

START INDIA

ADVANCED COMMERCIAL AND
INDUSTRIAL SERVICES FOR
BUSINESS IN INDIA

I Introduction

Extensa operates in the field of business consulting for start-ups and small/medium companies. We offer integrated services, in an innovative and entrepreneurial way. Extensa is composed of a highly professional team with international experience and expertise in the field of companies and business development.

Extensa offers its strategic, financial and marketing experience to small and medium-sized companies that wish to expand their business internationally, or that need to optimize their sales organization, seizing new business opportunities and improving their offering based on the reference markets.

We are the ideal partner for a company and a start-up because we support the new entrepreneur in defining their project, structuring the organization both from a corporate and management perspective, promoting its financing and following it step by step in every operational and commercial issue, until it is finally launched. All this in less time, establishing a direct, constant and productive relationship with the entrepreneur and, above all, sustainable and flexible initial costs.

We are a group of managers with different professional experiences and specific skills who, in synergy with each other, complete a full range of services with high-quality characteristics. An expert and dynamic team, attentive to the needs of the company but at the same time with a global vision and well focused on compliance with international procedures and practices, to support the company, to build a new business project, to give daily support to the entrepreneur on any operational need. Professionalism and competence that you can always count on, in every situation.

Extensa also boasts partnerships of high professional value with which it maintains multi-year relationships of absolute trust and which allow Extensa to be present in the most important and attractive international markets, mainly the United States, China, India, Asia, the Middle East.

Whatever the operational needs of your company or whatever your business project, Extensa is at your disposal to support you and suggest our vision to achieve the goals you desire.



CHENNAI

EXTENSA'S NEW REPRESENTATIVE OFFICE IN INDIA

India: 5 Reasons to Be There

1. Potential growth path.

The confirmation of the BJP's third term at the helm of the country in 2024 ensures continuity in the fields of economic reforms, infrastructural development and openness to foreign investments.

2. Market size and demand growth.

With a population of over 1.4 billion, a middle class with rising incomes and a consumption share of GDP of around 71%, the domestic market is a crucial driver of growth. The demographic dividend, with almost half of the population under 25 years of age, is in favor of the consumption trend. Over the last 15 years, India has grown at an average annual rate of 7.5%. Since 2015, inflation has remained below 5% with positive effects on consumption and investments.

3. Availability and low cost of the labor factor.

Availability of competitively priced labor remains a major driver of investment in manufacturing in India. With a literacy rate of 76%, skilled labor and English-speaking skills are readily available, a major reason why India has developed a thriving service outsourcing industry.

4. Innovation and qualified resources in scientific and technological sectors.

Digital payments, e-commerce and exports of high-value services have increased significantly. The start-up ecosystem has proven to be vibrant, making the country one of the world's top unicorns. India has a strong education system, with over 20,000 universities and training institutes, with a focus on science. Every year, 2 million engineers graduate. The availability of human resources trained in science and technology is one of the reasons why many multinationals decide to open their R&D centers here.

5. Availability of raw materials.

India is rich in natural resources, especially coal, iron and bauxite. It is the world's second largest producer of cement, the third largest producer of steel and the largest producer of direct reduced iron. It is also among the world's largest producers of leather. India's reserves of rare earth elements are estimated at 4 million tonnes, or about 3% of the world's reserves, of which India is increasing its mining capacity. India also has access to cotton and a wide variety of fabrics, making it a prime outsourcing destination for apparel companies.

