

"There is no favorable wind for the sailor who does not know where to go " (Seneca)

> "A mind is like a parachute. It doesn't work if it is not open" (Frank Zappa)





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# KOINÈ GLOBAL CONSULTING Pte. Ltd. at a GLANCE

Koinè is a reputable consultancy company with a **proven record in the field of internationalization** services, supporting clients enhancing and opening new businesses from and to Asia and Europe.



We have worked, built and managed businesses in many parts of the world in multinational, multicultural and complex organizations, hence we offer hands-on, in-depth experience providing industrial, commercial and organizational advisory services.

Koinè operates in alignment with the Clients' strategies tailoring supporting projects according to the real clients' needs and not providing "prepacked" solutions.









## WE GROW YOUR PRESENCE

Koinè supports clients in opening of new markets: per geographical area, sector, product or customers; main focus on Europe and Asia.

We provide M&A and Post-M&A support: indepth Due Diligences and Business Processes diagnoses; Compliance Analyses; Change management; Tailored Business Plans



We perform Companies Re-Positioning: Business Process Analyses and Redesign; Building the relationship with key stakeholders (neighbor, unions, and authorities)

**We provide technology support**: Technology Transfer and Operations Projects; Process Packages and support to new product development; Investment evaluation and challenge

**Koinè** cooperates with an independent European advisory firm for all key issues of entrepreneurial activity related to Strategy, M&A and Transformation.





## WE CRAFT A PLAN TO TAKE YOU THERE

**Koinè** operates in alignment with the Clients' strategies tailoring supporting projects according to the real clients' needs and not providing "prepacked" solutions.



One-size-fits-all approaches will never help your business reach its full potential. Our approach is to work with you and tailor your project to expand your business where you want and when you want.

Exactly what you need, where you want it and on time,

ensuring the action plan is practical and feasible Hands-on, in-depth experience in Operations, Procurement, Marketing and Sales. Vast experience in complex, multicultural organizations.



The vast network among companies and authorities bodies we have developed in Asia and Europe, allows us to support companies in their development projects while our clients can continue concentrating on their core activities.

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### **CASE STUDIES**

**European Chemical Co.** Replacement of a product utilized in the biomedical industry. Screening and selection of potential partners; development of the lab chemical process; identification of the key raw materials suppliers; Industrial trials execution; contract preparation and commencement.





**European Fine Chemical Co.** Opening the new HQ in Singapore. Evaluating market opportunities, competitors and clients; assessing technical company background; selection of the right market positioning; opening the new legal entity; screening and selecting new personnel to be hired locally.



**European Certification Co.** Search for qualified and accredited partners in Asia to support European companies in obtaining valid local certificates. Shortlisted few partners in Singapore and China. Signed the final commercial contract with a Chinese partner. **Industrial Automation Co.** Opening of the Asian market searching distribution partners in Asia for automation components; organizing business meeting and visits to selected partners; preparation and signature of the commercial agreements.





**European Fine Chemical Co.** Feasibility Study and Conceptual Process Design Study for a brand new manufacturing line of additives. Preparation of lab procedures and supporting trials to prepare the final Process Design Package; support to the design phases and industrialization.

**European Fine Chemical Co.** Opening of the Asian market searching contract manufacturing and distribution partners for specialty chemicals solvents in Asia; organizing business meeting and visits to selected partners; preparation and signature of the commercial agreements

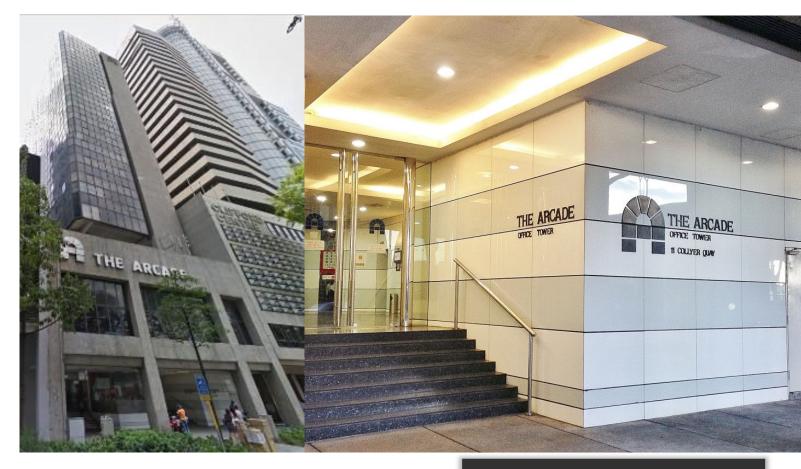
**Several Private Equity companies.** Support given for M&A projects evaluating market opportunities and technical company background; technical, marketing and EH&S due diligences; definition of the economical offer and signature of the acquisition contract of a primary European company active in the specialty chemicals. Signed cooperation contract with a European



advisor for supporting Private Equities Co's in new M&A projects



Asian Chemical Co. M&A project for acquiring a player on the European market. Screening of candidates, due diligences activities and support to the negotiation process.



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**Koinè** was the lingua franca of the empire of Alexander the Great and was widely spoken throughout the eastern Mediterranean area in Roman times; today **Koinè** identifies a common language used by speakers of different languages.

*Koinè Global Consulting Pte. Ltd.* creates a common language linking business environments from different geographical areas





