

Cheerful Mario

www.cheerfulmario.cn

BRAND MANUAL

CHILDHOOD BUILDS DREAMS WALKING LIGHTLY

Cheerful Mario

Address: No. 666 Xinsheng Road, Xinpu Town, Cixi City,

Ningbo Province, Zhejiang Province

Postcode: 315300

Telephone: +86 13661755941

E-mail: jasonchan870625@gmail.com

Website: www.cheerfulmario.cn

CheerfulMario About us

Shanghai Gansheng Industrial Co., Ltd

上海柑晟实业有限公司

The story of Cheerful Mario is a journey about inheritance, innovation, and dreams. Born from the shining pearl of leather shoemaking in Wen zhou, Zhejiang, the founder of the brand, as the second generation leader of the family business, not only inherited the persistent pursuit of craftsmanship and quality from predecessors, but also led the brand to new heights with keen market insight and forward-looking strategic vision. In 2010, when the founder officially entered the shoe industry, he knew deeply that in this fiercely competitive market, only continuous innovation and improvement could establish a foothold. Two years later, with a deep concern for the healthy growth of children and an infinite longing for a better life, the Cheerful Mario brand emerged. Since its establishment, the brand has focused on the children's slipper market, committed to perfectly integrating fashionable design with comfortable experience, and creating shoes that meet the needs of children's growth and are full of childlike fun.







幸福玛丽(Cheerful Mario)的故事,是一段关于传承、创新与梦想的旅程。从浙江温州这座皮革制鞋的璀璨明珠中孕育而出,品牌创始人作为家族企业的第二代掌舵人,不仅继承了先辈对工艺品质的执着追求,更以敏锐的市场洞察力和前瞻性的战略眼光,引领着品牌走向新的高度。

2010年,当创始人正式踏入制鞋行业的大门时,他便深知,在这个竞争激烈的市场中,唯有不断创新与精进,方能立足。两年后,怀揣着对儿童健康成长的深切关怀和对美好生活的无限向往,幸福玛丽品牌应运而生。自创立之初,品牌便聚焦于儿童拖鞋这一细分市场,致力于将时尚设计与舒适体验完美融合,为孩子们打造既符合成长需求又充满童趣的鞋履。

Cheerful Mario.

CheerfulMario About us

With the solid support of the two major production bases in Fujian and Ningbo, Cheerfulmario continuously increases investment in product design and research and development, introduces advanced technology and equipment, and ensures that every pair of children's slippers can meet international first-class quality standards. At the same time, the brand also focuses on the application of environmentally friendly materials, striving to protect children's feet while contributing to Mother Earth.

After more than ten years of unremitting efforts and continuous innovation, Happy Mary has established a significant leadership position in the field of children's slippers, winning wide recognition and trust from domestic and foreign consumers. The brand not only occupies a place in the domestic market, but also actively explores the international market, bringing high-quality children's slippers made in China to all parts of the world, bringing laughter and comfort to children all over the world.

Looking ahead to the future, Cheerfulmario will continue to uphold the original intention of "creating fashionable and comfortable high-quality shoes for children", work together with global partners, and explore the infinite possibilities in the field of children's shoes. We believe that through unremitting efforts and persistence, Happy Mary can become a bridg connecting the happy growth of children around the world, making every child's childhood full of happiness and beauty.







在福建与宁波两大生产基地的坚实 支撑下,幸福玛丽不断加大对产品设计与 研发的投入,引入先进技术和设备,确保 每一双儿童拖鞋都能达到国际一流的品质 标准。同时,品牌还注重环保材料的应用, 力求在保护孩子们双脚的同时,也为地球 母亲贡献一份力量。

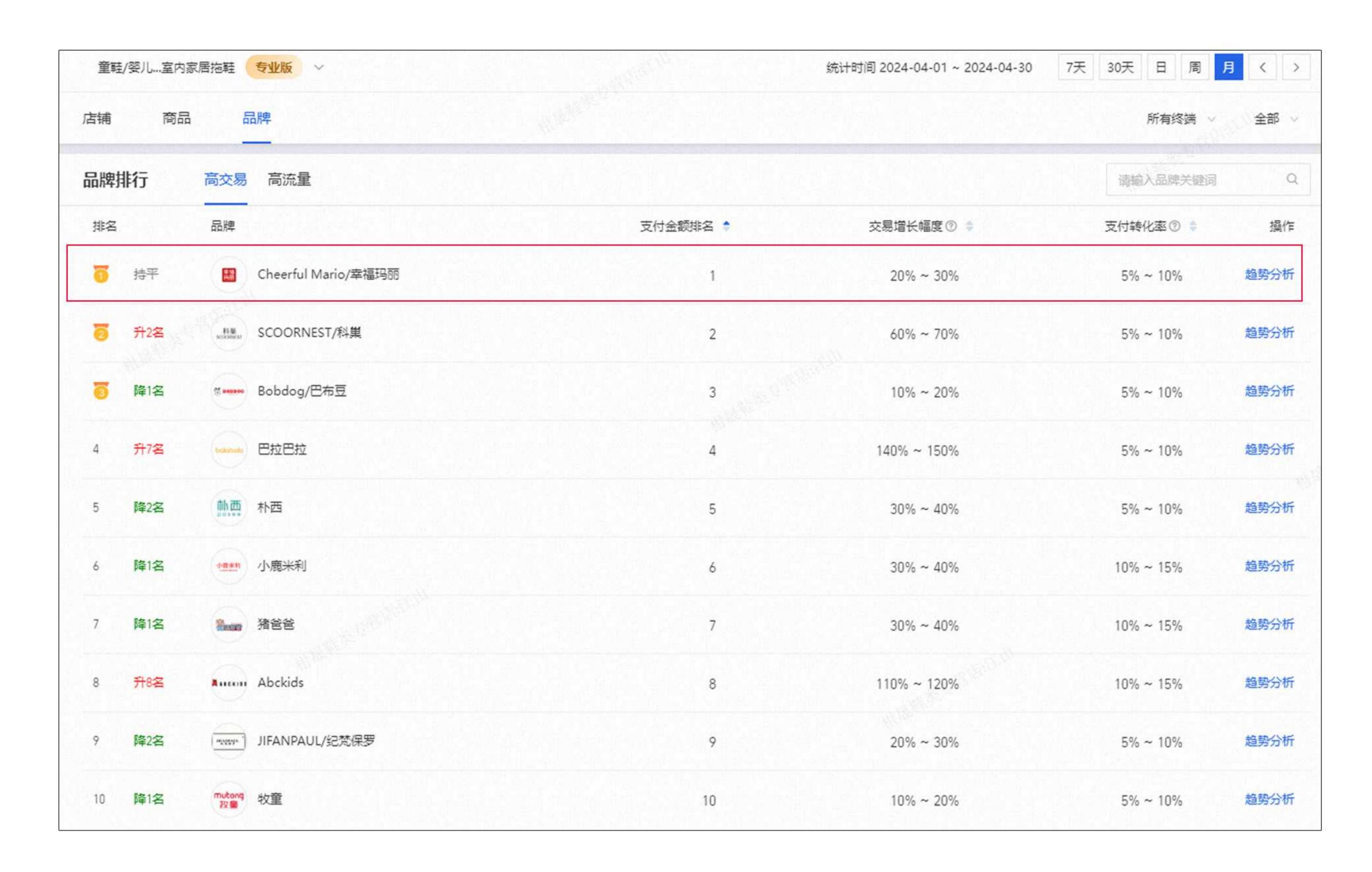
经过十多年的不懈努力与持续创新,幸福 玛丽已在儿童拖鞋领域树立了显著的领导 地位,赢得了国内外消费者的广泛认可与 信赖。品牌不仅在国内市场占据了一席之 地,更积极开拓国际市场,将中国制造的 优质儿童拖鞋带到了世界各地,为全世界 的儿童带去欢笑与舒适。

