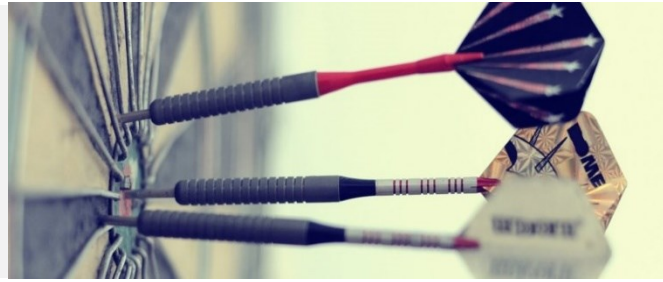


Land Your Business In Asia!

We enable your **industrial business** to expand in the Asia Pacific Region with a simple hands-on approach. With our strong cultural knowledge and extensive market experiences, **your next step is doable and achievable** without huge investment.



INDUSTRIAL Business Entry to Asia

Looking for a **Market Entry** or **Business Partners**

Think regionally, act locally: Three Step Approach

We recognise that Small and Medium Industrial Companies are often unable to relocate their own staff to the Asia region, do not want to setup a local office, or are simply not clear of how to enter the Asian Market



1. Business Strategy



2. Business Development



3. Business Continuity

Business Strategy

It all starts with a Business Strategy - Market Research

- By Country or Region
- End-User, Business Partner, Competitors
- Economical Data, Industries, Business Development Plan
- Timeline: 1 Month - 3 Months

Business Development

Business Development, the Core Product – Field Test/Approach

- Go to Market, feel the Market - together
- Approaching Business Partners and/or End-Users
- Execute Business Plan
- Timeline: 3 - 18 Months - maybe even longer

Business Continuity

Finally, the Business Continuity Phase – Keep Moving on

- Continue to develop the Market and/or Region
- Develop Strong Pipelines and support Customers
- Client take fully charge – smooth Handover (or)
- Status Quote – using the SourcAsia Services

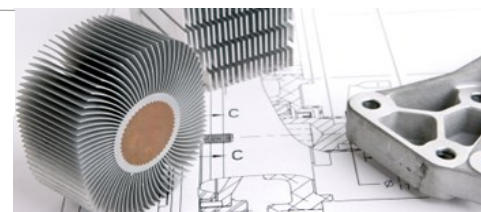
Additional Services

Procurement Provider

Stay Competitive

Spare Part Management

Local / Faster / incl installation



Open communication and cooperation
are a big part of our success to achieve the goal together.

What Are Your Benefits



- Swiss Person with over 20 Years Asia Experience
- Deep knowledge of the Asian Countries
- Large Asian Network
- Hands-on Approach
- Clear understanding of the process – anytime
- Direct Communication

Providing a seamless process for Small & Medium
Industrial Companies that wish to enter the Asia market



Mark Mumenthaler
Managing Director

Swiss Citizen | Mechanical Engineering | ExeMBA National University of Singapore

- 20 years based in Asia Pacific (Singapore, China)
- 15 years Executive Management Functions for Swiss & German Companies
- 10 Start Ups running Sales and the entire the organization (China, Singapore, Thailand, Malaysia, Indonesia, Philippines, Australia)
- Wealth of experience in Business Development for B2B and Channel Management Organization with the focus on Industrial Product Distribution Business selling technical solutions and services to multinational companies
- LinkedIn: [linkedin.com/in/markmumenthaler](https://www.linkedin.com/in/markmumenthaler)

Whether B2b or B2C
It is all about

H2H
(Human to Human)

Together
Our Competitive Advantage



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The Bridge to The Asia Market

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