



AUSTRIAN BUSINESS IN CHINA

奥地利对华经济

SURPRISINGLY INGENIOUS

www.advantageaustria.org

无限创意 永恒惊喜

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郭励之 博士
商务参赞

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亲爱的奥地利之友：

很高兴向大家介绍第12版《奥地利对华经济》。本刊物自初版至今，见证了不少世事的变化。如今，对于想更全面地了解奥地利驻华企业的人士来说，它已经成为最全面可靠的资料。

久经验证的形式

第12版《奥地利对华经济》继续聚焦奥中贸易领域，详尽地介绍了奥地利的经济环境和奥地利第五大贸易伙伴中国的贸易往来。同时，考虑到《奥地利对华经济》吸引了越来越多的国际读者，我们出版了中文和英文两个版本。

不止是一本名录

随着奥地利企业在中国市场上的业务不断扩大，他们的活动范围也越来越广。在产业方面，高品质消费品制造商正在成功地满足日益富裕和成熟的中产精英阶层的需求；而中国工业的现代化进程则为奥地利的高科技产业带来了新的机遇。就区域经济而言，中国经济的全球化创造了令人振奋的合作潜能，甚至超越了两国的边界，进入到第三市场。该版《奥地利对华经济》将更好地反映这些趋势。

我希望这本书能使您全面地了解奥地利与中国的贸易往来，更好地解答您在这方面的疑问。同时也希望它能引导您更直观地了解奥地利公司的产品和服务——在体验阅读之外，享受奥地利联邦商会对外经济部（ADVANTAGE AUSTRIA）给您提供的服务。■

Dear friends of Austria,

It is my pleasure to present to you the 12th edition of AUSTRIAN BUSINESS IN CHINA. A lot has happened since this booklet was published for the first time. It has now been firmly established as the most comprehensive source for anyone who wants to learn more about the activities of Austrian companies in China.

Well-proven format

The 12th edition of AUSTRIAN BUSINESS IN CHINA focusses again on the Austrian-Chinese business community as its main target group. However, it also takes into account the growing interest among a larger international audience for AUSTRIAN BUSINESS IN CHINA and is therefore available in both Chinese and English, providing valuable insights into Austria's business landscape and Austria's trade relations with China, Austria's 5th most important trading partner.

More than a directory

With Austrian companies expanding their engagement in the Chinese market, the scope of their activities has widened considerably. In terms of sectors, manufacturers of high quality consumer goods are successfully trying to meet the demands of an increasingly affluent and sophisticated middle class while the modernization drive of China's industry has opened new opportunities for Austria's high-tech sector. In terms of geography, the globalisation of China's business has created an exciting potential for cooperation even beyond our countries' borders, on third markets. More than ever, AUSTRIAN BUSINESS IN CHINA reflects these trends.

My hope is that this publication satisfies the curiosity of all of you who would like to know more about Austria's trade with China and the actors behind it. May it also entice you to take a closer look at what Austrian companies have to offer – and use the services of us at ADVANTAGE AUSTRIA to take you beyond reading. ■



石迪福 博士
奥地利共和国驻华大使

Dr. Friedrich Stift
Ambassador
of the Republic of Austria

十分感谢奥地利联邦商会和奥地利驻华使馆商务处给我这次机会，为新版的《奥地利对华经济》题写贺词。

自2017年以来，我被任命为奥地利驻华大使。这是我第二次在北京任职；在2002-2004年期间，我曾担任奥地利驻华使馆公使（副馆长）。中国是世界人口最多的国家，是世界第二大经济体，是联合国安理会常任理事国之一。因此，能够代表奥地利在中华人民共和国工作，我感到万分荣幸。

在过去的40年中，中国的经济经历了前所未有的高速发展。首都北京是世界上发展最快的城市之一，它也为奥地利企业提供了绝佳的商机。2018年，中奥两国双边贸易总额达到137亿欧元，中国已成为奥地利在亚洲最重要的贸易伙伴。奥地利的产品和服务享有很高的声誉：“奥地利制造”在中国也是高品质的象征。如今，已有900多家奥地利企业落户中国大陆和香港。

对于外国投资者而言，中国是一个复杂且充满挑战的市场。具有13亿消费者的巨大市场也正是奥地利公司在中国积极投资的原因。作为一个科技含量高、工业化程度高的国家，奥地利在机械制造业、精密技术、环境工艺、水资源管理、基础设施、智能城市规划，以及可持续农林业方面具有很强的优势。

上两季度，中国经济明显回升。2019年第一季度的GDP增长率达到6.9%，高于2018年度的6.6%。中国正积极调整经济结构，将重心转向消费和服务，而不是依赖投资和出口。与此同时，中国着力推动高科技产业发展，实施“中国制造2025”规划。在未来几年里，中国将投资数十亿元进行基础设施建设，尤其是城市规划项目建设。北京-张家口2022年冬奥会将极大地推动中国冬季运动产业。在此方面，奥地利有丰富的经验，奥中双方合作的空间很大。

旅游业发展迅速，前往奥地利旅游的中国游客数量急剧上升，2018年，我们接待的中国游客数量已达到973,000人次。这方面的发展态势十分乐观。

鉴于中国在经济、金融、商务、科技方面的迅速发展，奥地利驻华大使馆开设了“奥地利科技处”（OSTA）。我们还在北京增设了奥地利联邦财政部代表处，整体负责亚洲基础设施投资银行（AIIB）的相关事务，奥地利于2015年加入了该银行组织。

在此，我衷心祝愿所有在中国的奥地利公司取得丰硕成果。我也确信，新版的《奥地利对华经济》能够成为您在中国寻找新的贸易伙伴的得力助手。■

Many thanks to the Austrian Federal Economic Chamber and to ADVANTAGE AUSTRIA Beijing for offering me the opportunity to write a few words of greetings for the new edition of AUSTRIAN BUSINESS IN CHINA.

I am Austria's Ambassador to China since 2017. It is my second posting to Beijing: I have already served here between 2002 -2004 as Deputy Head of Mission. It is a great honor for me to represent Austria in the People's Republic of China, a country with the highest population and the second biggest economy in the world, and one of the Permanent Members of the Security Council of the United Nations.

China has undergone rapid economic development in the past 40 years. Being among the fastest growing economies in the world, it offers excellent business opportunities for Austrian companies. With a bilateral trade volume of 13.7 bn EUR in 2018, China is Austria's most important trading partner in Asia. Austrian products and services have an excellent reputation; "Made in Austria" stands for high quality in China as well. Today, over 900 Austrian companies are based in Mainland China including Hong Kong.

China is a complex and challenging market for foreign investors. Market size remains the top reason for Austrian companies to engage in China, a market with 1.3 bn consumers. Austria as a high-tech and highly industrialized country is particularly strong in machinery, precision technologies, environmental technologies, water management, infrastructure and smart city planning as well as in sustainable agriculture and forestry, among others.

China's economy staged a notable recovery over the past two quarters. GDP growth in the first quarter of 2019 reached 6.4 percent, and 6.6 percent for the year 2018 as a whole. China invests actively in restructuring its economy towards more consumption and services instead of investment and exports, but also in the country's high tech sector via its "Made in China 2025 strategy". In the years to come China will invest billions of RMB in infrastructure, and in particular in city planning projects. The Beijing-Zhangjiakou 2022 Winter Olympics will provide a great boost to the winter sports industry in China. Austrian companies with their excellent know-how in winter sports will profit from this important event.

Tourism is developing fast, with a steep rise of incoming tourists from China to Austria. In 2018 we reached a number of 973.000 guests from China. This is a very positive and welcome development.

In view of the fast development of China's economy, finance, business, science and technology sectors Austria has opened an "Office of Science and Technology of Austria" (OSTA) under the roof of the Austrian Embassy Beijing. We also have a representative of the Federal Ministry of Finance based in Beijing to cover issues of the Asian Infrastructure Investment Bank (AIIB) of which Austria became a member in 2015.

I would like to wish all Austrian companies in China great success. I am convinced that the new edition of AUSTRIAN BUSINESS IN CHINA will be a useful tool when looking for new business partners in China. ■

奥地利国家旅游局

AUSTRIAN NATIONAL TOURIST OFFICE (ÖSTERREICH WERBUNG)



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Österreich Werbung是奥地利的国家旅游机构，我们的任务是：

- “奥地利假日”的品牌管理
- 管理最有前景的全球市场，并提升奥地利旅游地的竞争力
- 并作为奥地利旅游业的一个网络节点功能

Österreich Werbung is Austria's national tourism organization. Our tasks are:

- the management of the brand "Holidays in Austria"
- the management of the most promising global markets and the strengthening of the competitiveness of the tourist destination Austria
- and the function as a network node for Austrian tourism.

除了在维也纳的总部之外，我们还在全球范围内设有20多个办公室。我们的200多名员工希望能吸引来自最重要市场的游客前往奥地利度假。奥地利国家旅游局由联邦可持续发展和旅游部（75%）和奥地利商会（25%）组织构成。奥地利国家旅游局局长是现任经济部部长。旅游业是奥地利的一个重要经济因素，占GDP约8%的比重。在2018年，共有4500万名游客在奥地利度过了他们的假期，过夜数超过1.5亿。

In addition to our head office in Vienna, we run more than 20 locations worldwide. Our over 200 employees want to inspire travelers from the most important markets to spend their holidays in Austria. The Austrian National Tourist Office is organized as an association; their two members are the Federal Ministry of Sustainability and Tourism (75%) and the Austrian Economic Chamber (25%). The President of the Austrian National Tourist Office is the current Minister of Economic Affairs. Tourism is an important economic factor in Austria and accounts for approx. 8% of GDP. In 2018, 45 million travelers spent their holidays Austria, who accounted for more than 150 million overnights.



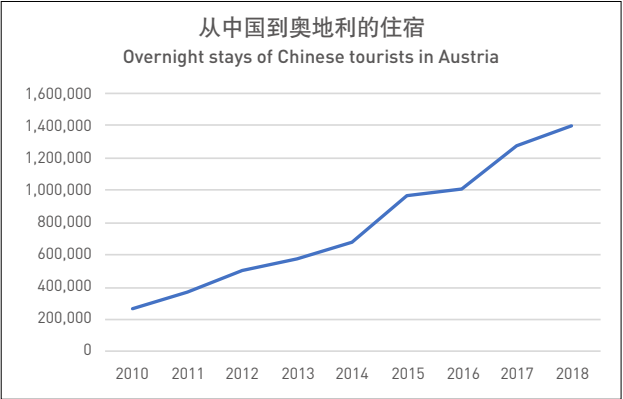
© Grafenegger KulturbetriebsgesmbH, Alexander Haiden

奥地利国家旅游局从2001年起进驻中国。同时，中国是奥地利旅游业中增长最快的市场之一，在亚洲市场排名第一。奥地利是中国游客在欧洲境内五大最受欢迎的旅游地之一。2018年，约有100万名中国游客前往奥地利，过夜数约达140万。与前一年相比，2019年第一季度的数据又上升了8%。

The Austrian National Tourist Office is presented in China since 2001. Meanwhile, China is one of the fastest growing markets in Austrian tourism and is number 1 among the Asian markets. In Europe, Austria is one of the five most popular destinations for Chinese visitors. In 2018, about 1 million Chinese tourists travelled to Austria, the number of overnight stays achieved about 1,4 million. Compared to the previous year, the figures rose again by 8% in the first quarter of 2019.



来源：奥地利统计局 | Source: Statistik Austria



在内容方面，奥地利国家旅游局着重关注奥地利的文化遗产（音乐！），以及保留完好的自然风光，使游客可以通过或多或少的户外活动来放松和鼓舞自己。2022年冬季奥运会将在北京举行，中国冬季户外市场迅速发展，冬天是一个重要的主题和战略因素。一方面，奥地利掌握高标准的旅游基础设施技术，另一方面，将重点放在沟通上，助力游客愉快地欢度他们的假期。

说到我们在中国的沟通渠道，我们将注意力集中在微信（austria-travel和austria-traveltrade），新浪微博（www.weibo.com/aodili）和我们自己的中文网站 www.aodili.info。传统的媒体工作和重要的旅行合作以及生活方式媒体也是我们工作的重要组成部分。由于中国仍然是一个旅游承办商市场，我们与中国旅游业保持着密切的联系。此外，我们作为奥地利主要旅游地的合作伙伴，也为他们在中国实施的项目提供支持。

我们非常乐意为您提供有关中国旅游市场的详细信息并回答您的问题！■

In terms of content, the Austrian National Tourist Office strongly focuses on the cultural heritage of Austria (music!), as well as on the intact nature, which allows guests to relax and inspire themselves through more or less strenuous outdoor activities. Due to the upcoming Olympic Winter Games in Beijing in 2022 and the rapidly growing winter outdoor market in China, winter is an important theme and a strategic factor. Austria's high standard of tourism infrastructure on the one hand and hosts dedicated to the holiday success of their guests on the other hand are in focus of our communication.

When it comes to our communication channels in China, we are strongly focusing on WeChat (austria-travel and austria-traveltrade), Sinaweibo (www.weibo.com/aodili) and our own Chinese website www.aodili.info. Classic media work and the cooperation with important travel and lifestyle media are an important part of our work as well. Since China is still a so-called tour operator market, we maintain intensive contacts with the Chinese tour industry. In addition, we are partners of Austria's major tourist destinations and support the implementation of their projects in China.

We are pleased to provide you with detailed information and questions about the Chinese tourism market! ■



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奥地利的主要经济门类

AUSTRIAN ECONOMIC SECTORS IN FOCUS

汽车 Automotive

奥地利的汽车供应和生产行业出口份额极高，已成为该国经济的重要来源。鉴于奥地利本国市场较小，奥地利的汽车企业则为世界市场开发出技术先进的产品，因此研究与开发同样发挥着重要作用。奥地利的汽车制造商和供应商提供了面向客户的创新服务。除了麦格纳、奥钢联、米巴和AVL等国际知名汽车供应商之外，奥地利还有一些擅长于满足特殊市场需求的小型公司。

这些公司先进的技术和创新能力在全球备受赞誉和尊重，只有很少一部分车型没有用到奥地利企业供应的零部件。奥地利的汽车设备供应商为中国汽车行业提供了各种零件和技术。凭借着其悠久的传统及汽车工程领域方面的经验，奥地利是中国乃至世界上最大的汽车市场及汽车制造商的合作伙伴。

请联系：奥地利驻沪总领事馆商务处 ■

Austria's automotive supply and production industry has grown into a key economic contributor with a high export quota. Given the small domestic market, companies have had to develop technically advanced products for the world market. Research and development play a correspondingly important role. Austrian manufacturers and suppliers offer innovative and customer oriented services. In addition to internationally known suppliers such as Magna, voestalpine, Miba or AVL, there are a number of smaller companies who excel in special niches.

Their advanced technology and innovation is highly prized and respected worldwide. There are only few vehicle models without components provided by Austrian companies. Austrian automotive suppliers already offer a variety of parts and technologies for the Chinese automotive industry. With its long tradition and experience in automotive engineering, Austria is the right partner for China, the world's largest automotive market, as well as the world's largest car manufacturer.

Contact: ADVANTAGE AUSTRIA Shanghai ■

教育 Education

新兴市场的经济增长强劲，许多行业对拥有合格资质的员工的需求不断增长以及对终身学习的需求，引导教育和培训行业蓬勃发展。奥地利出口导向的教育行业对其外国客户有清晰的了解，并开发出完美设计的，满足客户需求的课程和项目。

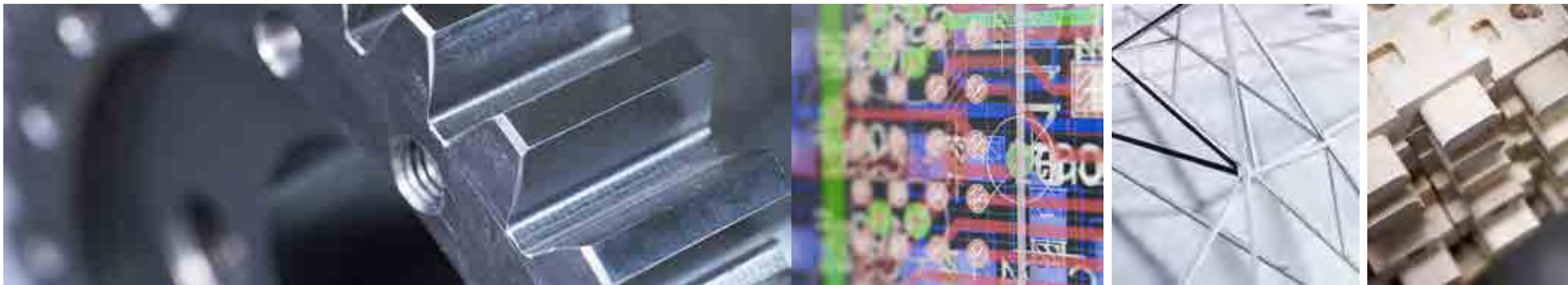
奥地利的教育提供商致力于出口。他们利用奥地利教育的高标准和宝贵的专业知识，在国外开办教育机构和培训中心。奥地利的教育机构设施与国内外的公司都有紧密合作，其中许多公司还有电子学习项目，可为客户提供灵活的解决方案。

请联系：奥地利商务专员公署（香港） ■

Dynamic economic growth in emerging markets, rising demand for qualified staff in many industry sectors and a demand for life-long learning have led to a boom in the training and education sector. Export-oriented education providers from Austria have a clear understanding of their foreign customers and develop programs and courses that are perfectly designed to meet their needs.

Austrian providers are geared towards exports. They operate education facilities and training centres abroad, applying the high standards of Austrian education along with valuable expertise. Their facilities in Austria work closely with national and international providers, and many of these companies also offer e-learning, a flexible solution for customers.

