|-----|---------|----------------------------------------|--------------------------------------------------|
| 1   | ALZMETALL Werkzeugmaschinenfabrik und Gießerei Friedrich GmbH & Co. KG | Business of the company: Developer, Manufacturer and Marketer of High Quality Machine Tools  
Products/ Services: Vertical CNC-Machining Centers, Drilling Machines, Rapid Radial Drilling Machines  
Advantage in competition: In-House Research and Development, Core Competencies at Key machining processes, high Quality and durable product Range, Responsive Service Mentality and 70 years of experience in the Tool Machinery Industry  
Certificates:  
DIN ISO 9001:2015  
DIN ISO 50001:2011 | Expectations: Development of Customer base; Marketing and distribution of high end dynamic 5-Axes simultaneous Machining Centers and its applications.  
Potential partners: Companies operating in:  
- General Engineering and Manufacturing OEM’s,  
- Aircraft and Aerospace Industry,  
- Automotive and Automotive-Supply Industry,  
- Tool and Die Industry. |
| 2   | CHIRON-WERKE GmbH & Co.KG | Business of the company: Manufacturer of CNC machining centers  
Products/ Services: 1-, 2-, 4-spindle machining center, 4-axis & 5-axis, repair & maintenance, extensive training, production support, turnkey and automation solutions  
Area of usage:  
- Machining of pumps, valve bodies, gear boxes, throttle bodies, injector bodies, fuel rails, turbo charger components, steering & chassis components, etc.  
- Medical implants, devices and components  
- Seat rails, floor beams, wing ribs and other components  
Advantage in competition: Multi spindle high speed machining including automation extensive experience in turnkey execution.  
Certificates: ISO 9001, VDA 6.4, ISO 14001, ISO 50001, OHSAS 18001 | Expectations: Looking for suitable local representation for sales and service, develop customer base in the automotive industry, medical and aerospace industry.  
Potential partners:  
- Companies operating in automotive, medical and aerospace industry.  
- Tier 1 to Tier 3 Automotive suppliers, job shops  
- Medical components manufacturers  
- Aerospace components manufacturers |
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<td>3</td>
<td>Gleason-Pfauter Maschinenfabrik GmbH (Subsidiary of the Gleason Corporation)</td>
<td><strong>Business of the company:</strong> Gear manufacturing equipment  &lt;br&gt; <strong>Products/ Services:</strong> Gear manufacturing systems for bevel, cylindrical gear and rack manufacturing: machinery, tools, workholding, design, software, automation, metrology, technology for gear manufacturing, services, plastic gears  &lt;br&gt; <strong>Area of usage:</strong> Gear manufacturing  &lt;br&gt; <strong>Advantage in competition:</strong> Complete solutions for gear design soft and hard, manufacturing, measurement and global support/ service network  &lt;br&gt; <strong>Certificates:</strong> ISO 9001, ISO 14001, ISO 17025, OHSAS 18001</td>
<td><strong>Expectations:</strong> Meeting potential customers, introducing new products and technologies  &lt;br&gt; <strong>Potential partners:</strong> Companies operating in automotive, truck, farm, construction, mining, aerospace, energy, power tools, general industrial applications</td>
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<td>4</td>
<td>GROB-WERKE GmbH &amp; Co. KG GROB Asia-Pacific</td>
<td><strong>Business of the company:</strong> Machine tools &amp; Industrial equipment  &lt;br&gt; <strong>Products/ Services:</strong> 5x Milling machines, Solution for automotive in chip machining and assembly  &lt;br&gt; <strong>Area of usage:</strong> Chip machining, assembly  &lt;br&gt; <strong>Advantage in competition:</strong> Family business with a high degree of innovation  &lt;br&gt; <strong>Certificates:</strong> ISO 14001; ISO 50001; ISO 90001</td>
<td><strong>Expectations:</strong> Developing market shares, meeting new customers, looking for local representatives  &lt;br&gt; <strong>Potential partners:</strong>  &lt;br&gt; - Companies who operate in automotive, aerospace, die &amp; mold industries  &lt;br&gt; - Mechanical engineering companies  &lt;br&gt; - Jop shoppers  &lt;br&gt; - Medical device manufacturers  &lt;br&gt; - Manufacturers of protective equipment using by security forces, army and police</td>
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| 5   | Gebr. Heller Maschinenfabrik GmbH | Business of the company: HELLER develops and produces state-of-the-art machine tools and production systems for metal-cutting processes  
Products/Services: 4 and 5 axis machining centres, mill/turning centres, flexible manufacturing systems, machines for crankshafts and camshafts, CylinderBoreCoating systems, services  
Area of usage: Our solution competence comprises a wide range of parts and materials machined under the most diverse conditions – from light-metal machining to heavy-duty cutting, from machining of individual parts through to high-volume production using wet, dry or MQL machining. Complemented by comprehensive consulting and a wide range of services.  
Advantage in competition: Our complete solutions for workpiece-specific tasks allow us to optimally respond to the needs of our worldwide located customers.  
Certificates: ISO 2001:2015, VDA 6.4, ISO 14001 | Expectations:  
- Covering Vietnamese market geographically, offering our products and services in all branches of the business  
- Introduction to new customers in all industrial areas, i.e. automotive, aerospace, machine tool building, etc.  
