DISTRIBUTOR COOPERATION

HIXEN TELEHANDLER DISTRIBUTOR COOPERATION PLAN

Overseas dealer cooperation, local market development, strong profit margin and long-term support.

OVERSEAS DEALERS | MARKET DEVELOPMENT | PROFIT SPACE | LONG-TERM SUPPORT



SUITABLE PARTNERS
WHY COOPERATE WITH HIXEN



RELIABLE CHINESE SUPPLIER FOR GLOBAL TELEHANDLER

SUITABLE PARTNERS

- Construction machinery dealers
- Equipment importers
- Rental companies
- Agricultural machinery dealers
- Forklift and material handling equipment dealers

WHY COOPERATE WITH HIXEN

- Competitive telehandler prices from China
- Mature model options from 6m to 30m and 2.5 ton to 8 ton
- Practical attachment solutions
- Spare parts support

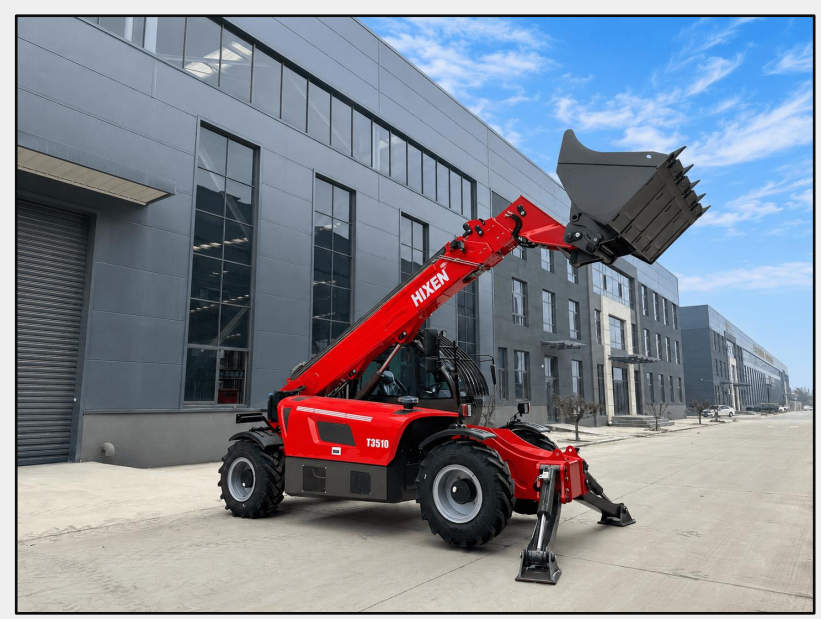
DEALER VALUE

- Only one serious dealer is wanted in each country
- Competitive price policy supports strong local margin
- Long-term business support

IDEAL CAPABILITY

- Local market experience
- Customer resources
- Basic after-sales service capability

RECOMMENDED FIRST ORDER PLAN



RELIABLE CHINESE SUPPLIER FOR GLOBAL TELEHANDLER

STARTER PLAN

- 1 unit of HX4010
- Lower first investment for market testing
- Suitable for initial demonstrations

DEALER PLAN

- 1 unit of HX4010 + 1 unit of HX4014
- Covers 10m and 14m mainstream applications
- Good fit for product display capability

RENTAL PLAN

- 1 unit of HX4014 + 1 unit of HX4018 + attachments package
- Suitable for rental companies and multi-application users
- Can be adjusted by demand and budget

FIRST ORDER LOGIC

- Start with 1-2 units to test the local market
- Final model recommendation follows local applications



ATTACHMENT PACKAGE SUPPORT SPARE PARTS PACKAGE

ATTACHMENT PACKAGE SUPPORT

- Fork
- Bucket
- Work platform
- Jib
- Bale clamp
- Hopper

APPLICATION INDUSTRIES

- Construction, agriculture, warehouse and port work
- Municipal work and rental business
- One machine can serve multiple scenarios

SPARE PARTS PACKAGE

- Basic spare parts package for first order
- Exact spare parts lists are available
- Dealers can choose according to selected model

DEALER SERVICE BENEFIT

- Faster local service response
- Reduced machine downtime
- Better confidence for first users

RELIABLE CHINESE SUPPLIER FOR GLOBAL TELEHANDLER

MARKETING SUPPORT
TECHNICAL SUPPORT



RELIABLE CHINESE SUPPLIER FOR GLOBAL TELEHANDLER

MARKETING SUPPORT

- Product brochures
- Model specification sheets
- Photos and videos
- Application pictures
- Load charts
- Website and social media content support

LOCAL PROMOTION

- Build website content to show products
- Professional local promotion materials
- Application images for customer education

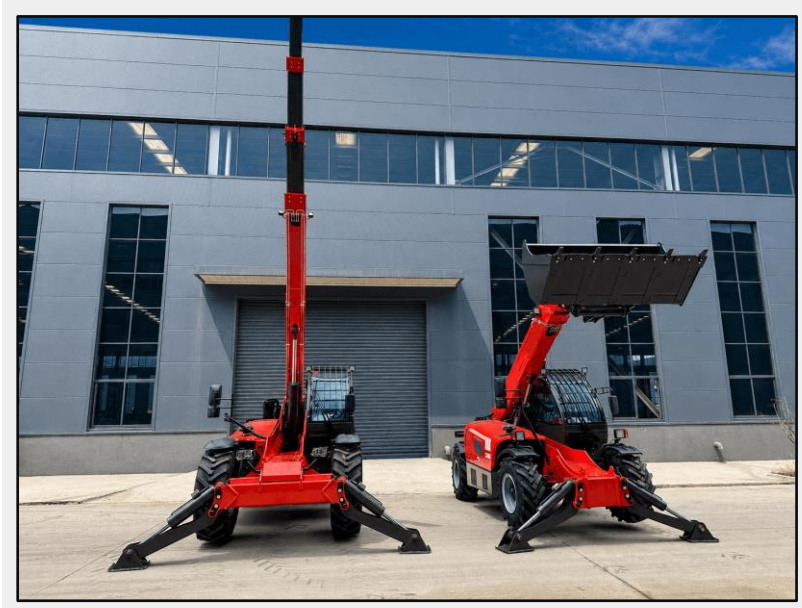
TECHNICAL SUPPORT

- Operation guidance
- Maintenance guidance
- Parts identification
- Troubleshooting support
- Remote video communication
- Communication with engineers

SERVICE CONFIDENCE

- Remote communication with engineers
- Documents help dealer teams support end users
- Build local service confidence

MARKET PROTECTION COOPERATION STEPS LONG-TERM VISION



RELIABLE CHINESE SUPPLIER FOR GLOBAL TELEHANDLER

MARKET PROTECTION

- Discuss regional cooperation based on performance
- Order quantity and annual sales target
- Local service capability and marketing investment
- Exclusive distribution can be discussed after confirmation

COOPERATION STEPS

- Discuss local market demand
- Recommend suitable models and attachments
- Confirm first order plan
- Arrange production and inspection
- Ship machines and spare parts

LONG-TERM VISION

- Support dealers with machines and product knowledge
- Provide marketing materials, technical support and spare parts
- Develop a more competitive local telehandler business

PARTNERSHIP GOAL

- Profitable and sustainable telehandler business
- One reliable partner in each country
- Grow through support, feedback and repeat orders