



TRIDGE TRADE

INTRODUCTORY GUIDE FOR FINDERS

Learn how you can earn success fees
by empowering your personal connections
with potential buyers



TRIDGE

WELCOME TO TRIDGE TRADE

Tridge Trade allows you to embrace new opportunities by harnessing the power of your connections.

If you have built a network of buyer connections such as retailers, dealers, distributors and importers over the course of your professional career, this would be a good chance for you to capitalize on the value of your network.

We invite you to be a **Tridge Finder** whose role is to assist Tridge in building distribution channels in your country.

WHAT IS A FINDER?

Finders are local market experts with buyer connections who work for Tridge Trade to create and facilitate cross-border trades.

As a Finder you will:

- 1 Identify products in demand with your market intelligence and insights
- 2 Connect Tridge with your buyer connections
- 3 Act as a liaison between Buyers and Tridge
- 4 Get up to **25% of Profits generated by a Transaction Trade**
- 5 Or get up to **50% of the Commission generated by a Brokerage Trade**

As a Finder, you provide us with advice & connections, while Tridge provides the rest - manpower for sourcing, capital, logistics and warehousing.

If the trade is successful, you will get your commission within 10 days after the shipment. We will sign a legal agreement with you to guarantee that you will receive the payment successfully.

\$20K

**is the Average
Success Fee Earned
Per Trade Among our
Tridge Finders**



TRIDGE WHO WE ARE

Demand-driven Trading Company

Tridge is a Seoul-based global trading company with a difference: we chase demands through our network of Tridge Finders comprising of industry experts who advice us on selecting products to trade. As a result, we always deal with products which are in-demand and has high potential to succeed in the market.

Connecting People and Opportunities

Our vision is to connect people and opportunities. We've been doing that since our first day of business as a private equity firm, and now we apply the same principle to the business of trade. We align the interests of everyone working with us by creating a cycle of opportunity where Finders, buyers and suppliers alike can benefit and embrace new possibilities.

21,510
Registered Finders

31
Covered Countries



2012

TP Partners was born in 2012 in pursuit of connecting opportunities from one country to another, to resolve a market dislocation in the private equity market.

2014

In 2014, we finally embarked on a journey called "Tridge", which is compound of "Transaction" and "Bridge". Tridge is now one of the fastest growing startups in Korea, with 21,510 Finders working on freelance, 17 full-time employees and an estimated net income of \$25M for 2017.

10-STEP TRADE PROCESS

On average, a trade can be closed within a period of 3 months. As an active Finder, please take note of your role and involvement in each step of the process.

01 Submit Application

Completely fill out your profile information, market intelligence and buyer connections at trade.tridge.com/finder.

02 Propose a Trade

Tridge will give you a call after a few days of receiving your application. During the call, you have to suggest a product to trade and give information about your buyer connections.

03 Finder Agreement

If the trade you suggested is approved, you will sign a contract with Tridge that guarantees that you will receive the commission if the trade is successful.

04 Sourcing

Tridge will find a supplier that offers the product which fits the requirements specified in the trade proposal stage.

05 Approval

After finding a supplier, we will ask for your opinion on whether you think the product matches what the buyer is looking for. After your approval, we will send samples, if necessary.

06 Buyer Presentation

After samples have arrived, you will present and introduce the product to your buyer connections and encourage them to close the deal.

07 Negotiation

If negotiations in price or payment & logistics terms are required, you are expected to conduct negotiations in Tridge's behalf.

08 Purchase Agreement

If the buyer agreed to proceed with the transaction, both Tridge & the buyer shall sign a Purchase Agreement.

09 Shipment

After signing the Purchase Agreement, Tridge will check all logistics arrangements and proceed with the shipment.

10 Receive Commission

Once the shipment is completed, you will receive your commission which comprises of 25% (trade) or 50% (brokerage) of the trade profits within 10 working days after the shipment.



GET STARTED

Start your Finder journey now by submitting your application at **trade.tridge.com**.

Furthermore, please don't forget to fill out your Market Intelligence & Buyer Connections information as described on the right.

We look forward to exploring business opportunities together with you!

PROPOSE A TRADE

Market Intelligence



Product

Provide accurate specifications of the in-demand product that you suggest to trade.



Sourcing Country

Specify the country where the product can be sourced.



Reason

Provide reasons for your speculation of demand of the product proposed.



Trade Complexity

Explain the potential difficulties that might be experienced when trading the product



Trade Duration

Give the estimated duration of completing the trade

Buyer Connection



Company Description

Describe the business, size and products of interest of the company of your buyer connection



Country

Specify the country where the company of your buyer connection is located and registered



Industry

Specify the main industry wherein the company is currently operating



Business Type

Specify the distribution channels of the buyer (e.g. hypermarket, department store, convenience stores)



Estimated Quantity

Specify the estimated quantity/volume of the product that the buyer can potentially order,



Estimated Frequency of Orders

Specify the estimated number of orders that the buyer can make in a year.

SUCCESS CASE - COCONUT OIL TRADE

Through the help of our Korean Finder, Mr. Sungsam Hah who was working in the FMCG industry in South Korea, we were informed that coconut oil currently has a growing demand in the Korean market.

Using this insight, Tridge partnered with a supplier of coconut oil in the Philippines. After sourcing, the said Finder who has connections with several distribution channels presented the samples of the product to Lotte Mart & Homeplus, two of the biggest retailers in South Korea.

We are now importing 5 containers (more than 50,000 bottles) of coconut oil every 2-3 months. The Finder working for us earns 30,000 USD per shipment.



SUCCESS CASE - PASTA TRADE

A lot of fine restaurants in Korea order pasta from local food supplies companies such as Wellsfarm and CJ Freshway. Most of those restaurants do not care about the origin country of the pasta, as long as the quality is good and the price is affordable, they are willing to buy it.

Through Tridge's global sourcing capabilities, we found out that Turkish pasta brands can provide pasta at a lower price without compromising the quality.

We are now supplying 50 tons of pasta every 2 months through the help of our Finder who has buyer connections with Korean food supplies companies.



OTHER ONGOING TRADES



Coconut Milk Drink
from Thailand to Korea



Portland Cement from
Vietnam to Philippines



Oxygen Absorber from
Korea to Turkey



Wild Garlic Leaves from
South Africa to Korea



Medical Supplies from
China to Philippines