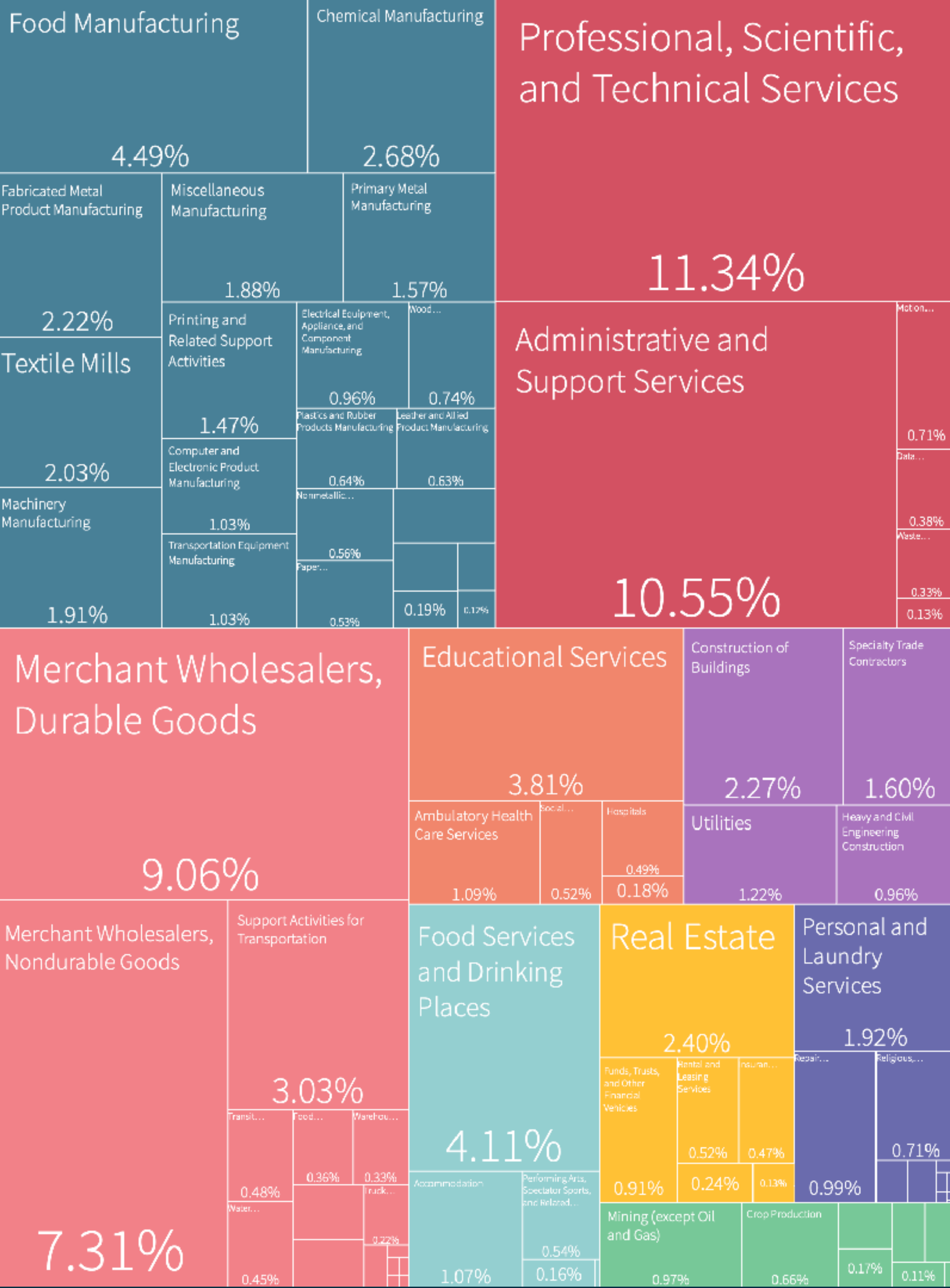
WHY INVEST IN INDIA

START INDIA



Economy and Industry of Chennai

- Until 1996, the city was known as Madras and boasts a rich cultural and artistic heritage. It is the district capital of Chennai and the state capital of Tamil Nadu.
- Called the Detroit of Asia due to its large automotive industry, Chennai is one of the fastest growing cities in the world and the only Indian city to be ranked among the "10 fastest growing cities in the world". It is ranked 4th in the number of Fortune 500 companies in India, second only to Mumbai, Delhi and Kolkata. It is also home to 24 Indian companies with a net worth of over \$1 billion. As of 2022, the city had approximately 34,260 companies identified across its 15 zones, of which 5,196 companies had a paid-up capital of over \$5 million. Chennai has a diversified economic base anchored by the automotive, software services, hardware manufacturing, healthcare and financial services sectors. According to the Confederation of Indian Industry, Chennai is projected to grow to a \$100 billion economy, 2.5 times its current size, by 2025.
- Chennai has a population of 10.1 million (2020) and an estimated GDP per capita of \$7 thousand. Of the 348 cities covered in Asia, Chennai ranks as the 15th most populous and shows the 344th highest GDP per capita. Chennai's workforce consists of approximately 3.1 million workers. Chennai's largest sector is manufacturing industries, which accounts for 25.54% of the city's employees. A notable example is food manufacturing, which provides 4.49% of the city's employment. Similarly, it shows a large presence in professional and business services (23.46%), in sectors such as professional, scientific, and technical services (11.34%).



