

## PRODUCT/BUSINESS OVERVIEW

ExperTrans Global is an ASEAN leading language service & language staffing provider with the brand successfully affirmed throughout 11 years.

We helped enterprises and agencies worldwide raise revenues and grow market share by providing professional language solution, staffing solution for the last 11 years.

As Language service & staffing business achieved strong base in the market, in 2016 Expertrans Global expanded the business with mission redefinition into a full house BPO Corporation.

## TARGET MARKET

- Europe market
- North America market
- Asian market

## TARGET CUSTOMERS

Businesses/Government Agencies/NGOs that need to outsource business staffing/non-key business functions including Language services/staffing

BPOs/LSPs: top global and regional BPOs/LSPs

## BUSINESS MODEL

Expertrans is a business platform that provides BPO services including language service/language staffing & business staffing/business function support services globally with Centralization Business Model: with Head Office in Vietnam, and Hubs in Asia, Europe and America.

## COMPETITION

Global business Platform with cost effective business model hub in Vietnam

Asia gate way for US and EU companies.

BPO is a huge market in Vietnam & Global, with the three key business characteristics:

- + Compete on global scale.
- + Being a platform business model.
- + Interacting with suppliers & customers electronically.

Expertrans Global has been dealing with these factors for the last 11 years. The Company

Knowledge, experiences allow Expertrans Global face less direct stiff competition and follow Strong revenue growth pattern based on previous business model & current customer/supplier Bases.

## MAJOR MILESTONES AND WHERE ARE THEY STANDING TODAY

**2005:** Launching CNN Translation Company.

**2012:** Reaching out to international market with brand ExperTrans Global.

**2015:** Promoting globalization strategies, revenue growing significantly reached USD 1.2 mil with 80 staff.

**2016:** Establishing new branch in Singapore and (assigning) sales representatives in many countries in the world achieved revenue of USD 1, 6 mil with 100 staff. Repositioned mission to a BPO corporation.

**2017:** Officially launched "Going Global" strategy.

## STRATEGY INDEXESS MODEL

**2016:** Revenue milestone of 35,560,255,000 VND (USD 1.6 mil)

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 4,5 mil.

## KEY PERSONNEL

**CEO**  
Louis Dinh

**CCO**  
Lucas Le

**CFO**  
Philips Pham

**Production Director**  
Frank Pham

**CHCO**  
Thomas Trinh

**Legal**  
Dinh Vi

**IT**  
Tony Trinh

## FINANCIAL PROJECTION

No	ITEM	%	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
1	REVENUE		219,413	285,445	475,587	547,338	1,205,475	1,600,000	4,500,000	8,000,000	12,000,000	15,000,000
2	PRODUCT COST	45%	73,762	120,180	135,270	260,903	453,690	720,000	2,025,000	3,600,000	5,400,000	6,750,000
3	OPERATION EXPENDISTURE	25%	111,682	122,375	308,259	227,479	559,764	400,000	1,125,000	2,000,000	3,000,000	3,750,000
4	DEPRECIATION					8,363	5,341	150,000	200,000	200,000	200,000	200,000
5	GROSS PROFIT		33,968	42,890	32,057	58,955	190,334	330,000	1,150,000	2,200,000	3,400,000	4,300,000
6	TAX	20%	6,794	8,578	6,411	11,791	38,066	66,000	230,000	440,000	680,000	860,000
7	NET PROFIT - MOST LIKELY		27,175	34,312	25,646	47,164	152,268	264,000	920,000	1,760,000	2,720,000	3,440,000
8	RETURN TO INVESTOR - MOST LIKELY	20%							184,000	352,000	544,000	688,000
9	ROI								15%	28%	44%	55 %

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