



# Your Trusted Advisor in India

2025 MV-ALTIOS INDIA CORPORATE PRESENTATION

-  Stratégie
-  Développement
-  Implantation
-  Investissement

[www.altios.com](http://www.altios.com)  
[www.mv-altios.de](http://www.mv-altios.de)  
[www.maiervidorno.com](http://www.maiervidorno.com)

# About ALTIOS

Your Trusted Partner to Expand around the World

Since 1991, ALTIOS offers international market expansion solutions to small and mid-cap companies operating and investing globally.

We offer our clients unique support with 4 strategic pillars to make business abroad easy:

- 🎯 **STRATEGY** for international growth (opportunities, roadmap, financing)
- 📊 **EXPANSION** into new markets (potential, go-to-market, business partnerships, and JVs)
- 👤 **SET UP / MANAGEMENT** of employees and/or entities (recruitment, payroll, incorporation, accounting, tax, supply chain, ...)
- 🏢 **INVESTMENT** through strategic cross-border acquisitions or industrial establishments

What makes ALTIOS unique is our integrated global network of 37 offices and 750+ professionals strategically positioned in the G30, allowing our clients to operate worldwide with efficiency and confidence.

## / Our Vision

*We believe the world is an infinite source of unrevealed growth for ambitious companies keen to explore new territories if we smartly connect markets, people and cultures*

## / Our Mission

*We act as your trusted partner to support you at every step of your international journey, opening up new paths of development on a worldwide scale*

## / Our Signature

***We reveal your international potential***

## / Our Values

**Listening**  
**Team Spirit**  
**Agility**  
**Passion**  
**Entrepreneurship**



# MV Altios India: Key Figures

A proven track record of success in India



## Global Footprint

35 Altios' offices in all key global economies: Americas, EMEA, Asia Pacific



## Local Support

Locally based teams: Markets, Finance, HR, Tax...



## Comprehensive Solutions

Strategy, Market Expansion, HR, Accounting & Tax, M&A, FDI

**1,500**

International companies served

**INDIA-CENTRIC FOCUS**

**25**

Years of continuous growth

**COMMERCIAL MINDSET**

**200+**

Bicultural experts

**EXPERIENCED**

**7**

Offices across India

**INTEGRATED**



**1500+**

Advisory projects completed: Go-to-market strategy, Partner Search, Strategic study



**1000+**

International C-level & Country Managers Recruited



**350+**

Legal entities incorporated and administrated



**100M€**

Sales volume processed per Year



**20**

Cross-border investments supported

**YOUR PARTNER  
FOR INDIA, ACROSS INDIA**

Gurgaon New Delhi  
Mumbai Pune  
Bangalore Hyderabad  
Chennai



# Solutions to our customers

Strategic services for every step of internationalization

4

PILLARS TO  
INTERNATIONAL  
EXPANSION

Design  
international growth

Expand  
sales & distribution

Manage  
In-country operations

Maximize  
market leadership



## STRATEGIZE

### / Global Growth Strategy

- 360° international review
- Growth opportunities & market prioritization
- Financing & operational road map

### / Strategic Advisor

- Board membership
- Organization setup & development
- International expansion engagement & monitoring



## EXPAND

### / Market Entry

- Market potential, feasibility
- Competitor analysis & revenue projection
- Entry & growth strategy

### / Market Expansion

- Partner search, strategic alliances and Joint-venture
- Business restructuring & Optimization
- Interim support & BD program



## SET UP

### / Global HR solution

- International executive recruitment (locally & globally)
- Visa, payroll services & HR advisory
- International hosting solutions

### / Subsidiary Management

- Company formation, local domiciliation
- Directorship, legal compliance
- Accounting, payroll, and tax
- Supply chain & distribution platform



## INVEST

### / Cross-Border Acquisition

- Identification of M&A targets
- Due diligence & negotiation
- Post-acquisition integration & steering support

### / Manufacturing Investment

- Site selection for foreign companies
- Operating costs, government & states incentives
- Project Management (construction)



# A Powerful Global Network

Choose where you want to take your business to the next level



# MV Altios: focus on India

OUR SUPPORT ALL ALONG YOUR DEPLOYMENT IN INDIA

STRATEGIZE

EXPAND

SET UP

INVEST

## / Market Entry

### Market Information & Business Planning

Market Research, Business Strategy Consulting

### Partner Search

Supplier identification, Distributor search, Joint Venture partner, Acquisition target

### Location Search

For setting up operations

## / Market Expansion

### Strategic review

Specific studies,

### Business Restructuring

Making businesses profitable, implementing practical solutions

### External Expert

Interim Management, Board Membership

# MV Altios: focus on India

OUR SUPPORT ALL ALONG YOUR DEPLOYMENT IN INDIA

STRATEGIZE

EXPAND

SET UP

INVEST

## / Global HR Solution

### Executive Search

Dedicated Recruitment team, Management & Technical position,

### Incubation of employees

Employment of foreign or local employees pan-India,

## / Subsidiary Management

### Incorporation & Management

Company formation and management of accounting, HR, legal, and taxation with complete transparency

### Distribution platform

Import, order processing, shipment & storage, reporting on SAP

### Troubleshooting

Specific advisory in the case of a local challenge

### Interim management

Replace temporarily positions of C-level executives to keep your activity on track in the case of JV, reorientation,

# Who we are

## OUR EXPERTS



**Klaus MAIER**  
Managing Partner



**Praveen SINGHAL**  
SVP - Corporate Services



**Shashank VERMA**  
VP – Supply Chain Operations



**Rüdiger SCHRÖDER**  
SVP Sourcing



**Dhrub THAKUR**  
VP – Legal & Compliance



**Manoj MADACHERY**  
International Business Advisor



**Samriti PARASHAR**  
Head – Executive Search &  
Recruitment



**Nirali VARMA**  
Senior Manager – Customer  
Success Management



**Jatin GUPTA**  
VP – Strategic Consulting &  
Projects



# Who our Clients are...

PERFORMING INTERNATIONAL COMPANIES IN INDIA



# Some of our India Customers





**MAIER | VIDORNO**

Part of **ALTIOS GROUP** 