Contact: ADVANTAGE AUSTRIA Hong Kong ■



工业自动化 Industrial automation

由于生活水平和社会保障水平较高，奥地利企业薪资水平也相对较高。为了保持竞争力，奥地利的企业必须依赖于提高对生产力的投资。近几十年来奥地利的工业一直提高生产力，这就抵消了劳动力成本的上涨。如果制造商在工业自动化领域未能提供创新方案，奥地利的生产力增长就不可能实现。

当下中国的工业正处于由劳动密集型转变为强调自动化和机器人精度的模式。奥地利企业愿意与希望生产设施现代化的中国合作伙伴分享他们的专业知识。

请联系：奥地利驻沪总领事馆商务处 ■

Given comparatively high salary levels due to high standards of living and social security, Austrian companies have to rely on productivity-enhancing investments in order to stay competitive. Austria's industry has been able to achieve impressive productivity increases in recent decades, more than offsetting increases in labor costs. Productivity gains would not have been achieved without innovative solutions provided by Austrian manufacturers in the area of industrial automation.

China's industry is in the midst of changing from a labor-intensive model to one which emphasizes precision through automation and robotics. Austrian companies are ready to share their know-how with Chinese partners who would like to modernize their production facilities.

Contact: ADVANTAGE AUSTRIA Shanghai ■

创意产业——设计与建筑 Creative industries – design and architecture

奥地利十分之一的企业都属于创意产业。传统与创新得到完美的结合，形成了具有巨大增长潜力的细分市场。过去几年里，奥地利建筑师和工业设计师在中国取得了相当大的成功，并赢得了一些国际大赛。奥地利创意行业也向中国生产商提供服务，而后者则为西方销售市场制造产品（例如，室内装饰等）。

请联系：奥地利商务专员公署（香港）■

One in ten companies in Austria belongs to the creative industry sector. Tradition and innovation blend perfectly to form a segment with huge growth potential. Austrian architects and industrial designers have achieved considerable success in China over the past few years and have won a number of international competitions. Austrian creative enterprises offer their services also to Chinese producers who manufacture goods (e.g. interior furnishings) for sales markets in the West.

Contact: ADVANTAGE AUSTRIA Hong Kong ■

可持续建筑 Sustainable building

在低能耗房领域，尤其是在规划与建筑技术领域，奥地利经过20多年发展，已经成为世界领先的國家。产品的范围，从最先进的门窗与新风系统，到被动房技术及木结构建筑，再到生物质加热技术与太阳能系统。当然，建筑专业规划、咨询与认证，也是奥地利所专有的现代知识技术的一部分。

建筑节能与绿色建筑领域是中国未来五年计划的重要目标。目前中国的节能建筑领域刚刚开始发展，在建筑规划、技术和规范等多方面领域都不完善。可以预见，未来中国与奥地利将会有更多相关领域的产品与技术的合作。

请联系：奥地利驻华使馆商务处 ■

In the field of sustainable building, especially in the field of planning and construction technology, Austria has become the world's leading country after more than 20 years of development. The range of products includes state-of-the-art door and window to fresh air systems, passive house technology and wood construction, as well as biomass heating technology and solar systems. Of course, professional architectural planning, consulting and certification are also part of Austria's modern technology knowledge.

Improving its building's energy efficiency and green building technology are important goals for China's five-year plan. Currently, China's energy-saving construction field has just begun to develop, and still has room for improvement regarding architectural planning, technology and regulation. It is foreseeable that in the future China and Austria will have increasingly more cooperation in the field of sustainable building.

Contact: ADVANTAGE AUSTRIA Beijing ■

人工智能与大数据 Artificial Intelligence & Big Data

奥地利的教育数字化程度较高，国家还在大学课程、研究中心以及目标支持平台上开展了一系列雄心勃勃的人工智能计划，凭借着这些优势，奥地利公司蓄势待发，准备为全球人工智能和大数据革命贡献自己的力量。

中国计划到2030年成为全球人工智能行业的领头羊，人工智能可以应用于医疗保健，金融，交通，零售和制造等各行各业。奥地利企业愿同中国合作伙伴一起，用新科技提高生产力、优化工作流程。

请联系：奥地利驻华使馆商务处 ■

With a relatively high standard of digital education amongst its population and a series of ambitious Artificial Intelligence (AI) initiatives, including university courses, research centers and targeted support platforms, Austrian companies are well positioned to provide unique contributions to the global AI and Big Data revolution.

China has announced its plan to create a globally leading AI sector by 2030. Industries as varied as Healthcare, Finance, Mobility, Retail or Manufacturing stand to benefit from the insights AI and Big Data can provide. Austrian businesses are ready to assist Chinese partners with their efforts to utilizing these new technologies to improve productivity and work processes.

Contact: ADVANTAGE AUSTRIA Beijing ■



生命科学与制药 Life science and pharmaceuticals

1951 年的奥地利，为医药史书写了新的篇章。研究人员在那里发明并生产了第一粒抗酸青霉素。如今，在研发疫苗和研究新的有效成分来治疗危及生命的疾病方面，奥地利的生物技术企业处于国际顶尖水平。

奥地利杰出的劳动力素质，品质卓越的教育体系，以及顶级水平的研究机构和良好的基础设施是奥地利生命科学成功的基本因素。在整个奥地利境内，有多个科技园区、孵化器和技术迁移基地，从而确保了民族工业的发展，并吸引了众多成熟的跨国公司。新的专长包括个性化医疗、可穿戴设备、远程医疗和移动医疗。

请联系：奥地利驻沪总领事馆商务处 ■

Medical history was written in Austria in 1951 when researchers discovered and produced the first acid-resistant penicillin. Today, Austrian biotech companies are among the international leaders in the development of vaccines and new active pharmaceutical ingredients against life-threatening diseases.

The excellence of the Austrian employees, the renowned outstanding quality of the Austrian education system and the top status of its research facilities and a great infrastructure are the fundamental factors for the life sciences in Austria. Throughout Austria, there are several science parks, business incubators and initiatives for technology transfer that guarantee the growth of the national industry and attract a large number of established multinational corporations. New areas of specialism include personalized medicine, wearables, telemedicine and mHealth.

Contact: ADVANTAGE AUSTRIA Shanghai ■

航空航天 Aviation and aerospace

奥地利航空历史悠久。早在1909年，奥地利人伊格·埃特里希就开始制造系列飞机。由于其蓬勃发展，奥地利航空部门，包括供应商、维修和修理专家、技术公司和其他服务供应商，都经历了显著的变革。目前，航空航天业的大部分生产（70%以上）都用于出口。

在航空领域，奥地利的组织和企业都是欧洲航天局（ESA）非常青睐的供应商和研究伙伴。

请联系：奥地利驻成都总领事馆商务处 ■

Austria has a long tradition in aviation. As early as in 1909, the Austrian Igo Etrich started the serial production of aircrafts. Thanks to its dynamic growth, the Austrian aviation sector, including suppliers, maintenance and repair specialists, technology firms and other service providers, has undergone a remarkable transformation. Most of the production (more than 70%) is now exported.

In the field of aeronautics, Austrian organizations and companies are much appreciated suppliers and research partners of the European Space Agency (ESA).

Contact: ADVANTAGE AUSTRIA Chengdu ■

旅游业、体育及休闲业 Tourism, sports and leisure

旅游业是奥地利经济收入的主要来源。国内外游客对奥地利酒店业的高水平服务以及良好的基础设施赞不绝口。中国游客人数迅速增长。奥地利在亚洲的游客来源，中国目前排名第一。

而奥地利的冬季体育行业则与中国有巨大的合作潜力。奥地利企业在滑雪设施和装备领域居世界领先地位，他们在冬季运动场地规划和装备方面已经建立起了全球的声誉。奥地利曾举办过两届冬奥会，能在2022届北京和张家口冬奥会的筹备工作中发挥其独特的专长。

请联系：奥地利驻华使馆商务处 ■

Tourism is a major contributor to Austria's economic output. Domestic and foreign visitors appreciate the hospitality industry's high level of service, the vast variety of its offer, and the excellent infrastructure. The number of Chinese tourists has grown rapidly. When it comes to the origin of tourists visiting Austria, China now is ranking first among Asian countries.

Particularly the winter sports sector bears great potential for co-operation between China and Austria. Austrian companies are among the world leaders in skis and outfits. Their reputation in planning and equipping winter sport areas is globally established. Having hosted Olympic Winter Games twice Austria is in an excellent position to contribute its unique expertise to the preparations for the Olympic Winter Games 2022 in Beijing and Zhangjiakou.

Contact: ADVANTAGE AUSTRIA Beijing ■

环境技术、可再生能源 Environmental technologies, renewable energies

中国在认识到绿色发展的重要性后，现在是世界上最大的环境技术和能源项目市场。中国还在全国各地都开展了许多项目，以实现其雄心勃勃的目标。

凭借其良好的定位以及高质量的产品，奥地利企业在包括清洁生产设备、废物处理和回收、土壤整治、水处理和水力发电技术，以及大城市的环保人居理念和绿色建筑方案设计等许多领域都能提供深厚的技术和工程方面的专业知识。

请联系：奥地利驻广州总领事馆商务处 ■

Having recognized the importance of green development, China is now the largest market for environmental technologies and energy projects worldwide. Numerous projects have been launched throughout the country to achieve ambitious targets.

Well-positioned niche players with quality products, Austrian companies offer profound know-how and engineering expertise in many areas: from equipment for clean production, waste disposal & recycling, soil remediation, water treatment and hydropower technology to the design of environmentally friendly habitat concepts in large cities and green building solutions.

Contact: ADVANTAGE AUSTRIA Guangzhou ■

中国 - 奥地利经贸关系的成功故事

THE SUCCESS STORY OF CHINESE-AUSTRIAN ECONOMIC RELATIONS

中奥两国的经济合作有着久远及成功的历史。早在1956年，随着第一个非政府贸易协定的签订，中奥两国的经济往来正式开始。奥地利联邦商会很早就认识到中国作为亚洲的贸易中心的重要性，于1964年与中国国际贸易促进委员会 (CCPIT) 签署了3项商会协定，并于1966年在北京建立了第一个办公机构。随着1971年双方正式建交，双边贸易和经济合作飞速发展。1971年，北京外贸中心在中国举办了第一届奥地利博览会，74个在中国的奥地利企业借此机会展示自己。1977年，由于中国高端经济代表团出访奥地利，两国的贸易往来进一步加深，并在邓小平改革开放政策的热潮中逐渐扩大。

The economic cooperation between China and Austria has a long and successful history. Already in 1956, with the signing of a first non-governmental trade agreement, official economic relations between the two countries were established. The Austrian Federal Economic Chamber, which had recognized the importance of China as the central trading hub of Asia very early, concluded three Chamber agreements with the Chinese Council for the Promotion of International Trade (CCPIT) in 1964 and opened its first office in Beijing in 1966. With the establishment of diplomatic relations in 1971, bilateral trade and economic cooperation were gaining momentum. In 1974, the Beijing Foreign Trade Center organized the first Austrian exhibition in China at which 74 local companies had the opportunity to present themselves. Contacts were further intensified in 1977 when a high-ranking Chinese economic delegation visited Austria, and gradually expanded in the course of the reform and opening policy under Deng Xiaoping.



奥地利企业善于抓住机遇，并且能够完成大型工程项目的实施，尤其是在机械工程领域。第一个大型订单是在1967年，VOEST公司向山西省太原市出售了完整的LD钢铁厂。在中国的奥地利企业先驱还包括Elin公司和Voith公司，它们完成了湖南省马迹塘水电站的建设工程。越来越多的中小型企业在中国找到了市场，它们的高科技产品、创新的解决方案以及完善的特许权协议受到广泛赞赏。

Austrian companies were quick in grasping opportunities and were able to realize major projects, especially in the field of mechanical engineering. One of the first large orders was the sale of a complete LD steel plant in 1967 by the company VOEST to Taiyuan, Shanxi province. Among the pioneers of the Austrian economy in China were also the companies Elin and Voith, which implemented a project for the construction of the power plant Majitang, in Hunan Province. More and more small and medium-sized businesses discovered the Chinese market and scored with high-tech products, innovative solutions and licensing agreements.





除了商会举办的活动外，越来越多的双边协议也加速了经济的往来。自1971年起，双方签署了投资保护协议、科学与技术合作协议、双重征税协议以及铁路、航空和健康等方面的协议。此外，一系列省市级的伙伴关系陆续建立，极大地加深了双方的友好关系。第一个建立伙伴关系的城市是上奥地利的林兹市和四川省的成都市。目前，已建立了超过25个州、市和区级的伙伴关系。1995年3月27日开通的维也纳和北京之间的直飞航班为此做出了很大贡献。

In addition to the activities of the Economic Chamber, bilateral agreements facilitated economic exchanges. Since 1971, an investment protection agreement, an agreement on technical and scientific cooperation, a double taxation agreement and agreements in the fields of railway, aviation and health were concluded. In addition, a series of provincial and city partnerships were implemented, which also made a valuable contribution to deepening friendly relations. The first city partnership was established in 1983 between the provincial capitals of Linz, Upper Austria and Chengdu, Sichuan province. There are now over 25 partnerships at the state, city and district level. The establishment of a direct flight between Vienna and Beijing on March 27, 1995 also helped.



中国于2001年加入世贸组织，随之而来的市场自由化促进了外贸的发展：十年内，贸易额增加了两倍。鉴于这种发展趋势，奥地利对华经济组织扩大了在中国的分支网络（1994年：上海，1998年：沈阳和重庆，2006年：西安，2007年：广州，2010年：将重庆分支移至成都）。

随着中国经济结构的调整，奥地利企业的业务形式和内容都发生了改变。中国曾经是出口商品的有利生产基地，而现在重心转移到了国内消费者上来。逐渐扩大的国内市场也刺激了新产品和服务的需求，包括环保技术以及客户要求更高的产品。奥地利企业通过优化产业价值链和提高生产能力来迎接这一激烈的竞争。此外，与中国在第三方市场的合作也愈加重要，“走出去”战略，诸如丝绸之路的复兴也为两国的发展创造了更多的机遇。

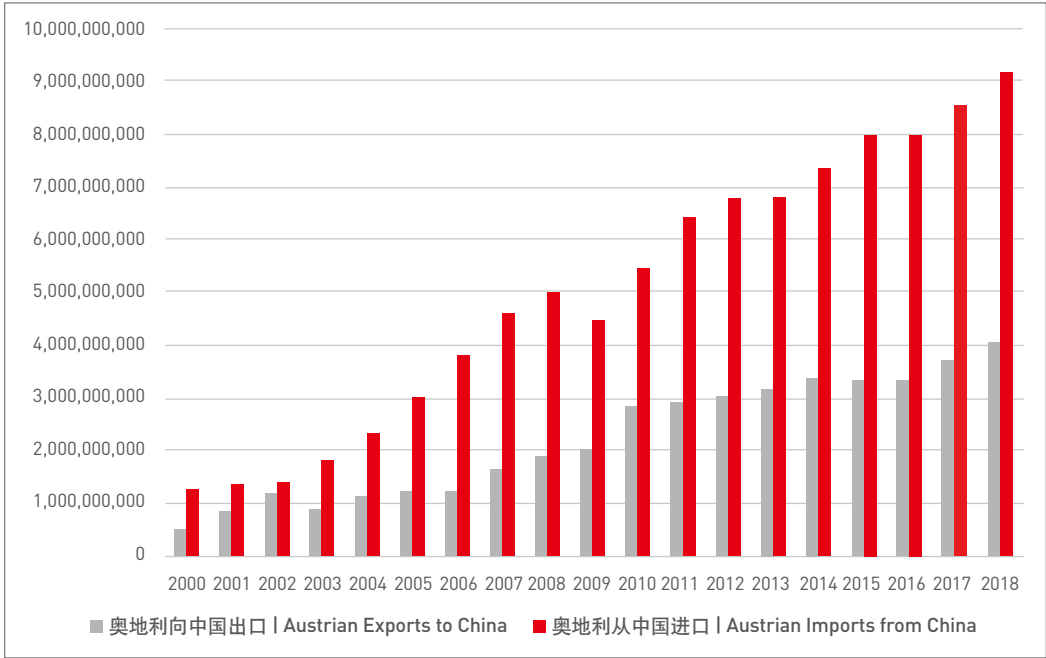
奥地利企业在中国有超过930个分支机构，始终秉承对中国市场的坚定承诺，并对未来充满信心。这一数字凸显了中国对奥地利经济发展的重要性。目前，中国是奥地利在亚洲最重要的贸易伙伴，对于奥地利来讲，中国也是最大的海外进口市场。在2018年，双边贸易总额首次突破了130亿欧元大关。■

China's accession to the WTO in 2001 and the accompanying liberalization boosted foreign trade: within ten years, the trade volume tripled. Taking this development into account, ADVANTAGE AUSTRIA strengthened its network of offices (1994: Shanghai, 1998: Shenyang and Chongqing, 2006: Xi'an, 2007: Guangzhou, 2010: Chengdu instead of Chongqing).

With the restructuring of the Chinese economy, both the format and the substance of the engagement of Austrian companies changed as well. While China used to be a favorable production site for export goods, the focus now is on Chinese customers. The growing domestic market is creating a demand for new products and services, from technologies for environmental protection to consumer goods for an increasingly demanding clientele. Austrian companies are responding to tougher competition by optimizing their value chains and improving the productivity of their operations in China. Cooperation with Chinese partners on third markets is gaining importance. "Go-out" initiatives such as the revival of the Silk Road create new potential.

