

Koinè

Global Consulting Pte. Ltd.



Κοινέ

COMPANY PROFILE

ΕΠΙΧΕΙΡΗΣΙΑΚΟ ΠΡΟΦΙΛ

2019

"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)

Koinè Global consulting Pte. Ltd.

A background image showing a dense collection of terracotta warrior statues from the Qin Dynasty. The statues are arranged in rows, with some in the foreground being more prominent than others. The central figure is a golden-colored warrior, while the others are dark grey or black. They are all wearing detailed armor and have distinct facial features and hairstyles.

Our team draws on deep industry expertise,
detains specialistic knowledge and cross-
cultural experience to drive advances in your
business across continents, from Europe to Asia

KOINÈ GLOBAL CONSULTING Pte. Ltd. @ a GLANCE

We offer **industrial, commercial and organizational advisory services** to support clients enhancing and opening new businesses preferably **toward and from Asia**.

We are active in most of the **Chemical and Life Sciences industries**, such as Fine and Base Chemical, Pharmaceutical, Feed and Food.

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.

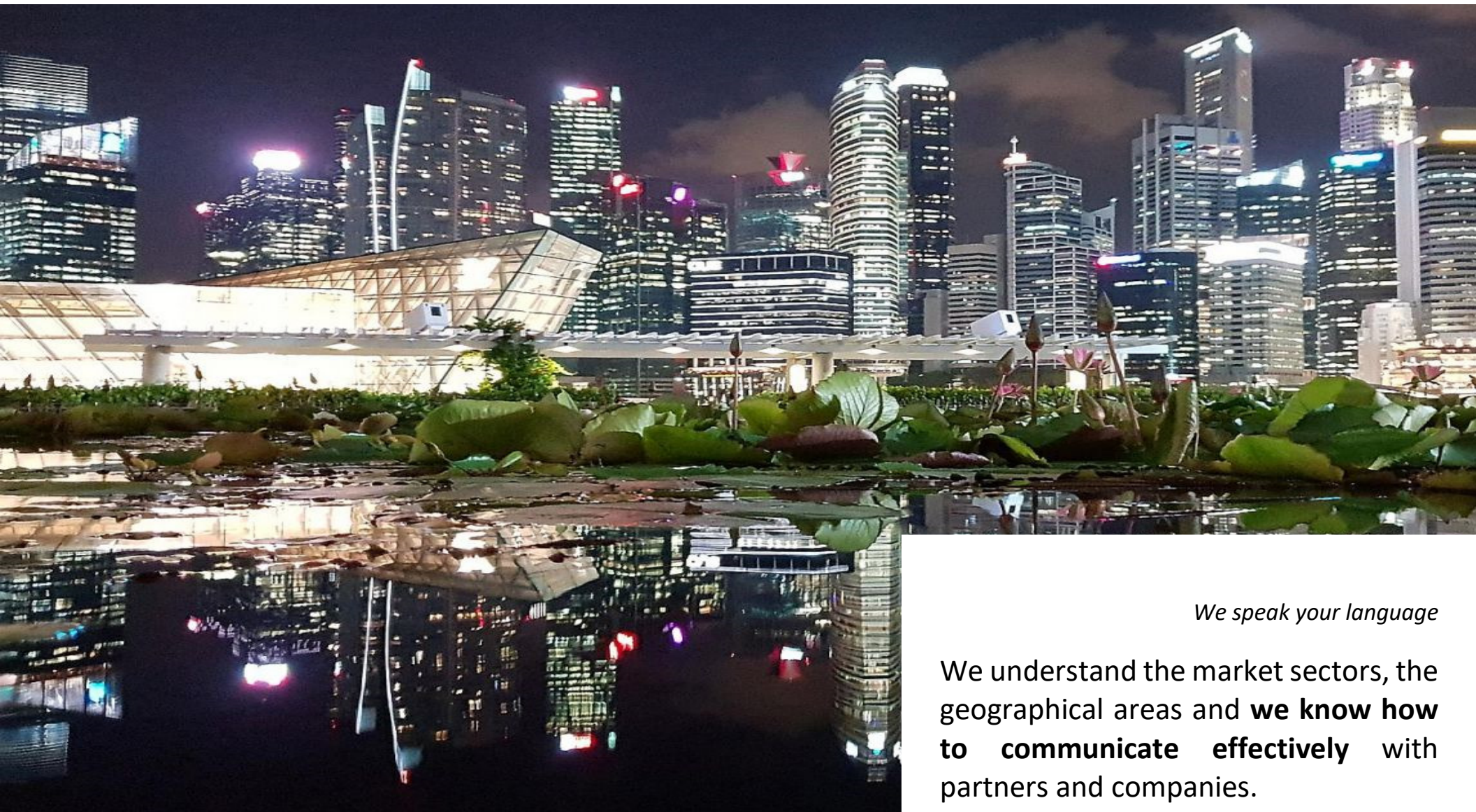




KOINÈ GLOBAL CONSULTING Pte. Ltd. @ a GLANCE

Hands-on, in-depth experience in all facets of modern organizations, extended international exposure are our key competencies to support you growing into new countries or new business areas.