展望未来,幸福玛丽将继续秉承"为儿童创造时尚、舒适的高品质鞋子"的初心,携手全球合作伙伴,共同探索儿童鞋履领域的无限可能。我们相信,通过不懈的努力与坚持,幸福玛丽定能成为连接全球儿童快乐成长的桥梁,让每一个孩子的童年都充满幸福与美好。



Tmall Data

Cheerful Mario maintains the top brand share in the Chinese children's slipper category for a long time



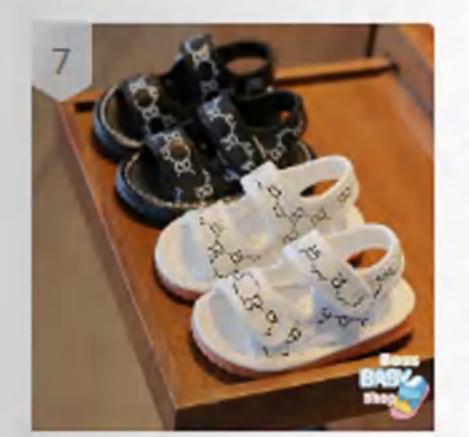
As the leader in the children's slipper category, Cheerful Mario has a solid position in the market, able to continuously attract and meet the needs of consumers, thereby maintaining its leading position.





Vietnam Shoppee Data

- Market penetration rate: In the children's shoe category of the Vietnamese e-commerce website Shopee, 5 out of the top 30 links sell Cheerful Mario products, indicating that the brand has a high market penetration rate in the Vietnamese market. Despite fierce competition, Cheerful Mario still stands out among numerous brands and occupies a place.
- Consumer recognition: This data also reflects the recognition and love of Vietnamese consumers for the Cheerful Mario brand. The successful entry and occupation of the local market by a brand is closely related to its high-quality products, reasonable pricing, and effective marketing strategies.



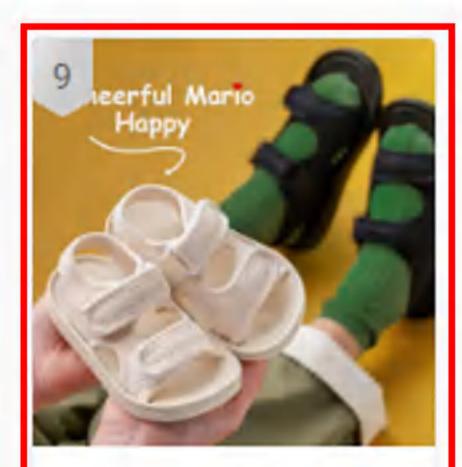
Sandal tập đi cho bé để mềm chống trơn trượt...

₫91.000 - ₫92.000

790 售出



Sandal 2 quai dán hàng đẹp cho bé trai bé gái... ₫120.900 - ₫132.600 717 售出



Giày tập đi CHEERFUL MARIO có khóa dán đ... ₫132.500 - ₫186.200 683 售出



Dép EVA cho bé dép cross Cheerful Mario... ₫69.000 - ₫102.000 573 售出



Sandal cho bé Cheerful Mario QL-2277, Sand... <u>d</u>138.000 - <u>d</u>158.000 533 售出



AMILA Dép Xăng Đan Thể Thao Chống Trượ... ₫59.000 - ₫62.000 512 售出



Dép SanDal Tập Đi Có Kèn Cho Bé Đế Mềm... ₫92.400 477 售出



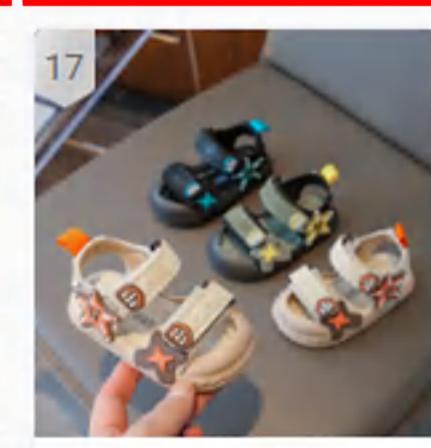
Sandal Tập Đi Cho Bé Chống Trơn Thoáng K... ₫91.000 474 售出



Dép Sandal Tập Đi Cho Bé Trai Từ 0 - 2 Tuổi Đ... <u>d</u>119.000 453 售出



Dép tập đi chống trượt quai dán cho bé trai b... <u>d</u>38.000 435 售出



[HCM] Sandal Chống Vấp Cho Bé Tập Đi... d165.000 398 售出



Giày tập đi để mềm chống trơn trượt cho... ₫63.000 396 售出



Sandal Cho Bé Trai -Dép Sandal Thể Thao... ₫42.100 - ₫59.500 392 售出



Dép sục Cross trẻ em Baya màu Navy Đỏ... ₫172.000 393 售出



Giày sandal để mềm đục lỗ họa tiết hoạt... ₫53.000 390 售出



Dép sandal bé trai quai hậu 1-5 tuổi thời trang... ₫114.000 - ₫124.000



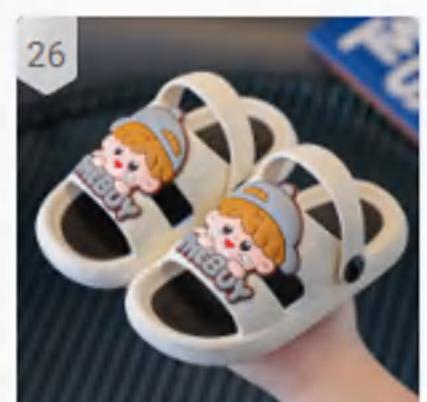
Dép Sandal Disney Siêu Nhẹ Cho Bé Trai Và B... ₫123.000 - ₫133.000 384 售出



Sandal bé trai, bé gái quai ngang- sandal... ₫50.000 - ₫59.000 376 售出



Dép sục cho bé trai, bé gái, chất liệu cao su... ₫59.900 367 售出



Dép sandal chống trượt phong cách Hàn Quố... ₫44.000 352 售出



Dép sục Cross trẻ em giày sục cross cho bé... ₫184.500 329 售出



Giày sandal CHEERFUL MARIO để mềm mại... ₫127.600 - ₫142.100 328 售出



Sandal Cho Bé-Dép Sandal Quai Ngang 3... ₫49.000 - ₫55.800 323 售出



Dép mang trong nhà để mềm chống trượt đục... ₫52.000 - ₫61.250 319 售出



Thai market data

Market position:In the children's shoes category of Shopee, a Thai e-commerce website, two of the top 5 products are Cheerful Mario brand products, which shows that the brand has a very high market position in the Thai market. Being among the top five means that Cheerful Mario is very competitive in the Thai market, where it competently compets with other well-known brands.

