



SOURCING AND TRADING HOUSE

SORVA

*We buy for you in China, on the ground,
from the factory to your markets.*

SOURCING AND TRADING · FROM CHINA TO THE WORLD

WHO WE ARE

Sourcing and trading, *from China to the world.*

Sorva is a sourcing and trading house. We find the right factories in China, we negotiate, we control production and we organise shipping, through to your market. A house that signs, and stands behind what it sells.



30,000+

exhibitors at the Canton Fair,
screened one by one

2

offices · Guangzhou and
France

2×/year

the Canton Fair, every edition

28

languages for our free guide

A STRUCTURED HOUSE, GROWING

I

Two offices

In Tianhe, Guangzhou's business district,
and in France.

II

A Chinese-speaking team on the ground

In factories and at trade fairs all year round,
negotiating in Mandarin.

III

One dedicated contact

A single contact follows your file, from the
first request to unloading.

IV

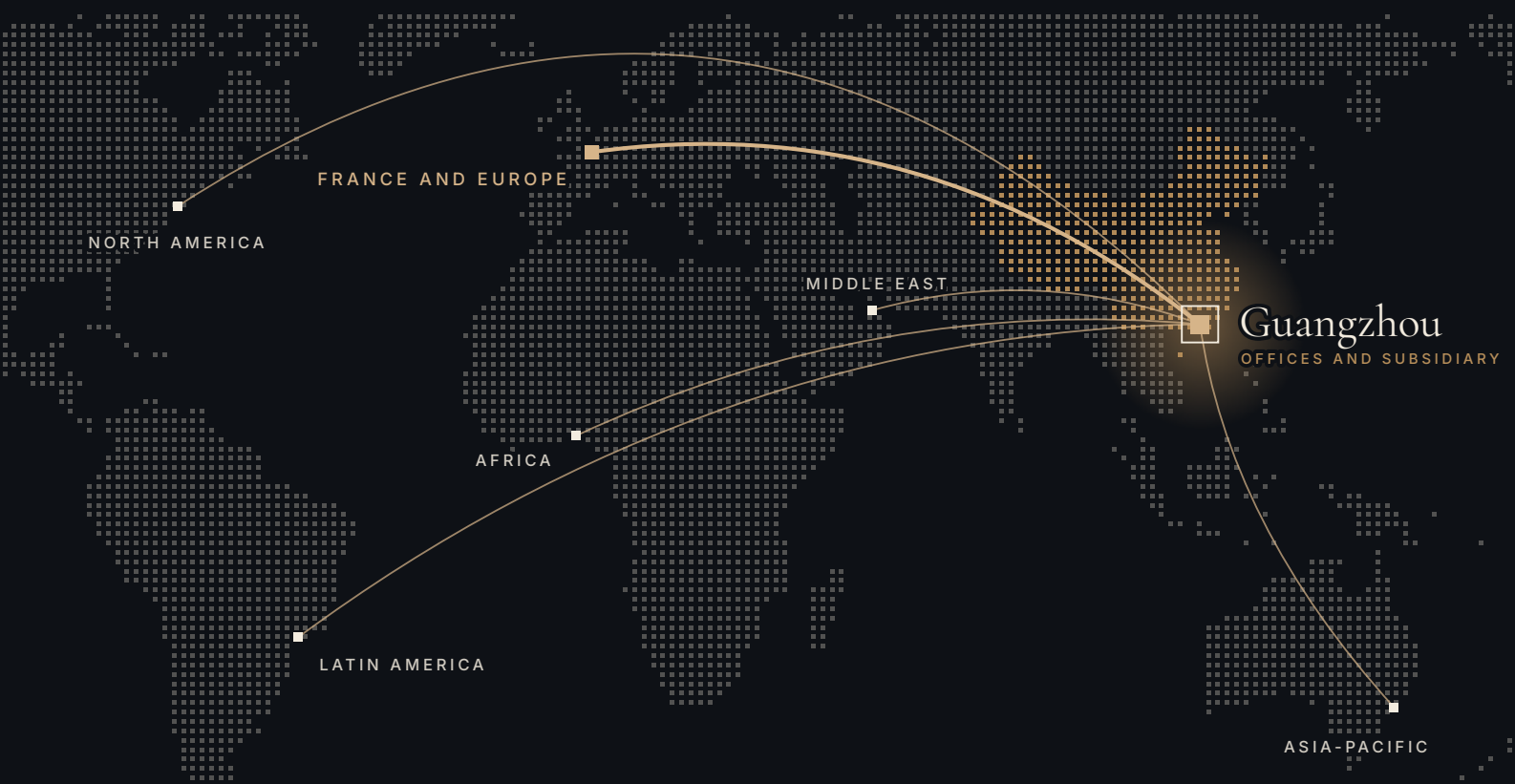
A Chinese subsidiary that exports

广州索尔瓦商务咨询有限公司, registered in
Guangzhou, exports in its own name.