We have presence in Asia and Europe, as well as we count on an extensive network of associates that enable us to reach most of the key markets in Asia Pacific and Europe



We speak your language

We understand the market sectors, the geographical areas and **we know how to communicate effectively** with partners and companies.

*We help establishing **the right communication channel** across different cultures, **creating a common language** linking business environments from different geographical areas*

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**: in-depth 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 (neighbour, 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 in Asia with **Hafnium Hafaway**, an independent advisory firm active in the chemicals sector with a particular focus on strategy, transactions and commercial deals.*



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



CASE STUDIES

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.



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.

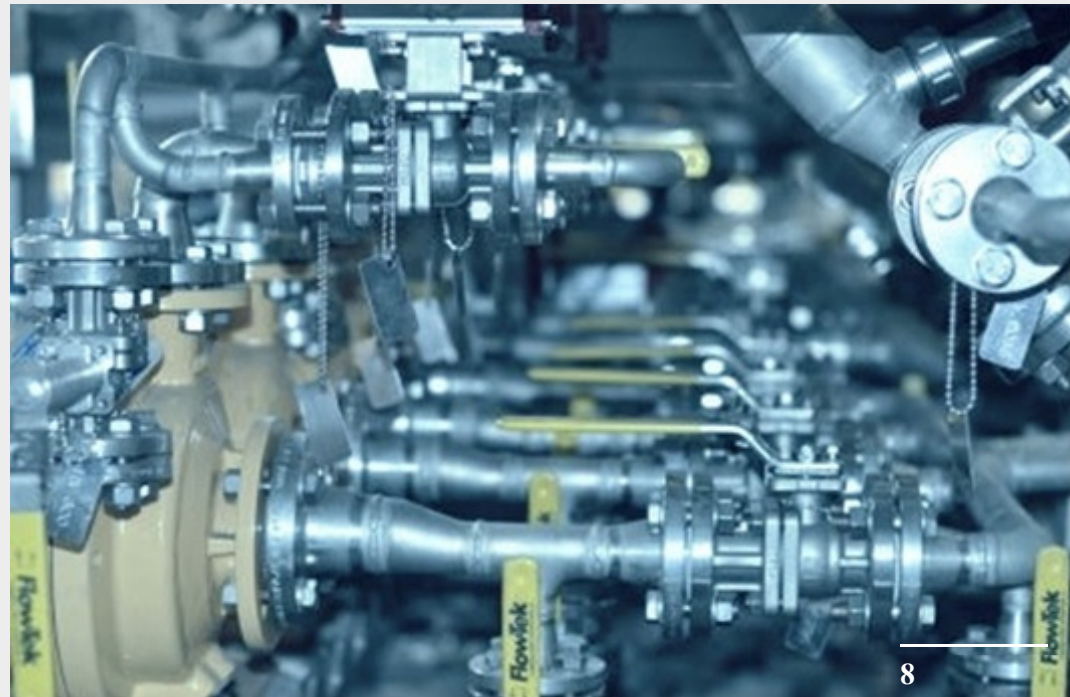
Client: a large European Corporation active on specialty chemicals business.


Project: the client wanted to approach the Asia Pacific market, specifically China, ASEAN, Korea and Japan, in order to extend the market presence in an area still considered to growth above GDP average in the next years. The idea was to analyse the market for the selected product lines, approach local tollers for local manufacturing and distribute both the European and locally manufactured products.

European Fine Chemical Co.: Opening of the Asian market via 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

Client: a large European Corporation active on specialty solvents business.

Project: the client wanted to extend the current market perspective over Asian continent searching a solid partnership for distributing and supplying specialty solvents in paint, automotive, adhesives sectors. We found several partners in ASEAN and China regions and commercial agreements have been agreed and signed.





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.



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.

Client: a primary European Chemical Company

Project: The market was calling for a replacement of a widely spread product used in the biomedical and medical devices applications. The Company was looking for a candidate product to be introduced in the market to pair the existing one with similar properties and characteristics..



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

Client: a primary European Certification Body

Project: the client needed to extend the offer to ISO accredited companies and for those clients with global presence already in the client's portfolio, especially in the China territory. A strong accredited partner with local presence in several areas of the Chinese territory was to be found to provide ISO audits and locally valid Chinese ISO certificates.



CONTACTS

Koinè Global Consulting Pte Ltd

www.koineglobal.com

info@koineglobal.com

Address:

The Arcade, 11 Collyer Quay, #06-03

Singapore 049317



***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*

