

PRODUCT/BUSINESS OVERVIEW

Expertrans Platform was born to be the leading platform company in Vietnam which provides connecting system among the largest human resources network in Vietnam.

Expertrans Platform includes services of work, career, profession, experts searching and human resources management that adapt with organizations and businesses' demands.

TARGET MARKET

- Europe market
- North America market
- Asian market

COMPETITORS

- Global: Upworks, Freelancer.com, Peopleperhour.com
- Local: Vlancer.vn, Joomlart.vn, Freelancerviet.vn, Mywork.vn (hiring)

BUSINESS MODEL

- Professional technology platform
- Good brand on market
- Ability of investment
- Large network of users

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 Platform has been dealing with these factors for the last 13 years, The Company Knowledge, Experiences allow Expertrans Platform face less direct stiff competition and follow strong revenue growth pattern based on previous business model & current customer/ supplier Bases.



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	Items	Note	%	2018	2019	2020	2021	2022	2025
1	REGISTERED USERS			5,000	100,000	500,000	1,000,000	2,000,000	6,000,000
2	PROJECTS			1,250	25,000	125,000	250,000	500,000	1,500,000
3	EVERAGE VALUE/PROJECT			100	100	100	100	100	100
4	PROJECTS TOTAL VALUE	(4)=(2)*(3)		125,000	2,500,000	12,500,000	25,000,000	50,000,000	150,000,000
5	PROJECTS CHARGED FEE	(5)=D6*(4)	8%	10,000	200,000	1,000,000	2,000,000	4,000,000	12,000,000
6	GOLD ACCOUNT FEE	(6)=D7*(1)*36\$	2%	3,600	72,000	360,000	720,000	1,440,000	4,320,000
7	PROJECT MANAGEMENT FEE	(7)=D8*(2)*200\$	1%	2,500	50,000	250,000	500,000	1,000,000	3,000,000
8	TOTAL REVENUE	(8)=(7)+(6)+(5)		16,100	322,000	1,610,000	3,220,000	6,440,000	19,320,000
9	PRODUCT COST	Development, R&D	20%	150,000	64,400	322,000	644,000	1,288,000	3,864,000
10	MARKETING COST		30%	20,000	96,600	483,000	966,000	1,932,000	5,796,000
11	INFRASTRUCTURE COST		5%	3,000	16,100	80,500	161,000	322,000	966,000
12	OPERATION COST		10%	20,000	32,200	161,000	322,000	644,000	1,932,000
13	TOTAL COST	(13)=(9)+(10)+(11)+(12)		193,000	209,300	1,046,500	2,093,000	4,186,000	12,558,000
14	GROSS PROFIT	(14)=(8)-(13)		(176,900)	112,700	563,500	1,127,000	2,254,000	6,762,000
15	TAX	(15)=D15*(14)	20%	(35,380)	22,540	112,700	225,400	450,800	1,352,400
16	NET PROFIT - MOST LIKELY	(16)=(14)-(15)		(141,520)	90,160	450,800	901,600	1,803,200	5,409,600
17	NET PROFIT - WORSE CASE	(17)=(16)*(1-D18)	-20%	(169,824)	108,192	540,960	1,081,920	2,163,840	6,491,520
18	NET PROFIT - BEST CASE	(18)=(16)*(1+D19)	20%	(203,789)	129,830	649,152	1,298,304	2,596,608	7,789,824

*** Forecasted Revenue/Profit – Investor ROI