

## 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.	<b>cargo partner d.o.o.</b> <a href="http://www.cargo-partner.com">www.cargo-partner.com</a>	- logistics	- presence in SEE & CEE region - global network of offices (Hanoi, Ho Chi Minh) - air and sea service - IT solutions - iLogistics Centres	- Ex & Im companies from sectors: - foodstuffs, - textiles, - pharmaceuticals, - automotive, - high-tech, - electronics, - industrial spare parts, - e-commerce	- Active International, - Jabil, - Thread Industries, - Ritek, Liehn Anh, - Freeview, - Clover Kingmaker, - DS Artex, My Lan, - Long Son, Samho, - Scan Com, Simex Co.	- exporters, importers - global one-stop shop logistics support
2.	<b>Consortium Expert d.o.o.</b>	- Production of agricultural machinery	- Vietnam imports agricultural machinery among other brands of Kubota, Iseko which perfectly matches our 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
3.	<b>DENTAS d.o.o.</b> <a href="https://dentas.eu/en/">https://dentas.eu/en/</a>	- Production of dental machines and accessories	- high-tech R&D company - 3D laser print - carefully designed furnaces for zirconia - local maintenance and on line support	- suppliers of medical devices - mechanical/electrical engineers - Department of Medical Equipment Health Works of the Ministry of Health	- 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	- looking for <b>representatives</b> for local support of clients - discussing the possibility of <b>joint venture</b> - 3D laser printer

#	Company/web	Activity	Competitive advantage & competence	Desired sectors / industries / companies to meet with	Specific Vietnamese companies / organisations	Desired business cooperation & topics for discussion
4.	G-M&M Proizvodnja d.o.o. <a href="http://gmm-production.eu/">http://gmm-production.eu/</a>	<ul style="list-style-type: none"> <li>- metal &amp; electrical equipment production</li> <li>- el. power tools</li> </ul>	<ul style="list-style-type: none"> <li>- best price / performance ratio in high quality items</li> </ul>	<ul style="list-style-type: none"> <li>- metal reworking production</li> <li>- electric power tools</li> <li>- AL profiles supply</li> </ul>	- - -	<ul style="list-style-type: none"> <li>- <b>joint venture</b> partners</li> <li>- importers</li> <li>- common interest for cooperation</li> </ul>
5.	Interdent d.o.o. <a href="http://www.interdent.cc">www.interdent.cc</a>	<ul style="list-style-type: none"> <li>- dental-medical</li> </ul>	<ul style="list-style-type: none"> <li>- middle size company</li> <li>- adoptable</li> <li>- own production</li> </ul>	<ul style="list-style-type: none"> <li>- dental importers &amp; dealers</li> <li>- dental associations</li> <li>- dental technicians</li> <li>- Ministry of Health</li> </ul>	<ul style="list-style-type: none"> <li>- Dai Huu Medical Co.</li> <li>- Bao Thinh Medical Equipment Co.</li> <li>- Digital Age Labs</li> <li>- Thanh An Hanoi Ltd.</li> <li>- VIET ODONTO - STOM Association</li> </ul>	<ul style="list-style-type: none"> <li>- <b>agent – distributor</b></li> <li>- importer</li> <li>- presenting their activity,</li> <li>- acquiring market information</li> </ul>
6.	Izop – k d.o.o. <a href="http://izop-k.com">http://izop-k.com</a>	<u>defence industry:</u> <ul style="list-style-type: none"> <li>- military, police, engineering, rifle production</li> <li>- logistics storage dangerous goods</li> </ul>	<ul style="list-style-type: none"> <li>- military, police</li> </ul>	<ul style="list-style-type: none"> <li>- companies trading in military goods</li> </ul>	<ul style="list-style-type: none"> <li>- Ministry of Defence</li> <li>- Police</li> </ul>	<ul style="list-style-type: none"> <li>- <b>Military,</b></li> <li>- <b>Police,</b></li> <li>- engineering,</li> <li>- rifle production</li> </ul>
7.	Linx international Ltd. <a href="http://linx-international.com">http://linx-international.com</a> (Phnom Penh based)	<ul style="list-style-type: none"> <li>- real estate / investment,</li> <li>- export, import,</li> <li>- consultancy</li> <li>- PR, sales &amp; marketing,</li> <li>- VIP events</li> </ul>	<ul style="list-style-type: none"> <li>- understanding the needs and consumer behaviour in Asia,</li> <li>- being connected with high end companies and brands</li> </ul>	<ul style="list-style-type: none"> <li>- food and beverage sector,</li> <li>- cosmetic industry</li> </ul>	<ul style="list-style-type: none"> <li>- food and beverage suppliers</li> <li>- investment companies</li> </ul>	<ul style="list-style-type: none"> <li>- <b>joint venture</b> partner,</li> <li>- service provider</li> <li>- bringing products from Vietnam to Europe and ASEAN countries and high quality products from Europe to Vietnam</li> </ul>

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

#	Company/web	Activity	Competitive advantage & competence	Desired sectors / industries / companies to meet with	Specific Vietnamese companies / organisations	Desired business cooperation & topics for discussion
11.	TEVEL d.o.o. <a href="http://www.tevel.si">www.tevel.si</a>	<ul style="list-style-type: none"> <li>- products that solve gas problems in underground mines</li> <li>- engineering, service &amp; maintenance</li> </ul>	<ul style="list-style-type: none"> <li>- specialists in underground mines</li> </ul>	<ul style="list-style-type: none"> <li>- agents</li> <li>- distributors</li> <li>- importers</li> <li>- underground mines</li> </ul>	<ul style="list-style-type: none"> <li>- Ministry (in charge of the underground mines)</li> </ul>	<p><u>Looking for:</u></p> <ul style="list-style-type: none"> <li>- agents</li> <li>- distributors</li> <li>- importers</li> <li>- underground mines</li> </ul> <p>(equipment for underground mines)</p>

Ljubljana, 24 October 2019