Brand influence: This achievement not only enhances Cheerful Mario's visibility in the Thai market, but also further consolidates its market position in Southeast Asia.



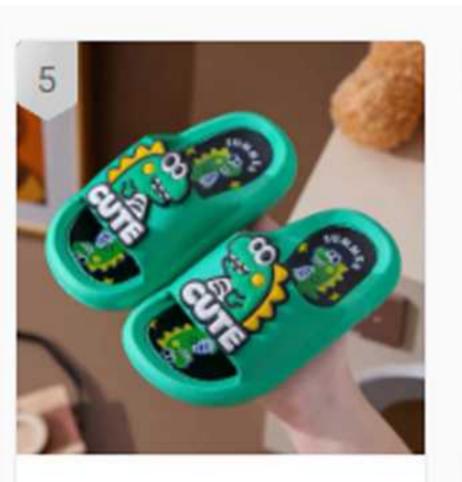




ใหม่ sองเท้าแตะ
 รัดสันเด็กลายการ์ตูน...
 B35
 687 售出



รองเท้าเด็ก Cheerful Mario ของแท้ รองเท้า... B155 - B179 565 售出



DINO05 รองเท้าแตะเด็ก แบบใหม่2022 3-12ปี... B57 - B59 511 售出

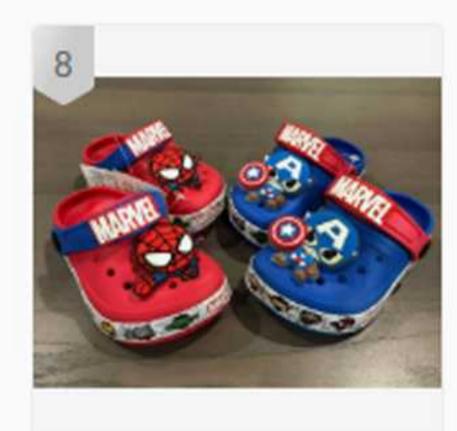


Ayuer รองเท้าแตะ พื้น หนา DIY สำหรับเด็ก... B132 - B177 321 售出



915 售出

RT04 รองเท้าแตะเด็ก การ์ตูน กระต่ายน่ารัก B57 - B59 318 售出



834 售出

OPTA รองเท้าหัวโตเด็ก ชาย มีไฟ LED ไซส์ 24-... B259 263 售出



รองเท้าแตะเด็ก รองเท้า เด็กผู้ชาย เด็กผู้หญิง เบ... 849 - 852 262 售出



รองเท้ารัดส้น มีเสียง สไตล์สาลอง สำหรับเด็... B91 - B109 248 售出



