

Internal expertise, not external consultants.

NEW BUSINESS FRONTIERS

A HIGH-IMPACT BUSINESS
OPPORTUNITY CREATION PROCESS

Six Days Is All It Takes.

*Leveraging internal
corporate resources to
unlock in-country investment
opportunities, working with
local business partners*

Benefits:

- **Cost-Saving**
- **Compressed Timeline**
- **In-country Exposure**
- **Internal Knowledge & Ownership**



Businesses are facing an

UNPRECEDENTED IMPERATIVE TO REINVENT ITSELF



Forces of Change are Demanding New Ways of Creating Opportunities

- Geopolitics, technology, climate change, and regulatory shifts are driving new opportunities.
- Companies clinging to traditional models risk irrelevance.

Internal Rigidity and Outsourced Development Stifle Bold New Breakthroughs

- Siloed teams, legacy mindsets, and incremental problem-solving are barriers to capturing non-traditional opportunities.
- Outsourcing business development to consultants often lacks the deep internal insight needed for transformative growth.
- True reinvention demands immersive, cross-functional collaboration, and a shift in mindset.

*Sitting on the sidelines
is not an option.*

82%

of MNCs increased their **innovation spending**, seeing the Asian region as a **critical source of new opportunities***

58%

of executives say the effort to build new businesses has become **more urgent now***

27%

of CEOs rank **building new revenue streams** as their #1 strategic priority*

**Sources from IMD and Mckinsey*

UNLEASH THE POTENTIAL OF YOUR OWN RESOURCES AND BUILD BUSINESS ACUMEN

Empowering employees with strategic context, cross-functional exposure, and decision-making autonomy and transform internal talent into a competitive advantage.

THE GIFT ADVANTAGE

- *Strategic Foresight* -
- *Global Business Acumen* -
- *Expert Facilitation* -
- *Access to Untapped Networks* -

Foresight rooted in ground-truthing & business modelling:

20+ years across Asia identifying emerging trends and actionable strategies that resonate with market realities.

Proven outcome-driven facilitation methodology:

Cross-silo collaboration & entrepreneurial thinking, turns raw insights into investable concepts.

Deep in-country networks:

20+ years of on-the-ground exposure in the Asia region to open doors to public/private stakeholders that competitors are missing.





TANGIBLE BUSINESS OUTCOMES & SUSTAINED TRANSFORMATION

Radical, validated opportunity pipeline: 1-3 concrete, pre-feasibility stage opportunities tailored to new market realities.

Mindset shift in managers & teams: Participants shed siloed thinking, stimulate curiosity, and develop an entrepreneurial, stakeholder-centric approach to opportunity spotting.