CHENNAI: THE IDEAL GATEWAY TO INDIA

START INDIA



START INDIA BY EXTENSA

MOST COMPLETE AND MODULAR OFFER FOR BUSINESSES IN INDIA

Equiventia presents START INDIA

In Chennai, in the industrial heart of India, Equiventia offers SMEs a complete set of services, to facilitate a rapid and effective establishment of any company that intends to start or consolidate its business in India, in a privileged position towards the Asian markets.

This profile will allow you to examine in depth the details of this innovative project of internationalization of companies in India.

OPEN THE INDIAN MARKET

The company that intends to operate in India wants:

- Conduct market research to verify real business opportunities;
- Locate in an area rich in opportunities;
- Plan capital and human resources investments carefully;
- Directly control your Core Business;
- Program and effectively manage project costs and times;
- Resign at any time without legal and tax burdens.

Extensa guarantees a precise and complete service, providing the entrepreneur with all the information necessary to start their business in India in a simple and safe way.

Extensa is able to prepare a detailed work plan on request that can be implemented gradually and tailored to the company, regardless of its size or sector of activity.

Contact us indicating the type of service you need (commercial representation, use of administrative and logistics spaces, etc.), the ideal timing for you and the budget in terms of economic and human resources that you are available to invest. We will send you a free preliminary report with an analysis of the possibilities and opportunities in India for your company.

Always keep in mind that Extensa's services are "modular": this means that you can plan your commitment one step at a time, without professional and economic imbalances.

The costs of the services vary considerably depending on what is requested and detailed estimates can be provided on request after a necessary meeting to better understand your real needs.

Extensa can also provide any administrative management service, legal, contractual, legislative consultancy, using its own staff and on-site consultants at costs to be quantified from time to time.

Finally, Extensa also acts as a commercial representative of companies that do not have their own sales structure in the Indian market. In this case, agency or distribution agreements are provided at normal market values and commissions.

EQUIVENTIA SERVICES IN INDIA

START INDIA

A UNIQUE OPPORTUNITY

This new initiative, unique in its kind, has all the characteristics to be the optimum in terms of industrial, commercial and economic advantages. Its flexibility allows the entrepreneur to evaluate his possibilities of expansion in India without exceeding the costs and once the decision is made, the implementation times are very short.

For these reasons, Extensa has decided to become a large access portal for small and medium-sized companies in India, finally providing an example of efficiency, competitiveness and style.

The advantages available to the entrepreneur who intends to start his own business in India with Extensa are the following:

- Modern and ready-to-use offices, equipped with all the services and comforts necessary for the establishment of any commercial and representative activity: telephone lines, internet, air conditioning, equipped meeting room.
- Trained and multilingual staff is available to provide any type of administrative, accounting, logistics and representation service.
- Services ready for use and available for an immediate start of logistics and goods distribution activities to any destination (thanks to the partnership with leading logistics companies in India).

Additional services are also available, such as:

- Existing structures, easily expandable or modular according to needs;
- Administrative, representation and logistics services;
- Legal, corporate and legislative know-how;
- Consolidated relationships with local authorities and high-level state bodies;
- Preferential relationships with leading local representation and logistics companies.

All these services are available to companies that intend to operate in India using a complete and quality service, keeping costs under control and above all enjoying the most complete operational autonomy with a direct presence in the market of interest.

THE EXTENSA SERVICES CONTRACT

BASIC - ADVANCED - PRO

In order to use Extensa's services in China, it is sufficient to sign a Service Contract, drafted in such a way as to be as simple and clear as possible.

The language used is English, the law to which it refers is the English one and the competent court in case of disputes is that of London, in UK. Therefore, a single reference, present in each European country and always available for any need.

In this way, all those annoying problems related to the interpretation of the law of a foreign state are avoided and above all it is possible to easily control the development of the work.

The Service Contract, in 3 different types of cost and services included, clearly and unequivocally lists the services to which the subscriber is entitled both in exclusive use and in mixed use with other users.