OUR ROUTES

From Guangzhou, *to your markets.*

Requests now reach us from many countries, and they keep growing. French remains our working language and France a core market; our teams also work in English and Chinese.



■ GUANGZHOU · OUR OFFICES AND OUR SUBSIDIARY — CORE MARKET — EXPORT ROUTES · INDICATIVE DIAGRAM

2026, THE YEAR THE HOUSE TOOK SHAPE

23 July 2026

Our Chinese subsidiary is registered in Guangzhou, with import-export within its scope.

September 2026

Our services go online, at listed prices, and our free guide is published in 28 languages.

15 October 2026

Autumn Canton Fair: we will be in the aisles until 4 November.

Today

Requests arriving from many countries, and a team growing to meet them.



GUANGZHOU, TIANHE DISTRICT

OUR HOME PORT

Guangzhou, our *home port*.

Our offices are in Tianhe, Guangzhou's business district. The workshops of Guangdong are less than two hours away by road.

Tianhe

Our offices, at Poly Finance Plaza

UTC+8

Six to seven hours ahead of France: your file moves forward while you sleep

23.07.2026

Registration of our Chinese subsidiary

IN CHINA

Guangzhou

Poly Finance Plaza · Tianhe district

Our Chinese-speaking teams work here all year round, at trade fairs and in workshops. Our subsidiary, 广州索尔瓦商务咨询有限公司, has been registered here since 23 July 2026: import-export is part of its scope, and it exports in its own name.

IN FRANCE

France

Contracts, invoicing, buyer relations

Sorva, a simplified joint-stock company under French law, contracts and invoices. French is our working language, and France remains a core market.

OUR METHOD

From selection to unloading, *with no blind spot.*

From finding a supplier to unloading, five stages. Each has a deliverable, an owner and a sign-off point.



STAGE *I* Selection

We map the relevant manufacturers from your specification. Each one is scored against a grid: real capacity, certifications, export references. You only ever see what has been filtered.

STAGE *II* Canton Fair

Twice a year, we walk the Canton Fair: thirty thousand exhibitors screened in a matter of days.



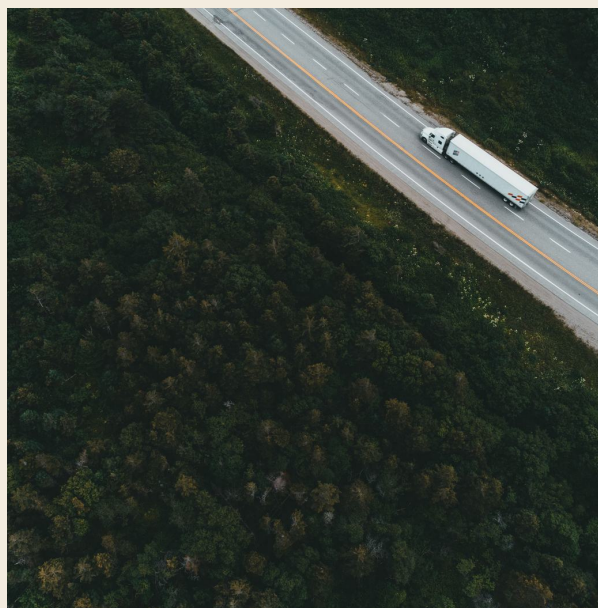
STAGE *III* Negotiation

Our Chinese-speaking team negotiates in Mandarin, at market level: informed competitive bidding, open factory margins, payments aligned with your cash flow. We defend your interests as our own.

STAGE IV

Quality control

Pre-production samples approved, production tracked, progress photos and, optionally, pre-shipment inspection with a report. A defect caught at the factory costs a hundred times less than one found at the dock.



STAGE V

Logistics & Incoterms

EXW, FOB or DDP: we set the Incoterm with you. Export from Guangzhou or Ningbo, documentation in order, tracking through to your warehouse, wherever it is.