รองเท้าแตะเด็ก หัดเดินรูป หมี รองเท้าเด็กเล็ก แบบ... 864 242 售出

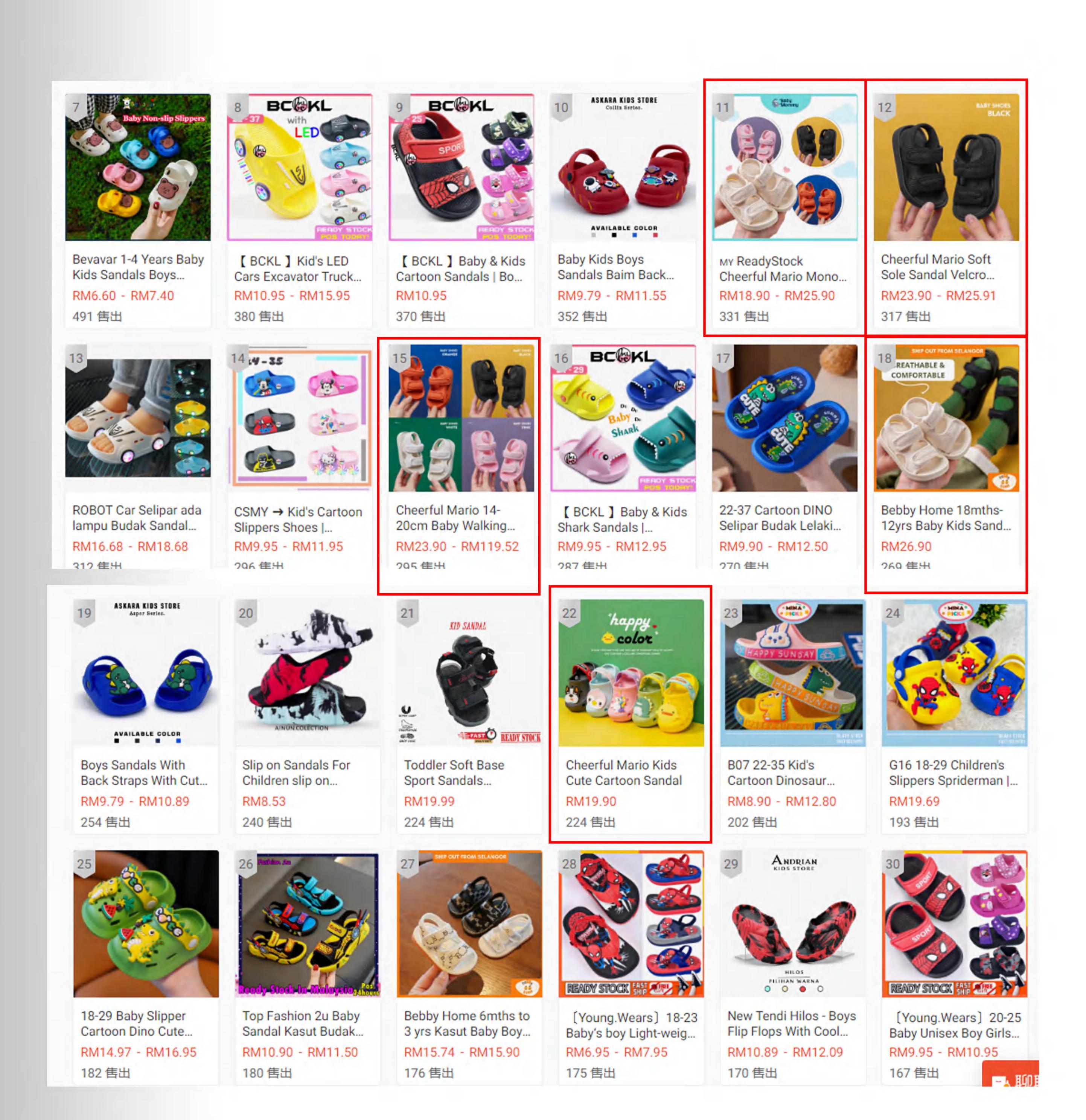


รองเท้าแตะเด็กเพื่อ สุขภาพ EVA สีสันสดใส... 8106 - 8117 226 售出



Malaysia market data

 Market performance: Top 30 in the children's shoes category of Malaysian e-commerce website Shopee. Five of them sell Cheerful Mario products, indicating that Cheerful Mario is also doing well in the Malaysian market.



E-commerce in Russia

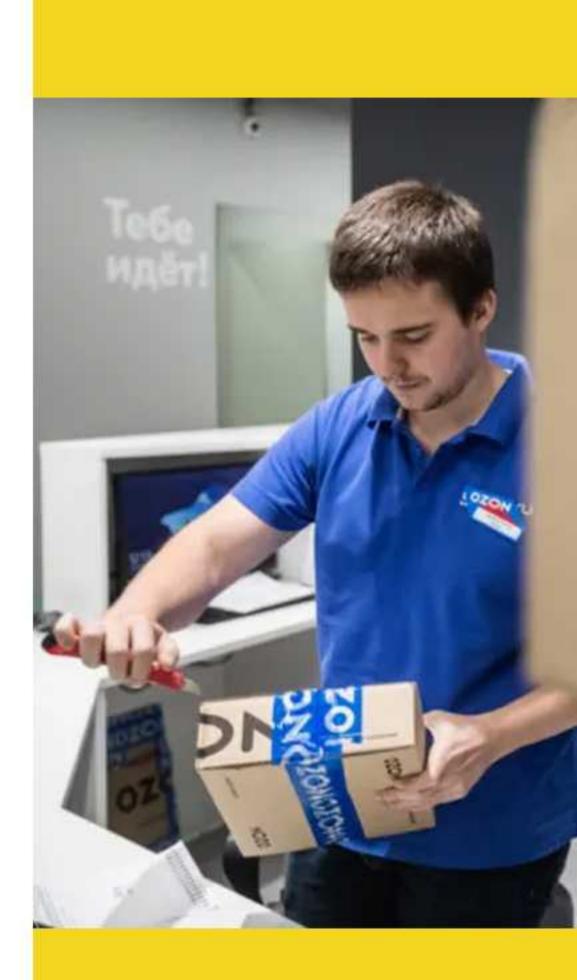




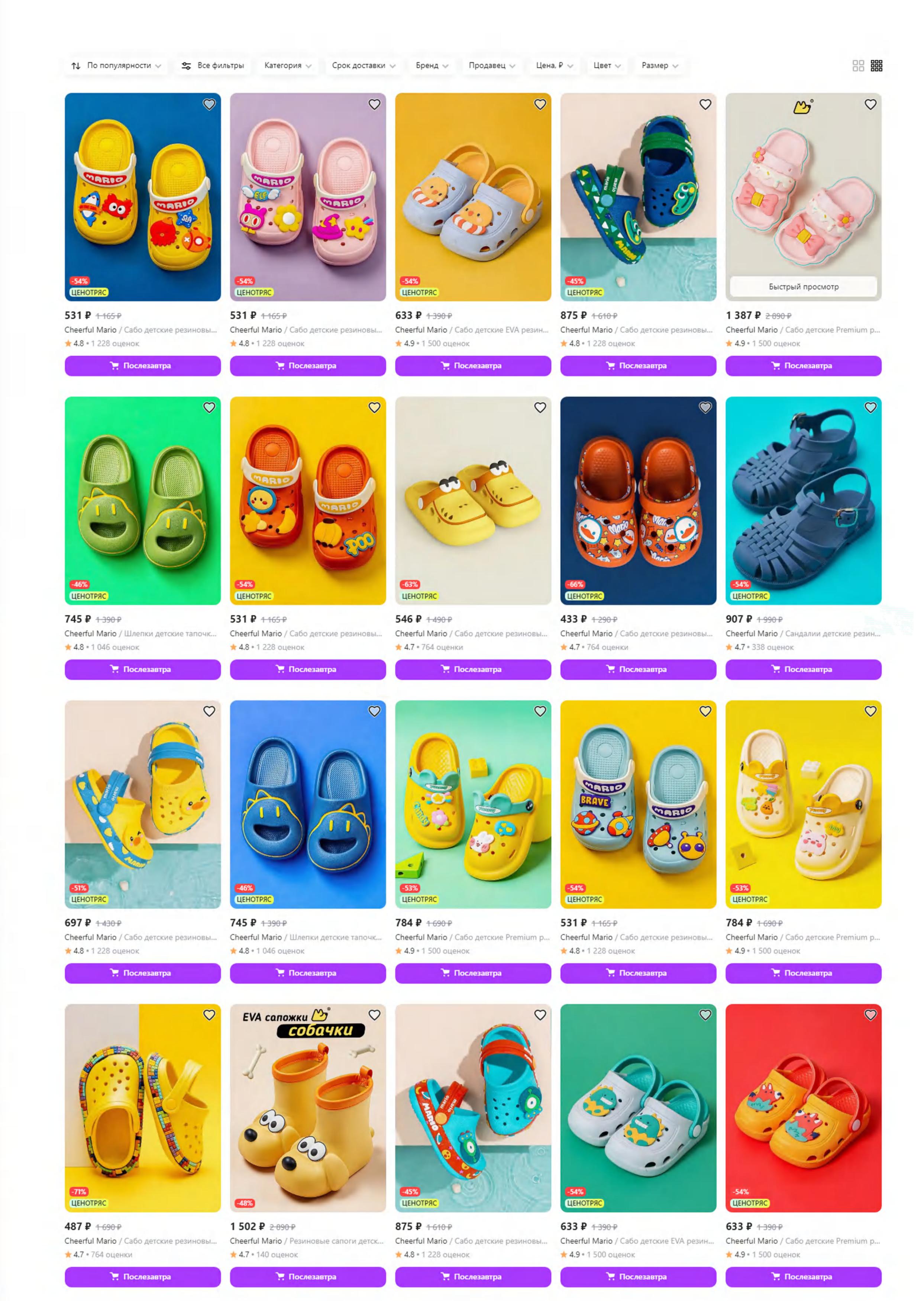


On Russia's high-profile e-commerce platforms Wildberries and OZON, the Cheerfulmario brand shines, carrying more than 200 well-designed children's shoes to accurately match the pulse of the market. Each year, the brand proudly sells around 500,000 pairs of shoes, a testament to consumers' desire for both quality and style.