This list can be modified and adapted according to the specific requests of the customer, and the relative cost is recalculated accordingly.

A flat rate payment of a fixed annual fee is foreseen which includes all Extensa costs.

In this way, the customer knows with absolute precision how much to budget in their company balance sheet for the "China" operation and is certain that there will be no further unforeseen economic requests, unless explicitly requested by the customer.

Extensa has prepared a detailed "price list" where the additional services that require additional expenditure are listed. All this without ever losing sight of the main advantage of this initiative: the flexible modularity of the services with controlled costs.

The Service Contract has a variable duration, with annual renewals and can be cancelled by the customer at any time, without penalties and without having any type of obligation towards Extensa.

The Customer can therefore reserve all the time necessary for the implementation of their business in India, evaluating the market, the industrial and commercial potential, the opportunities for local collaboration.

If the results are lower than expected, the customer will have total freedom to choose whether to continue with the investment or not, always knowing precisely the risks, costs, advantages and disadvantages.

EQUIVENTIA SERVICES IN INDIA

START INDIA

- IMMEDIATE ACTIVATION OF YOUR REPRESENTATIVE OFFICE IN INDIA AS A 'LIASON OFFICE' AT A FIXED AND SUSTAINABLE COST.
- OPERATIONS GUARANTEED BY A LOCAL MANAGER WITH PROVEN EXPERIENCE.
- RAPID START-UP OF COMMERCIAL RELATIONSHIPS WITH LOCAL PARTNERS.
- DAY-BY-DAY SUPERVISION AND SUPPORT THROUGH A COORDINATION MANAGER.

SERVICE CONTRACT BASIC

Fixed all-inclusive cost: € 3,200/month.

Minimum duration: 4 months renewable.

By signing this type of Service Contract, your company immediately benefits from a complete series of both customized and commonly used structures and services:

OPERATIONAL STRUCTURES

1. Shared Representative Office.
2. A person (not exclusive) assigned to secretarial services and external relations.

MANAGEMENT SERVICES

3. Supervision of your business guaranteed by a highly experienced and competent local Extensa manager (not exclusive).
4. A direct contact for coordination and operational interface.
5. Preliminary activity of presentation of your products and technologies on the Indian market (telephone contacts, mailing, organization of meetings, visits to trade fairs).

COMMERCIAL AND LOGISTICS SERVICES

6. Planning of commercial activity and presentation methods with meetings at your company with the same managers who will then operate in India.
7. Special agreements with selected service providers (logistics, travel).
8. Complete support for organizing travel, flights, hotels, local transfers.
9. Sending bimonthly reports of the commercial and technical activity carried out.

SPECIFIC TASKS

Extensa never requires any commission for ordinary activities carried out on behalf of the Client and preliminarily defined in the chosen Service Contract. In the event that the Client entrusts Extensa with a specific task with a goal to achieve, Extensa will require a commission of 3.00% calculated on the value of the specific operation.

COSTS NOT INCLUDED

1. Travel expenses to India for in-person visits to customers, suppliers and partners.
2. Consulting expenses on request and with estimate (also for external collaborators) for legal, fiscal and corporate aspects.
3. Logistics costs for shipping samples and company material.
4. Drafting of company presentations, business cards, illustrative material, websites.
5. Translations and interpreting.
6. Other activities on request of the Client not included in the list of contracted services.

- ALL THE SERVICES AND BENEFITS OF THE BASIC CONTRACT ARE INCLUDED BUT WITH THE START-UP OF A BRANCH OFFICE OR A COMPANY UNDER INDIAN LAW.
- AN EXCLUSIVE LOCAL REPRESENTATIVE.
- OPERATIONAL SUPERVISION GUARANTEED BY A LOCAL MANAGER.
- OPENING OF BANK RELATIONSHIPS AND IMMEDIATE START-UP OF IMPORT/EXPORT ACTIVITY.

SERVICE CONTRACT **ADVANCED**

Fixed all-inclusive cost: € 4,700/month.

Minimum duration: 9 months renewable.

By signing this type of Service Contract, your company immediately benefits from a complete series of both customized and commonly used structures and services:

OPERATIONAL STRUCTURES (in addition to the Basic services)

1. Dedicated and exclusive representative office (expandable as needed).
2. A person exclusively assigned half-days to secretarial services and external relations.