Austria's companies maintain over 930 subsidiaries in China with a strong commitment to the Chinese market and a positive outlook on future opportunities. This number impressively illustrates the outstanding importance of China for the Austrian economy. China is now Austria's most important trading partner in Asia and the largest market for Austrian imports from overseas. In 2018 the bilateral trade volume surpassed the EUR 13 billion threshold for the first time. ■

单位：欧元 | Unit: Euros



来源：奥地利统计局 | Source: Statistik Austria

莫扎特巧克力和微电子产品, 利比扎马和轻质结构

Mozart Chocolates and Microelectronics,
Lipizzaner Stallions and Lightweight Construction

© Österreich Werbung - Popp Hackner

鲜为人知：奥地利是顶级的商业中心

或许提到奥地利，每个人都首先会想到美泉宫、萨赫蛋糕或滑雪，但实际上，奥地利还是一个商业发达的极具创新精神的国家。

奥地利，社会高度稳定，市场购买力极强，地理位置位于欧洲中心，这是奥地利成功的公认因素。奥地利是欧盟第四大繁荣发展的国家，拥有良好的基础设施和高质量的生活水平。多年来，维也纳一直被评为世界上最宜居的城市。高质量的生活不仅对消费行为产生积极的影响，同时也对生产力有着积极的推动作用。与欧盟其他成员国相比，奥地利的人均劳动生产率最高。人均增加值总额达到了116.8%，超过了法国、意大利、德国和英国等其它工业国家。

除了拥有高素质的积极进取的员工，奥地利的研发投入比例很高（占GDP的3.19%），位居欧盟国家第二位，其中近一半的研发支出来源于奥地利国内公司或在奥地利投资的外国公司。

这些区位优势使宝马 (BMW)、博世 (Bosch)、英飞凌 (Infineon) 和诺华 (Novartis) 等跨国企业在奥地利开展研发活动。这里拥有极具创新性的跨学科生态系统，还有推陈出新的配套产品和生机勃勃的初创企业，这些都为公司的发展提供了优良的商业环境。自2018年1月1日起，出台了研究机构税收减免优惠政策，开展研发的企业可以申请税收减免，扶持力度高达研发支出的14%。

Less well-known: Austria is a top business location

Whoever thinks of Schönbrunn Palace, Sacher cake or skiing first in connection with Austria is not wrong at all, but this individual does overlook one important factor: Austria is actually an extremely innovative and profitable business location.

The high level of stability and a market with high purchasing power plus a central geographical location are among the commonly known success factors in Austria. It is the fourth most prosperous country in the EU and boasts an excellent infrastructure and an exceptionally high quality of life. The City of Vienna has been named the most livable city in the world for many years. The high quality of life not only positively impacts consumer behavior but productivity as well. Austria has a top position compared to other EU member states with respect to labor productivity per employee. The level of 116.8% of the gross value added per employee puts it ahead of other industrial nations such as France, Italy, Germany and Great Britain.

In addition to highly qualified and motivated employees, Austria boasts the second highest research ratio (with 3.19% of GDP) in the European Union. Close to half of total R&D expenditures come from domestic or foreign companies.

Global players such as BMW, Bosch, Infineon and Novartis bundle R&D activities in Austria for good reason. These firms are complemented by innovative spin-offs and a lively start-up scene within the context of a creative, interdisciplinary ecosystem. Thanks to the generous research tax credit, companies conducting research have been able to claim a tax deduction for 14% of R&D expenditures since January 1, 2018.

中国企业的投资意向在过去几年持续增长

2018年，在奥地利落户的外国企业数量达到355家，创历史新高，超过了此前2017年创下的344家的历史记录。从历史上看，在奥地利投资最多的国家是德国，近年来，中国的参与也大幅增加：在机构ABA-投资奥地利的支持下，多家中国公司在奥地利成立。同时，奥地利也是多家中国企业的研究基地和地区总部，其中包括中国工商银行 (ICBC)、中国电子科技集团 (CETC)、中兴通讯 (ZTE)、中国中车 (CRRC)、长城汽车 (Great Wall Motors)、卧龙 (Wolong) 以及美的 (Midea) 等。我们期待用我们的专业知识和网络为更多的中国投资者提供服务。■

The interest from Chinese companies has been growing over the last years

In 2018, the number of foreign companies setting up business operations in Austria rose to a new all-time high of 355 companies, outperforming the previous record of 344 companies set in the year 2017. While the traditionally strongest investor country was again Germany, China's commitment has also greatly increased in recent years: numerous of Chinese companies were established in Austria with ABA's support. Austria also convinces as a research location and regional HQ for Chinese companies, including ICBC, CETC, ZTE, CRRC, Great Wall Motors, Wolong, Midea etc. We look forward to serve more investors from China with our expertise and network. ■

ABA

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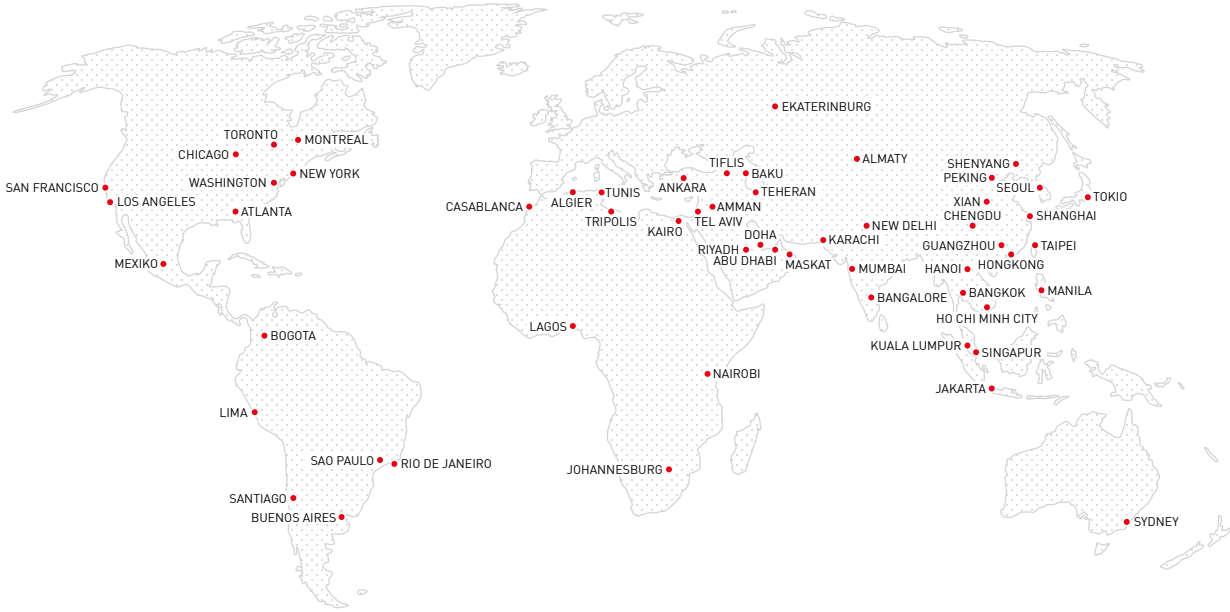
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驻华及全球范围内的奥地利联邦商会对外经济部 ADVANTAGE AUSTRIA IN CHINA & WORLDWIDE

关于我们

奥地利联邦商会对外经济部（ADVANTAGE AUSTRIA）是奥地利的官方贸易促进机构，代表着在中国的600多家和全球450,000家奥地利公司。国际贸易是奥地利创造财富的主要来源，也是奥地利经济和社会的重要支柱。奥地利50%的工作岗位直接或间接依赖于出口贸易，我们将奥地利定位为全球化的、有能力的、可靠的和创新型的业务伙伴。

我们的任务

通过在70多个国家设立的100多个办事处，奥地利联邦商会对外经济部支持着奥地利公司的全球化。我们为奥地利公司提供广泛的信息和业务开发服务，例如收集市场和行业数据、业务咨询、采购查询等等。作为一个国际性交流平台，我们每年举办1000多项行业活动。奥地利联邦商会对外经济部在中国设有七个办事处。中期战略确定了它们在行业和地理层面上的职能和责任领域。

如何联系我们

有关我们的活动和事件的更多信息，请访问www.advantageaustria.org/cn ■

Who we are

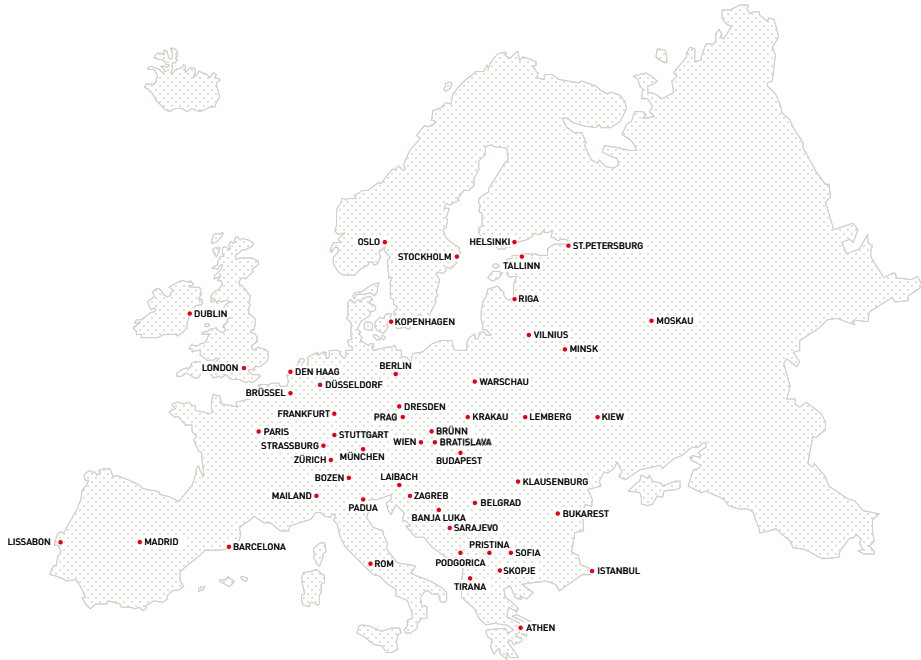
ADVANTAGE AUSTRIA is Austria's official trade promotion organization, representing more than 600 Austrian companies in China and 450,000 globally. International trade is Austria's primary source of wealth creation and a key pillar of Austria's economic and social system. With 50% of all Austrian jobs being directly or indirectly dependent on our exports, we position Austria as a competent, reliable and innovative business partner worldwide.

What we do

Through a network of more than 100 offices in more than 70 countries ADVANTAGE AUSTRIA supports the globalization of Austrian companies. We provide a broad range of intelligence and business development services for Austrian companies such as collecting market & industry data, business consulting, sourcing inquiries, and much more. Our more than 1,000 industry events annually serve as a platform for international exchanges. In China, ADVANTAGE AUSTRIA maintains seven offices. A medium term strategy attributes areas of competence and responsibility along sectorial and geographical lines.

Where to find us

For more information on our activities and events, please visit www.advantageaustria.org/cn ■



一览 | 全球奥地利联邦商会对外经济部 * AT A GLANCE | ADVANTAGE AUSTRIA WORLDWIDE*

创立于 Established in	1946年 1946
代表公司 Represented companies	全球450,000家，中国600多家 450,000 worldwide, more than 600 in China
全球办事处 Offices worldwide	在70多个国家设有100多个办事处 Over 100 offices in more than 70 countries
中国办事处 Offices in China	7
员工 Employees	来自80个国家，讲70种母语的800名员工 800 employees from 80 countries with 70 native languages
事件 Events	每年全球1200多项行业活动 More than 1,200 industry events annually worldwide
网址 Website	www.advantageaustria.org/cn

*2019 年 9 月的数据 | as of September 2019



奥地利驻华使馆商务处 ADVANTAGE AUSTRIA Beijing



郭励之 博士
商务参赞

Dr. Martin Glatz
Commercial Counsellor

得益于毗邻中央政府机构和智库，奥地利驻华使馆商务处正在探讨与奥地利商业部门相关的政策议题，以及法律和宏观经济议题。根据中期战略，它将协调奥地利联邦商会对外经济部开展的各项活动。

涉及领域包括绿色技术，特别是可持续建筑、铁路行业，以及与人工智能和大数据相关的创新主题。

同时，奥地利驻华使馆商务处还专注于休闲产业，包括旅游和体育运动。随着北京和张家口举办2022年冬奥会，冬季体育产业受到了特别关注。

从地理上看，奥地利驻华使馆商务处正在密切关注中国的北部和中部地区。鉴于“一带一路”等多项政策的实施，这些地区均具有相当巨大的市场潜力。除了在北京办事处外，奥地利驻华使馆商务处还在沈阳和西安设立了办事处。■

Thanks to its proximity to central government institutions and think tanks, ADVANTAGE AUSTRIA Beijing is covering political topics of relevance to Austria's business sector as well as legal and macro-economic issues. It co-ordinates the activities among ADVANTAGE AUSTRIA offices in China based on a medium term strategy.

Areas of competence include green technologies, in particular sustainable building, the railway industry, and AI- and Big Data related innovation topics.

ADVANTAGE AUSTRIA Beijing also focusses on the leisure industry including tourism and sports. With Beijing and Zhangjiakou hosting the Winter Olympics 2022, the winter sports industry is given special attention.

Geographically, ADVANTAGE AUSTRIA Beijing is overseeing China's northern and central regions, all of which bear huge market potential due to several government policies such as the Belt and Road Initiative. Besides its Beijing office, ADVANTAGE AUSTRIA Beijing maintains a presence in its regions through offices in Shenyang and Xi'an. ■

位于中国政治和冬季运动产业的中心

Located right in the center of China's politics and winter sports industry

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重要行业
建筑和基础设施、可持续建筑、冬季运动、旅游、高科技、人工智能与大数据、农业、重工业、化学制品、汽车、铁路

此外还有：法律和宏观经济问题

管辖区域
北京、甘肃、河北、黑龙江、河南、湖北、内蒙古、吉林、辽宁、宁夏、青海、陕西、山东、山西、天津、西藏、新疆

Important industries
Construction and infrastructure, sustainable building, winter sports, tourism, hi-tech, Artificial intelligence & Big Data, agriculture & forestry, heavy industries, chemicals, automotive, railways

Furthermore: Legal and macro-economic matters

Regions covered
Beijing, Gansu, Hebei, Heilongjiang, Henan, Hubei, Inner Mongolia, Jilin, Liaoning, Ningxia, Qinghai, Shaanxi, Shandong, Shanxi, Tianjin, Tibet, Xinjiang

代表处 | Representative offices

奥地利对外贸易委员会沈阳代表处 ADVANTAGE AUSTRIA Shenyang	奥地利对外贸易委员会西安代表处 ADVANTAGE AUSTRIA Xi'an
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奥地利驻沪总领事馆商务处 ADVANTAGE AUSTRIA Shanghai



薛珊
商务领事

Christina Schösser
Consul (Commercial Affairs)

奥地利驻沪总领事馆商务处的负责区域为中国东部，特别是长江三角洲这一世界上最大的城市集中带之一。长江三角洲覆盖上海和中国经济最发达的江浙两省以及安徽省的小部分地区。长江三角洲的外贸额和所吸引的海外投资额分别占中国外贸总额和吸引海外投资总额的约三分之一，其生产总值约占中国国民生产总值的四分之一。

上海和华东地区越来越重视高新技术产业和服务业，其作为西方产业下游的意义正在减少。长三角地区是创新型通信技术（ICT）行业的重要枢纽。一些最重要的网上平台的总部设在上海、南京和杭州，例如网上超市一号店或在亚洲占巨大市场份额的电子商务巨头阿里巴巴。电子商务是一个蓬勃发展的行业，彻底

ADVANTAGE AUSTRIA Shanghai is regionally responsible for East China and, in particular, for the Yangtze River Delta (YRD), one of the world's largest urban metropolitan centers, stretching from Shanghai to the richest provinces of Jiangsu and Zhejiang, and partly through Anhui. The Yangtze River Delta is responsible for around one-third of China's foreign trade, attracts a third of all foreign investment and generates about a quarter of the gross domestic product of China.

Shanghai and East China are increasingly focusing on high-tech industries and the service sector, while the importance of the "extended workbench" is decreasing. The YRD region is an important hub for the Innovative Communication Technologies (ICT) industry. Some of the most important online platforms – such as the online supermarket Yihao dian or e-commerce giant Alibaba –

改变了中国传统的消费行为。作为中国的“电子商务之都”，浙江省占了中国电子商务总销售额的一半以上。不到十年前，中国的生命科学和医疗保健行业已经成为最有利可图的行业之一，并迅速发展成一个万亿美元的市场，这也是长三角地区的另一个重点行业。

上海、江苏和浙江也是与奥地利进行贸易最发达的地区。在这里集中了约400家奥地利企业的分支机构和直接投资企业。奥地利驻沪总领事馆商务处是奥地利和中国华东地区间商务活动往来，以及奥地利企业在汽车、工业自动化、高科技和新技术等领域在全中国范围内的商务活动的中央咨询点。■

with great market share in Asia are based in Shanghai, Nanjing and Hangzhou. E-commerce is a booming industry sector that has revolutionized Chinese traditional consumption behavior. As the "capital of e-commerce" in China, Zhejiang province accounts for more than half of total sales for e-commerce services in China. Less than a decade ago the life science and healthcare industry in China has emerged as one of the most profitable sectors and risen rapidly to a trillion dollar market – another focus industry of the YRD region.

