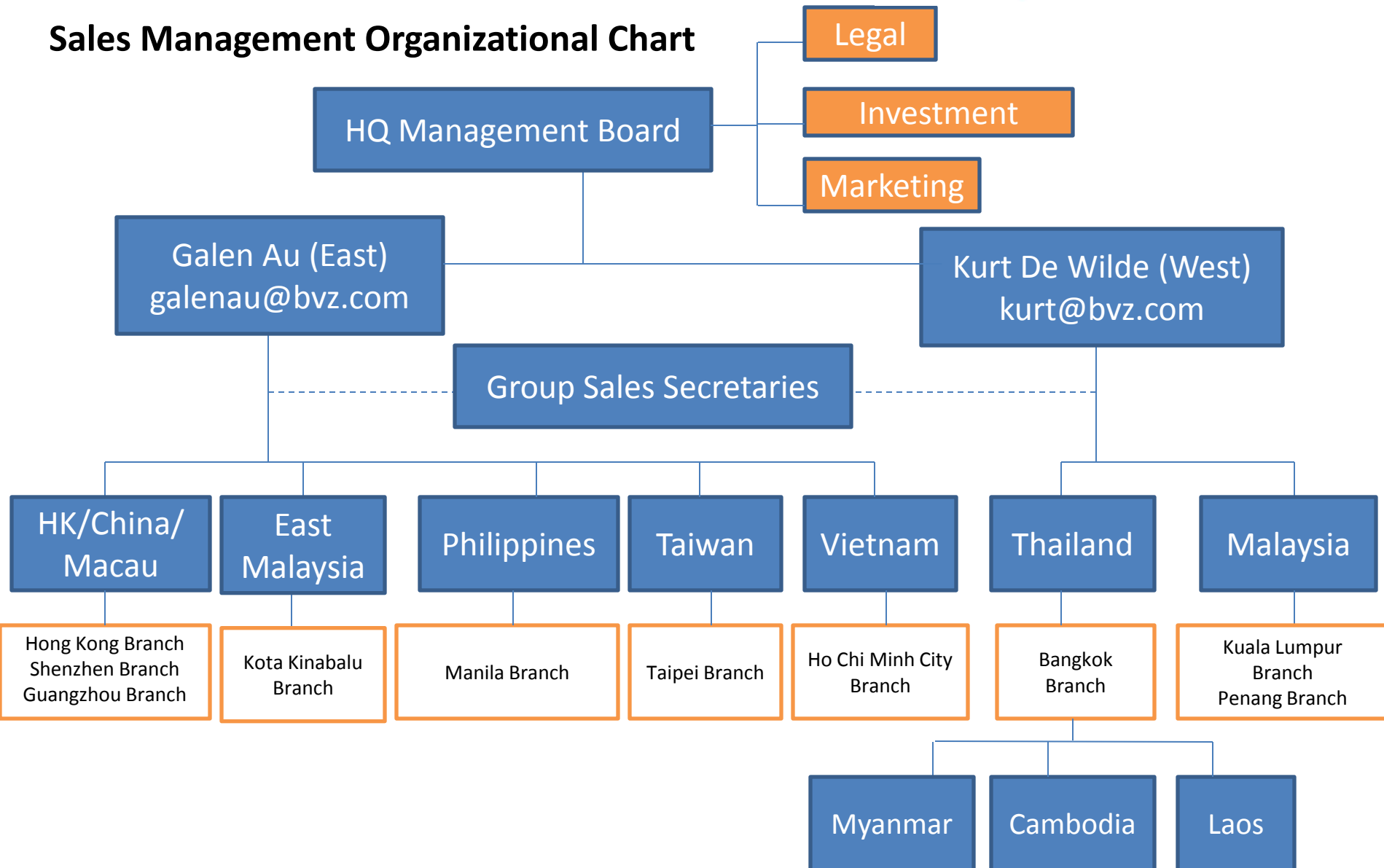
● BVZ Affiliate Office

Taipei
Kuala Lumpur
Ho Chi Minh City
Penang
Kota Kinabalu

● BVZ upcoming Office (2015)

Cambodia
Myanmar

Sales Management Organizational Chart





Vision

To be Asia's largest and *most trusted* distributor of specialty fabrics and accessories.

Mission

- **Product Portfolio:** Bring to Asia a range of quality brands that fill and anticipate our clients' needs.
- **Product Partners:** Grow and nurture a winning network of customers and suppliers, and together create a mutual and long-standing value.
- **People and Productivity:** Be a highly effective, lean and agile organization where people are inspired to be the best they can be.
- **Profitability:** Guided by “Blue Ocean” strategy, build on offering premium fabrics, hardware, accessories and tools that create opportunities for our customers to deliver the best quality projects and thereby create our competitive advantage.

BVZ Asia[®] : Distributor of Specialty Fabrics and Associated Products

- 👍 Recognized distributor of a wide range of specialty products
- 👍 A proud member of IFAI
- 👍 One-stop shop for complementing materials such as UV-resistant threads, stainless steel fittings, among others



Products & Services We Offer



Fabrics



Hardware



Accessories



AWNING
COMPOSER

E^QOSHADE

Supplementary
Services

Industries We Cater To:



Shades & Awnings



Boating & Marine



Casual Furniture



Leisure & Hospitality



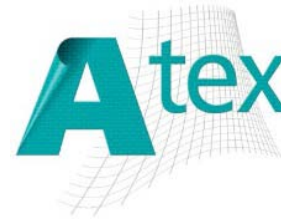
Fabric Structures

Why Clients Prefer BVZ Asia[®] (instead of direct)

- 👍 No minimum quantity for standard styles
- 👍 We offer better payment terms so a manufacturer is able to use the cash for something else
- 👍 We handle the documentation so client saves on time and manpower cost

BVZ Asia[®]

Brands we carry:



urecel



BVZAsia[®]

Thank you.



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