MANAGEMENT SERVICES (in addition to the Basic services)

3. Supervision of your business guaranteed by a highly experienced and competent local Extensa manager (not exclusive).
4. A direct contact for coordination and operational interface.
5. Preliminary activity of presentation of your products and technologies on the Indian market (telephone contacts, mailing, organization of meetings, visits to trade fairs).

COMMERCIAL AND LOGISTICS SERVICES (in addition to the Basic services)

6. Planning of commercial activity and presentation methods with meetings at your company with the same managers who will then operate in India.
7. Preliminary technical support activity for your customers, both in the business acquisition phase and in the customer maintenance phase (prompt response in case of technical need).
8. Special agreements with selected service providers (logistics, travel).
9. Complete support for organizing travel, flights, hotels, local transfers.
10. Sending bimonthly reports of the commercial and technical activity carried out.

SPECIFIC TASKS

Extensa never requires any commission for ordinary activities carried out on behalf of the Client and preliminarily defined in the chosen Service Contract. In the event that the Client entrusts Extensa with a specific task with a goal to achieve, Extensa will require a commission of 3.00% calculated on the value of the specific operation.

COSTS NOT INCLUDED

1. Travel expenses to India for in-person visits to customers, suppliers and partners.
2. Consulting expenses on request and with estimate (also for external collaborators) for legal, fiscal and corporate aspects.
3. Logistics costs for shipping samples and company material.
4. Drafting of company presentations, business cards, illustrative material, websites.
5. Translations and interpreting.
6. Other activities on request of the Client not included in the list of contracted services.

- ALL THE SERVICES AND BENEFITS OF THE ADVANCED CONTRACT ARE INCLUDED BUT WITH IMMEDIATE START-UP OF AN INDIAN COMPANY (PVT LTD).
- FULL OPERATIONS OF THE COMPANY THAT CAN ACT INDEPENDENTLY AND DIRECTLY ON THE MARKET.
- OPERATIONAL SUPERVISION GUARANTEED BY A LOCAL MANAGER WHO WORKS EXCLUSIVELY FULL TIME FOR YOUR COMPANY.

SERVICE CONTRACT PRO

Fixed all-inclusive cost: € 6,800/month.

Minimum duration: 12 months renewable.

By signing this type of Service Contract, your company immediately benefits from a complete series of both customized and commonly used structures and services:

OPERATIONAL STRUCTURES (in addition to the Basic + Advanced services)

1. Fully furnished and equipped representative office (expandable as needed).
2. A full-time exclusive person assigned to secretarial services and external relations.

MANAGEMENT SERVICES (in addition to the Basic + Advanced services)

3. A qualified manager exclusively and full time to manage all activities.
4. Support supervision guaranteed by a local Extensa manager with high experience and competence.

COMMERCIAL AND LOGISTICS SERVICES (in addition to Basic + Advanced services)

5. Planning of commercial activity and presentation methods with meetings at your company with the same managers who will then operate in India.
6. Preliminary technical support activity for your customers, both in the business acquisition phase and in the customer maintenance phase (prompt response in case of technical need).
7. Special agreements with selected service providers (logistics, travel).
8. Complete support for organizing travel, flights, hotels, local travel.
9. Sending bimonthly reports of the commercial and technical activity carried out.
10. Obtaining visas for personnel, production authorizations, sales licenses;
11. Verification of the regulations in force in India by product category.
12. Access to local financing, finding industrial, financial and/or institutional investors.

SPECIFIC TASKS

Extensa never requires any commission for ordinary activities carried out on behalf of the Client and preliminarily defined in the chosen Service Contract. In the event that the Client entrusts Extensa with a specific task with a goal to achieve, Extensa will require a commission of 3.00% calculated on the value of the specific operation.

COSTS NOT INCLUDED

1. Travel expenses to India for in-person visits to customers, suppliers and partners.
2. Consulting expenses on request and with estimate (also for external collaborators) for legal, fiscal and corporate aspects.
3. Logistics costs for shipping samples and company material.
4. Drafting of company presentations, business cards, illustrative material, websites.
5. Translations and interpreting.
6. Other activities on request of the Client not included in the list of contracted services.



Extensa Limited

A private company founded on 2025 and registered under the Registrar of Companies for England and Wales.
Registration Number 16392034 - Company Capital £ 100,000.

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Official Partners

