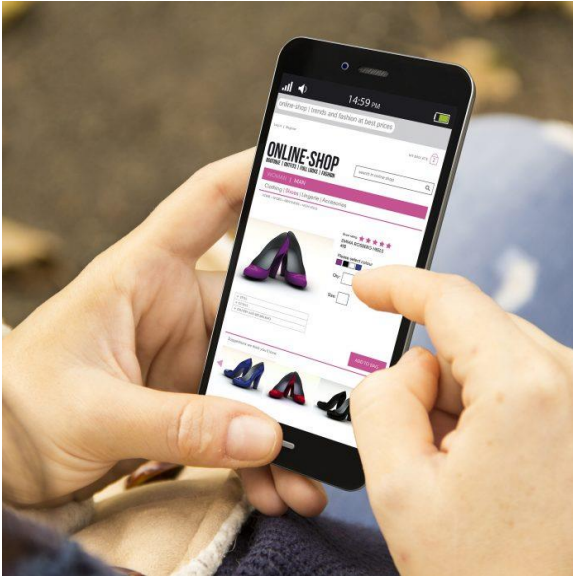


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## Janco E-commerce Solutions' Development Blueprint



Janco E-commerce Solutions Ltd, under the helm of an industry veteran, is operating and advancing with a distinct service and a clear vision towards the e-commerce market. At the center of Janco's e-commerce solution is a hybrid solution. Traditionally, mail service has the best domestic coverage at the expense of delivery speed and service, whereas courier service is speedy at a relatively expensive price point. "We incorporate the competitive advantages of these two services into a single service. This is neither mail nor courier service, we want to differentiate our service

from the others" said by Warren Lee, General Manager of Janco E-commerce Solutions Ltd. By leveraging efficient air transportation and extensive coverage of mail services in service areas, the hybrid service costs less than usual courier services, but ensuring a service coverage that courier services cannot reach. Such service designed by our professionals have already been provided to e-merchants whose customers are from Australia, the US and European countries.

Janco will continue to develop relationships with postal services and local couriers at destinations around the world in order to obtain favorable prices and services for e-merchants with differing needs.

In addition to overseas market, Janco also wagers in China market. We have secured a direct postal service to transport products into China. Apart from this service, Janco has established a bonded logistics hub in Qianhai for the development of cross-border e-commerce business in Mainland China. Qianhai, which is officially called Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone, is designated by the PRC Government to innovate the service industry by strengthening cooperation between Shenzhen and Hong Kong. Enterprises investing within the Zone will enjoy financial advantages over other regions in the Mainland.

"E-commerce is the norm in China. We should be riding with the tide and embrace the market. In-between e-merchants and Chinese market, there is Janco's presence in Qianhai acting as the gateway for entry." Stated by Mr. Lee when describing his plan. With Qianhai's modern facilities and favorable policies, Janco enables the e-merchants to explore and cultivate this market with limitless potential.

"On one hand, we are strengthening our foundations in hybrid service; on the other hand, we continue expand outwards and northward." Mr. Lee said. "This masterplan will continue to be the core of our development."

Janco E-commerce Solutions Ltd is a member of Janco Holdings Ltd, a one-stop logistics service provider based in Hong Kong. It is established to provide customized logistics solutions for e-merchants with varying needs. For enquiries, please email to [ecommerce@jancoexpress.com](mailto:ecommerce@jancoexpress.com)

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