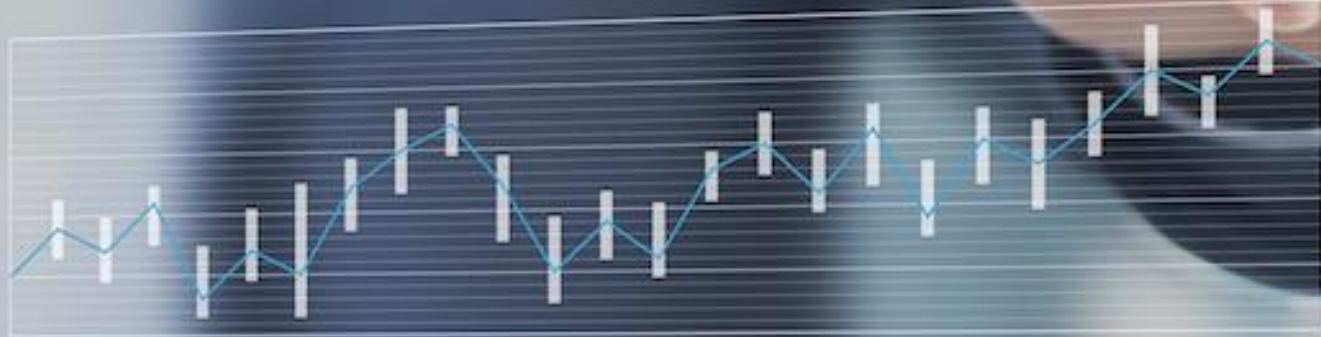




Company Credential

Quantum | Taiwan



Our Services

A professional agent of market intelligence and research services, we connect our clients with market locally and internationally

Reports

- Over 60 world market research & consulting firms
- Over 10,000 reports published from our partners
- Across industry verticals
- Macro & Micro

Database

- Professional & Comprehensive database
- Subscription-based, reports, news, market data, event-driven analysis
- Quantitative and Qualitative

Consulting

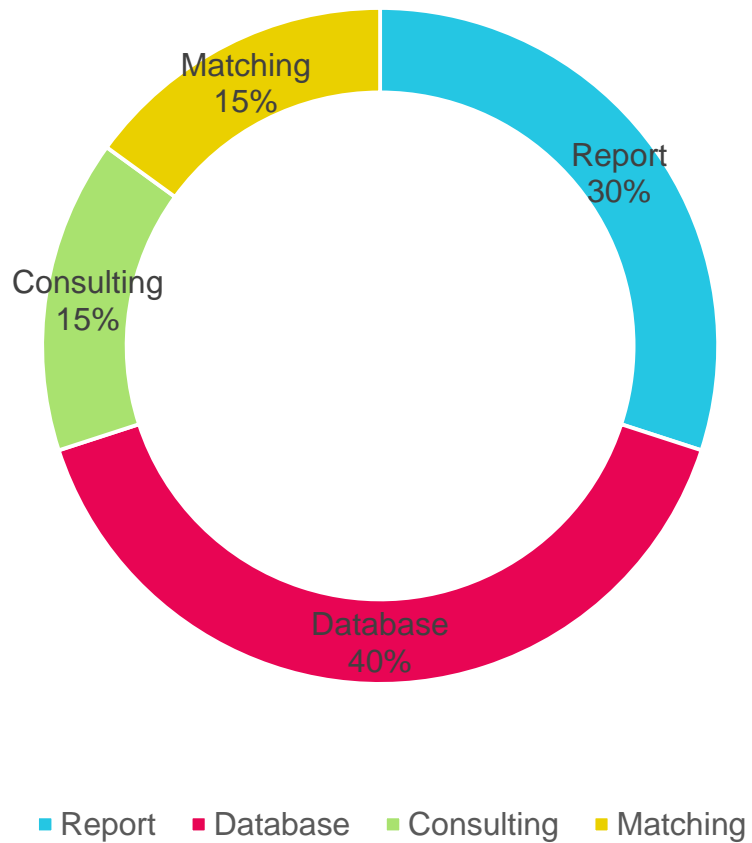
- Primary Research
- KOL in-depth interview
- Focus group
- On-line survey
- Retail audit
- Mystery shopping