From light and breathable summer slippers for children to warm and comfortable winter cotton shoes, Cheerfulmario understands the changing seasons, and its comprehensive product line matches the four seasons of Russia's climate and the diverse needs of children. We are committed to providing shoes that not only conform to the characteristics of the season, but also integrate fashion elements, so that every small customer can feel the care and fun from Cheerfulmario in every step of growth.









Such a rich product matrix not only showcases Cheerfulmario's profound understanding of children's foot health, but also demonstrates its precise insight and positive response to the demands of the Russian market. Here, every pair of shoes is a beautiful interpretation of quality life and a warm companion for children's happy growth.



Brand customers

Started with dreams, skilled in research and development

Since its inception, we have set our sights on the field of children's slippers with endless possibilities. Here, we know that every pair of shoes carries children's d reams and courage to explore the world. Therefore, we continue to cultivate in t he field of EVA shoemaking, constantly invest in research and development and design, and strive to integrate technology and innovation into every product. From the selection of materials to the polishing of the process, we strive for exce llence, only to bring the most comfortable and safe wearing experience to children.

Quality first, win-win cooperation

As a leader in the industry, we know that quality is the lifeline of a brand. Therefore, we have established a strict quality control system to ensure that every pair of shoes meets international standards and customer requirements. At the same time, we also actively embrace market changes and provide OEM/ODM services to customers who want to develop their own brands. Through our market leadership, high-quality design and quality, and competitive costs, we help many partners stand out in a highly competitive market and create success together.

Join hands with balabala to create brilliance

Among the many successful cooperation cases, the cooperation with balabala is particularly shining. As a leader in the field of children's clothing in China, balabala has won the love of countless families with its excellent quality and extensive market influence. However, when they stepped into the field of children's slippers, they chose to fight alongside us. Through deep cooperation and resource sharing, balabala has successfully ranked among the top three in the field of children's slippers in China in just half a year, not only bringing them substantial profits, but also further consolidating its leading position in the children's market. This successful case not only testifies to the strength and charm of our brand, but also lays a solid foundation for our win-win future with more partners.











Cheerful Mario.

Successful case of brand cooperation Deep strategic cooperation

Through deep strategic cooperation and seamless docking of resources, we have written industry stories together. In just half a year's time, Bala Bala has jumped to the top three in the Chinese children's slippers market at an astonishing speed, which has not only brought rich economic returns to both sides, but also built a more solid fortress for Bala Bala's dominance in the children's market.

This successful case is not only a strong evidence of our brand strength and unique charm, but also a vivid practice of the concept of win-win cooperation between the two sides, which has laid an indestructible foundation for us to jointly explore a broader cooperation space. Looking forward to the future, we are full of confidence and expectation, and believe that there will be more like-minded partners to join us and jointly create a more brilliant chapter.



Cheerful Mario.

E-commerce customers

Started with dreams, skilled in research and development

Relying on our solid and efficient sales network system, we are proud to promise that the vast majority of fashion styles are kept in stock, which greatly empower overseas e-commerce customers, enabling them to quickly test market new products, flexible replenishment, thereby effectively reducing inventory pressure and seize market opportunities. For the popular styles with bright sales performance, we carefully listen to and adopt the valuable opinions of local core sales customers, and scientifically set the minimum sales price strategy to ensure that each partner can enjoy a fair and reasonable profit margin and achieve winwin development.

Further, for the long-term cooperation and solid foundation of valuable customers, we especially provide exclusive sales rights, select some styles as cooperationhighlights, through this exclusive privilege, to help customers stand out in the fierce market competition, accelerate the pace of their business growth, create a brilliant future



















Alixxpress





coupang















Cdiscount



Traditional wholesale customers

We have 30 years of traditional wholesale experience

As a leading supplier to the children's slippers market in China, we are proud to offer wholesalers an unprecedented range of styles to meet the diverse needs of their end customers. Our unique off-the-shelf supply model not only greatly reduces the inventory pressure and risk of our partners, but also realizes efficient and flexible supply chain management.

Once the order is confirmed, we promise to respond quickly within 48 hours and ship directly to wholesaler customers, completely eliminating the long production waiting period in the traditional model, which significantly improves the turnover efficiency and utilization of capital, so that your business operations are more smooth.





Through our cooperation, wholesaler partners can not only quickly respond to market changes, seize business opportunities, but also maintain a leading edge in the fierce market competition, and achieve win-win and even multi-win situation. We firmly believe that going hand in hand to create brilliance will inject more vitality and possibilities into the children's footwear market in China and eventhe world.

Cheerful Mario.