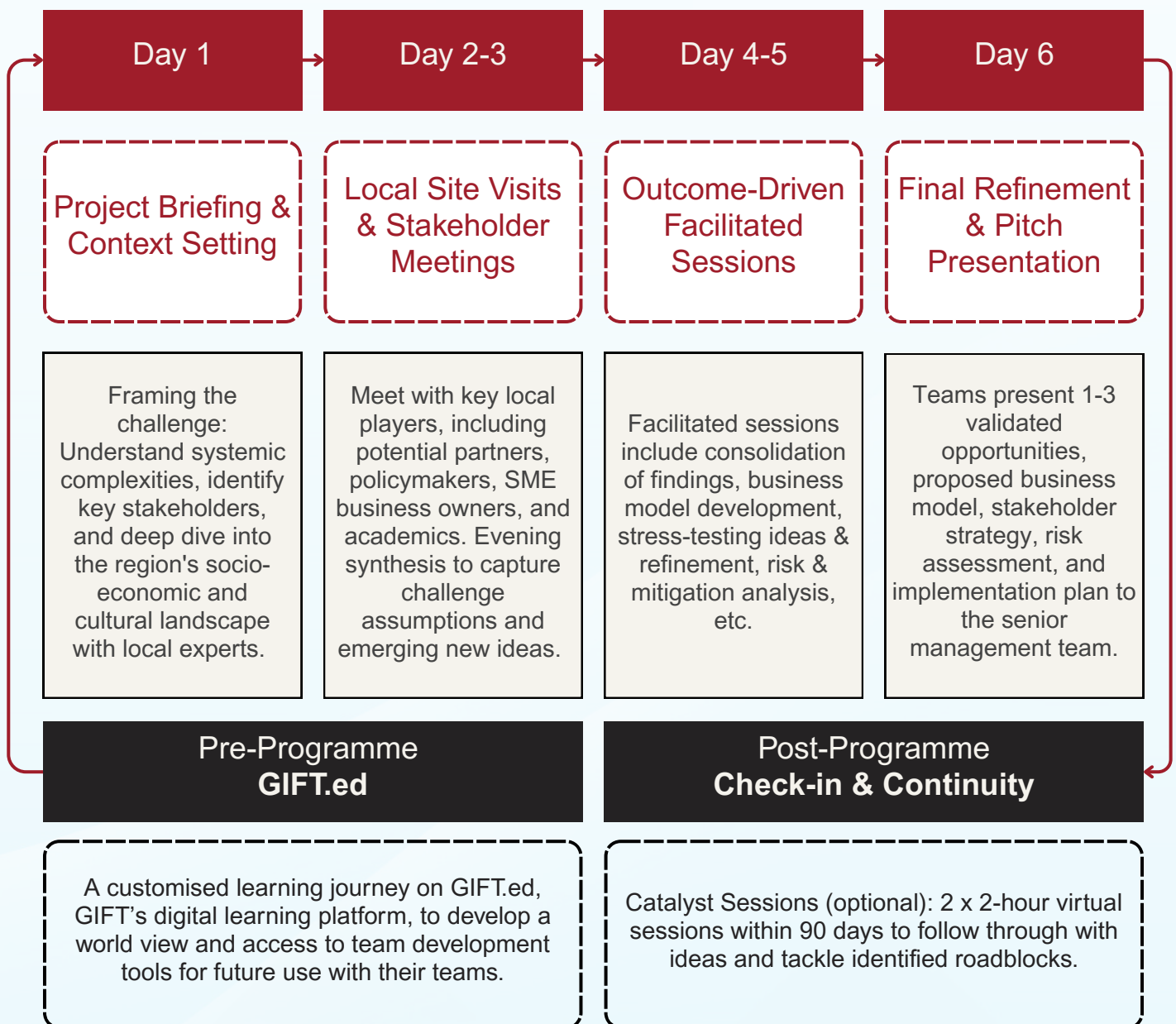
Establishing new local networks: Direct connections with customers, regulators, potential partners, and market shapers – relationships that endure and set your company for success.

In just 6 days, you gain 1-3 detailed, robust new business opportunities that break from BAU.



PROPRIETARY METHODOLOGY & FLEXIBLE STRUCTURE

With 20+ years of field-based experience in Asia, GIFT has become internationally recognised for our proprietary, outcome-driven facilitation methodology enabling businesses to develop new opportunities.



**Exact structure and format is flexible and customised to client preferences*

PRACTICAL IMPACT: CLIENT BREAKTHROUGHS



SEG Automotive **Decentralised Renewable Energy**

The team produced a bold and viable business model for renewable energy solutions to replace diesel generators in off-grid and poor-grid environments, whilst enabling community accessibility and affordability. Partnerships established with a leading conglomerate and renewable energy provider in the Philippines.



BASF **Sustainability Drives Future Business**

Over a series of 3 projects in 3 years, global and regional teams created robust market entry plans and proposals for innovative channel partnerships in Mongolia, Cambodia and Indonesia. Business projects aligned to newly launched sustainability strategy.



FWD Group **Expansion Model for Digital Health Tools**

Regional team innovated a scalable business framework for scaling access and funding for AI-driven cancer screening solution, working closely with key partners in research, technology and funding and investment. Project outcomes created a replicable model for other digital health tools whilst forging potential channel sales partnerships.

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Through intense internal collaboration and deep cultural understanding, we unlocked a **powerful, actionable opportunity** through GIFT's outcome-driven facilitation methodology, far faster and more effectively than any consultant-led process.

This **internal-first, shared exploration approach** is a true catalyst for business transformation.

Dr. Alexander Kitsukis

SEG Automotive

Head of Business Development & Strategy



Tomorrow Matters.

If you would like to speak and explore GIFT's service offerings,
Please write to us at gift@global-inst.com.



The Global Institute For Tomorrow (GIFT) is an independent pan-Asian think tank. We are dedicated to advancing a deeper understanding of today's most critical drivers of change—from the emergence of a post-Western world to the reshaping of global capitalism and the dynamic relationship between business, society, and the state. With offices in Hong Kong and Kuala Lumpur, our practical insights, internationally acclaimed leadership learning curriculum, and outcome-driven facilitation help our clients anticipate and navigate a turbulent 21st century.

- Leadership Development
- Management & Organisational Development
- Sustainability Advisory
- Policy Advisory
- Understanding Global Shifts & The Rise of Asia

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