Made in China Easy

BUSINESS SET-UP & TRADE SUPPORT

2027 edition

Doing Business with China, Made Easy

A practical playbook for international entrepreneurs, importers and growing businesses

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Why this guide

China remains the world's largest manufacturing base. For an international entrepreneur, that means access to almost any product, at many price and quality levels, from suppliers who are used to exporting. It also means distance, a different language, different business habits and a lot of choice.

This guide brings together what our Guangzhou team sees every day: what works, what goes wrong, and the steps that turn an idea into goods delivered to your door. It is written for business owners, not specialists.

1. The five decisions that shape everything

Most successful China projects start by answering five questions:

1. **What exactly am I buying?** A one-page product brief with specifications, quantities, target price, destination and required certifications.
2. **Who should I buy from?** A factory, a trading company or a wholesale market, depending on quantity and how custom the product is.
3. **How will I check them?** Business registration, factory visit or video walkthrough, samples and an inspection before final payment.
4. **How will I get it home?** Sea or air, full or shared container, port or door delivery, and the documents your country requires.
5. **Do I need a company?** For larger or regular trade, a company in Hong Kong or Mainland China can make contracts, banking and payments easier.

2. Finding and checking suppliers

There are three common routes to suppliers: online platforms, trade fairs and local sourcing teams. Each has a place. Online platforms give reach; trade fairs let you see products and meet people; a local team can visit factories and markets on your behalf.

Whatever the route, the checks are the same:

- The business licence is valid and the name matches the quote and the bank account
- The company actually produces your product, or is open that it is a trading company
- You have seen production, in person or by live video

- You approved a sample, and the specification is written down
- Payment is staged, with the balance after an inspection

Supplier checks reduce risk but cannot remove it. The buyer approves every supplier and purchase.

3. Trade fairs: the Canton Fair and beyond

The Canton Fair in Guangzhou runs twice a year in three phases, each with different product categories. Other major shows include the China International Import Expo in Shanghai, the Yiwu commodities fair, the East China Fair, and the Hong Kong trade fairs.

To get value from a fair:

- Choose the phase or show by product category
- Register as a buyer before you travel, following the organizer's instructions
- Bring a brief for each product and plan your halls
- Record every promising supplier's details and follow up within days
- Visit factories and order samples before any production order

4. The real cost of a product

The factory price is the beginning, not the end. A product's landed cost includes transport to the port, export documents, freight, insurance, import duty, import taxes, clearance and delivery, plus any services used.

Duty and tax rules differ by country. Some charge duty on the goods value only; many charge it on goods plus freight and insurance. Import taxes such as VAT are often charged on top of the duty. Always confirm the duty rate for your exact product code with your customs authority or a customs broker.

It is common for landed cost to be well above the factory price. Knowing this before ordering protects your margin.

5. Shipping without stress

- **Sea freight** suits most goods; **air freight** suits urgent, small or high-value goods.
- **Full containers** suit larger loads; **shared containers** suit smaller ones.
- Shared sea freight is charged by size or weight, with one cubic metre counted as 1,000 kg. Air is charged with one cubic metre counted as 167 kg.
- Batteries, chemicals, food, cosmetics, vehicles and high-value goods need special handling and are quoted individually.
- Combining orders from several suppliers into one shipment can lower costs and paperwork.

Routes, prices and documents depend on your goods, destination and local rules, so every shipment should be quoted individually.

6. Setting up a company

A company is not required to buy from China, but it helps as trade grows.

- **Hong Kong** suits international trading and holding an international business: 100% foreign ownership, a simple tax system, no sales tax and easy multi-currency banking.
- **Mainland China** suits operating inside China: selling to Chinese customers, issuing Chinese tax invoices, hiring staff or running premises.

Both need yearly accounts and filings. Opening a bank account is often the slowest step, and each bank reviews and approves its own applications. Legal, accounting and tax work should be carried out by licensed professionals.

7. Visiting China for business

A visit builds trust and speeds decisions. Prepare entry requirements early, set up an eSIM and WeChat before you land, plan a backup way to pay, and bring a translator for technical meetings. Group factory visits by area to make the most of each day.

8. Vehicles from China

Electric, hybrid and gasoline vehicles from Chinese manufacturers are increasingly popular with importers. Check your country's import rules first: vehicle age, steering side, emissions, safety standards and certification. For electric vehicles, also check the charging standard, battery warranty and parts support. Inspect before shipping.

9. A simple 30-day plan

- **Week 1:** Write your product brief. Work out a target landed cost.
- **Week 2:** Shortlist three to five suppliers. Check their registrations.
- **Week 3:** Order samples. Arrange a factory visit or video walkthrough.
- **Week 4:** Approve a sample. Agree written terms with staged payment and an inspection. Get a shipping quote.

10. How Made in China Easy helps

We are a Guangzhou-based business concierge. You deal with one company and one point of contact; behind us is a network of licensed specialists in company setup, accounting, sourcing, inspection, travel and shipping.

- Start a business in Hong Kong or Mainland China
- Find products and suppliers, check factories and inspect goods
- Buy vehicles for export
- Visit China with a translator and organised meetings
- Attend the Canton Fair and other trade shows

- Ship your goods to your destination

Every service is quoted before work begins. Bank accounts, visas, registrations, customs clearance and import approval are decided by banks and authorities and cannot be guaranteed.

Next step: tell us what you are working on at www.madeinchinaeasy.com/get-started, or get an instant estimate at www.madeinchinaeasy.com/estimate.

Talk to our team in Guangzhou.
Get a quote: www.madeinchinaeasy.com/get-started · Ask a question: www.madeinchinaeasy.com/contact · Free consultation: www.madeinchinaeasy.com/insights/connect · WhatsApp: message us from our website

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