Shanghai, Jiangsu and Zhejiang are also the provinces that run the most intensive trade with Austria. In this area, Austrian direct investments are also concentrated with about 400 branches of Austrian companies. ADVANTAGE AUSTRIA Shanghai is the first point of contact for the initiation of business between Austria and East China, as well as for the automotive, industrial automation, life sciences, high-tech and new technologies sectors across China. ■



长江三角洲的外贸额和所吸引的海外投资额分别占中国外贸总额和吸引海外投资总额的约三分之一，其生产总值约占中国国民生产总值的四分之一

The Yangtze River Delta is responsible for around one-third of China's foreign trade, attracts a third of all foreign investment and generates about a quarter of the gross domestic product of China

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管辖区域

上海、江苏、浙江、安徽、江西

Regions covered

Shanghai, Jiangsu, Zhejiang, Anhui, Jiangxi

重要的工业领域

汽车，工业自动化，新技术，健康行业和医疗技术，化学与塑料，新材料

Important industries

Automotive, industrial automation, new technologies, health sector and medical technologies, chemicals & plastics, new materials



奥地利驻成都总领事馆商务处 ADVANTAGE AUSTRIA Chengdu



穆娥
商务领事

Birgit Murr
Commercial Consul

奥地利驻成都总领事馆商务处成立于2018年9月，是奥地利联邦商会对外经济部在中国的最新成员，其辖区覆盖四川、重庆、贵州和云南等富有挑战性和极具潜力的省份。目前，这些区域在中国仍处于较为落后的发展状态。在中央政府的大力扶持下，中国西南地区正在大力发展高新技术产业，建设国内最先进的商业物流园区，规划新的城市区域，并通过铁路、公路和航空与中国的东部、南部以及东南亚、中亚地区实现互联互通。在贵州召开的大数据等国家级会议以及对研发中心

的激励措施，推动许多企业和机构将其开展的业务活动扩展至这一区域。

Having started operations just in September 2018, ADVANTAGE AUSTRIA Chengdu is the latest addition to the ADVANTAGE AUSTRIA network in China, covering the challenging and potential rich provinces of Sichuan, Chongqing, Guizhou and Yunnan. With massive support from the central government, South-West China is developing high-tech industries, setting up state-of-the-art business and logistic parks, designing new urban areas and connecting the region with China's East and South as well as South-East and Central Asia by rail, road and air. State level conferences like Big DATA in Guizhou and incentives for R&D centres drive companies and institutions to expand their activities to this until recently slightly laid-back part of China.

With massive government support, South-West China is developing high-tech industries. Austrian companies can be part of this booming economic revival.

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管辖区域

重庆、贵州、四川、云南

Regions covered

Chongqing, Guizhou, Sichuan, Yunnan

重要的工业领域

智慧城市技术、航空航天

Important industries

Urban technologies & smart city, aviation & aerospace

和贵州具有强大的采矿和发电能力。新兴产业，如（微）电子、新材料（四川和重庆）、人工智能与ICT（贵州），均可与当地产业基础形成互补。云南已发展成为相邻国家前景可观的重要市场，如柬埔寨、越南、缅甸和泰国，同时将农业和食品生产提高至更高的质量标准。

奥地利企业能够参与到此次蓬勃发展的经济复苏中来，得益于奥地利奥地利联邦商会给予的支持，强有力的政策驱动市场发展。工业和环保技术以及物流解决方案需求旺盛，收入和购买力的不断增长促使好奇的新消费者群体能够接受来自西方的产品和去西方旅行。■

Still, the new industries can rely on grown economic pillars such as the heavy industry base of Chongqing; the previous military technology focus of Sichuan with Chengdu, Mianyang and Deyang; the mining and power generation capacities of Yunnan and Guizhou. New industries e.g. (micro) electronics, new materials (Sichuan and Chongqing), artificial intelligence and ICT (Guizhou) complement the industrial basis. Yunnan evolves as a hub to the promising markets of neighbouring Cambodia, Vietnam, Myanmar and Thailand while at the same time upgrading its agriculture and food production to higher quality standards.

Austrian companies can be part of this booming economic revival, benefiting from the support of ADVANTAGE AUSTRIA in this highly politics driven market. Industrial and environmental technologies as well as logistical solutions are in high demand, growing income and purchasing power enables new curious consumers to embrace Western products and travelling. ■



奥地利驻广州总领事馆商务处 ADVANTAGE AUSTRIA GUANGZHOU

1982年，中国开始实行对外开放政策时，广东省是各种经济形式的试点区域，吸引了大量外资投入。投资主要是来自香港和台湾，其次则是其他亚洲国家和财富500强企业。一直以来，广东都是中国面向未来的窗口，是华为、腾讯、中兴和比亚迪等国际高科技品牌的大本营。

广东拥有1.2亿人口，广州、佛山、东莞、深圳等大城市协同发展，形成了一个庞大的城市群，是ICT、智能生活和智慧城市的实验室。一家家工厂鳞次栉比，成为中国面向世界的工业出口基地和国际采购中心。

奥地利企业的机遇：工业现代化、环境保护、智能和可再生能源-所有这一切均为这一热点区域所需，而其增长则面临着环保和健康生活的挑战。

When China started opening up in the early 1980s, Guangdong province was the pilot for any kind of economical experiment, attracting primarily investment from Hong Kong and Taiwan, followed by Asian countries and the Fortune 500. Guangdong has remained China's Window to the Future, home to international high-tech brands such as Huawei, Tencent, ZTE and BYD.

Guangdong, where the mega cities of Guangzhou, Foshan, Dongguan and Shenzhen have grown together to a huge urban conglomerate, home to 120 million inhabitants, is an experimental lab for ICT, smart living and smart cities. Factory by factory, it is China's industrial export basis and sourcing hub for the world.

Chances for Austrian companies: modernization of industries, environmental protection, smart and renewable energies – all this is demanded in this hotspot where growth

奥地利驻广州总领事馆商务处的辖区除广东外，还包括下述省份：福建省，是中国经济发展的战略中心之一，高新技术产业高度发达，与台湾交流密切，给邻近强势发展的浙江北部和广东南部带来了挑战。湖南省，是农业大省，其重工业集中于铁路设备等交通运输领域。海南省，是一个资源丰富的岛屿省份，是中国热带入境旅游的基地，将于2020年划为自由贸易区，吸引了越来越多的外国公司在此落户。广西省，发展相对迟缓，但蕴藏巨大潜力，北部湾出海通道的地理位置得天独厚，将在“一带一路”倡议中发挥巨大作用。

在上述所有区域，从工业到基础设施，从能源到日益壮大的中产阶级消费群体，都为奥地利企业的经济增长带来了诸多机遇。■

meets the challenges of environmental friendly and healthy living.

Apart from Guangdong, ADVANTAGE AUSTRIA Guangzhou also covers other provinces: Fujian is a strategic hub, highly developed with high-tech industries often related to Taiwan, challenging its strong neighbors Zhejiang in the North and Guangdong in the South. Hunan is a mainly agricultural province with a heavy industry focus in transport such as railway equipment. With turning into a Free Trade Zone in 2020, Hainan, China's tropical inbound tourism base attracts more and more foreign companies to settle in the resource-rich island. Thanks to the Belt and Road Initiative, and its location e.g. providing access to the Beibu Gulf, the less developed province Guangxi has high potential for future development.

In all these places, the potential for economic growth offers chances for Austrian companies, from industry to infrastructure, energy and a growing middle income class. ■



中国南方是经济改革的试验田，被誉为中国的工业产品出口基地和世界的采购中心

South China is an experimental lab, China's industrial export basis and the world's sourcing hub

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管辖区域

福建、广东、广西、海南、湖南

Regions covered

Fujian, Guangdong, Guangxi, Hainan, Hunan,

重要的工业领域

电子、信息技术、智能制造、轻工业、家具、塑料、机械制造、环境技术、物流

Important industries

Electronics, ICT, smart manufacturing, light industry, furniture, plastics, consumer goods, machinery, environmental technology, logistics

奥地利商务专员公署（香港） ADVANTAGE AUSTRIA HONG KONG



Franz Roessler
香港奥地利商务领事

Franz Roessler
Austrian Trade
Commissioner in Hong Kong

For many Austrian companies, Hong Kong is the test market for all of Asia, due to the importance of Hong Kong as a fair and convention place as well as the excellent infrastructure and working proximity to all of Asia

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对于许多奥地利公司而言，香港一直是通往中国和亚洲的门户。在中国大陆，国际投资总额的50%以上都是通过香港转入的，它是中国大陆的全球第四大贸易伙伴。在奥地利商界，香港被公认为一座世界级商业大都会。有200多家奥地利公司在香港建立了子公司，其中的大多数都专注于中国大陆或其他亚洲国家市场。我们的企业与国际化业务伙伴合作，这些业务伙伴了解如何在不同文化和不同体制下开展业务，这使我们也获得诸多教益。香港特别行政区实行自由市场经济体制及普通法体系，英语是官方语言之一，而且拥有业务范围丰富的服务供应商，这一切都使这里成为奥地利企业走向亚洲的起航地。粤港澳大湾区发展规划将使这座城市与澳门和广东的各大城市建立起伙伴关系，建设成为全球最具经济活力的地区之一。香港也希望在北京的一带一路倡议中发挥作用，其服务提供商有兴趣与奥地利公司合作，共同开展中欧和东欧的项目。许多奥地利官方代表团出访亚洲时都会访问香港，目的是为奥地利企业指明发展方向并树立信心。奥地利的很多试验性举措最初均以香港为试点，然后再向亚洲

For many Austrian companies Hong Kong remains THE gateway to China and Asia. Over 50% of all international investment in mainland China takes place via Hong Kong, being the mainland's fourth most important trading partner worldwide. A majority of the more than 200 Austrian subsidiaries in Hong Kong also focus on the mainland or other Asian markets. Hong Kong is recognized among the Austrian business community as being one of the world's business capitals. Our companies can benefit from working with business partners that are familiar with doing business in different cultures and systems. The free market economy system, English as an official language, its common law system and the variety of service providers make the special administrative region a good place for Austrian business to start with Asia. With

管辖区域

香港特别行政区、澳门特别行政区

Regions covered

Hong Kong SAR, Macao SAR

重要的工业领域

银行与保险、运输与物流、基础设施、技术与创业、消费品、设计与创意产业、教育

Important industries

Banking and insurance, transportation and logistics, infrastructure, technologies and startups, consumer goods, design and creative industries, education

推广，例如：奥地利初创企业进入香港、奥地利创新城市技术营销、奥地利葡萄酒的新兴社交媒体渠道等。香港一直是奥地利重要的消费品和奢侈品销售市场。传统上，奥地利与香港保持着贸易顺差。许多中国公司也都是通过香港这一渠道努力使自身走向国际。中国在奥地利投资总额的80%以上来自香港。奥地利商务专员公署（香港）负责实施专项计划，特别是在技术转让与创业、城市科技、创意产业、教育和餐饮等领域。设立在香港的多语种服务团队为企业提供商业智能服务，例如，帮助寻找和评估业务合作伙伴及合格的咨询机构，协助建立分公司，以及在商业欺诈案件等突发事件中提供支持。我们在香港中环装饰一新的办公室为奥地利驻香港的商务人士及其客户提供了一个舒适的现代化聚会场所，在这里可以举办小型活动。■

对于许多奥地利公司而言，香港是一个公平与公约地，具有优良的基础设施，与亚洲各地紧密合作，地位十分重要，因此是全亚洲的测试市场。香港在奥地利商界被公认为世界商业之都之一

the Greater Bay Area Initiative, the city wants to contribute its strengths in creating one of the world's most dynamic regions in partnerships with Macao and cities in Guangdong. Hong Kong also wants to play a role in Beijing's Belt and Road Initiative and its service providers are interested in working together with Austrian companies for projects in Central- and Eastern Europe. Many official Austrian delegations pay a visit to Hong Kong when coming to Asia and create a framework and interest for Austrian business to build upon. Pilot initiatives such as bringing Austrian startups to Asia, the marketing of innovative Austrian urban technologies or new social media channels for Austrian wine are initially tried out in Hong Kong before rolling them out Asian-wide. The city remains an important market for Austrian consumer and luxury products and Austria traditionally enjoys a large trade surplus with Hong Kong. Many Chinese companies use Hong Kong for their own efforts towards internationalization. Over 80% of all Chinese investments in Austria come from Hong Kong. The Austrian Trade Commission Hong Kong is responsible for implementing special programs especially in the sectors of technology transfer and startups, urban tech, creative industries, education and for the food and drinks industry. Companies can make use of the business intelligence offered by the multilingual Hong Kong team such in finding and evaluating business partners and qualified consultants, founding a subsidiary and also when sudden assistance is needed like in fraud cases. Our newly renovated offices in Central Hong Kong offer Austrian business representatives and their clients a modern and comfortable place to meet and to host small events. ■



IND USTRY AT ITS BEST



奥地利企业
COMPANY PROFILES

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11ER — 奥地利著名的马铃薯专业加工商

- 成立于1941年，是一家奥地利现代化家族企业
- 奥地利领先的冷冻马铃薯制品生产商
- 仅采用产自奥地利和巴伐利亚的优质黄心马铃薯
- 优质新鲜，松脆美味
- 产地气候柔和适中
- 产品类别：
 - 自制酥脆土豆饼
 - 袋装美味油炸土豆馅饼
 - 各式美味油炸土豆丸子
 - 黄金炸薯条

11er 食品有限公司以保证产地气候温和为卖点，为您提供最高品质的马铃薯制品和最美味的享受。■

11er – The potato specialist from Austria

- Modern Austrian family business founded in 1941
- Leading producer of deep-frozen potato specialties in Austria
- Using only the best yellow-fleshed potatoes from Austria and Bavaria
- Highest quality level, fresh, crunchy and delicious taste
- 100% climate-neutral with the 11er climate protection initiative
- Categories:
 - Homemade crispy 11er hash browns
 - Deliciously filled 11er rosti pockets
 - 11er gourmet croquettes in various forms
 - Golden yellow 11er French fries

Most delicious enjoyment, highest quality and climate neutrality that's 11er Nahrungsmittel. ■



3CON ANLAGENBAU GMBH | 三康机械设备有限公司有限责任公司

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1998年工程师奥尔汉内斯先生在德国欧本劳多夫市成立了3CON有限公司，企业开发并生产针对汽车内饰如仪表板，门板以及ABC柱等的胶合覆膜加工的先进复合模具及设备。企业的第一次决定性扩展是在2001年在奥地利艾布斯市成立3CON机械设备公司，原本只作为生产基地的选址现在是集团的总部所在。目前总部不光拥有项目部，设计部，机加部，装配部和质检验收部，还设立了样件生产部和新产品研发中心。

2012年成为了企业历史的转折点，公司主体建筑扩建超过3600平米，含四层的现代化办公大楼以及生产车间的扩建。从2013年起这里变成为3CON集团的总部。

2014年成为了3CON今天全球化的象征。年初在美国密歇根州成立了3CON美国公司，之后又在中国上海建立了3CON中国销售服务部。

2015年底为了满足不断增加的南美洲客户需求，提供更好的技术支持，我们在墨西哥的圣路易佛托市建立了3CON墨西哥分公司。2016年6月基于对亚洲及中国市场的战略性考虑，在中国成都建立3CON中国总部及3CON中国生产基地，占地面积2200平米。

不断增加的客户需求伴随着3CON集团在全球稳定及高速地发展壮大。总部奥地利艾布斯市的生产基地也于2015年再次扩建2800平米。

企业的全球化，生产能力的不断扩大以及和世界知名技术伙伴的合作，让3CON集团能够不断完成世界范围内各种尖端及高难的项目，成为针对汽车工业及其供货企业的全球领军의 特种设备原产厂家。■

Hannes Auer founded 3CON GmbH in Oberaudorf, Germany, in 1998. The company produces innovative tooling and equipment technologies for manufacturing automotive interiors, such as door panels, instrument panels, and pillars.

3CON GmbH expanded already in 2001, with the establishment of 3CON Anlagenbau GmbH in Ebbs, Austria. It was originally planned as a production site but is now the headquarters of the group. It includes the areas of project planning, design, manufacture, installation and commissioning. The departments for prototyping, research and development are also located there.

In 2012, the ground was broken for a new milestone in the company history: the new central building, with large offices and a manufacturing area of more than 3,600 m², has since 2013 served as the headquarters of the 3CON Group.

In 2014 the 3CON Group started to internationalize, enabling more effective implementation of international projects. In spring 2014 the 3CON Corporation opened operations in Michigan, USA. Half a year later a sales office was founded in Shanghai, China. The service and production subsidiary 3CON China Machinery Co., Ltd. was established in spring 2016 in Chengdu, China, as was the subsidiary 3CON International Mexico in San Luis Potosi, Mexico.

At the company headquarters, high customer demand has led to above-average growth of the 3CON Group. To meet market requirements, in 2014 a second construction phase was underway. The extension, with an area of more than 2,800 m², was ready for use in spring 2015.

The international orientation, capacity expansion and cooperation with reputable technology partners makes it possible for the 3CON Group to implement sophisticated and global projects. ■

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关于ABA——投资奥地利

ABA——投资奥地利是奥地利共和国的官方投资促进机构，是国际企业进入奥地利营商的首选联络机构。ABA——投资奥地利致力于投资落户的所有相关事宜，为有意向在奥地利开展运营的企业提供专业咨询服务。此外，ABA提供在奥地利落户的详细信息，并积极寻找潜在的投资者，为投资者提供免费服务。

服务范畴

ABA——投资奥地利在以下领域为国际投资者提供个性化的信息、支持与咨询服务：

- 奥地利的综合投资环境
- 政治与经济环境
- 选址，办公地点与商业地产信息
- 劳工、税务及法律信息
- 资助、奖励与融资可能性
- 注册公司的咨询服务
- 运营执照、资助、工作许可证、签证等行政审批手续
- 在奥地利建立所需要的人脉联系
- 对于已落户企业的持续性支持
- 扩大投资的联络机构

事实与数据

2018年，ABA——投资奥地利为355家外国企业落户奥地利提供了专业咨询服务，引资总额7.3448亿欧元，创造了2,888个新的就业岗位。自1982年成立以来，ABA——投资奥地利共吸引外资91.1亿欧元，创造了60,598个就业岗位。■



维也纳：欧洲中心的总部最佳落户地
Vienna: best HQ location in the heart of Europe

About ABA – Invest in Austria

ABA – Invest in Austria (ABA), the national investment promotion company, is the first point of contact for foreign companies aiming to establish their own business in Austria. ABA – Invest in Austria provides professional consulting services to firms interested in setting up business operations in Austria, focusing on all issues relevant to selecting an appropriate location. In addition, ABA provides detailed information about Austria as a business location, and proactively approaches potential investors. The services of ABA – Invest in Austria are provided to investors free of charge.