ONE PRINCIPLE

One principle above the five: you always know what you are paying, to whom, and why.

CANTON FAIR

Twice a year, in the *aisles*.

Twice a year, we walk the Canton Fair, China's largest trade fair. Manufacturers are met and qualified there in person, not from a catalogue.



INTERNATIONAL PAVILION, CANTON FAIR



BY THE UNIT

Canton Fair day

€179

per fair day, excluding VAT

From 15 October to 4 November 2026, in Guangzhou. Support in French, negotiation in Mandarin by our Chinese-speaking team.

WHAT YOU RECEIVE

- A written shortlist of booths before you arrive: hall, aisle, number, and why that booth.
- A day plan: order of visits, walking time, confirmed appointments.
- Support all day, in the aisles and at every booth.
- Negotiation in Mandarin: price, minimum order quantity, lead times, payment, samples.
- A report the same evening: what each contact said and quoted, who to follow up with.

30,000+

EXHIBITORS AT EVERY
EDITION

2×/year

IN SPRING AND AUTUMN

Curated access, not a directory.

EIGHT PRODUCT FAMILIES

What we *source*.



01

Furniture & decor

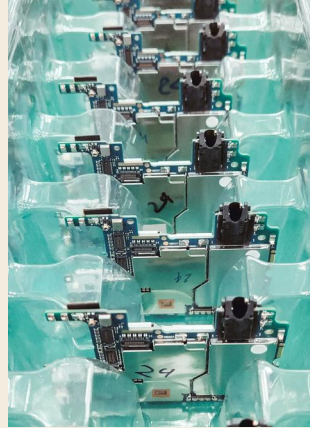
From drawing to container, without losing control of quality.



02

Textile & apparel

Materials, patterns, finishes: textiles do not forgive rough approximations.



03

Electronics

Compliance, reliability, components: three words checked on site.



04

Food & beverage

Traceability, standards, health compliance: no shortcuts.



05

Technical equipment

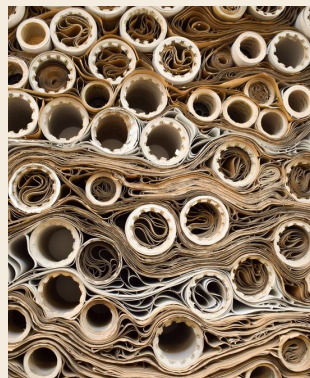
Toleranced interfaces, steel grades, drawings confirmed before production.



06

Energy & light housing

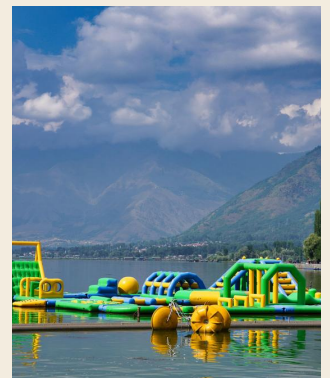
Sunlight, wind, snow, planning rules: the site decides, not the catalogue.



07

Packaging & printing

The container is seen before the product: it must be framed like a product.



08

Leisure & outdoor

Inflatables, watersports, parks: products that carry people.

ONE STANDARD, WHATEVER THE PRODUCT

I

A written specification

Materials, dimensions, standards and finishes, fixed before the first part.

II

A sample approved with you

Nothing goes into production without your sign-off on the reference part.

III

An on-site inspection

During production and before loading, by our teams.

SERVICES AT LISTED PRICES

Every sourcing step can be ordered *on its own*.

One service, one price, one lead time. Our teams are on the ground all year round: verifying a supplier, visiting a factory or a pre-shipment inspection can be ordered individually, online, and work starts without an appointment.

OUR DEFAULT MODEL

6 to 12%

of the ex-factory value

Volume-based commission

In most cases, you pay no fees. We negotiate the goods for you and take a commission on their ex-factory value, decreasing with volume.

Opening a file online: €150 excl. VAT, deducted from the first commission.

BY THE UNIT

LEAD TIME

PRICE EXCL.
VAT

Factory quote review

Your proforma invoice read line by line before any deposit.

Within 24 hours

€49

Supplier verification

Business licence, capital, authorised scope, right to export.

Within 48 hours

€79

In-depth verification

Litigation, penalties, tax credit, intellectual property.

Within 72 hours

€149

Supplier search · discovery

Three to five qualified factories that genuinely make your product.