Potential partners:  
- Companies operate in automotive industry and their suppliers,  
- Companies in aerospace industry  
- Machine manufacturers  
- Electronics companies  
- Power engineering companies, sub-contractors and many other industries |
| 6   | INDEX-Werke GmbH & Co. KG Hahn & Tessky | Business of the company: Development, manufacturing, sales, service, application, refit  
Products/Services: Lathes, turning centers, turn/mill centers  
Area of usage: Industries  
Advantage in competition: Productivity, accuracy, reliability  
Certificates: ISO 9001, ISO 45001, ISO 14001 | Expectations: Potential customer awareness, sales & service cooperation  
Potential partners: Manufacturers of components for automotive, medical, electrical, hydraulic, engineering industry |
|-----|---------|----------------------------------------|-----------------------------------------------------|
| 7   | KAPP NILES GmbH & Co. KG | **Business of the company:** Machine tool manufacturer  
**Products/ Services:** Grinding machines and tools for finishing of gears or profiles  
**Area of usage:** Gear grinding, rotor grinding  
**Advantage in competition:** Precision and cost-effectiveness for the manufacturing of sophisticated components  
**Certificates:**  
- DIN ISO 50001 Energy management system (KAPP NILES GmbH & Co. KG)  
- ISO 9001:2015 Quality management system (KAPP Technologie GmbH)  
- ISO 9001 Quality management system (KAPP ASIA TECHNOLOGIES (JIASHAN) CO., LTD.)  
- GB/T 28001-2007/ OHSAS 18001:2007 Health and safety management system (KAPP ASIA TECHNOLOGIES (JIASHAN) CO., LTD.)  
- ISO 14001:2015 Environmental management system (KAPP ASIA TECHNOLOGIES (JIASHAN) CO., LTD.) | **Expectations:** Looking for the cooperation with representatives of companies and people operating in automotive industry, aviation industry, drive technology industry, compressors and pumps industry; construction and mining machinery industry, railway-and shipbuilding industry  
**Potential partners:**  
- Car manufacturers, truck manufacturer, gearbox manufacturers, gear manufacture  
- Companies in Aviation-, Mining-, Wind energy-, Compressors-, Shipping- and Railway industries. |
| 8   | Röders GmbH | **Business of the company:** Development and production of high precision machine tools, production of blow moulds for PET bottles.  
**Products/ Services:** High precision machine tools for milling and grinding  
**Area of usage:** Precision manufacturing  
**Advantage in competition:** Level of reliable precision, efficiency  
**Certificates:** ISO 9001 | **Expectations:** Widen existing customer base in Vietnam. Looking for cooperation with companies in the field of production or mould and die making.  
**Potential partners:** Companies operate in field of moulds, dies and high precision production. |
|-----|-------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
    Area of usage: Electrification, automation and digitalization  
    Advantage in competition: Siemens’ technical expertise, comprehensive portfolio and long-standing experience are helping to pioneer a sustainable future across the globe.  
    Certificates: ISO 9001, ISO14001, ISO 45001, OHSAS 18001... | Expectations:  
    - Enhance our network with existing and new business partner. Show our local availability with Products, Service and Digitalization for the entire factories to strengthen the international business.  
    - Convince and support international business partners to the Vietnamese Market.                                                                                                                                       |
| 10  | J.G.WEISSER Söhne GmbH & Co.KG                                          | Business of the company: Machine tools  
    Products/ Services: Turnkey solutions, Pick-up turning machines, Bar- feeder turning machines, Turn&Mill centers, Vertical turning centers, Horizontal turning centers  
    Area of usage: Machining all parts in different materials, diameter from 10mm up to 500mm, length from 10mm up to 1200mm  
    Advantage in competition: Complete Engineering inhouse, over 160 years of experience, Inventor of the pick-up system, special solutions for the customers, high performance Machine, Standard runout of the spindles 1.5 microns, automation solutions, out-of-round turning, hard turning, rotational turning  
    Certificates: VDA 6.4; ISO 9001, ISO 14001 | Expectations:  
    - Development of new customer relations with all machine tools and automation users.  
    - Looking for sales representatives.  
    Potential partners: Companies operating in automotive, Industrial, Medical device/equipment, Aerospace fields                                                                                                                                                 |
|-----|---------|----------------------------------------|---------------------------------------------------|
| 11  | TRUMPF GmbH + Co. KG TRUMPF Vietnam Co.ltd (Subsidiary in Vietnam) www.vn.trumpf.com | Business of the company: TRUMPF is a market and technology leader in machine tools and lasers for industrial manufacturing. Its innovations play a role in virtually every sector of industry, from software that paves the way for smart factories to solutions for high-tech processes in industrial electronics.  
Products/ Services: Machine tools for flexible sheet metal and tube processing; Laser technology for industrial applications such as cutting, welding, marking and surface finishing; Additive manufacturing (metal 3D printing); Software solutions for the smart factory.  
Area of usage: TRUMPF technology and applications for its products can be found in a wide variety of components and in every industry.  
Advantage in competition: TRUMPF stands for quality, excellent products, highly efficient processes, and outstanding results. Our manufacturing technology is cost-efficient, accurate, future-proof and connected. Geographical proximity to our customers is essential. | Expectations: Networking with German companies in Vietnam, sharing information and experience, as well as staying in close contact with local customers and partner organizations.  
Business of the customer: Sheet metal processing and laser technology applications in various industries: Switch board cabinet manufacturers, elevator industry, furniture industry, kitchen and household industry, machinery industry job shoppers, automotive, electronics, medical, etc. |