



Standard Lesotho Bank

Business & Commercial

XPORT
China Sourcing
& Global Trade

Symposium





Introduction

Your Partner in Unlocking Opportunities in China.

Having a trusted local partner to help you navigate imports from and exports to China is invaluable for minimising trade risks and maximising opportunities.

We've partnered with the world's largest bank, the Industrial and Commercial Bank of China (ICBC), giving us unrivalled access and a competitive advantage for Lesotho-China trade.

As part of Africa's largest banking group, we are strategically positioned to support Basotho businesses in connecting trade and investment flows between our Mountain Kingdom, China, and the rest of the world.

We offer unmatched Africa-China Trade Solutions with on-the-ground expertise, deep sectoral knowledge, and strong partnerships to help you succeed in these complex cross-border environments.





Africa-China Imports



Africa-China Imports

Africa-China Import Solutions Made Simple for Lesotho Businesses

For years, our partnership with our on-the-ground Chinese partner, Guomao, has delivered a unique, seamless, and comprehensive import solution.

Our service offering includes:

- Sourcing credible OEMs and reliable suppliers
- Obtaining quotations and negotiating contracts and warranties
- Ensuring equipment and goods are fit-for-purpose and compliant with Lesotho regulations
- Conducting pre-shipment quality assessments

Industry Exposure Visits

We organise tailored visits to China, including meetings with vetted suppliers, factory tours, and technology training across key sectors relevant to Lesotho:

- Agriculture & Food Processing
- Energy & Renewables
- Water Treatment
- Healthcare
- Transportation & Logistics
- Manufacturing & Textiles

Together, we provide exposure to Chinese manufacturers, processing factories, distribution networks and technology training.



Africa-China Exports

Africa-China Export Solutions Growth Opportunities for Lesotho

We have expanded our support to help Lesotho exporters access the massive Chinese market.

Our exclusive partnership with Guomao provides comprehensive end-to-end support, including:

- Assistance with Chinese customs and product registration (including GACC)
- Connecting exporters with potential Chinese buyers and managing the sales process
- Guidance on correct Chinese product labelling and packaging standards
- Promoting your products on major Chinese online platforms (TikTok, Weibo, etc.)
- Training on Chinese processing and packaging requirements
- End-to-end logistics services

Signature Export Events

Gain exclusive market access by participating in major events such as:

- China International Import Expo (CIIE)
- China-Africa Economic and Trade Expo (CAETE)
- Sector-specific events (e.g., ProWine, Food & Hospitality China)

We provide exhibition space at our stand (in partnership with ICBC), logistical support, translators, and professional matchmaking with vetted Chinese buyers.



Lesotho Specific Opportunities





Lesotho-Specific Opportunities

Lesotho is well-positioned to benefit from growing trade ties with China, including recent zero-tariff initiatives:

- **Wool and Mohair:** Lesotho is a world leader in high-quality Merino wool and the second-largest producer of mohair globally. Efforts are underway to expand direct exports to China's luxury and textile markets.
- **Other Agricultural & Livestock Products:** Opportunities exist for approved products, including beef, hides/skins, and processed agri-products (subject to protocols).
- **Textiles & Garments:** Leverage Lesotho's established textile industry for value-added exports.
- **Other potential sectors:** Diamonds, renewable energy components, and niche agricultural products.

Import Opportunities

Access cost-effective Chinese machinery, equipment, solar/energy solutions, vehicles, electronics, and consumer goods to support Lesotho's agriculture, manufacturing, infrastructure, and small businesses.

Our team can help you navigate protocols, registrations, and buyer connections to turn these opportunities into real revenue.



How We Help **Grow** Lesotho


How **Standard Lesotho Bank**
Supports You

- Connecting you to reputable Chinese importers
- Letters of Credit and Guarantees
- Guidance on navigating the regulatory environment
- Providing access to Renminbi currency to reduce multiple currency conversions
- Mandarin-speaking support to overcome language barriers
- Providing trade finance to enable you to expand your operations
- Insurance and logistic solutions
- Securing your presence at the annual CIIE and bi-annual CAETE exhibitions



Ready to **Start** **the Conversation?**

Reach out to your
Standard Lesotho Bank
Relationship Manager
TODAY:

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