Within 5 working days

€149

Supplier search · full

Eight to twelve factories put in competition, samples included.

Within 10 working days

€279

Factory visit · Guangdong

One factory, one day on site, a dated photo and video report.

Within 10 working days

€249

Factory visit · outside Guangdong

The same visit further into China, transport and overnight stay included.

Within 10 working days

€389

Pre-shipment inspection

Quantities, packaging, marking, container condition, photo report.

On loading day

€229

Canton Fair day

Preselected booths, support in French, negotiation in Mandarin.

15 October to 4 November
2026

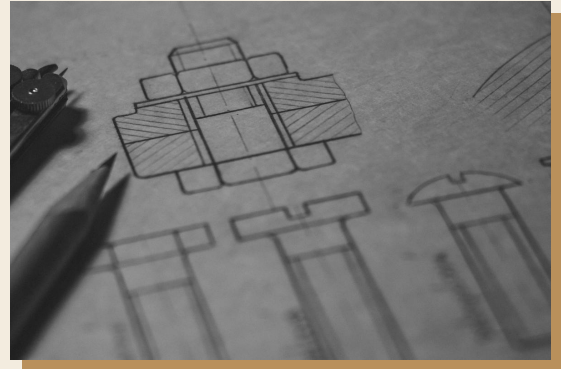
€179

Launch price until 31 December 2026. Prices in euros, excluding VAT.

ENGINEERING OFFICE

Before the first part,
then *month after month*.

We assess destination-country standards, compliance, feasibility and on-the-ground constraints before the first part ever comes off the line.



WITHIN 10 WORKING DAYS

Regulatory compliance study

What your product must meet in its destination country, written and sourced, before the first order.

€390

per product and destination country

WITHIN 15 WORKING DAYS

Technical feasibility study

Usage constraints, public site data, indicative sizing, blocking points.

€690

per product and site

WITHIN 20 WORKING DAYS

Product technical file

What must be manufactured, tested, labelled and signed off: specifications, dimensioned drawings, compliance.

€1,290

per product

MONTHLY MONITORING

Monthly monitoring

A purchasing programme managed continuously: a written update on every order, two inspections included each month, price tracking, customs documents checked before departure, a dedicated contact on call.

€490
per month

Dedicated office

Your buying office in China, with no subsidiary to open: an assigned team, unlimited products, visits and inspections, presence at trade fairs, weekly reporting.

€1,490
per month

BESPOKE

Large programmes remain bespoke

A continuous purchasing programme, a large volume or a particular setup are quoted individually: initial package from €1,500 to €3,500, monitoring fees from €690 to €1,900 per month, commission of 6 to 12% on the ex-factory value.

THE THREE PACKAGES

The entire chain, under *one price*.

For a complete purchasing programme, the packages cover the entire chain, from the first factory quote to delivery. The deposit, paid online, starts the work; the balance is settled in stages.

LEVEL I

Find and secure

€890

Package price · excl. VAT

Deposit on order €290

A factory visited, verified, negotiated, and a written recommendation ready to order.

- Regulatory compliance study of the product
- Eight to twelve factories put in competition
- In-depth verification of the three finalists
- Samples grouped into a single shipment
- Visit of the chosen factory, in Guangdong
- Written recommendation, negotiated terms

MOST CHOSEN

LEVEL II

Produce and deliver

€1,590

Package price · excl. VAT

Deposit on order €490

All of Level I, plus branded production, factory inspections, negotiated freight and DDP delivery.

- All of Level I, at no extra cost
- Managed custom production
- Pre-production sample submitted for your approval
- Inspection during production and before loading
- Negotiated freight, customs-cleared DDP delivery
- Product technical file delivered at the end of the chain

LEVEL III

Turnkey business

€2,490

Package price · excl. VAT

Deposit on order €790

From product research to the on-line shop: at the end, you have a running business, not a box of goods.

- All of Level II, at no extra cost
- Custom online shop, EU compliant
- Product sheets, visuals and translations
- Payments, carriers and shipping connected
- Order and accounting automation
- Two months of oversight after launch

PAYMENT MILESTONES, IDENTICAL ACROSS THE THREE PACKAGES

1

Deposit on order, paid online

2

30% on delivery of the written recommendation

3

30% after approval of the pre-production sample

4

Balance on delivery

Goods, customs duties and import VAT are re-invoiced at cost, against supporting documents. Launch price until 31 December 2026. Prices in euros, excluding VAT.



