

Cell Phones & Accessories

DHgate is the number one choice to source a wide variety of electronics products directly from China factories at low, wholesale prices.

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Powering FX payments for DHgate

The client

DHgate.com is one of the world's leading online wholesale marketplaces, for goods made in China. The company connects international buyers with Chinese wholesalers who offer the same quality products found elsewhere at a fraction of the price. DHgate hosts over 30 million products in a wide range of categories including Apparel & Accessories, Computers & Networking, Consumer Electronics, Toys & Hobbies, Health & Beauty, Auto and more. DHgate provides a buyer protection plan, a secure refund policy, express delivery and shipment tracking, and is committed to providing a fast, easy, and safe buying experience to businesses and consumers worldwide.

The challenge

DHgate has customers from over 230 countries and regions. The ability for customers to pay in local currency was essential to their online retail strategy. As a result, DHgate needed to consider solutions that offer multi-currency pricing while minimising exposure to foreign exchange risk.

The solution

DHgate selected BARX NetFX, a fully automated risk management solution, provided by Barclays, for organisations with large volumes of low-value FX transactions. BARX NetFX provides FX rates that are held for a set period of time, allowing DHgate to offer a local currency sales proposition and immediately pass the FX risk associated with selling online, in multiple currencies, directly to Barclays. DHgate has seen significant international sales growth since implementation of the solution.

Summer's Here, and So Are These.

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Shop the hottest selling tech at groovy seller-direct prices.

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DHgate.com
Buy Globally, Sell Globally

“Managing high volumes of transactions across multiple currencies requires a robust FX risk management approach. Barclays understands our business and was able to offer a solution that has helped DHgate maintain its brand reputation and provide a great customer experience, whilst ensuring we manage FX volatility.”

Jeffrey Zang, Supply Chain Finance Director, DHgate