Services

The team of ABA – Invest in Austria offers international investors tailor-made information, support and consulting services in the following areas:

- Comprehensive information about Austria as a business location
- Political and economic conditions
- Identification and selection of suitable sites, office locations and commercial properties
- Labor, tax and legal issues
- Funding, grants and financing possibilities
- Consulting support in setting up a company
- Handling of formalities such as operating licenses, funding applications, work permits and visas
- Establishing necessary contacts in Austria
- Location-specific issues following project realization
- Contact partner for expansion investments

Facts & Figures

In 2018 ABA – Invest in Austria successfully provided professional consulting services to 355 international companies setting up business operations in Austria. These firms invested a total of EUR 734.48 million and created 2,888 new jobs. Since its founding in the year 1982, investments of EUR 9.91 billion were made in Austria with the support of ABA, and 60,598 new jobs were generated. ■



奥地利：卓越的创新与研发之地
Austria: excellence in Innovation and R & D

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agromed：自然灵感

奥地利动物饲料营养专家取材于木材原料获取健康、天然且可持续的动物营养。

agromed是天然、可持续、高效的象征，在过去20年中从一家初创公司发展为木质纤维素基饲料添加剂领域的国际市场领导者。动物营养专家凭借其创新产品，对可持续、高质量、动物和环境友好型食品补充剂的高需求做出响应，创造出传统性能增强剂（例如抗生素）的天然替代品。该公司凭借其经证实的自然适应动物的实际，基本生理需求的作用机制，提出“具有自然效果的饲料解决方案”，模仿自然本身。

树干周围

agromed的核心竞争力在于木质纤维素产品，木质纤维素是一种来自可再生原料木材的天然活性成分，是通过特殊工艺从未经处理的新鲜木材中获取的天然纤维，这些木材来自欧洲、主要是德国的持续管理的森林。产生的结果是效率提高的高质量产品。根据树种和组成，其应用领域范围遍及活性肠道菌群的培育到促进自然生长和支持免疫系统。在整个过程中，动物的健康及其基本营养需求最为重要。

通过全球独立分销商网络进行分销，其中重点关注拉丁美洲和东南亚，尤其是中国。在德语国家地区，agromed自身负责销售。■

agromed: inspired by nature

For healthy, natural and sustainable animal nutrition, the Austrian animal nutrition expert relies on the raw material wood.

Natural, sustainable, efficient - agromed has developed over the past 20 years from a start-up company to an international market leader in the field of lignocellulose based feed additives. With its innovative products, the animal nutrition expert responds to the high demand for sustainable, high quality as well as animal and environment friendly food supplements and thus creates a natural alternative to classical performance enhancers such as antibiotics. The company is modelled on nature itself with its proven mechanisms of action, which are naturally tailored to the actual physiological basic needs of the animals - “feed solutions with natural effects”.

Around the trunk

agromed's core competence lies in products made of lignocellulose, a natural active ingredient from the renewable raw material wood. By means of special processes, the natural fibers are obtained from untreated fresh wood, which comes from sustainably managed forest stands in Europe - predominantly Germany. The result is efficiency-enhancing, high-quality products. Depending on the tree species and composition, their areas of application range from the development of a positive intestinal flora to the promotion of natural growth and the support of the immune system. Throughout the entire process, the well-being of the animal and its basic nutritional needs have top priority.

Distribution takes place via a worldwide network of independent distributors with a focus on Latin America and Southeast Asia, especially China. In the DACH region, agromed itself is responsible for sales. ■



天然、可持续、高效 — agromed：
具有天然功效的饲料解决方案
Natural, sustainable, efficient - agromed:
feed solutions with natural effects



Agromed 会考虑动物的基本营养需求
agromed takes care of the physiological basic
needs of the animals
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龙头产品 OptiCell(R)，采用木质纤维素制成
Flagship product OptiCell(R) made of
lignocellulose © gewefoto.com

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For more information on our subsidiaries please visit:
www.aichelin.com/en/AICHELIN-Group/Sites

爱协林集团简介

爱协林集团隶属于贝恩多夫集团公司。它成立于1868年，是一家领先的热处理设备制造商，总部位于默德灵，毗邻维也纳，主要生产工业炉、感应淬火设备和工业燃气燃烧器系统。爱协林集团的AICHELIN品牌悠久，旗下拥有的品牌包括AFC-Holcroft、EMA Indutec、SAFED、BOSIO和Noxmat，共雇有1100名员工，是世界三大热处理公司之一。

爱协林有限公司简介

爱协林有限公司的总部位于默德灵，毗邻维也纳，是欧洲领先的常压工业炉设备和金属部件热处理系统生产厂家之一。这家奥地利公司拥有120名员工，多年来一直专注于工业炉的生产，与此同时，还为客户提供维护保养服务。爱协林公司生产的设备主要应用于汽车及汽车零部件供应行业、精密散装零件行业以及硬化处理车间、紧固件、螺栓和滚柱轴承行业。

爱协林中国

爱协林热处理系统（北京）有限公司（AHSB）是中国金属加工行业热处理设备领域的市场领导者。至今已为国内各行业提供了1300多台套AICHELIN热处理设备。AHSB公司除了生产多用途箱式炉、推进式电炉、环形膛炉或辊底式炉等保护性燃气炉设备，还可根据客户的不同需求设计和定制各种不同的电炉设备。■

About the AICHELIN Group

As part of Berndorf AG, the AICHELIN Group is a leading provider of heat treatment solutions, such as industrial furnaces, induction hardening plants, and industrial gas burner systems. The AICHELIN headquarter is located in Mödling near Vienna. The company's roots date back to 1868. The long-established brand AICHELIN, as well as AFC - Holcroft, EMA Indutec, SAFED, BOSIO and Noxmat, make up the group and together employ more than 1,100 people. The AICHELIN Group ranges among the world's top 3 heat treatment companies.

About AICHELIN Ges.m.b.H.

The AICHELIN Ges.m.b.H. with headquarter in Mödling near Vienna, is one of the leading European companies for atmospheric industrial furnace plants and systems for the heat treatment of metallic components. The Austrian company has 120 employees with a focus not only on the production of industrial furnaces, but also on service and maintenance. AICHELIN plants are primarily used in the automotive and automotive supplier industry, in contract hardening shops, in the fastener, bolts and roller bearings industry as well as in the industry for precision and bulk parts.

AICHELIN China

AICHELIN Heat Treatment Systems Beijing Co., Ltd. (AHSB) is the Chinese market leader in the field of heat treatment plants for the metal processing industry. As of today, not less than 1,300 AICHELIN plants have been delivered in China. Aside from the production of protective gas furnace plants such as multi-purpose chamber furnaces, pusher-type furnaces, ring hearth furnaces, or roller hearth furnaces, AHSB also designs and develops a wide range of different furnace plants tailored to the customers' needs. ■



爱协林辊底式炉
AICHELIN roller hearth furnace



爱协林箱式炉
AICHELIN chamber furnace



爱协林中国
AICHELIN China



工作可靠性
Reliability at work

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Alturos Destinations (AD) 度假管理有限公司是一家国际化运营企业，公司宗旨是完美规划和实施旅游领域中的数字战略。

AD公司实现了数字营销和销售，可持续地将旅游服务与游客紧密联系。通过Skiline，AD公司将游客的美妙时光数字化，生成Skiline媒体资料，并通过EMMA进行个性化通信，以便通过Peaksolution成功销售旅游产品。

凭借350万用户，Skiline成为全球最大的冬季运动在线社区。Skiline的独特娱乐为客人提供情感体验，遍布全球340多个滑雪胜地。我们的壮观图像和视频有助于客人永生记住他们的旅途。通过个性化数字内容，我们将匿名客人转换为已知用户档案。

凭借EMMA，AD提供完全集成的CRM平台，从而进行调整和进一步编程以处理个性化数字通信。这使得开放率达到50%以上，转化率达到30%以上。

AD的产品Peaksolution使服务能够通过便捷的一站式商店在线销售。如此，AD公司已成为高山旅游电子商务领域的市场领导者。结合EMMA，这些服务可以在合适时间提供给合适的游客。除上述所有工具外，AD公司还提供开发数字化战略的广泛专业知识。齐勒塔尔、沃利斯、少女峰等地区以及施图斯等较小地区均与Alturos Destinations公司开展密切合作。■

Alturos Destinations (AD) is an international key player that ensures that digital strategies within the field of tourism get both perfectly planned and implemented.

AD sustainably connects touristic services with your guests through digital marketing and sales possibilities. Through Skiline, AD digitalizes your guests' emotive moments. The media generated through Skiline is then used to drive the personalized communication carried out through EMMA in order to successfully sell products via Peaksolution.

With 3.5 million users, Skiline is the largest winter sport community worldwide. Skiline's unique entertainment offers emotionally charged experiences for guests and can be found in more than 340 ski resorts across the globe. Spectacular images and videos help guests remember their stay for a long time. Through personalized and digital content, AD converts otherwise anonymous guests into known user profiles.

With EMMA, AD offers a fully integrated CRM platform that can be adapted and further programmed in order to deal with personalized digital communication. This allows open rates to reach over 50% and conversions over 30%.

AD's product Peaksolution has enabled services to be sold online via a convenient one-stop-shop. By doing so, it has become the market leader in the field of alpine tourism e-commerce. Combined with EMMA, these services can be sent out to the right guests at the right moment. As well as all of the tools mentioned above, AD also offers its broad expertise in developing digitalized strategies. Regions such as Zillertal, Wallis, the Jungfrau region and also smaller regions like Stoos all work very closely with Alturos Destinations. ■



2019 年 Alturos Destinations 销售团队在奥地利国际高山技术展 (INTERALPIN) 上参展
Alturos Destinations sales team at the InterAlpin 2019



2019 年 Daniel Wakounig 博士在奥地利国际高山技术展 (INTERALPIN) 展位
Dr. Daniel Wakounig at the InterAlpin booth 2019

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AME 国际有限公司 (AME) 是一家全球医疗保健技术解决方案提供商，总部位于奥地利维也纳。AME 成立于 1995 年，在国际医疗保健项目的开发、实施、运营和融资方面积累了丰富的专业知识。迄今为止，AME 已在欧洲、东南亚、非洲和中东成功实施了约 80 个保健和电子保健项目。通过我们项目的社会影响，已使全球 180 多家医院加强了临床护理，覆盖约 50,000 张病床，改善了 160 万住院患者和 1900 多万门诊患者的健康状况，并使扩大覆盖区域中的 1.65 亿人获得改善护理的效益。

作为医疗项目的综合解决方案提供商和集成商，在强大财务背景和项目融资渠道的支持下，我们的技术专长和项目管理能力确保为医疗保健领域的客户和利益相关方提供可持续、具有成本效益的解决方案。

我们的服务范围包括：

- 咨询和医院工程
- 成套医疗解决方案和交钥匙解决方案
- 电子健康解决方案

我们的愿景是利用尖端技术，改善医疗保健服务！■

AME International GmbH (AME) is a global healthcare technology solutions provider based in Vienna, Austria. Founded in 1995, AME has gained extensive know-how in developing, implementing, operating and financing international healthcare projects. To date, around 80 health and eHealth projects in Europe, South East Asia, Africa and the Middle East have been successfully implemented by AME. The social impact of our projects has resulted in strengthening clinical care in over 180 hospitals worldwide covering around 50,000 beds, improving the health situation for 1.6 million inpatients and over 19 million outpatients and as such extending the benefit of improved access to care for a catchment area of 165 million people.

As a comprehensive solution provider and integrator for health projects, our technical expertise and project management capabilities, supported by a strong financial background and access to project financing, ensure sustainable, cost efficient solutions for clients and stakeholders in health care.

The range of our services covers:

- Consulting & hospital engineering
- Medical package and turn-key solutions
- eHealth solutions

Our vision is to improve healthcare delivery by using cutting edge technology! ■



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ASA 天文系统有限公司是一家私营家族企业，自 2002 年开始，生产高质量的望远镜和研究仪器。

目前，ASA 每年为全世界的航天机构、主要科研机构 and 商业公司生产多达 15 架大型望远镜。

ASA 望远镜可用于天文研究、空间碎片探测、卫星激光测距和激光通信领域。

ASA 在望远镜结构数控加工、光学元件及光学地面站的交钥匙工程方面有着长期经验。

ASA 的专业专家团队涉足的领域包括光学和机械元件的研究、设计、直接驱动系统、控制电子学，其中包括所有控制软件、镜面直径达 2 米的望远镜系统以及复杂的校正镜片。

ASA 设计和制造的所有组件，都能够准确地实际反应客户需求，交钥匙工程交付快速，在细分市场内的性价比可达到全球最佳。■

ASA Astrosysteme GmbH is a private family run business that produces high quality telescopes and research instruments since 2002.

Currently ASA produces up to 15 large size telescopes a year for space agencies, leading scientific institutes, and commercial companies worldwide.

ASA telescopes are used for astronomical research, space debris detection, satellite laser ranging, and laser communication.

ASA has long standing experience in the construction of cnc machined telescope structures, optical components and turnkey optical ground stations.

ASA's professional team of experts covers all involved areas like research, design of optical and mechanical components, direct drive systems, control electronics, including all control software, telescope systems up to 2m mirror diameter, and complex corrective optics.

The fact that ASA designs and manufactures all components in house gives the ability to precisely react to the customers' needs and deliver turnkey systems at short lead times with the in this segment worldwide best price performance ratio. ■

ASA EQ1000



ASA OGS - 卫星激光测距站
 ASA OGS - Satellite laser ranging station



ASA AZ800



ASA AZ1400

AST EIS- UND SOLARTECHNIK GMBH

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AST, “先进体育技术”，总部位于奥地利蒂罗尔州，是奥地利EWR集团旗下全资子公司。AST已在全球运作30多年，成功在约40个国家和地区实现了3000多个冰雪项目。公司业务广泛涉及冬季运动基础设施项目，如休闲和娱乐冰上设施，世界杯、世锦赛和奥运会赛事级专业冰场，室内外滑雪场和冰雪乐园等。自2005年以来，AST成功在中国完成了大量冰雪项目。AST携手欧悦冰雪和奥悦冰雪两个合作公司，是中国冰雪行业包括投资、咨询、安装、维保以及运营等在内的“交钥匙”服务商，致力于使冬季运动在中国更受欢迎，更普及。■

AST, Advanced Sporting Technology, headquartered in Austria's Tyrol province, is a 100% subsidiary of EWR Group. AST has operated globally for over 30 years and has successfully implemented over 3000 projects in around 40 countries worldwide. The company's portfolio contains a wide range of winter sports infrastructure projects, like recreational ice facilities for leisure and fun, professional ice rinks for World Cups, World Championship and Olympic Winter Games, indoor and outdoor skiing facilities, snow & ice parks, etc. Since 2005 AST has successfully implemented a large number of winter sport projects in China and is working together with its local platforms Eurojoy and Olympjoy as a turn-key provider for investment, consulting, installation, maintenance and operations, in order to make winter sports more popular and accessible to everyone in China. ■



AT&S AUSTRIA TECHNOLOGIE & SYSTEMTECHNIK AG

奥地利科技与系统技术股份公司

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AT&S

更多分公司信息请访问：
For more information on our subsidiaries please visit:
www.ats.net/company/ats-worldwide/

奥特斯是全球领先的高端印刷电路板和半导体封装基板制造商，公司致力于生产具有前瞻性的技术，并将工业领域的核心市场定位于：移动设备、汽车和航天、工业电子、医疗与健康以及先进封装领域。奥特斯正从印刷电路板制造商转型发展为互连解决方案供应商，通过将核心业务与新技术相结合，扩展其在价值链中的地位，迎接市场机遇，推动企业的可持续发展。奥特斯的解决方案推动着5G、物联网、自动驾驶以及人工智能等未来技术的创新。

奥特斯扎根中国发展近20年，分别在上海（2001年）和重庆（2011年）建立生产基地。上海工厂主要生产应用于移动设备以及汽车电子领域的高密度互连印刷电路板，重庆工厂是中国首家高端半导体封装基板制造基地。2019年，公司宣布进一步拓展其半导体封装基板业务，计划在重庆新建一家最先进的工厂。

奥特斯总部位于奥地利，在全球各地拥有生产基地，涵盖中国、奥地利（利奥本、菲岭）、印度（南燕古德）和韩国（安山，靠近首尔）。公司在2018/19财年雇佣10000名左右员工，产值超过10亿欧元。■

AT&S is the global market leader for high-end printed circuit boards and one of the globally leading manufacturers of IC substrates. AT&S industrializes leading-edge technologies for its core business segments mobile devices, automotive, industrial, medical and advanced packaging. By combining the core business with new technologies and entering a next level in the value chain, AT&S is developing from a PCB manufacturer to an interconnect solution provider, thus creating a sustainable growth and positioning for future market opportunities. By providing innovative solutions, the company acts as enabler for future technologies like 5G networks, IoT, autonomous driving or artificial intelligence.

For about 20 years, AT&S has had a presence in China with production facilities in Shanghai (since 2001) and Chongqing (since 2011). While the plant in Shanghai produces printed circuit boards for mobile devices and automotive applications, AT&S has positioned itself as the first high-end substrate manufacturer in China with the IC substrate plant in Chongqing. In 2019, the company announced to expand its business with IC substrates and to build a new, state-of-the-art factory in Chongqing.

