

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



SOURCING & OUTSOURCING SOLUTIONS

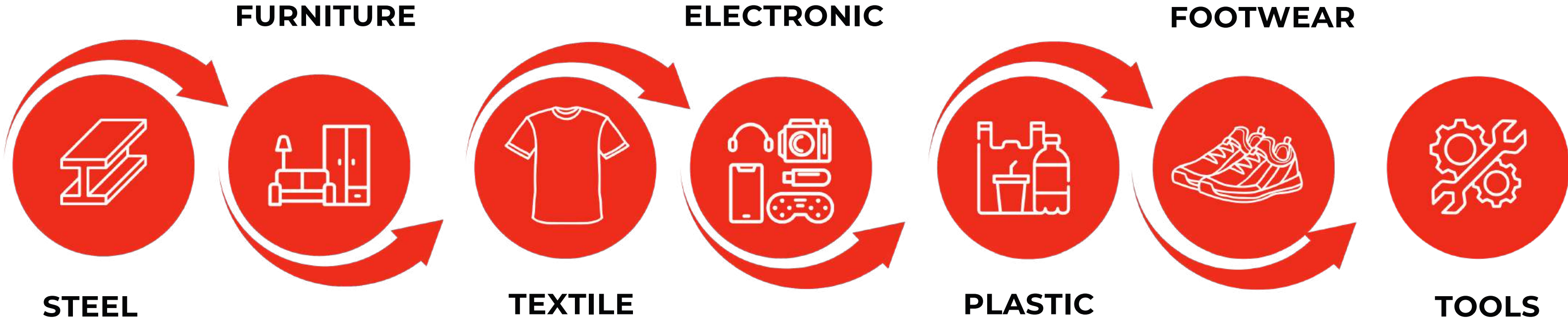
Seamlessly enter and navigate the Vietnamese manufacturing landscape with our end-to-end sourcing and outsourcing services. Whether you are looking for reliable suppliers or need full-scale procurement support, we act as your extended team on the ground, ensuring efficiency, transparency, and risk management throughout the process. Our expertise covers: - Supplier Search & Benchmarking: Identifying and evaluating factories that align with your product requirements and business objectives. - Factory Audit: Conducting thorough due diligence to assess manufacturing capabilities, compliance, and quality standards. - Commercial Support: Assisting with negotiations, contract structuring, and cost optimization strategies. - Joint Visits: Organizing and accompanying you on factory visits for first-hand supplier assessments and relationship building.



OPERATIONAL SERVICES

Beyond supplier selection, we oversee production and quality control to ensure seamless execution, timely deliveries, and adherence to international standards. Our operational and MaaS-driven approach includes: - Production & Lead Time Management: Coordinating suppliers to scale production efficiently while optimizing timelines to meet delivery commitments. - Inline QC Inspection: Implementing quality checks at key production stages to prevent defects early. - Final Inspection & Loading Control: Conducting detailed assessments before shipment and supervising container loading to safeguard product integrity and shipment accuracy.

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

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