



# Asia. Revisited.

20 20



Melchers  
Group  
in Asia.

Your  
Partner  
in Asia.



# Melchers Group. Facts.

Established 1806 in Germany

1,700 Employees worldwide,  
>1.000 employees in Asia

50 companies world wide;  
highly specialized

B2B Service Provider  
in Asia for 150 years

25 Branches & Offices in Asia

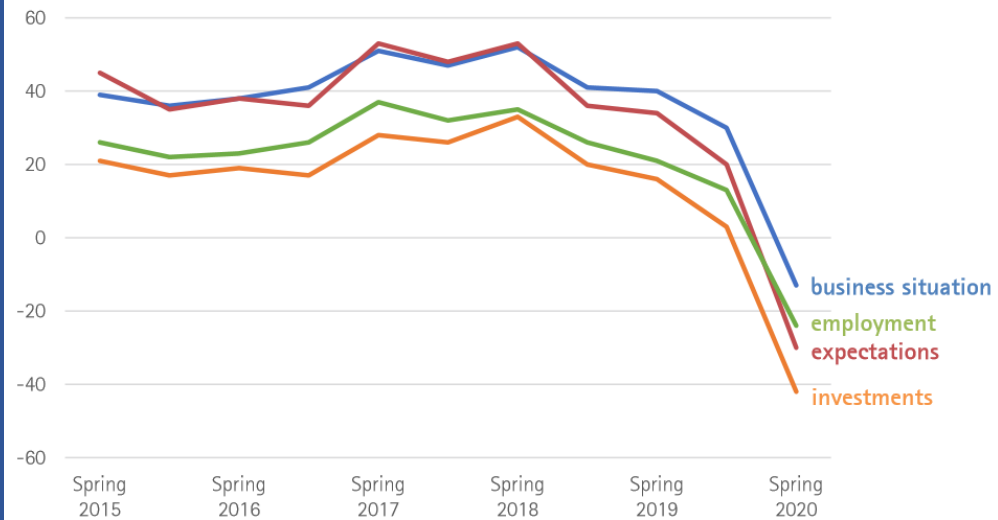
Net Sales > €600 Mio (2019)



Business sentiments down for companies abroad.

Reviewing the set-up in Asia.

German companies abroad  
Balance in points



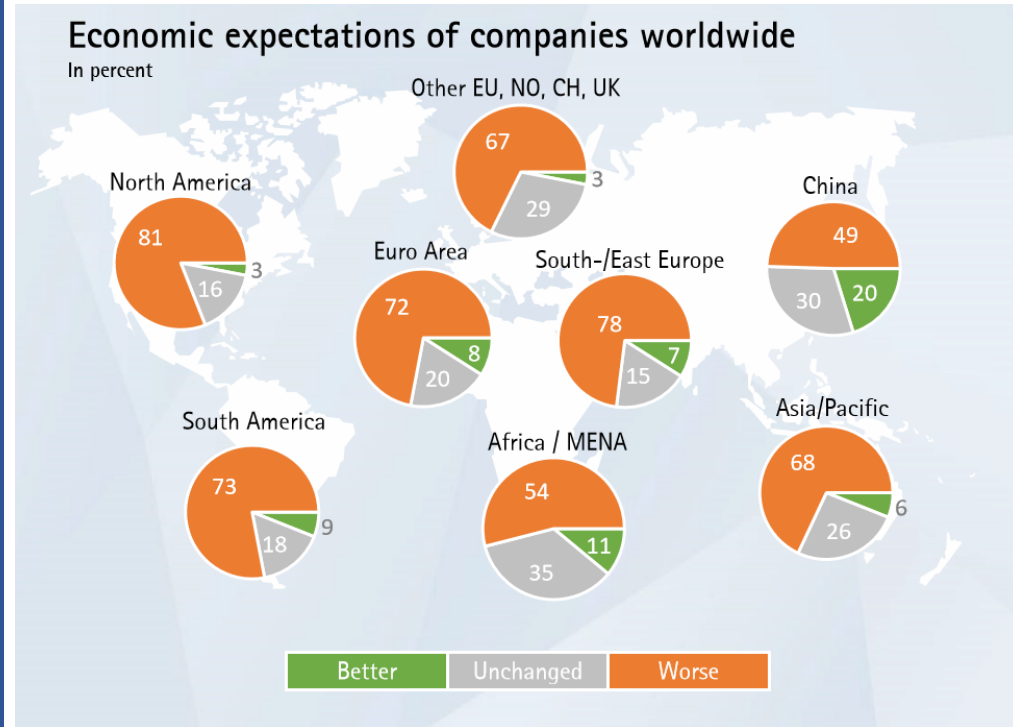
Source: Results of the Survey by the Network of German Chambers of Commerce Abroad (AHKs) Spring 2020



Companies need to prioritize.

Businesses need to focus on their core capabilities.

Consider alternative working models in Asia.



Source: Results of the Survey by the Network of German Chambers of Commerce Abroad (AHKs) Spring 2020



You believe in the  
fundamentals of Asia.

But you challenge  
how to position  
yourself in Asia now.

Melchers has  
solutions.

- Reviewing your business strategy in Asia?
- Relocating employees and in need of a local partner?
- Worrying about supporting your customers? Technical Service?
- Analyzing cost structures, reducing direct cost fast via outsourcing?
- Considering if operating a subsidiary is worthwhile?
- Shareholders asking for Business Contingency Plans in Asia?
- Looking for the upside?



Melchers Group.  
Long Term Partner.  
In Asia for Good.  
Experts on the  
Ground.  
Private. Trusted.

## Your Outsourcing Partner.

Procurement/Production/QC

Marketing/Sales/Online

Corporate  
Services/Compliance

Technical Pre-/After-Sales  
Service / ISO

Consulting and M&A  
(MelchersRaffel)

Distribution Warehousing  
Logistics



Relationship matters.

Connected.  
Asian-wide.

Customized local  
Solutions.

Highly specialized.

Office Space

Raw  
Materials

Retail & Sales  
Network

Debt Control

Inventory  
Invoicing

Digital Know  
How

South Korea  
Taiwan

China and  
Hong Kong

Vietnam

Philippines  
Indonesia

Singapore  
Malaysia

Thailand

Cambodia  
Myanmar

Sri Lanka  
Pakistan

HR  
Competence

Trained  
Technicians

Import and  
Customs

Advisory  
Directorship

B2B B2C  
E-commerce

Issue  
Management





Revisit now!

Enquire now!

Talk to Melchers!

Anywhere. Anytime.

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