

SLOVENIAN BUSINESS MISSION TO VIET NAM

Hanoi, 5 - 8 November 2019

#	Company/web	Activity	Competitive advantage & competence	Desired sectors / industries / companies to meet with	Specific Vietnamese companies / organisations	Desired business cooperation & topics for discussion
1.	cargo partner d.o.o. www.cargo-partner.com	- logistics	<ul style="list-style-type: none"> - presence in SEE & CEE region - global network of offices (Hanoi, Ho Chi Minh) - air and sea service - IT solutions - iLogistics Centres 	<ul style="list-style-type: none"> - Export & import companies from sectors: - foodstuffs, - textiles, - pharmaceuticals, - automotive, - high-tech, - electronics, - industrial spare parts, - e-commerce 	<ul style="list-style-type: none"> - Active International, - Jabil, - Thread Industries, - Ritek, - Liehn Anh, - Freeview, - Clover Kingmaker, - DS Artex, - My Lan, - Long Son, - Samho, - Scan Com, - Simex Co. 	<ul style="list-style-type: none"> - exporters, importers, - global one-stop shop logistics support
2.	DENTAS d.o.o. https://dentas.eu/en/	- Production of dental machines and accessories	<ul style="list-style-type: none"> - high-tech R&D company - 3D laser print - carefully designed furnaces for zirconia - local maintenance and on line support 	<ul style="list-style-type: none"> - suppliers of medical devices - mechanical/electrical engineers - Department of Medical Equipment Health Works of the Ministry of Health 	<ul style="list-style-type: none"> - Officials Pacific Bridge Medical, - J&V Medical Instr., - Medikit Vietnam, - Omron Asia pacific, - Tan Viet My Co., - Mani Hanoi, - Oken Seiko, - Golden Gate Medical Supplies JSC 	<ul style="list-style-type: none"> - looking for representatives for local support of clients - discussing the possibility of joint venture - 3D laser printer
3.	G-M&M Proizvodnja d.o.o. http://gmm-production.eu/	<ul style="list-style-type: none"> - metal & electrical equipment production - el. power tools 	<ul style="list-style-type: none"> - best price / performance ratio in high quality items 	<ul style="list-style-type: none"> - metal reworking production - electric power tools - AL profiles supply 	- - -	<ul style="list-style-type: none"> - joint venture partners - importers - common interest for cooperation

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4.	INO Brežice d.o.o.	- Production of agricultural machinery	- Vietnam imports agricultural machinery among other brands of Kubota, Iseko which perfectly matches INO products.	- importers of machinery for agriculture, vineyards, orchards, green areas for municipalities - agents, - joint venture partners	- - -	- importers of agricultural machinery - partners-Vietnamese companies for joint venture and production in Vietnam
5.	Interdent d.o.o. www.interdent.cc	- dental - medical	- middle size company - adoptable - own production	- dental importers & dealers - dental associations - dental technicians - Ministry of Health	- Dai Huu Medical Co. - Bao Thinh Medical Equipment Co. - Digital Age Labs - Thanh An Hanoi Ltd. - VIET ODONTO - STOM Association	- agent – distributor importer - presenting their activity, - acquiring market information
6.	Izop – k d.o.o. http://izop-k.com	defence industry: - military, police, engineering, rifle production - logistics storage dangerous goods	- military, police	- companies trading in military goods	- Ministry of Defence - Police	- Military, Police, - engineering, - rifle production
7.	Linx international Ltd. http://linx-international.com (Phnom Penh based)	- real estate / investment, - export, import, - consultancy - PR, sales & marketing, - VIP events	- understanding the needs and consumer behaviour in Asia, - being connected with high end companies and brands	- food and beverage sector, - cosmetic industry	- food and beverage suppliers - investment companies	- joint venture partner, - service provider - bringing products from Vietnam to Europe and ASEAN countries and high quality products from Europe to Vietnam

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8.	Mediterranean Monitoring Institute www.mim.si/en/index.php	<ul style="list-style-type: none"> - nanotechnological research, - monitoring of the sea, - sea assistance, - disinfection, - health resort 	<ul style="list-style-type: none"> - biotechnological research, - nanotechnological development 	<ul style="list-style-type: none"> - science, - technology, - developers 	- - -	<ul style="list-style-type: none"> - looking for developers, - monitoring of the sea - ecology - nanotechnology
9.	MIL Sistemika d.o.o. http://milsistemika.si/	<p>defence industry:</p> <ul style="list-style-type: none"> - command and control software solutions - civil defence - police - development and consulting - communication and training & simulating products 	<ul style="list-style-type: none"> - Command & Control software on all levels - Sensor & Weapons integration - GIS navigation and mapping system - communication suits - integrated training tools - designed on true mission requirements and feedback from soldiers - enables force multiplying 	<p><u>resellers of:</u></p> <ul style="list-style-type: none"> - communication equipment - rugged computers - special equipment as Laser range Finders (LRF) 	<ul style="list-style-type: none"> - Ministry of Defence -Sector for communication computing (J6) 	<p><u>Looking for local partners in fields of:</u></p> <ul style="list-style-type: none"> - command & control solutions - radio integrations - radar integrations, - Laser Range Finders - LWR - chemical sensors - weapon systems
10.	SIJ Metal Ravne d.o.o. www.sij.metalravne.com	<ul style="list-style-type: none"> - steel production (also for defence sector needs) 	<ul style="list-style-type: none"> - specialized in tool and special steels (3rd biggest producer in Europe) - high quality, flexibility, tradition, - competitive and reliable supplier 	<ul style="list-style-type: none"> - tool and machine building companies as end user of the steel - steel trades like stockist and steel centres - agents, distributors, importers 	<ul style="list-style-type: none"> - Thyssen Krupp Materials Vietnam 	<ul style="list-style-type: none"> - tool and special steels sale to Vietnam tool and machine building companies

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11.	TEVEL d.o.o. www.tevel.si	<ul style="list-style-type: none"> - products that solve gas problems in underground mines - engineering, service & maintenance 	<ul style="list-style-type: none"> - specialists in underground mines 	<ul style="list-style-type: none"> - agents - distributors - importers - underground mines 	<ul style="list-style-type: none"> - Ministry (in charge of the underground mines) 	<p><u>Looking for:</u></p> <ul style="list-style-type: none"> - agents - distributors - importers - underground mines <p>(equipment for underground mines)</p>

Ljubljana, 15 October 2019