Brand collaboration limited edition

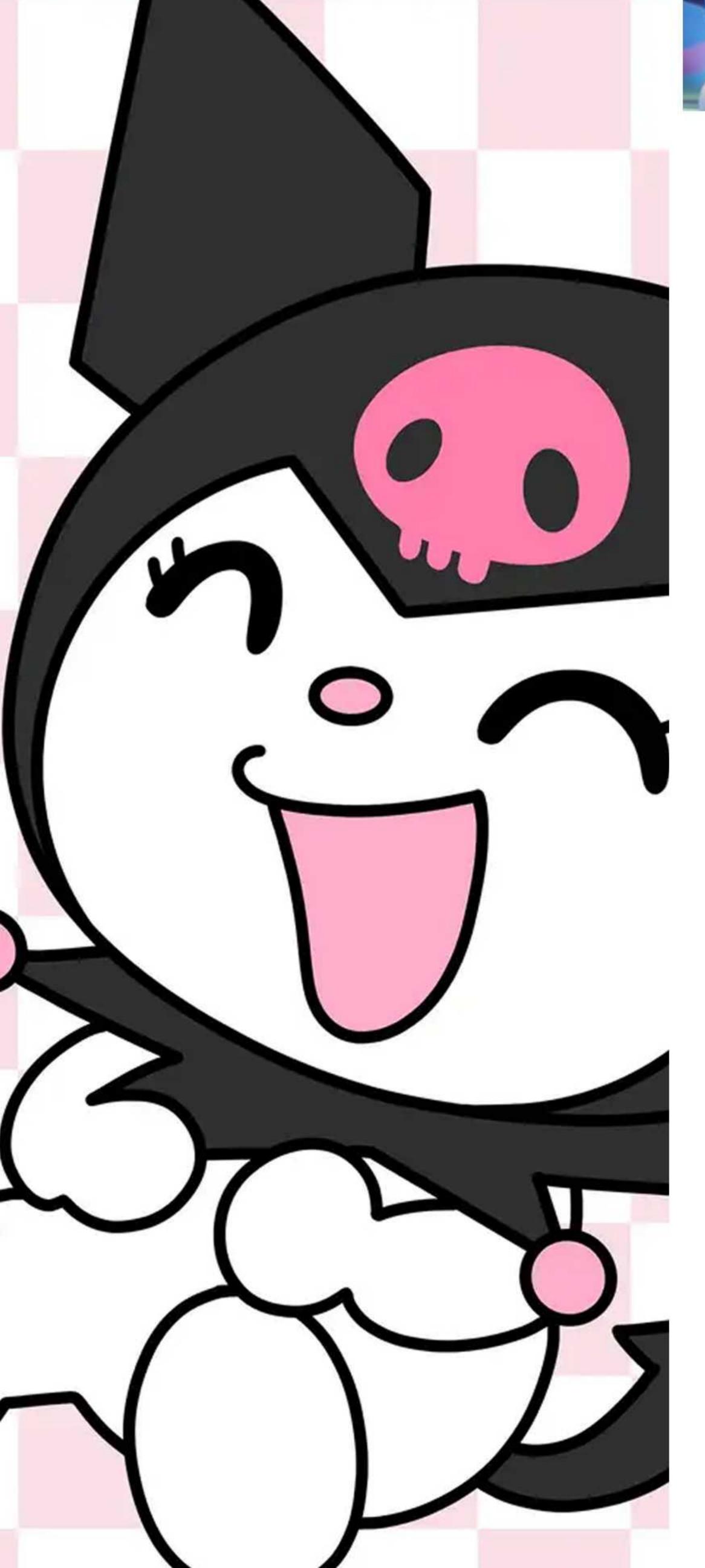


Cheerfulmario, together with many well-known IP, has launched a creative joint feast, and carefully created a series of unique children's shoes, each of which cleverly integrates the classic elements of each IP and the vitality of Cheerfulmario design, aiming to put on the wings of dream and happiness for children's feet. Let every step be filled with the joy of exploration and unlimited imagination.











This series of co-branded children's shoes is not only a fashion statement for walking, but also a guardian of childhood dreams. From the funny patterns of cartoon characters to the subtle color matching, every detail has been carefully designed to stimulate children's curiosity and creativity, so that they can feel the wonder and warmth of different worlds at every step of their growth.

Cheerfulmario uses ingenious design language to transform the unique charm of each IP into the scenery at the feet of children, making every step a journey through dreams. Whether it is a brave adventure superhero, a dreamy romantic fairy princess, or a witty and humorous animation star, you can find your own shine in this series of co-branded shoes.

Let us start this wonderful joint journey with Cheerful mario, adding a bright color to the road of children's growth, so that every step of the joy and dream of the beat forward.











