

# COMPANY INTRODUCTION

2026 | CONFIDENTIAL

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# WHY VIETNAM

## ➤ **China Alternative**

Vietnam is a key China Plus One manufacturing hub with competitive labor costs, a scalable industrial base, and a skilled workforce. In 2025, disbursed FDI reached USD 27.62 billion (+9% YoY), the highest in five years, supporting continued supply-chain diversification into 2026.

## ➤ **Business friendly environment**

Vietnam offers a stable political and macroeconomic environment with strong pro-investment policies and global trade integration. In 2025, total registered FDI reached ~USD 38.4 billion, while record disbursement levels reflected strong investor confidence and execution capability, expected to strengthen further in 2026.

## ➤ **Among top 20 fastest-growing economies**

Vietnam remains one of Southeast Asia's fastest-growing economies. In 2025, GDP grew by ~8.0%, with trade turnover of ~USD 930 billion and GDP exceeding USD 514 billion. Growth in 2026 is expected to remain strong, with upside potential approaching 10%.

# OUR HISTORY



With over 9 years of experience, FVSource has supported multiple businesses in market entry consulting, outsourcing support, and operational services in Vietnam. Our extensive network of local consultants and technical experts enables us to provide tailored solutions that align with each client's unique needs.

We specialize in helping international companies adapt to the Vietnamese market. Our clients understand their business; we understand the market. From initial market assessment to full-scale expansion, we guide them in evaluating demand, identifying opportunities, and positioning their products or services effectively. Once established, we assist in strengthening their presence and scaling operations into targeted markets.



Beyond market entry, we offer a comprehensive suite of outsourcing solutions. This includes supplier search and selection, operational setup with turn-key production, implementation of quality assurance and control procedures, as well as logistics support and supply chain optimization. At FVSource, we provide the strategic expertise and local insights necessary for businesses to thrive in Vietnam.

*Local. Trusted. Global.*



# SCOPE OF WORK

## ➤ MARKET ENTRY CONSULTING

Entering Vietnam requires careful planning. We assess your product's potential, create a market entry strategy, and find/vet ideal partners, ensuring your success.

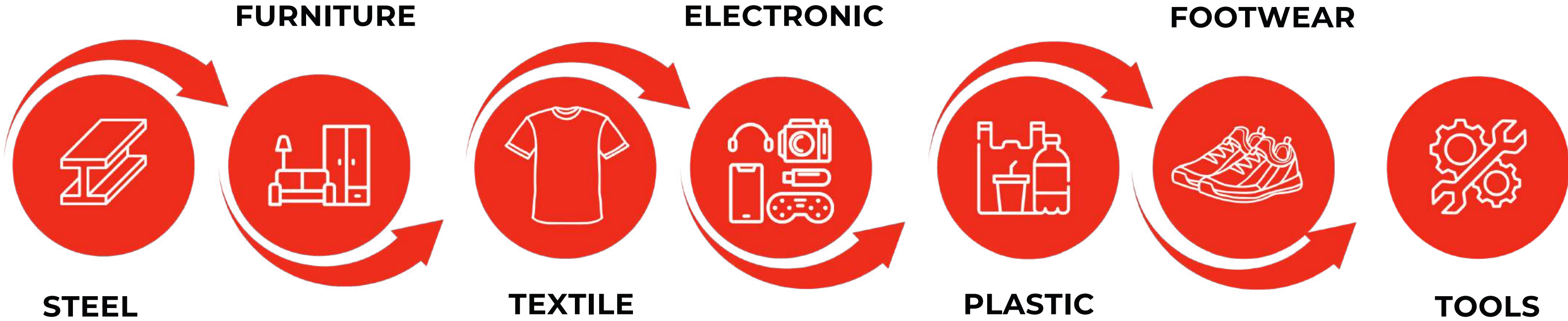
## ➤ SOURCING & OUTSOURCING

We provide unbiased, turnkey procurement and manufacturing outsourcing solutions for any product type and volume. As a Manufacturing as a Service (MaaS) provider, our consultants and technical experts oversee the full production process, from supplier diversification to tier-N procurement, proactively managing risks and resolving issues as they arise. We also offer QC hosting for clients who need dedicated full-time quality control staff when our in-house capacity is not sufficient.

## ➤ SALES SERVICES

Vietnamese sales rely on trust, challenging for foreigners. Traditional distributors often lack resources for proactive sales. Our outsourced sales solution offers a faster, cheaper, and more flexible alternative, including hosting your sales team and providing tailored technical and value-driven support to ensure your success.

# KEY INDUSTRIES



# WHAT MAKES US DIFFERENT

## → 25+ years

Co-founders with years of experience and multiple projects in Vietnam and across Asia.

## → 200+ projects

Completed across diverse industries, including apparel, furniture, electronics, and steel.

## → 3,000+ manufacturers

Database of vetted manufacturers in Vietnam and Southeast Asia, ready to support key industries.

## → 5+ countries

We have a network of strategic partners in five countries: Finland, Estonia, Germany and Italy, as well as an office in Vietnam.

## → 100+ customers

From Europe, the Americas, Australia, Canada and beyond have completed projects with us and expressed high satisfaction with our services.

## → 3 co-founders

From three different cultures: France, Finland and Vietnam, give us a deep understanding of our clients and local ways of doing business. Our expert team is fluent in English, French and Vietnamese.

*Efficiency – Transparency – Optimization*

# MEET OUR TEAM

**GUILLAUME  
RONDAN**



CEO & Co-founder

**PIETRO  
KARJALAINEN**



CSO & Co-Founder

**ASHLEY LE**



COO & Co-founder

**KIM NGUYEN**



Strategic BD Partner - Germany

**GABRIELE  
FANNI**



Strategic BD Partner - Italy

**HUONG TRAN**



Senior Consultant

**LIEM CAO**



Quality Control

**HIEN HUYNH**



Quality Control

**DUONG ONG**



Marketing Manager

**KHOA HUYNH**



Marketing Specialist

**MIA VO**



Consultant

**HUY NGUYEN**



Consultant

# THANK YOU

## Contact Us

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