Headquartered in Austria, AT&S has a worldwide presence with production facilities around the globe. Beside the facilities in China, plants are operated in Austria (Leoben and Fehring), India (Nanjangud), and Korea (Ansan, near Seoul). The company employed an average of about 10,000 people in the financial year 2018/19, generating a revenue of more than € 1 billion. ■



AT&S 在重庆的工厂
AT&S plant in Chongqing



AT&S 在上海的工厂
AT&S plant in Shanghai

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奥地利房地产公司坐落于美丽的维也纳市中心，是一家推行业主管理的独立房地产公司，成功从事商业和住宅房地产咨询及经纪业务。

奥地利房地产公司的专业团队由10名成员组成，以个性化和人性化的方式服务于每一位客户，公司以提供专业服务并实现客户的房地产梦想与愿景为傲。除了提供典型的房地产经纪业务，奥地利房地产公司还尤其支持外国客户在奥地利迈出第一步，以便让投资者及其家人能够完全融入奥地利的的生活。

奥地利房地产公司参加了2018年10月于上海举办的豪华房地产博览会，是唯一一家奥地利企业。

2018年，该公司管理的交易量达到约5200万欧元，已跻身于奥地利最佳房地产中介公司之列。

本公司专注于投资物业、商业房屋及高档住宅房地产的中介业务。酒店房地产经纪是本公司最大的一个优势之一。公司董事总经理Vera Skala女士为工商管理硕士毕业，现已完成牛津大学的博士论文，她在酒店营销方面，可以为客户提供极好的建议。除了酒店，奥地利房地产公司还专注于为医疗和高级房产以及高档住宅地产和公寓建筑的投资者提供咨询服务。

奥地利良好的合作网络、对其他文化的开放包容以及我们团队的多语言能力，可以帮助我们更好地理解国际客户的需求，并找到问题的最佳解决方案。■

Austria Real is an owner managed, independent real estate company. It is located in the downtown of the beautiful Vienna city. Austria Real is successfully engaged in commercial and residential real estate consulting and brokerage.

Austria Real's professional team of 10 members stands for individualized and human approach to every single customer. The company is proud to provide professional service and fulfil the customer's real estate dreams and visions. Austria Real offers more than typical property brokerage; supporting especially foreign customers with first steps in Austria for investors and their families to full integration into the life in Austria.

Austria Real was the only Austrian company participating in the Luxury Real Estate Expo in Shanghai in October 2018.

In 2018, the company managed around 52 million Euros of transaction volume and has won the best places as a real estate agent in Austria.

The company is specialized in the intermediation of investment properties, commercial and upscale residential real estate. The brokerage of hotel real estate is one of the company's greatest strengths, also because the managing director, Mrs. Vera Skala, MBA, has completed her doctoral thesis in Oxford on hotel marketing and can provide excellent advice to clients in this area. In addition to hotels, Austria Real focuses on consulting for investors in care & senior real estate as well as upmarket residential real estate and apartment buildings.

Good networks in Austria, openness to other cultures and the multilingualism of our team help us to understand well the needs of international customers and to find optimal solutions to problems. ■

BACKALDRIN INTERNATIONAL THE KORNSPITZ COMPANY GMBH 焙考林国际

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backaldrin

焙考林致力于开发面包创意和高品质的烘焙原料。公司目前为100多个国家的烘焙和甜食工业提供服务。焙考林总部与其最大的生产基地位于Asten（阿斯滕），靠近奥地利林茨。焙考林在18个国家拥有自己的分公司，其中有6个生产基地，并在全世界各大洲拥有许多经销合作伙伴。

焙考林为商业和工业面包店提供超过700种产品，这些产品在世界各地被制成面包，面包卷和油酥糕点。产品范围包括优质小麦和面包改良剂，酸面团，特殊预混料，面包香料，以及馅料和风味料。此外，焙考林为其全球合作伙伴和客户提供包括产品开发、研讨会和培训技术和销售支持等全方位服务。

通过参与职业和业余的体育运动中，焙考林多次证明面包和运动是一对黄金组合。焙考林多年来一直支持Kornspitz运动团队，公司座右铭：“就像 在工作，学校或休闲活动中一样，只有正确的营养才能在运动中的表现出最佳状态”。不仅如此，焙考林还与许多国家和国际体育协会和体育团队建立了合作伙伴关系。

通过PANEUM，这座属于面包界奇迹的标志性建筑，焙考林不仅在这里建立了客户信息中心和活动论坛，还建立了一个以面包为主题的展览会。里面拥有9000多年的艺术品和文物，让前来参观的客人能够走进面包历史的时光隧道。焙考林旨在突显面包在人类历史进程中的重要性。通过这种方式，焙考林还向消费者传达了烘焙的理念以及公司的品质、想法、多样性和先进 的价值观。■

backaldrin develops bread ideas and high-quality baking ingredients. The company serves the bakery and confectionery industry in more than 100 countries. The backaldrin head office with the biggest production site is located in Asten near Linz (Austria). In total backaldrin has subsidiary companies in 18 countries, six of which are production sites, and distribution partners in many other markets on all continents.

For commercial and industrial bakeries, backaldrin offers more than 700 products that are made into bread, rolls and pastries all over the world. The product range includes high-quality wheat and bread baking agents, sourdoughs, special premixes, bread spices, as well as fillings and flavors. Furthermore, backaldrin offers its customers a comprehensive service that ranges from product development to consulting and training.

With its involvement in professional and amateur sports, backaldrin proves that bread and sport are a golden duo. The company has been supporting athletes in its "Kornspitz Sport Team" for many years. The motto: just like at work, at school or during leisure activities, top performance in sport is only possible with the right nutrition. In addition, there are partnerships with many national and international sports associations and teams.

With the PANEUM – Wunderkammer of Bread, backaldrin has also created a customer information center and event forum, as well as an exhibition about bread. With arts and cultural objects from 9,000 years, it takes visitors on a journey into the history of bread. The company aims to demonstrate the importance of bread throughout the history of mankind. In this way, backaldrin can also convey to consumers the values that underpin bakery and the company's product range – quality, ideas, diversity and progress. ■



焙考林的总部和 PANEUM 面包博物馆位于奥地利
The backaldrin head office in Austria with the
PANEUM – Wunderkammer of Bread.



焙考林致力于开发面包创意和高品质的烘焙原料
backaldrin develops bread ideas and
high-quality baking ingredients.



焙考林参加 2019 年 5 月广州烘焙展
In May 2019 backaldrin exhibited for the
first time at the Guangzhou Bakery Show.

BACOPA TRADING & CULTURAL COMPANY LTD., BACOPA PUBLISHING HOUSE BACOPA 商贸文化有限公司, BACOPA 出版社

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图书出版社为中国提供多语种图书

BACOPA出版社出版中医医药、欧洲自然疗法, 以及历史、哲学、抒情诗歌等专业图书。截至目前, 已出版图书达250多部。

其中部分图书为德语和汉语两种语言版本。图书的作者不乏著名大家, 例如: 在中国享誉盛名的汉学家沃尔夫冈·顾彬(顾彬), 至今已出版了他的10部作品, 以及奥地利作家格尔德·卡明斯基, 至今已出版了他的4部作品。

BACOPA出版社对自身的定位是: 在不断发展的全球化进程中, 成为一条连接东西方世界之间的纽带, 传播知识、理念、不同的生活方式和哲学思想。

2016年, 我们参加了BIBF北京国际图书博览会, 成为首批参展的奥地利出版社之一。

我们正在中国寻找进口商和分销合作伙伴, 以使我们的图书点燃中国读者的阅读热情。我们向中国图书出版社提供图书出版许可, 同时从众多中国出版社购买了在德语国家出版图书的许可。

如果您感兴趣, 请发邮件到office@bacopa.at联系我们。

顺祝商祺

总经理瓦尔特·费伟德 ■

Book publishing house offering multilingual books for China

The BACOPA publishing house publishes specialized books about Traditional Chinese Medicine and European naturopathy, history, philosophy, lyric poetry and books for children. Until now, over 250 books have been published.

Some of the books are bilingual in German and Chinese, from well-known authors in China as Wolfgang Kubin (Gu Bin) with 10 books and Gerd Kaminski with 4 books until now.

We also have some books in German, English and Chinese.

BACOPA views itself as a middleman between knowledge, ideas, different modes of life and philosophies between the western and eastern parts of our globalized world.

In 2016 we were one of the first Austrian publishing houses to take part in the BIBF Beijing International Book Fair.

We are looking for an importer and distribution partner in China for some of our books that could be interesting for readers in China.

We offer book licenses for the Chinese book market and we already bought licenses from Chinese publishing houses for the German-speaking book market.

If you are interested, please contact us via office@bacopa.at.

Best regards,

Walter Fehlinger 费伟德, General Manager ■



BANK OF CHINA (HUNGARY) CLOSE LTD. VIENNA BRANCH 中国银行（匈牙利）有限公司维也纳分行

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中国银行（匈牙利）有限公司维也纳分行（以下简称“维也纳分行”）于2015年12月注册成立, 是中国银行在奥地利的首家分行, 同时也是首家进驻奥地利的中国金融机构。维也纳分行的设立标志着中资机构正式扎根奥地利金融沃土, 中奥两国经贸往来间正式架起了金融领域的互通桥梁。

中国银行是中国持续经营时间最为悠久的商业银行, 也是中国国际化和多元化程度最高的银行。经过一个世纪的风雨征程, 中国银行已在全球57个国家和地区为广大客户提供涵盖商业银行、投资银行、保险业务、基金管理、航空租赁等众多领域的优质金融服务。

在北京获得2022年冬奥会举办权, 将成为首个既举办过夏季奥运会又将举办冬季奥运会的“双奥城市”的同时, 中国银行作为北京2008年奥运会和2022年冬奥会官方唯一银行类合作伙伴, 也将成为“双奥银行”。奥地利是传统的冰雪强国, 中国银行将通过“中国银行冬奥冰雪行动计划”聚焦奥地利全球领先的冰雪产业, 发挥“双奥银行”的独特优势, 持续助力冬奥会、国内冰雪设施建设及奥地利优质冰雪企业的发展。

维也纳分行将以中国银行集团全球网络整体优势为依托, 以公司业务为主, 为中资“走出去”企业、外资“走进来”企业、世界500强跨国企业以及隐形冠军企业等客户提供全面优质服务, 推进中奥两国经贸合作的落实和发展。维也纳分行也将充分利用中国银行集团在跨境人民币业务方面的独特竞争优势, 结合奥地利的区位优势, 不断拓展公司授信、人民币产品、国际结算、贸易融资和资金交易等商业银行核心业务。

未来, 维也纳分行将继续践行国家和集团战略, 以更优质的服务和更完善的产品融入奥地利市场, 为“一带一路”国家战略、人民币国际化的宏伟蓝图以及中奥经贸往来做出更大的贡献! ■

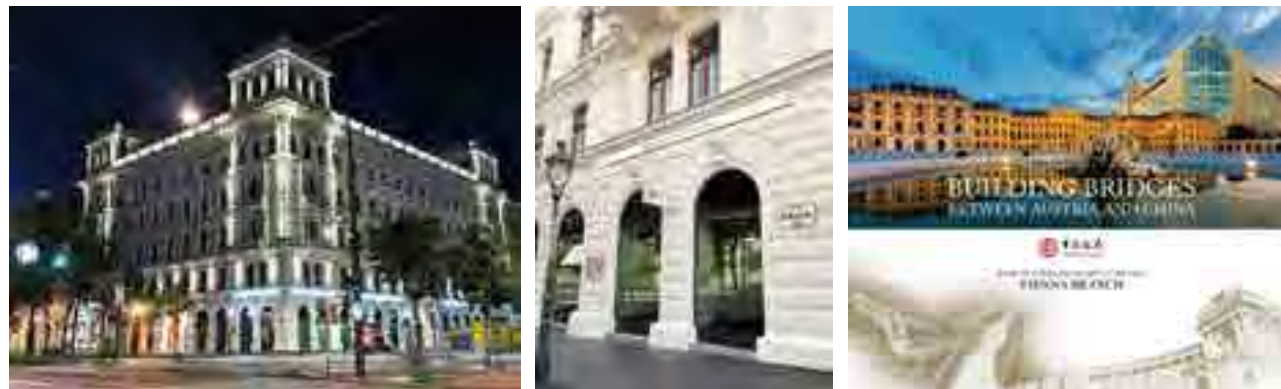
Bank of China (Hungary) Close Ltd. Vienna Branch (“Vienna Branch”) was founded and registered in December 2015. The Vienna Branch is the first location of Bank of China in Austria as well as the first Chinese financial institution in Austria. Vienna Branch serves as a bridge designed for the economic and trade exchanges between China and Austria in the financial sector.

The headquarter of Bank of China was formally established in February 1912 and served consecutively as the country's central bank, international exchange bank and specialized international trade bank. In 1994, the Bank was transformed into a wholly state-owned commercial bank. As China's most internationalized and diversified bank, Bank of China provides a comprehensive range of financial services to customers across the Chinese mainland as well as 57 countries and regions worldwide.

Bank of China is the unique official banking partner of both the 2008 Beijing Summer Olympics and the 2022 Beijing Winter Olympics. Through the “Bank of China Winter Olympics Action Plan”, Bank of China continues to support the Winter Olympics, domestic ice and snow industries as well as Austrian winter sports enterprises.

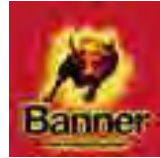
Based on the global network of the Bank of China Group, Vienna Branch provides a comprehensive range of services for its clients. Combining the unique advantages of the Bank of China Group in cross-border RMB business with Austria as the geographical center of Europe, Vienna Branch continuously expands its core business.

Vienna Branch will continue to implement the national and group strategy, integrate tailor-made services and products into the Austrian market, make greater efforts for the “One Belt, One Road”, the internationalization of RMB as well as the economic and trade exchanges between China and Austria. ■



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班纳有限公司是一家业务稳步发展的创新型企业，专业生产顶级品质起动电池。公司坐落于奥地利莱翁丁，自1937年以来，一直生产各种汽车电池。这家由Andreas Bawart和Mag. Thomas Bawart领导的家族企业在全欧洲拥有约800名员工。班纳公司每年生产和销售起动电池超过450万台，因此，在电池生产领域，它是最历史悠久、经验最丰富和最重要的品牌之一。班纳电池是众多汽车型号使用的原装配件，这些汽车品牌有奥迪、宝马、卡特彼勒、永恒力、凯斯伯尔、利勃海尔、奔驰、三菱、保时捷、西亚特、沃尔沃和大众等。公司在14个国家建有销售办事处，其组成的公司销售网络为零售商提供支持。除此之外，班纳公司的产品通过直接进口商销往欧洲、非洲和亚洲等60多个国家。面向未来的技术和卓越的质量为公司的旗舰产品带来“水牛之力”的国际声誉，而这一美名也正是班纳电池的商标。更多信息请访问：www.bannerbatterien.com。■



该家族企业由首席商务管 Andreas Bawart（右）和首席技术官 Thomas Bawart（左）领导
The family company is headed by Andreas Bawart – commercial CEO (r.) and Thomas Bawart – technical CEO (l.)



班纳启动蓄电池产品系列
Banner starter battery product lines

Banner GmbH is an innovative, steadily expanding producer of top-quality starter batteries. The company, which is based in Linz-Leonding, Austria, has been manufacturing batteries for all types of vehicles since 1937. The family-owned firm, which is headed by Andreas Bawart and Thomas Bawart, employs a workforce of around 810 across Europe. Banner produces and sells over 4.8 million starter batteries annually and thus numbers among the oldest, most experienced and important brands in the battery production field. Banner batteries are used for the first fitting of numerous models from Audi, BMW, Caterpillar, Jungheinrich, Kässbohrer, Liebherr, Mercedes, Porsche, SEAT, Volvo and VW. A company network of sales companies in thirteen countries provides retailer support and in addition Banner products are sold in more than 60 European, African and Asian states via direct importers. Future-oriented technology and outstanding quality underline the international reputation of these exemplary products with “buffalo power”, which are also characterized by the Banner logo. Further information is available at bannerbatterien.com ■



跻身领先企业行列：位于林茨 - 莱翁丁的生产基地是欧洲最现代化电池厂之一。
Among the leaders: the Linz Leonding location numbers among the most modern battery plants in Europe.



现代化生产：利用高科技装置生产吸附式玻璃纤维棉（AGM）电池
Modern production: AGM battery manufacture using high-tech plant

JONASCH PLATZER WP & STB GMBH / BDO AUSTRIA GMBH

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BDO中国部为中国和奥地利投资者和公司提供协助，以支持他们在奥地利和中国的投资决策和市场准入决策以及日常运营。

我们的服务范围包括财务和税务尽职调查、并购服务、并购咨询，包括搜索收购对象目标或搜索买方企业、重组、税务（结构）建议、工资单、会计和保证服务。此外，我们还提供一般业务咨询、数据保护、业务合作伙伴筛选、网络安全、数据分析、IT审计和取证服务等领域的咨询服务。

根据您的具体要求，我们的专家团队确保提供高效的解决方案。您将获得的是一整个团队的服务。该团队凭借其跨境和跨文化的工作和咨询经验，为您提供本地和全球见解以及企业家思维。与BDO合作意味着您将获得务实的、以解决方案为导向的建议。这意味着，在BDO，您将与了解您的业务、您的国内和国际市场以及您所在行业的具体情况的专业人士合作。所有这些都由真正的全球性组织提供支持。

BDO网络在162个国家开展业务，其中包括在奥地利8个地区的800多名员工以及在中国31个地区的6,000多名员工。我们的团队可以用德语、汉语和英语为您提供支持。■



Jürgen Töglhofer, Partner 合伙人

The China Desk of BDO provides assistance to Chinese and Austrian investors and companies to support their investment and market entry decisions as well as their day to day operation in Austria and China.

Our service range includes finance and tax due diligence, M&A services, deal advisory including target search of acquisition objects or buyer search, restructuring, tax (structuring) advice, payroll, accounting and assurance services. Further we provide for example consulting services in the area of general business consulting, data protection, business partner screening, cyber security, data analytic, IT audit and forensic services.