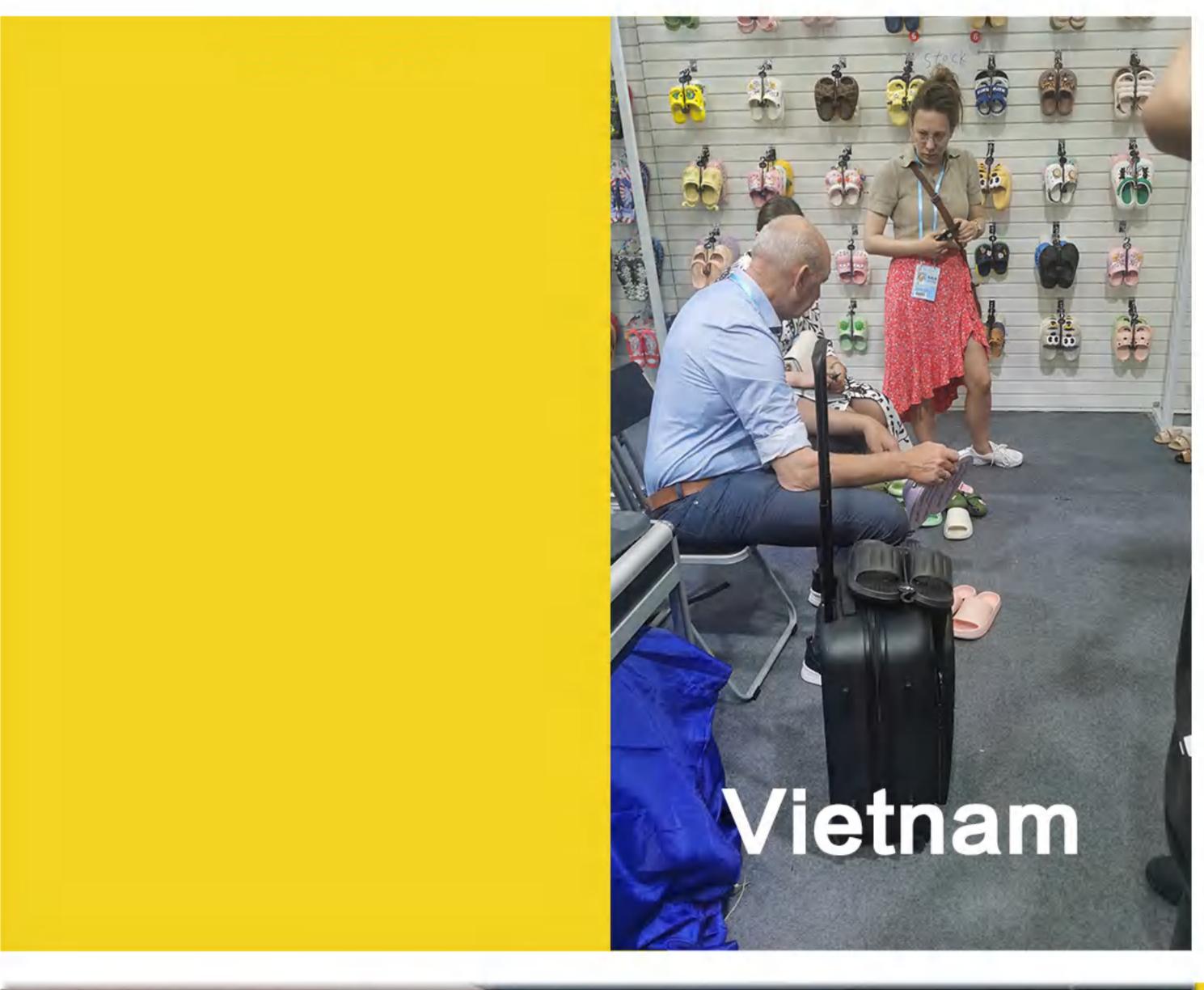




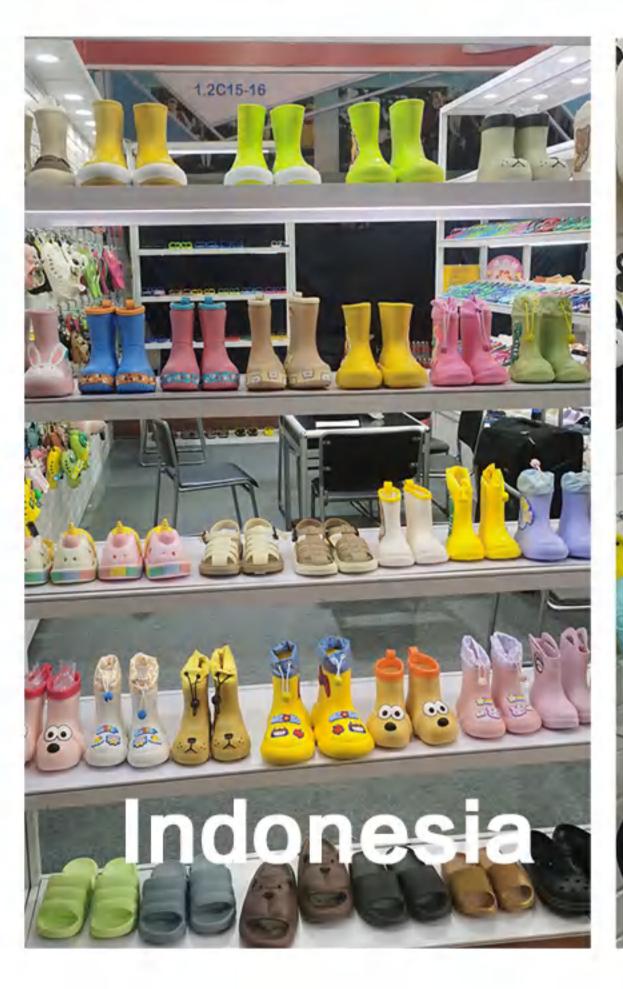
Where did we appear EXPO

Our annual footwear extravaganza spans every continent, from Germany, the United States, Southeast Asia, Japan, Russia, Italy and many European countries to the forefront of fashion in Korea, with the aim of deepening the exchange with valued customers around the world. Each exhibition is a concentrated display of excellent quality and extraordinary design, our products because of their unique charm and excellent performance, in these international stage of attention, won widespread praise and favor.

We invite you to be a witness and a participant in this global fashion journey. Please pay close attention to our developments and look forward to meeting you at the dazzling exhibition site. This is not only a simple visit, but also a valuable opportunity to open unlimited cooperation possibilities and establish profound business relationships. Let us go hand in hand to create a brilliant future for the footwear industry!