Matching

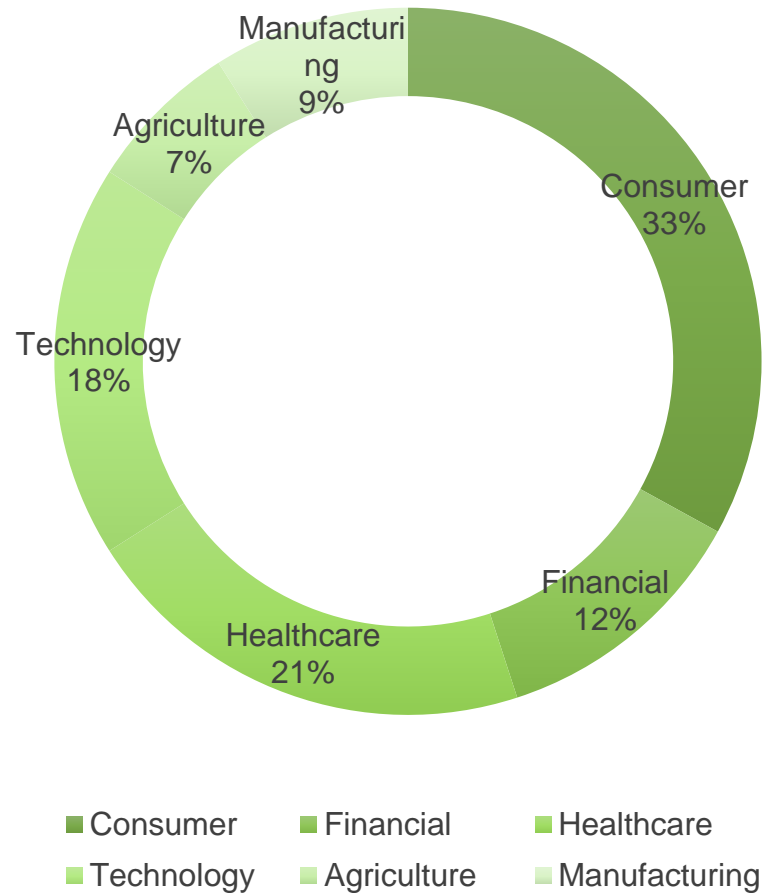
- Go-to-market and entry strategy
- Sourcing and connect with local distributors
- Trade promotion campaign
- Business conference

