



25  
YEARS







-  Strategize
-  Expand
-  Set Up
-  Invest

# About ALTIOS

## Your Trusted Partner to Expand around the World

Since 1991, ALTIOS offers international market expansion solutions to small and mid-cap companies operating and investing globally.

We offer our clients unique support with 4 strategic pillars to make business abroad easy:

-  **STRATEGY** for international growth (opportunities, roadmap, financing)
-  **EXPANSION** into new markets (potential, go-to-market, business partnerships, and JVs)
-  **SET UP** of employees and/or entities abroad (recruitment, payroll management, incorporation, accounting, tax)
-  **INVESTMENT** through strategic cross-border acquisitions or industrial establishments

What makes ALTIOS unique is our integrated global network of 37 offices and 750+ professionals strategically positioned in the G30, allowing our clients to operate worldwide with efficiency and confidence.

### / Our Vision

*We believe the world is an infinite source of unrevealed growth for ambitious companies keen to explore new territories if we smartly connect markets, people and cultures*

### / Our Mission

*We act as your trusted partner to support you at every step of your international journey, opening up new paths of development on a worldwide scale*

### / Our Signature

***We reveal your international potential***

### / Our Values

**Listening**  
**Team Spirit**  
**Agility**  
**Passion**  
**Entrepreneurship**  
**Responsibility**







# About M+V ALTIOS

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# Key Figures

The Leading international advisory firm for SMEs and mid-caps



## Global Footprint

ALTIOS offices in all key global economies: Americas, EMEA, Asia Pacific



## Local Support

Locally based teams: Markets, Finance, HR, Tax...



## Comprehensive Solutions

Strategy, Market Expansion, HR, Accounting & Tax, M&A, FDI

AT YOUR SIDE  
ALL OVER THE WORLD



**10,500+**

International companies served

**SMALL & MID-CAP FOCUS**

**30+**

Years of continuous growth

**SALES MINDSET**

**750+**

Multicultural experts

**EXPERIENCED**

**40**

Global offices in 26 countries

**INTEGRATED**



**2,500+**

Market assessments completed in a wide range of sectors



**3,500+**

Partners identified & checked: distributors, JV, acquisitions



**1,200+**

International C-level & Country Managers Recruited



**1,200+**

Legal entities incorporated & administered



**450+**

Factories & cross-border investments





# Key Figures - India

The Leading international advisory firm for SMEs and mid-caps



## Global Footprint

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## Local Support

Locally based teams: Markets, Finance, HR, Tax...



## Comprehensive Solutions

Strategy, Market Expansion, HR, Accounting & Tax, M&A, FDI

**YOUR PARTNER  
FOR INDIA, ACROSS INDIA**

Gurgaon New Delhi  
Mumbai Pune Hyderabad  
Bangalore Chennai

**1,500+**

International companies served

**SMALL & MID-CAP FOCUS**

**25**

Years of continuous growth

**SALES MINDSET**

**200+**

Multicultural experts

**EXPERIENCED**

**8**

offices across India

**INTEGRATED**



**1,500+**

Advisory projects completed: Go-to-market strategy, Partner Search, Strategic study



**1000+**

International C-level & Country Managers Recruited



**350+**

Legal entities incorporated and administrated



**100M€**

Sales volume processed per Year



**20+**

Factories & cross-border investments



# Solutions for our Customers

Strategic services for every step of internationalization

Design  
International Strategy

Expand  
Sales & Distribution

Manage  
In-Country Operations

Maximize  
Market Leadership

4

PILLARS TO  
INTERNATIONAL  
EXPANSION



## STRATEGIZE

### / Global Strategy

- Strategic review
- Market prioritization
- Operational road map
- International Low-carbon Roadmap

### / Senior Advisory

- Board / international team mentoring & coaching
- Change management support
- Roadmap implementation



## EXPAND

### / Market Entry

- Market validation
- Business opportunities assessment
- Go-to-Market Strategy

### / Market Expansion

- Business partnerships, strategic alliances and Joint-Ventures
- Sales operations optimization
- Business Roadmap implementation