TRADING

We buy, then we resell to you *delivered.*

In trading, we buy the goods in our own name, for our own account, and resell them to you delivered, at a firm, all-in delivered price. You carry no stock, and you pay no advance to a factory you have never seen.

We contract in our own name

The contract with the factory bears our signature. You buy goods, not an introduction.

We pay the suppliers

Payments leave our account. You pay a firm price, delivered to you.

We stand behind what we sell

From sample to unloading, the compliance of the goods is our responsibility, with a single point of contact.

In trading, there is no commission: the price is all-in and firm, it is not broken down.

THREE WAYS TO WORK WITH US

I

Brokerage

We find and negotiate the factory, you see the factory price. Our only fee: a commission of 6 to 12% on the ex-factory value.

II

Services at listed prices

A verification, a visit, an inspection, a study or a complete package, ordered online at the listed price.

III

Trading

We buy for our own account and resell you the goods delivered, at a firm, all-in price.

ONLINE SHOP AND SEARCH VISIBILITY

All the way to the *online shop*.

When the goods arrive, the business begins: shop, product sheets, visuals, payments, carriers, shipping. We build all of this alongside production, so the shop is ready to take orders the moment the goods arrive, not after.

WHAT WE BUILD

The shop

Custom-built, fast, on your own domain name, compliant with distance-selling obligations in the European Union.

The content

Written product sheets, visuals and translations.

The connections

Payments, carriers and shipping rules, tested order by order.

The automation

Orders, labels, follow-ups and accounting entries.

SEARCH VISIBILITY

We design online shops and work on search visibility: our own site is published in 28 languages.

Included in the Turnkey Business package, €2,490 excl. VAT, with two months of oversight after launch.

Advertising and audience buying are not part of the package; third-party subscriptions (domain, platform, payment, carriers) remain in your name.

THE FREE GUIDE

Importing from China, explained *clearly*.

The documentation we wish we had read before our first order. Free, in 28 languages.

sorvatrade.com/guide



28

LANGUAGES

10

SECTIONS

€0

FREE, ONLINE

THE TEN SECTIONS

01

Getting started

02

Finding and
negotiating

03

Quality and
inspection

04

Logistics

05

Customs and
taxation

06

Product
compliance

07

Costs and
pricing

08

Sectors and
cases

09

Trade fairs and
markets

10

Launching
your brand

TWENTY-EIGHT LANGUAGES

French · English · Chinese · German · Spanish · Italian · Dutch · Portuguese · Polish ·
Swedish · Danish · Finnish · Norwegian · Czech · Greek · Hungarian · Romanian ·
Slovak · Bulgarian · Croatian · Slovenian · Lithuanian · Latvian · Estonian · Russian ·
Ukrainian · Turkish · Arabic

OUR COMMITMENTS

What we commit to.

- | | | | |
|---|--|--|---|
| <p>01</p> <p>Quality control, tailored</p> <p>Production monitoring, a reference sample approved with you and, optionally, pre-shipment inspection by our teams or by an independent third party.</p> | <p>02</p> <p>You carry no stock</p> <p>We buy in our own name and pay the suppliers. You pay a firm price, delivered to you.</p> | <p>03</p> <p>A single point of contact</p> <p>From the first sample to unloading, a dedicated contact follows your file.</p> | <p>04</p> <p>Fast response</p> <p>A first read of your request and clear next steps, usually within two working days.</p> |
|---|--|--|---|

CONTACT

Let's talk about your *project*.

You do not need a perfect specification, we will map it out together. A dedicated contact will answer you, in French, English or Chinese.

EMAIL contact@sorvatrade.com

WHATSAPP [+33 6 15 55 62 52](https://wa.me/33615556252)

WEBSITE sorvatrade.com



SCAN TO OPEN SORVATRADE.COM

WHAT HAPPENS NEXT

- | | | |
|---|---|--|
| <p>01</p> <p>We read you</p> <p>Usually within two working days, a first read of your project and the next steps, from a real person.</p> | <p>02</p> <p>We scope it together</p> <p>A clear scope: target price, Incoterm, deadline, quality control. No unnecessary jargon.</p> | <p>03</p> <p>We map the market</p> <p>A first selection of qualified suppliers, sourced on the ground.</p> |
|---|---|--|



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from the factory to your markets.*

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Guangzhou · France

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