Business Performance

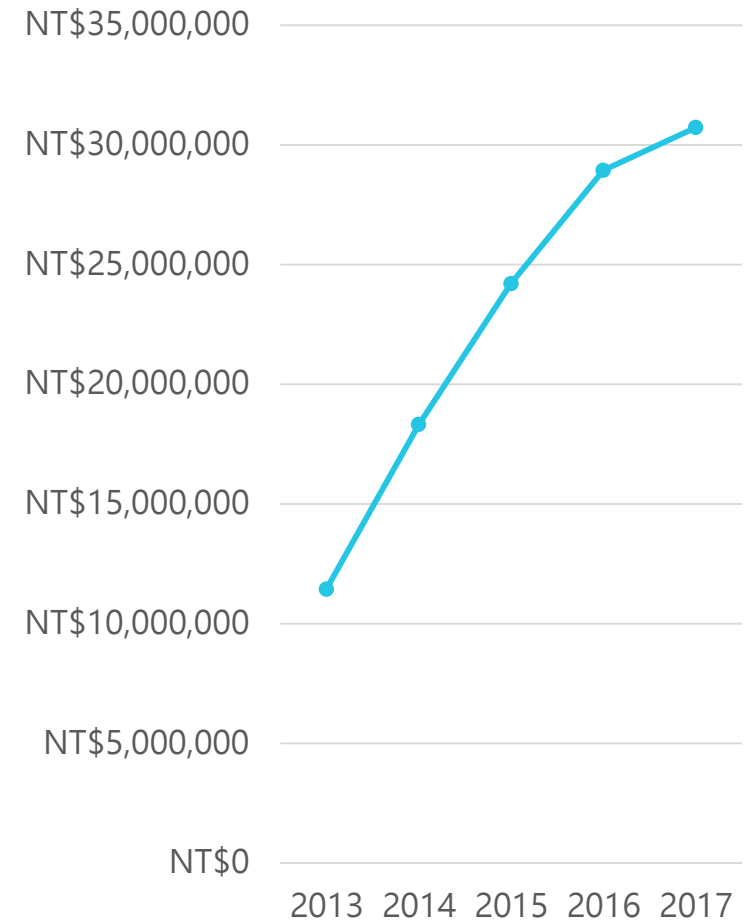
Revenue by Business Type



Revenue by Industry Sectors



Past 5 Years Revenue



Case Studies

Project	Client	Description	Challenge	Results
Taiwan buyers for international trade show	Korea trade promotion agency	To solicit Taiwan-based cosmetics distributors go to Korea's Beauty trade show	Korea beauty product already has well establishment and presence in Taiwan, how to identify, source new potential buyers	We successfully delivered quality buyers to visit Osong Beauty Expo in 2015, 2016 and 2017
Market entry strategy	Korea trade promotion agency	To conduct in-depth interview across multiple industries - 3D printing, cosmetics, dental devices, packaged food, and machinery tools	Korea is major competitors against Taiwan locally and internationally	We successfully finished interviews with industry stakeholders, from local manufacturers, distributors, retailers and association leaders and delivered Taiwan market entry strategy.
Ornamental fish in USA	Taiwan Gov't thinktank	To investigate USA market landscape and opportunities for Taiwanese ornamental fish and aquarium equipments players.	Taiwan players has relatively low presence in USA	We've conducted interview with industry experts from distributors, retailers, association to identify opportunities for Taiwanese players.
Bio-pesticide in Malaysia	Taiwan Gov't thinktank	To assess Malaysia's market demand and potential for Bio-pesticide products	It's a new but high cost products to penetrate	By in-depth investigation toward Gov't regulators, academic professors, inspection lab directors, MNC suppliers, local distributors, farmers to come up entry strategy for Taiwanese company.
Taiwan country image and perception in Thailand	Taiwan Gov't thinktank	To understand Thai people's perception toward FMCG products made in Taiwan and our positioning	Thailand is a matured market, we have tough competition against Japan, Korea and China.	Apart from conventional interviews with industry stakeholders, we focus more on internet celebrity/influencers (KOL) to promote Taiwan products over social media
India buyer matching event	Taiwan trade promotion agency	To source, solicit and recruit India national and tier-one distributors To market and promote our trade event in India	Japanese, Europe products stand for best quality USA brand excel in marketing resources and awareness Korea products known for best cost/performance value China product offer lowest price	To identify unique products and niche players from Taiwan. To select/match strategic India distributors and specialist retailers

Principal

Sam Ku | Managing Director



● **Bio:** Founded the company in 2007, have 15 years of experience in market research industry, building company's client portfolio, partner network and business lines from scratch. Have strong experience to serve international clients across Gov't, private company and consulting community, apart from research across multiple disciplines and verticals, Sam also equipped with strong commercial sense for new market and business development. Prior to self venture, Sam used to serve a sales trader for financial institutions in Taiwan.

● **Industry:** Financial, FMCG, Healthcare, Retailing, Industrial

● **Expertise:** Qualitative research, trade interview, trade promotion campaign, research design, moderation, strategic planning, project management, new business model development, market entry strategy, supply chain ecosystem.



Our Advantage

Global resources & local connection

- One-stop solution from research, tailor made consulting to commercial matching events
- Savvy team and strong experience
- Strong connection – local & international
- Proven track record, world class service and standard
- Independence, no bias, delivered