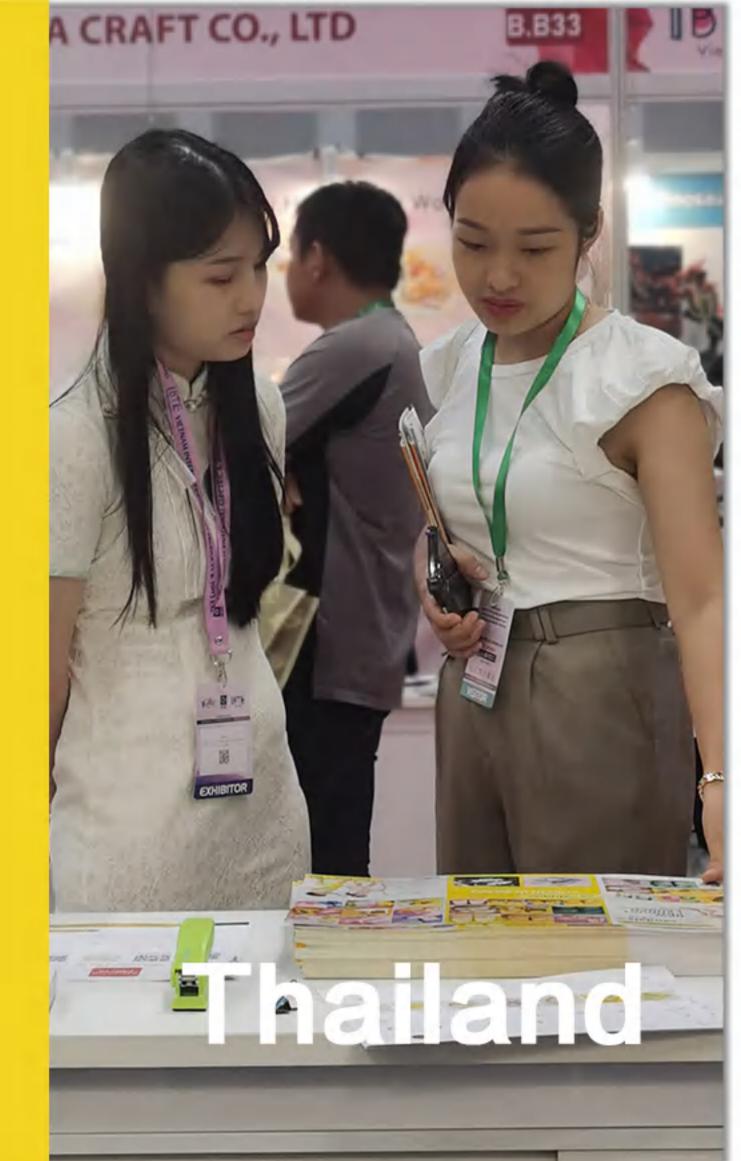














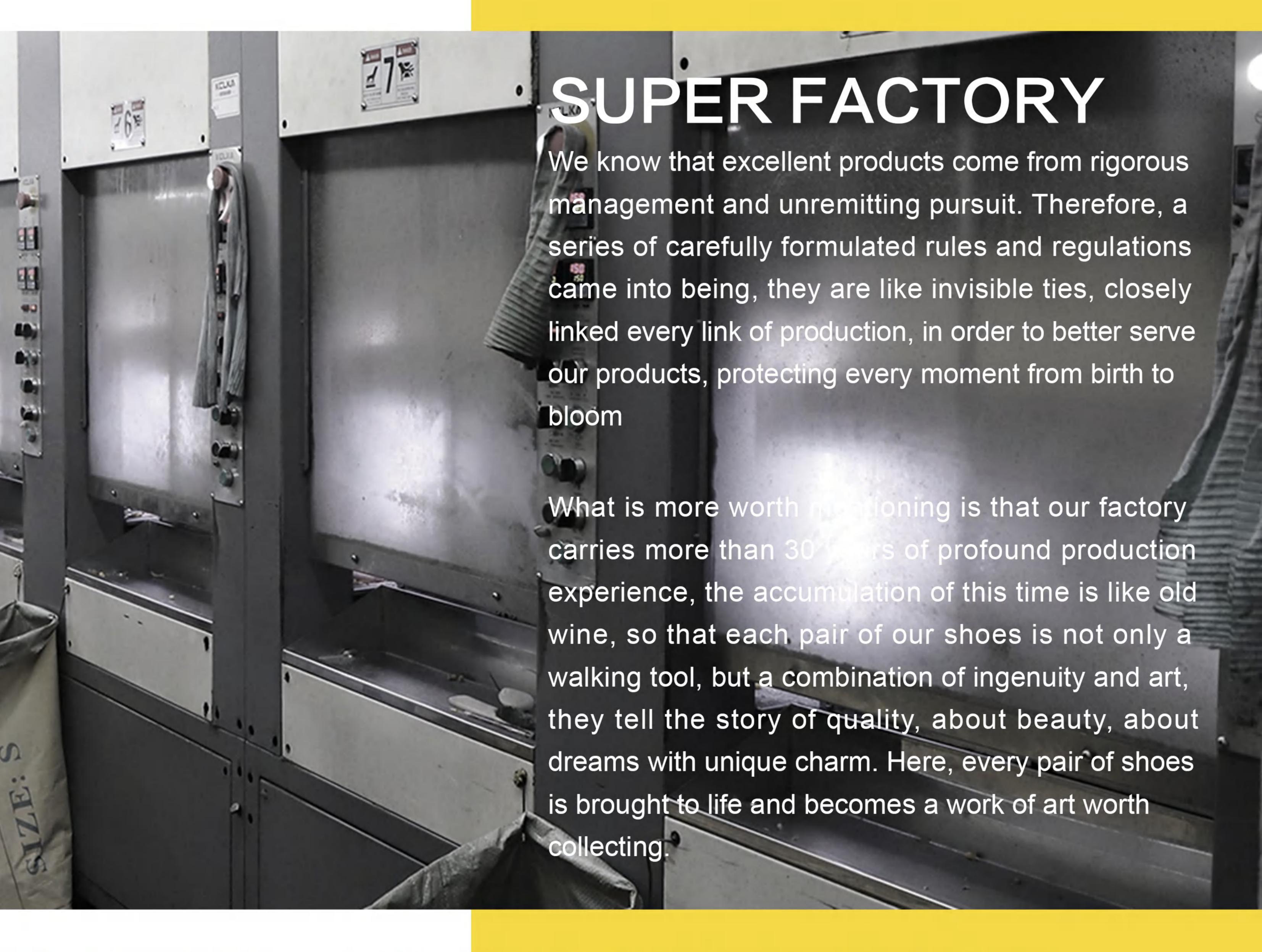






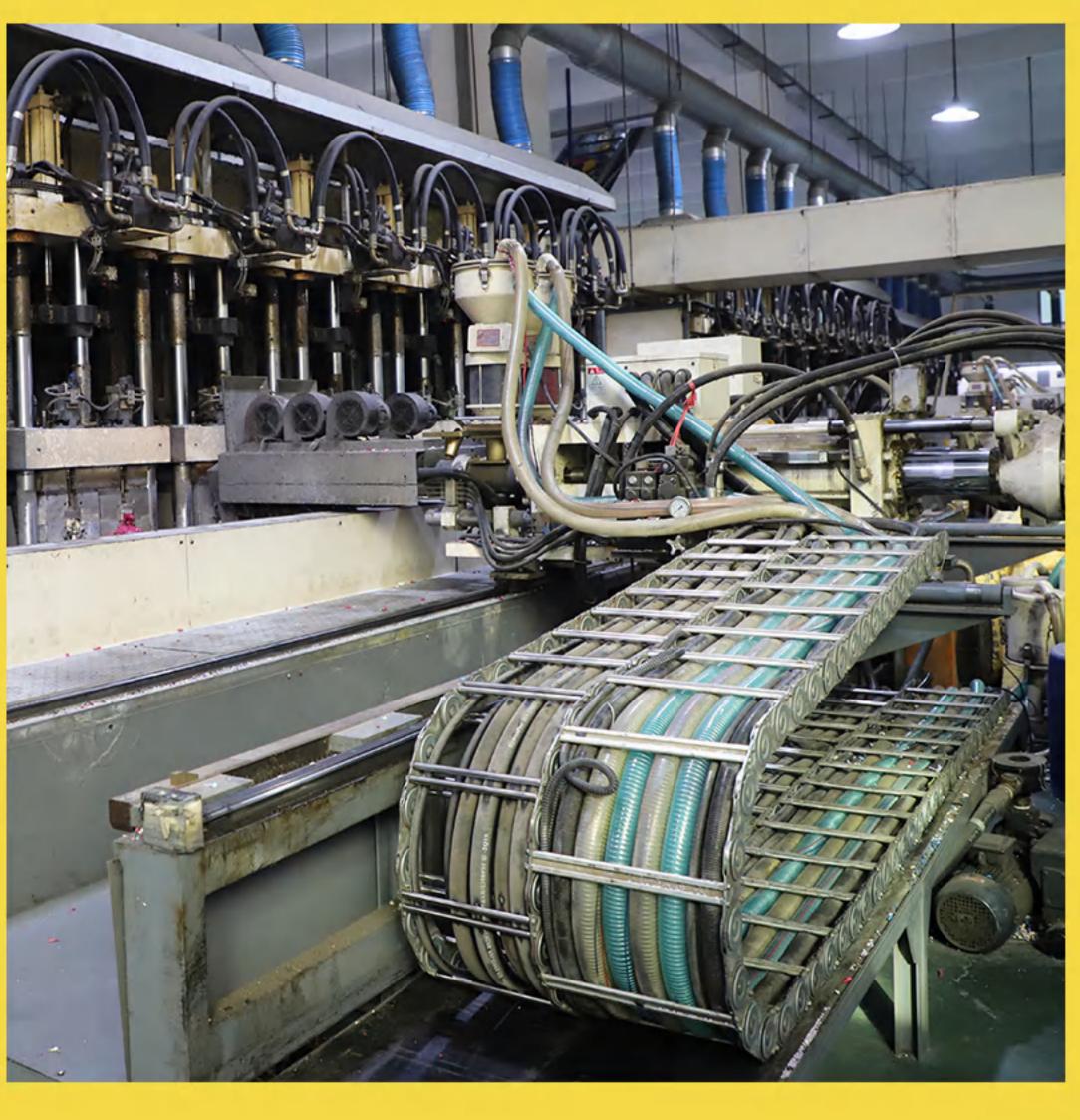
Our factory is proudly equipped with hundreds of state-of-the-art equipment, each of which is of great value, reaching millions of grades, and all of which use the world's most cutting-edge shoe-making technology. Together, they form the solid foundation of the production line, ensuring that every product meets exceptional quality standards. Here, with the spirit of ingenuity, the professional artisans team leads the seamless connection of products from design to finished products, realizes the exquisite technology and efficient production under the line operation, and once again builds a solid wall for product quality.













Address: No. 666 Xinsheng Road, Xinpu Town, Cixi City, Ningbo Province, Zhejiang Province

Postcode: 315300
Telephone: +86 13661755941
E-mail: jasonchan870625@gmail.com
Website: www.cheerfulmario.cn