

## PRODUCT/BUSINESS OVERVIEW

Expertrans BPO is a company which effectively utilizing social resources to meet enterprise outsourcing demand covering every corner of the business.

Expertrans BPO should be the preferred outsourcing business partner of Fortune and Forbes 1000

## TARGET MARKET

- Europe market
- North America market
- Asian market

## TARGET CUSTOMERS

- Global Enterprises (Top Fortune 1000, Forbes 500)
- Local businesses
- Government/NGO
- LSPs

## BUSINESS MODEL

Our Clients: Enterprises have needs of process outsourcing services or staffing solutions.

Our Competitors: Traditional BPO agencies, online business websites.

## COMPETITION

- Global business Platform with cost effective business model hub in Vietnam and Asia gate way for US and EU companies. BPO is a huge market in Vietnam & Global, with the three key business characteristics:
  - + Competing on global scale,
  - + Being a platform business model,
  - + Interacting with suppliers & customers electronically,
- EXPERTRANS BPO has been dealing with these factors strictly for the last 13 years, The Company Knowledge, Experiences allow EXPERTRANS BPO face less direct stiff competition and follow strong revenue growth pattern based on previous business model & current customer/supplier Bases.

## SOLUTIONS

**Services:** Outsourcing & Staffing

**Industries:**

- + Staffing & HR Recruitment
- + Call Center
- + IT Software
- + Call Center
- + Marketing & Sales
- + Legal

**Resources:**

- + 3000 vendors
- + 120 personels
- + 20.000 projects & 12.000 clients

## STRATEGY INDEXESS MODEL

**2016:** Revenue milestone of 8,560,255,000 VND (USD 400k). Served more than 4,000 customers and completed 9,000 projects. Expanded into international markets with a branch in Singapore and sales representatives in 12 countries around the world.

**2017:** Recruited more than 130 in-house officers and more than 3000 global collaborators to achieve revenue of USD 1,5 mil.

## KEY PERSONNEL

**CEO**  
Louis Dinh

**CCO**  
Linus Nguyen

**CCO**  
Kathy Dam

**CCO**  
Thuy Nguyen

**CCO**  
Liam Dinh

**CCO**  
John Nguyen

**CCO**  
Tiep Dinh

## FINANCIAL PROJECTION

No	Item	%	2017	2018	2019	2020	2021	2025
1	REVENUE		2,500,000	5,000,000	15,000,000	25,000,000	35,000,000	200,000,000
2	PRODUCT COST	45%	1,125,000	2,272,000	6,750,000	11,250,000	15,750,000	90,000,000
3	OPERATION EXPENDITURE	35%	875,000	1,767,000	5,250,000	8,750,000	12,250,000	70,000,000
4	DEPRECIATION			100,000	100,000	200,000	200,000	
5	EBITA	20%	500,000	811,000	2,800,000	4,800,000	6,800,000	40,000,000
6	NET PROFIT	16%	400,000	649,000	2,240,000	3,840,000	5,440,000	32,000,000
7	HEADCOUNT			120	200	250	300	500

\*\*\* Forecasted Revenue/Profit – Investor ROI