

An aerial view of the Shanghai skyline, featuring the Oriental Pearl Tower and the Bund. The image is overlaid with a semi-transparent blue and white geometric pattern. The text is centered on the left side of the image.

mogul&nabab

International Developpement

Shanghai – Hong Kong – Dubai - Lyon

Agenda

Our services

Page 3-4

Business model

Page 5-6

Our organisation

Page 7

Professional experience of the Director

Page 8

Contact us

Page 9

Our Services

Global firm focusing on **3 key areas** to support successful western companies in Asia Pacific:

- ❑ Procurement Service Provider
- ❑ Trading, up to taking full ownership of products development
- ❑ Accompanying diligently international businesses growth via customized business models

Our Services

mogul&nabab offers tailor made, diligent & efficient services, at every step of global expansion, providing end-to-end solutions with a very wide range of services:

- Procurement Best Practices
- Trading
- Business development (identifying key growth drivers)

mogul&nabab, has marketplace experts, specialists in various sectors and associates with legal, financial and HR expertise.

mogul&nabab will successfully combines a full range of services and a global network of offices in the most attractive markets: China, Hong Kong & Dubai, plus Tokyo, Sydney & Seoul by March 2017.

Privately-owned company, **mogul&nabab**, allies skills from all around the world to provide **an extensive and valuable experience combined with innovative, pragmatic and flexible business solutions.**

Business Model 1

1/ Procurement Service Provider*:

- Management fees, depending on the requested services, number of product categories, geographical coverage
- Commission on the purchases, case by case approach

2/ Trading, buy & resell via 3 models:

- Product development, taking full liability on investment and ownership of the merchandise
- Buy & resell (classic mode)
- Financial support, buy and resell for a given company & a given amount enabling client s to generate cash flow, financial support can vary from a period of 45 days to 120 days, in exchange of a commission varying from 5 to 15%

3/ International Business Development in Asia Pacific with a tailor made approach per product category for a given country or area, recommending:

- Approach per channel of distribution
- Optimized local structure and business model for a secured growth:
 - Wholesale via key distributors
 - Licensing
 - Subsidiary
 - JV
 - Acquisition

Business Model 2

By June 2017: 3 new offerings

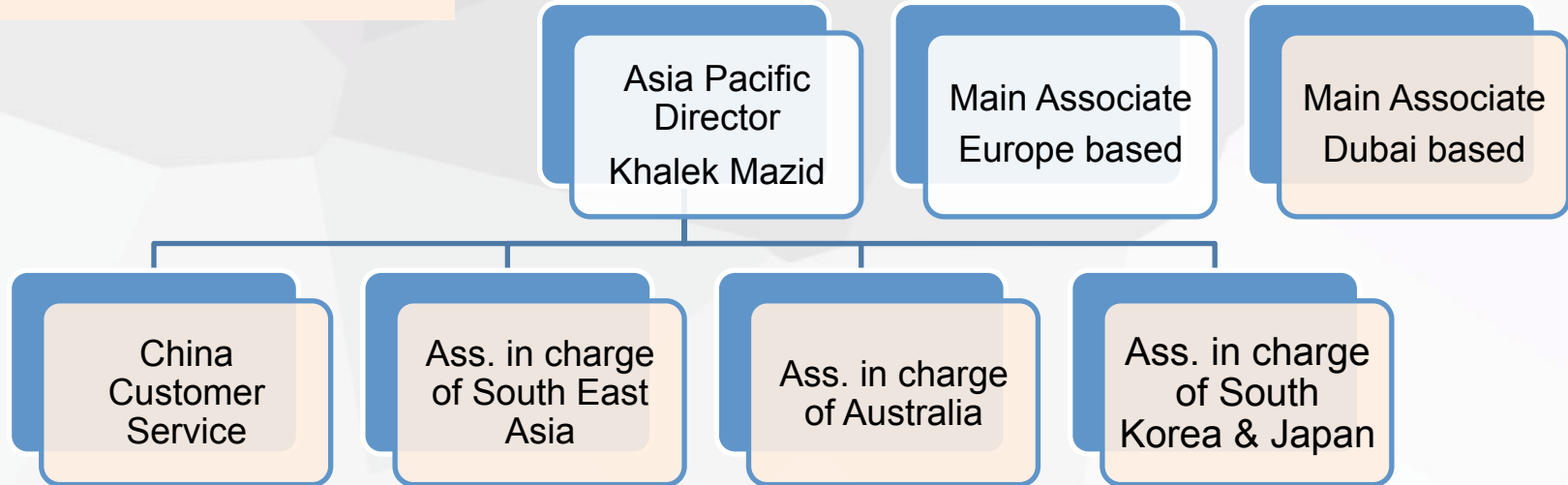
4/ Hosting in Shanghai China office, for a fixed monthly fee per FTE (minimum 1 month), includes coaching & mentoring

5/ Office set up on behalf of clients primarily in China / Hong Kong / South Korea / Japan / Australia and can be extended to all Asia Pacific

6/ Staffing & recruiting on behalf of clients

Organisation

To be set up by June 2017



Experience of the Director: M. Khalek Mazid

CWF - groupecwf.com – Luxury kids wear – Shanghai – China

Apr 2013 to Nov 2015

APAC Director: 100+ POS / 10+ countries / 20+ clients

- Defining & implementing strategic retail development in Asia Pacific
- Opening of the APAC office, based in Shanghai
- Setting seasonal targets per distribution channel
- Managing strategic accounts in China / Hong Kong / South Korea / Japan

FERM - ferm.com – Shanghai – China

Jun 2011 to Dec 2012

Dutch based company specialized in power tools

CHIEF PURCHASING OFFICER / Spend amounting to US\$50M+ & 28 subordinates / Management Team

- Design and implementation of dashboards / processes & methodology
- Procurement operations and suppliers' performance management

DRAGON SOURCING dragonsourcing.com – Shanghai – China

Jan 05 to Jun 11

Director of Accounts & launch of the sourcing branches in Vietnam & India

Responsible for the International Purchasing Offices in China, Vietnam and India for a key accounts (Blue chip clients) for a total spend amounting to US\$50M+, managing 20 FTE (5 remote)

Contact details

mogul&nabab

Khalek Mazid
馬瀚威

akm@mognab.com

www.mognab.com

mogul&nabab Ltd.
21/F, On Hing Building
1 On Hing Terrace,
Central, Hong Kong

Mobile: +86 137 6425 0828
Mobile France: +33 6 64 19 11 61
Office HK: +852 2523 6818
Fax HK: +852 2524 1428

mogul&nabab