Our expert teams ensure efficient solutions taking into account your specific requirements. You will be served by a team who will be providing you with local and global insights combined with entrepreneurial thinking, building on its cross-border, intercultural working and consulting experience. Working with BDO means that you will be provided with pragmatic, solution orientated advice. That means that at BDO you will work with professionals who understand your business, your domestic and international markets and the specifics of your industry: all backed by a truly global organization.

The BDO network operates in 162 countries, including more than 800 employees at 8 locations in Austria and more than 6,000 employees at 31 locations in China. Our team can support you in German, Mandarin and English. ■



Headquarter BDO Wien ©Anna Zora

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Berglandmilch
eGen

Berglandmilch eGen是奥地利最大的乳制品生产商，产品出口至全球50多个国家。公司拥有1600名员工，Berglandmilch及其子公司生产的牛奶超过12亿公斤，旗下品牌包括Schärdinger、Desserta、Tirol Milch、Lattella、Landfrisch、Stainzer、Alpi和Alpiland等

合作社农户生产的非转基因生乳完全采用100%的非转基因饲料。

在奥地利，Berglandmilch有12个生产基地，其创新产品的范围从饮用牛奶及酸奶到奶酪、黄油以及奶酪等特产。■

Berglandmilch eGen is the largest dairy in Austria and exports to more than 50 countries worldwide. With around 1,600 employees, Berglandmilch and its subsidiaries process more than 1.2 billion kg of milk under the brand names Schärdinger, Desserta, Tirol Milch, Lattella, Landfrisch, Stainzer, Alpi and Alpiland etc.

Its farmers produce GMO-free raw milk through the use of 100% GMO-free feed exclusively.

Berglandmilch production takes place at 12 sites in Austria and the innovative product range extends from drinking milk and yoghurts to cheese, butter and cheese specialties. ■



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欧展货运公司是一家私有物流信息货运供应商，提供包括空运，海运，陆路运输及仓储等的全方位的解决方案。凭借超过三分之一世纪的信息技术和供应链优化，我们为许多行业设计量身定制的服务，为全球客户创造具有竞争力的价值。

我们简化整个供应链的所有流程，专注于质量保证和可持续发展，以提供快速有效的解决方案，并确保我们公司、客户、员工和行业的长期成功。

我们全公司范围内的持续改进流程基于我们对客户的承诺，我们对创新的热情以及我们对经济、生态和社会可持续性发展的坚定信念。它与我们最先进的IT系统完全集成，并通过我们的国家和国际认证以及网络会员资格证实。■

cargo-partner is a privately owned full-range info-logistics provider offering a comprehensive portfolio of air, sea, land transport and warehousing solutions. With over a third of a century's expertise in information technology and supply chain optimization, we design tailor-made services for a wide range of industries to create competitive benefits for our customers all around the world.

We streamline all processes along the entire supply chain, focusing on quality assurance and sustainable progress to provide fast and efficient solutions and ensure the long-term success of our company, our clients, our employees, and our industry.

Our company-wide continuous improvement process is based on our commitments to our customers, our passion for innovation, and our firm belief in economical, ecological and social sustainability. It is fully integrated with our state-of-the-art IT systems and substantiated by our national and international certifications and network memberships. ■



欧展货运公司设在奥地利维也纳机场附近的物流中心
cargo-partner I logistics center near Vienna airport, Austria
© Walter Ebenhofer



cargo-partner

CTP CHEMISCH THERMISCHE PROZESSTECHNIK GMBH

CTP 化学热处理技术有限公司

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CTP 化学热处理技术有限公司是工业废气排放处理行业的世界领先企业之一。高效废气净化系统几乎可以应用在所有行业中：从金属行业、化工行业、电子行业到汽车及包装行业等。无论在金属、塑料、木材还是食品加工过程中，CTP 的氧化、还原、吸收、吸附和过滤过程为工业废气的净化建立了新标准。目前 CTP 在全球有 850 多个装置在运行，年运行时间超过 330 万小时。

从格拉茨走向世界.....

位于奥地利格拉茨的 CTP 总部大约有 80 名员工。公司在五大洲有超过 40 家代表处和分公司。CTP 的网络遍布全球，在法国、韩国、中国、美国都设有分公司，同时在很多其他国家比如澳大利亚、荷兰、芬兰、南非都有合作伙伴。奥地利排名第一，以及 95% 左右的出口率，使得 CTP 成为少数全球市场领导者之一。

生态和经济的优势得益于创新的系统解决方案

CTP 系统可以在每一个环节高经济效益的同时做到几乎零排放。有害物质如挥发性有机化合物、NH₃ 或氮氧化物通过催化和热再生过程去除掉并转化成可用能源，然后再循环到生产过程中使用。■

Chemisch Thermische Prozesstechnik GmbH (CTP) is one of the world's leading companies in industrial air pollution control. CTP provides highly efficient air pollution control systems in almost all leading industries – ranging from metal industry, chemical industry and electronic industry to automobile industry and packaging industry. Be it in metal, plastic, wood or food processing: CTP sets new standards in air pollution control with its processes of oxidation, reduction, absorption, adsorption and filtration. More than 850 CTP references worldwide speak for themselves with currently 3.3 million operating hours per year.

From Graz into the world...

CTP headquarters in Graz employs about 80 employees. CTP has more than 40 locations on all five continents. CTP's worldwide network includes subsidiaries in France, Korea, China and the US as well as partners in many other countries such as in Australia, the Netherlands, Finland and South Africa. As Austria's #1 supplier of integrated air pollution control solutions with an export rate of about 95%, CTP is part of a small group of global market leaders.

Ecological and economical advantage thanks to innovative system solutions
CTP systems bring emissions down close to zero at a minimized total cost of ownership. Contaminants such as volatile organic compounds, NH₃ or NO_x are primarily reduced by catalytic and thermal regenerative processes and converted into usable energy, which can be recycled into the production process. ■



鹿特丹铝业 & 化工，荷兰 | Aluminium & Chemie Rotterdam B.V., The Netherlands



海力士半导体（中国）有限公司 | SK Hynix Semiconductor (China) Co. Ltd., China



奥地利水泥行业 | Wopfinger Baustoffindustrie GmbH, Austria

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DELTATRONIC 科技有限公司是鼠笼式转子质量控制领域的全球领导者，拥有最先进的转子测试技术，主要提供实验室测试系统和全自动生产线整合方案。

DELTATRONIC 科技有限公司致力于在全球协助电机制造商和压铸专业公司生产高品质高效感应电机用一致的、高品质鼠笼式转子。

由奥地利 DELTATRONIC 科技公司设计和生产的转子质量分析仪赢得电器、驱动系统和电动汽车用电机领域领先制造商的信赖。

公司宗旨和设计理念

作为计算机控制评估技术的先驱，DELTATRONIC 转子试验装置的设计目的是实现对鼠笼式转子的快速、高效、高精度质量控制。我们生产的所有转子试验装置均满足以下两个要求：

a) 操作简单：

我们的试验装置设计合理，操作简单。这是通过计算机控制评估技术实现的，其中测量结果和评估都是通过计算机控制的。

b) 综合结果：

在质量控制管理层面，我们的试验装置的设计旨在提供生产质量综合统计分析。根据统计过程控制（SPC）实践方法，可以密切监控生产趋势。■

DELTATRONIC Technology GmbH, a worldwide leader in the field of quality control for squirrel-cage rotors, is offering the most advanced testing technology for rotors and is supplying testing systems for laboratory use as well as for integration to fully automatic manufacturing lines.

At DELTATRONIC Technology GmbH, we are dedicated to assisting motor manufacturers and die-casting specialists worldwide, produce consistent, high quality squirrel-cage rotors for top quality, highly efficient induction motors.

Leading manufacturers of electrical motors for appliances, drive systems as well as for e-mobility are trusting in Rotor Quality Analyzers designed and made by DELTATRONIC Technology in Austria.

Mission statement & design philosophy

Pioneers in computer-controlled evaluation techniques, DELTATRONIC rotor testers are designed for fast, efficient and highly accurate quality control of squirrel-cage rotors. All of our rotor testers are designed to fulfil two fundamental expectations:

a) Ease of use:

Our testers are engineered around the philosophy that all designs must be easy to use. This is accomplished by computer-controlled evaluation techniques, in which the computer controls both the measurements made and the evaluation of the results.

b) Comprehensive results:

For the QC manager level, our testers are designed to provide a comprehensive statistical analysis of production quality. Trends in production can be closely monitored according to SPC practices. ■



转子质量分析仪 RQA125/SATS-2
Rotor Quality Analyzer RQA125/SATS-2



转子质量分析仪 RQA300/ITS
Rotor Quality Analyzer RQA300/ITS

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作为索道工程领域质量、技术及市场的领导者，多贝玛亚/格拉文达在全球40多个国家设有生产基地，销售和服务中心。迄今为止，集团已经为全球96个国家的客户建造了超过15,000条索道设备。专业、创新以及开拓精神使多贝玛亚/格拉文达集团具备应对来自传统和新兴市场的所有挑战。

多贝玛亚/格拉文达集团的创新型运输系统不断刷新着行业标准。不论是景区或是城市交通领域，多贝玛亚/格拉文达既意味着顶级的舒适度和安全性。物料运输系统及雪崩爆破索道展现出了卓越的效率和性能。

与多贝玛亚/格拉文达合作，客户可以收获顶级品质、现代化设计、用户导向型解决方案以及最优质的服务。从一个灵敏的萌芽到整个项目的实现，选择多贝玛亚您将收获更多意外之喜。

多贝玛亚/格拉文达集团在产品深度和广度上具有广泛的选择。脱挂抱索器索道、固定抱索器索道、拖牵索道、地面缆车及往复式索道-我们拥有满足各类需求的理想解决方案。

每条索道都是智慧与创新的成果，满足了不同客户及特殊地形的要求。安全和舒适是我们不懈的追求。

多贝玛亚/格拉文达集团具有优秀的创新能力、卓越的产品质量、对安全的永恒追求以及领先于市场的专业知识。强大的全球服务和售后网络确保客户可以获得快速可靠的支持。■

As quality, technology and market leader in ropeway engineering, Doppelmayr/Garaventa operates production plants as well as sales and service centers in over 40 countries worldwide. To date, the group has built more than 15,000 installations for customers in 96 nations. Flexibility, know-how and pioneering spirit make the group ideally equipped to meet all the challenges of traditional and new markets.

Innovative transport systems from Doppelmayr/Garaventa continually sets new standards. Top comfort and safety define our installations – in summer and winter tourism regions as well as in the urban transit sector. Our material transport systems and ropeways for preventive avalanche blasting offer impressive efficiency and performance.

With Doppelmayr/Garaventa, customers get top quality in modern design, user-friendly solutions and optimum service. From the initial idea to the completed project and beyond.

The Doppelmayr/Garaventa Group's product portfolio offers wide diversity in depth as well as breadth. Detachable or fixed-grip installations, surface lifts, funicular railways, either in reversible or continuous movement – we have the ideal solution to meet every demand.

Every new ropeway installation is individually adapted to suit the task, the customer's wishes and the specific terrain. Safety and comfort are always the top priority.

Doppelmayr/Garaventa is characterized by a great capacity to innovate, by outstanding product quality and an uncompromising attitude to safety as well as by expertise that stands alone in the market. A close-knit network of global service and maintenance centers also ensures prompt and dependable customer support. With Doppelmayr/Garaventa, you too can rely on the many years of experience of the innovation leader. ■



全球滑雪场尽皆信任多贝玛亚 / 格拉文达
Ski resorts around the globe trust in Doppelmayr/Garaventa



高标准的尖端索道系统增大旅游业吸引力
Cutting-edge ropeway systems set new benchmarks in added value for tourism

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2019年初，DUMAG迈出重要的一步，在上海开设了分公司，以便充分利用几乎无限的市场潜力并更接近中国的宝贵客户和合作伙伴。

数十年来，DUMAG这个名称代表着燃烧器技术领域的非凡成就。除已具有传奇色彩的超声波喷嘴之外，针对高要求任务的独特过程解决方案已在全球范围内得到发展和实施。

DAMAG在燃烧技术领域拥有丰富的行业经验和精湛的技术优势，完全能够胜任并圆满完成客户的各种高挑战性项目。

客户得益于DUMAG作为撬装式燃烧系统集成部分的独特燃烧器技术和最先进控制理念。

- 废气和液体废物处理
- 工业废气净化
- 储罐终端排气处理
- 废液焚烧
- 硫回收
- 锅炉和过程燃烧系统

是DUMAG服务、产品和系统的典型应用。

DUMAG - 燃烧的艺术 ■



Dušan Kostić & Wenhao Jin

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奥地利益加义电子有限公司 传感器和变送器专家

益加义电子有限公司开发并制造用于测量湿度、温度、露点温度、油中含水率、气流速度、质量流量及CO2的传感器和变送器。数据记录器、手持测量设备和湿度校准系统构成了这家奥地利传感器专业企业的综合产品组合。

全球各个行业中都在使用益加义电子有限公司的传感器技术。应用的关键领域包括暖通空调（HVAC）、建筑自动化、工业过程控制、汽车制造业、药品和食品业、无尘室、环境和农业。益加义电子有限公司的所有产品都以其高精度和优异的长期性能而引人注目。公司获得ISO 9001和ISO/TS 16949质量管理体系认证，保证了这些产品的质量能够满足最高的标准。

益加义电子有限公司的所有变送器都采用了独立开发的传感原件，在绝对无尘的车间内进行制造。定制设计的电子产品和无可比拟的校准专业知识能够高度灵活地满足客户特殊要求。这使得益加义电子有限公司成为原始设备制造商（OEM）应用的理想合作伙伴。

益加义电子有限公司拥有一间得到国家认可的校准实验室，受奥地利联邦计量办公室委托，制定湿度和气流速度的国家标准。

在中国，该公司在上海、北京和广州拥有分公司。除了在德国、法国、意大利、韩国和美国拥有的其它分公司以外，益加义电子有限公司还拥有涵盖各个地区合作伙伴的全球经销网络，能够满足所有客户的需求。■

Specialists in sensors and transmitters

E+E Elektronik develops and manufactures sensors and transmitters for humidity, temperature, dew point, moisture in oil, air velocity, mass flow, CO2 and pressure. Data loggers, hand-held measuring devices and humidity calibration systems complete the comprehensive product portfolio of the Austrian sensor specialist.

Sensor technology from E+E Elektronik is used all over the globe in various industries. Key areas of application are HVAC, building automation, industrial process control, automotive, pharmaceutical and food industry, clean rooms, environment and agriculture. All E+E products stand out by high accuracy and excellent long-term performance. A certified quality management system according to ISO 9001 and IATF 16949 ensures the highest quality standards.

All E+E transmitters employ sensing elements developed in-house and manufactured in own state of the art clean rooms. Custom-engineered electronics and unequalled calibration know how allow for the highest flexibility in meeting customer specific requirements. This makes E+E Elektronik the ideal partner for OEM applications.

E+E Elektronik operates an accredited calibration laboratory and has been commissioned by the Austrian Federal Office for Metrology to provide the national standards for humidity and air velocity.

In China, the company has branch offices in Shanghai, Beijing and Guangzhou. In addition to further E+E subsidiaries in Germany, France, Italy, Korea and the USA, a global dealer network with regional contact partners is available for all customer requirements. ■



益加义电子奥地利总部
E+E Elektronik headquarters, Austria



用于恒温箱的 EE1950 露点模块
EE1950 dew point module for climate chambers



应用于铁路的 EE8915 二氧化碳探测器
EE8915 CO2 sensors for railway applications

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ENGEL是全球塑料机械制造领域领先企业之一，我公司的宗旨是：不仅生产注模机和机械手，还提供一体化的交钥匙解决方案。这意味着单一来源的注塑技术，既用于热塑性塑料，又用于弹性体加工。注塑机和自动化、加工技术和模具项目的开发、培训和服务都与ENGEL的理念高度契合，我们永远面向未来。创新和技术领导力使ENGEL的客户拥有决定性的竞争优势。

ENGEL在市场上的领先地位建立在其两个支柱产业上。一方面，高科技业务不断深入发展；另一方面，更大规模的生产，让我们在本成本密集型的发展中，具有强劲的资金力量。

ENGEL在欧洲、北美和亚洲（中国、韩国）拥有9家生产工厂，在85个国家和地区设有子公司和代表处，始终与客户保持着密切的联系。ENGEL集团目前拥有近6900名员工的全球员工队伍，其中950人在其亚洲生产工厂和子公司工作。近500名员工在恩格尔机械(上海)有限公司工作。

ENGEL成立于1945年，是一家纯粹的家族式公司。ENGEL稳定、可靠、资金雄厚，是建立长期的、全球化的业务关系的合适的合作伙伴。■

As one of the world's leading companies in the field of plastics machine manufacturing, ENGEL sees its task not only as that of producing injection molding machines and robots, but of supplying integrated turnkey solutions. This means injection molding technology from a single source, both for thermoplastics and for elastomer processing. Injection molding machines and automation, process technology and mold project development, training and service all mesh perfectly with ENGEL. And we always look to the future. Innovation and technology leadership give a decisive competitive edge to ENGEL's customers.

ENGEL's leading market position is built on two pillars. On the one hand, the hi-technology business that initiates continuous further development and on the other hand, production on a larger scale to make our cost-intensive development work financially affordable.

With nine production plants in Europe, North America and Asia (China, Korea), subsidiaries and representatives in over 85 countries, ENGEL is always close to its customers. The ENGEL Group currently has a global workforce of nearly 6900 employees, 950 of them in its Asian production plants and subsidiaries. Nearly 500 employees work at ENGEL Machinery Shanghai.

Since it was founded in 1945, ENGEL has been 100 percent family owned. Stable, reliable and financially robust, ENGEL is the right partner for a long-term, global business relationship. ■



ENGEL 集团总部位于奥地利的施韦特贝格
The headquarters of the ENGEL Group are located in Schwertberg, Austria.



