

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



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

M+V 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

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

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

THE ALTIOS ADVANTAGE

- 📍 Global ALTIOS Offices
- 📍 Certified Partners

San Diego
Mexico City
Montreal
New York
Charlotte
Miami

Sao Paulo

London
Nantes
Lisbon
Madrid
Cologne
Paris
Lyon
Turin
Berlin
Prague
Frankfurt
Milan
Krakow
Warsaw

Dubai
Mumbai
Bengaluru
Kuala Lumpur
Chennai
Ho Chi Minh
Singapore
Shenzhen
Pune
New Delhi
Beijing
Shanghai
Hong-Kong

Sydney
Auckland

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



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 Alpinea Shipping within our business structure and corporate culture. ”

GIANNI BACHINI,
MANAGING DIRECTOR, SALVINO DEL BENE

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

ALEXANDER KEHRMANN,
CEO, FERRO DUO

“ 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

“ 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

“ 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

“ 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





25
YEARS

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