## SET UP

### / Global HR solution

- International executive recruitment
- Visa, payroll services & HR advisory
- International hosting & incubation solutions

### / Subsidiary Management

- Incorporation & Registered Address
- Directorship & Management
- Accounting, payroll, tax
- Supply chain & distribution platform



## INVEST

### / Cross-Border Acquisition

- Screening & Target Identification
- Direct Approach of off-market targets
- Due diligence & negotiation
- Post-merger integration & steering support

### / Manufacturing Investment

- Site location benchmark
- Operating costs & incentives
- Setup & running

# A Powerful Global Network

CHOOSE WHERE YOU WANT TO TAKE YOUR BUSINESS TO THE NEXT LEVEL



# Our Ecosystem

A TRUE GLOBAL CONNECTOR FOR SUSTAINABLE INTERNATIONAL EXPANSION

## MAXIMIZE LOCAL IMPACT & **LONG-TERM GROWTH**



**Government Agencies**

65+ Projects for  
International Trade & Investment



**Trade Associations**

130+ Strategic partners  
in 22+ countries



**Investment Funds**

115+ International growth  
projects for companies



**Banks**

8+ Global partnerships  
in 4 continents



# Why choose ALTIOS?

## A FULLY-INTEGRATED GLOBAL EXPANSION NETWORK

### / Strong Partner with 30 Years' Experience

ALTIOS provides you with in-depth industry expertise and integrated resources on a worldwide scale. You grow your business – We manage everything else. You focus on sales and leave market entry and administrative support to be handled by ALTIOS' 750+ professionals operating in the G30.

### / Worldwide Local Support

Leverage our international business expertise, on-the-ground resources, and infrastructure to expand internationally. Save time, money and reduce risk without losing focus on YOUR day-to-day business.

### / Instant Set-up

With our plug-and-play solutions, you can instantly access and operate onto multiple major markets, without any significant upfront investment. Our solutions are cost-effective, flexible and can be utilized when you need them.

### / Entrepreneurial Approach

Business-oriented solutions provided by a team of entrepreneurial experts working from a unique global network of offices around the world. A single point of contact to coordinate and manage all in-country services and operations, **1 partner for all your business needs - everywhere.**



# Our Strategic Partnerships

INSIGHT, NETWORKS AND ACTIVE CORRIDORS FUELING INTERNATIONAL GROWTH



Wine  
Australia

# Who our Clients are...

## PERFORMING INTERNATIONAL MEDIUM-SIZED AND MID-CAP COMPANIES





# Testimonials

## WHAT OUR CLIENTS SAY ABOUT US

*“Language and cultural norms can be a major barrier to acquisitions. However, Altios' innovative M&A approach meant we could grow our presence in France and ensure a smooth transition of Tramar and Alpine Shipping within our business structure and corporate culture.”*

**GIANNI BACHINI,**  
MANAGING DIRECTOR, SALVINO DEL BENE

*“Collaboration with Altios is based on transparency and is continuously evolving. That's what makes all the difference when it comes to addressing potential roadblocks, issues, and even opportunities. Altios helps us do what we do even better.”*

**GUIDO MASIERI,**  
CHIEF OPERATING OFFICER, FINANTIX

*“The support M+V Altios gave us was exactly what any new business in a new market needs.”*

**ALEXANDER KEHRMANN,**  
CEO, FERRO DUO

*“When you're alone and far away you really need local support and good advice, especially with contracting and navigating complex visa issues. I'm very glad to have the support of ALTIOS.”*

**STEPHANE LIVET,**  
VP SALES ASIA, SPS IN GROUP

*“The service and support that ALTIOS offers allow small and midsize companies to create a presence anywhere in the world without the risk. They are your eyes and ears in any market.”*

**NICOLAS HERETIGUIAN,**  
GENERAL MANAGER, AVL WINES

*“Working with Altios has helped us structure our international expansion journey so we will take the right step at the right time and be successful in reaching our goals.”*

**MARIA WILTZ**  
GLOBAL SALES & MARKETING DIRECTOR, INNOV'IA







Connect with us

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