恩格尔机械（上海）有限公司拥有将近 500 名员工
ENGEL Machinery Shanghai has a headcount of nearly 500 employees.



在上海工厂内，ENGEL 正在建造大型两板 duo 系列机器设备。
In the Shanghai plant, ENGEL is building large-scale machines of the dual platen series duo.

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■ 新技术 | New technologies
■ 国际项目与招标 | International projects and tenders
■ 咨询与工程技术 | Consulting and engineering

FACC是全球航空航天成长型市场中的技术领先企业。作为高级轻质复合材料系统的开发商、制造商和全方位供应商，FACC积极参与对未来交通的塑造。依赖其显著的创新力，FACC在飞机结构构件、引擎和短舱以及内部设计三个领域处于世界领先地位。

对提供最佳解决方案的热衷以及始终保持领先地位的决心，使FACC在全球范围内获得成功，并确保公司的可持续发展，其开拓性的创新成果和轻型产品采用未来材料。

该奥地利公司的客户包括所有主要的航空公司，如空客、波音、庞巴迪、巴西航空和中国商飞。FACC在全球拥有13个国际办事处以及合作伙伴和合资企业，与全球合作网络保持着最佳联系，并为客户提供全球开发与制造方面的专业知识。

FACC拥有来自38个国家的3500多名员工，该公司在维也纳ATX证券交易所上市，是财富500强中国航空工业集团的组成部分，可打开业内最大增长市场的准入渠道。

FACC已与总部位于广州的中国科技公司亿航达成战略合作伙伴关系。作为战略合作关系的构成部分，FACC和亿航共享资源和合作网络，从而创建了最佳协同效应，以此共同推进城市空中交通领域技术和解决方案的开发。亿航在自主空中交通的所有相关课题领域都是发明者和专家，特别是在连接性和软件解决方案方面。FACC支持高科技硬件的开发、认证与生产。■

FACC is a leading technology company in the global aerospace growth market. As a developer, manufacturer and full-range supplier of advanced lightweight composite systems, FACC is actively involved in shaping the mobility of the future. Thanks to its pronounced innovative strength, FACC is among the world market leaders in the three areas of aerostructures, engines & nacelles, and interiors.

The passion to offer the best solution and the determination of always being a step ahead, makes FACC successful worldwide and sustainably secures the company's growth with its pioneering innovations and weight-saving products made from tomorrow's materials.

The Austrian company counts all major aviation corporations among its customers, including OEM's like Airbus, Boeing, Bombardier, Embraer and COMAC. With 13 international locations as well as partners and joint ventures all over the world, FACC is optimally linked to the global network and offers its customers global development and manufacturing expertise.

FACC employs more than 3,500 people from 38 nations. The company is listed in the ATX of the Vienna Stock Exchange and is part of the Fortune-500 Group AVIC, providing access to the largest growth markets within the industry.

FACC has entered into a strategic partnership with the Chinese technology company EHang based in Guangzhou. As part of the strategic partnership, FACC and EHang contribute their resources and networks, thus creating optimal synergies to jointly advance technologies and solutions in the field of urban air mobility. EHang is the inventor and expert for all questions relating to autonomous air mobility, particularly with regard to connectivity and software solutions. FACC supports high-tech hardware with development, certification and production. ■



用于 A320 的高架计时式装配线
Clocked assembly line for A320
overhead bins © FACC/Bartsch



A350 XWB 小翼总成
A350 XWB winglet assembly
© FACC/Bartsch



位于奥地利施韦特贝格的 FACC 公司 4 号
装置平移套管的高压釜固化
Autoclave curing of translating sleeves
at FACC Plant 4 in Reichersberg/Austria.
© FACC/Bartsch



在 216 型号上共同运作的
FACC 和亿航
FACC and EHang are working
together on Model 216
© EHang/FACC

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奥地利FerRobotics公司是一家在敏感性自动化作业和让机器人感知操作方面处于国际技术领先地位的公司。触觉智能是新的行业黄金标准，推动实现高超的手工艺自动化并在柔性自动化流程中注入自主的系统协作。

我们的专利主动柔顺技术（ACT），可以赋予普通机器人一个特殊元素—触觉感应。拥有触觉智能的机器人能够把复杂的工艺可靠地实现自动化：在保证成本效益良好的基础上，提供无忧质量保证，并且还能够提高产品的质量、减少节拍时间。

我们成熟的、创新型的物联网设备成就了自主的系统协作，给打砂、打磨和抛光工序（“3D工作”：脏、粉尘和危险的工作）提供了精准的解决方案。所有行业的制造商都可以通过优化的功能和效率将3D工作转化为稳定的高品质生产工作，真正实现一天24小时，一周7天不间断工作。

汽车、航空及一般行业正在将触觉感应自动化视为企业坚实长久的支柱。ACT标准工具和ACT功能包都针对专业化的要求进行了优化，做到了灵活精准。智能化的、开箱即用的系统化产品工作顺畅，并能迅速达到最佳效果。简单易用，便捷的工艺修正保持了生产线的灵活性和竞争力。

在市场上，FerRobotics公司以其卓越的技术，从众多同行企业中脱颖而出。通常意义上自动化意味着昂贵的海量编程工作，但是FerRobotics公司的方案解决了各种情况的触碰，且快速和安全。所以，让你的机器人做敏感的工作吧！■

FerRobotics is the international technology leader in sensitive automation and makes robots feel, what they are doing. This contact-intelligence is the new industry gold standard to automate tricky handwork and to install autonomous system cooperation in flexible automation flows instead.

Our patented Active Compliant Technology ACT establishes every common robot setup with a special ingredient – tactile sense. Robots with tactile competence bring complex processes onto a reliable automation standard: as worry-free quality package on a cost-effective basis, while improving production quality and cutting down cycle times.

Our mature and innovative IoT devices establish autonomous system cooperation, they are the pin-pointed solutions for sanding, grinding and polishing processes (“3D jobs”: dirty, dusty, dangerous). Manufacturers across all industries benefit from transforming 3D sequences into constant high-quality production with optimized functionality and efficiency. 24 hours a day, 7 days a week.

Automotive, aviation and general industry are absorbing contact-sensitive automation as solid and long-lasting pillar. Both ACT standard tools and ACT function package, optimized for specialist requirements, perform flexible precision. Smart out-of-the-box integration works out smoothly and achieves top results immediately.

Easy usage and easy process modification keep production flexible and competitive.

What differentiates FerRobotics from other players in the market, is the outstanding technology. While automation usually tends to come along with costly programming efforts, FerRobotics solutions mastermind the individual contact situation intuitively, fast and secure. So, let your robot do the sensitive jobs! ■



利用活动轨道装备（AOK）进行 接触敏感性砂磨和抛光
Contact-sensitive sanding and polishing with
Active Orbital Kit (AOK)



活动带式磨床（ABG）
Active Belt Grinder (ABG)



活动式敏感套件（ASK）
Active Sensitive Kit (ASK)

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创建于1966年的Fill,是一家全球领先的、面向各种不同工业领域的机械和设备制造企业。同时, Fill公司也是一家百分之百的家族企业。Fill是一个创意工厂,致力于在汽车、航空航天、体育、能源、木材和建筑等领域提供包括全球最佳流程的个性化完整解决方案。

我们能够为客户提供从概念设计、生产、装配、服务,直至自动化数据分析的全面专业知识。

除了位于奥地利古尔腾(Gurten)的总部之外, Fill还于2014年分别在中国上海和墨西哥普埃布拉(Puebla)建立了两个子公司。这些公司的成立确保了美洲和亚洲地区的销售和服务沿袭了Fill一贯的卓越品质。密集的销售网络能够在全球范围内为我们的客户提供支持。在铸造技术领域、除芯技术领域、木材带锯技术领域以及滑雪板生产装备领域, Fill始终处于全球技术和世界市场的领导地位。

作为铸铝和铸铁及铸钢装备制造领域的创新领导者, Fill致力于提供全球最佳的解决方案。Fill的专业能力涉及铸造工艺流程——从砂芯生产、到熔体,直至铸件成品。

多年积累的丰富经验以及出色的专业知识令Fill团队鹤立鸡群。我们能够承接复杂工艺流程的全部自动化工作。这会令客户获得决定性的竞争优势。

以下耀眼的数字能够证明Fill公司的专业能力: 每年在Fill装备上产出2千5百万缸盖, 4亿悬挂件以及1千2百万缸体。■



全自动差压铸造生产线
Fully automated counter pressure casting line



缸盖铸造生产线
Casting line for cylinder heads

重载除芯机 swingmaster 500
Heavy-duty decorating swingmaster 500

Fill, founded in 1966, is a leading international machine and plant engineering company for a wide range of industries, and is completely family owned. Fill is THE ideas factory for tailor-made complete solutions and composes the best processes internationally in each field of business. AUTOMOTIVE, AEROSPACE, SPORT, ENERGY, and TIMBER & CONSTRUCTION.

We offer our customers comprehensive know-how extending from concept design through the production, assembly and service right up to the automated data analysis.

Alongside the company headquarters in GURTEN, Upper Austria, Fill founded its two subsidiaries FILL CHINA in Shanghai and FILL MEXICO in Puebla in 2014. They guarantee that sales and service can be offered in reliable Fill quality in America and Asia now as well. A tightly knit network of sales partners supports our customers around the world. Fill is the technological and global market leader in wood band saw technology, foundry technology, aluminum decorating technology, as well as in ski and snowboard production machines.

As the innovation leader for machines and systems in the field of aluminum as well as iron and steel casting, Fill composes the best solutions internationally. In doing so, Fill supports all your production processes – from CORE PRODUCTION, through CASTING, right up to the FINISHED PRODUCT.

The Fill team is distinguished by many years of experience and technical proficiency. We take overall responsibility for even the most complex automation processes. As a customer, this assures you a decisive competitive advantage.

Fill's competence is backed up by impressive figures: 25 million cylinder heads, 400 million vehicle parts, and 12 million engine blocks are produced every year on Fill systems. ■



Fill 位于奥地利的总公司
Fill headquarters in Austria

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Fleischhof Raabtal 有限公司是一家奥地利屠宰厂。这家屠宰厂的屠宰、切割、包装、物流和行政部门共有250名员工。

出口份额为35%。其中70%出口至欧盟国家, 30%出口至其它国家。

年产量为450,000头猪。50%的猪为“施蒂里亚火山猪”品牌。这些猪必须在施蒂里亚州繁育, 并在“施蒂里亚火山”养殖、屠宰。

这家家族农场方圆40km, 养殖火山猪。猪肉是高质量食品。在所有生产步骤中都得到高度重视。繁育于施蒂里亚, 并于施蒂里亚火山山地养殖、屠宰和切割。因为原产地值得受人尊敬。奥地利AMA品质认证、原产地合同规定担保和最终区域性的基本原则带来出色的生命周期评估。因此, “施蒂里亚火山猪”成为真正的优质品牌。■

The Fleischhof Raabtal GMBH is an Austrian slaughterhouse and cutting plant. There are 250 employees working in the departments of slaughtering, cutting, packaging, logistics and administration.

The export share is 35% of which 70% is exported to EU countries and 30% to third countries.

The production volume is 450,000 pigs a year. 50% are pigs from the brand “Styrian volcano land pig”. These pigs have to be born in Styria and raised, slaughtered and cut in the region “Styrian Volcano Land”.

Family-owned farms within a distance of 40 kilometers feed up the “volcano land pig”. Pork is high-quality food. It deserves to be highly valued in all steps of production. Born in Styria, raised, slaughtered and cut in the Styrian Volcano Land. Because the origin deserves to be esteemed. The basic principles of the Austrian AMA seal of quality, contractual guarantee of origin and ultimate regionality result in outstanding life cycle assessment. Therefore, the Styrian “volcano land pig” becomes an authentic quality brand. ■



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www.gw-world.com/locations

作为欧洲领先的运输和物流企业，吉布达伟士拥有超过 7,100 名员工、150 个公司自有办事处和 16.7 亿欧元的初步年销售额（2018）。吉布达伟士控股公司总部位于 Lauterach（奥地利），旗下除了陆运、空运和海运以及物流主营业务部门之外，还有一系列高度专业化的行业解决方案和子公司，包括物流咨询公司 xlvise、tectrass（面向高科技企业的行业专家）、dicall（传播解决方案、市场调研、培训）、Rail Cargo（铁路运输）和参股奥地利 DPD 的 GWP。

这家拥有 500 年历史的家族企业，堪称可持续商业实践的先锋。

吉布达伟士在中国

自 1992 年进入中国市场，吉布达伟士扮演的主要是空海货运代理的角色。而“近两年，我们增加了在仓储、电子商务包裹服务和物流咨询等方面的投资。”陈先生说道。这些举措使得吉布达伟士巩固了其作为全方位物流服务商的地位。

目前，吉布达伟士在中国重要的枢纽城市建立了 19 个办事处，13 个综合仓储基地，并将在未来几年进一步扩大仓储面积。同时，吉布达伟士中国已发展成为中国与奥地利、斯洛伐克、捷克、匈牙利和波兰等国家之间的电子商务专家。作为新时代“丝绸之路”经济的先行者，吉布达伟士还在“丝路”沿线持续布局，增设办事处，为客户提供物流解决方案。■



吉布达伟士提供多式联运服务，通过海陆空多种组合方式连接亚洲和欧洲。
Gebrüder Weiss offers multimodal transport services, bridging Asia and Europe – by road, air and sea.



吉布达伟士的运输解决方案涵盖整个供应链，包括仓储及其他相关服务。
The transport solutions of Gebrüder Weiss cover the whole supply chain, including warehousing and more.

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Getzner 纺织股份公司是世界领先的精致非洲时尚花缎制造商，也是最重要且最有经验的衬衫、职业装以及技术纺织品的时尚织物供应商之一。

公司系统地进行潮流和创新研究。创新确保了业务领域和单个产品细分市场的生存能力和扩张。Getzner 纺织股份有限公司集团由众多专业公司组成，致力于发展创新织物和各种不同应用的解决方案。数十年来，知名客户一直依赖这家织物制造商作为其发展伙伴。

Getzner 纺织已有 200 多年历史。该公司自 1818 年成立以来一直从事纺织业。其前身为 Getzner, Mutter & Cie. 的一部分，并于 1980 年分离为独立公司。

Getzner 纺织将其产品销往世界各地。除在奥地利、德国和瑞士建有分支机构外，该公司还在 30 多个国家设有代理机构。

事实和数字 - Getzner 纺织股份有限公司

成立时间：1818 年（于 1980 年成为 Getzner, Mutter & Cie 的独立子公司）

执行委员会：Roland Comploj（董事会主席）、Rolf Gottmann（生产/技术主管）、Martin Frick（财务主管）、Wolfgang Kunze（非洲 BU 总监）、Alexander Hofstadler（工艺 BU 总监）、Gerhard Leitner（衬衫衣料 BU 总监）、

员工：Getzner Textil 公司集团有 1,700 人，Getzner Textil AG 有 960 人（奥地利布卢登茨）

营业额（2018 年）：3.75 亿欧元

业务单位：非洲、衬衫衣料、工艺、移动

总部：布卢登茨（AT）

代理：遍布 30 个国家

站点：布卢登茨（AT）、努齐德斯（AT）、卢斯特瑙（AT）、巴德米滕多夫（AT）、格拉（GER）、拜罗伊特（GER）、鲁西拱（CH）、施坦巴赫（GER）

出口配额：98% ■



Getzner 纺织股份公司总部位于福拉尔贝格州的布卢登茨
Headquarter of the Getzner Textil AG in Bludenz, Vorarlberg (Austria).



每年有 3000 种新样式，Getzner 纺织公司是全球最具创新能力的衬衫布料制造商和服务商
With 3,000 new patterns every year, Getzner Textil is one of the world's most creative shirting fabric manufacturers.



我公司的防水面料可以延迟水分进入织物结构的时间，有时甚至能够起到完全防水的作用。
Our water repellent fabrics either delay water getting into the fabric structure, or they prevent it completely.

GETZNER WERKSTOFFE GMBH

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Getzner Werkstoffe 是隔振和防振领域位列前茅的专业公司。公司总部位于奥地利，近半个世纪以来一直致力于打造能够隔离不良振动和噪音的聚氨酯 (PU) 解决方案。我们的 Sylomer®、Sylodyn®、Sylodamp® 和 Isotop® 产品均由格士纳工厂自主研发及制造。这些材料广泛应用于铁路、建筑和工业领域，可以有效降低振动和噪音，延长支撑部件的使用寿命，并最大限度减少轨道、车辆、建筑结构及机器的保养和维护需求。格士纳是全球最早利用聚氨酯材料有效解决隔振技术挑战的公司。依托深耕业内多年积累的丰富经验，格士纳可以满足世界各地众多客户的需求。格士纳的聚氨酯产品在实践中已证明十分可靠耐用，公司是业内唯一能够明确展示这一优势的供应商，这也是格士纳从市场同类供应商中脱颖而出的独特卖点。多年来，格士纳的专业技术深受遍布全球的各大公有和私营铁路公司信赖，其中包括德国铁路股份公司 (DB)、法国国营铁路公司 SNCF、奥地利联邦铁路公司 (ÖBB) 和瑞士铁路公司 (SBB)。公司产品亦符合欧洲和多个国家/地区的标准。在中国，格士纳的聚氨酯产品都已非常广泛地应用于铁路工程、建筑工地和工业的各个领域。

除了生产高科技材料以外，格士纳还提供全方位的服务，涵盖从计算测量到安装振动保护解决方案等范围：

- 计算和效能预测 材料和系统测试
- 特定客户研发/解决方案
- 绘制安装铺设图
- 建筑工地施工指导
- 建筑工地安装作业
- 建筑工地验收
- 前后对比测量
- 广泛的合作伙伴网络（与测试机构、工程咨询机构等进行沟通）

格士纳还提供生命周期成本分析、售后服务、客户和销售合作伙伴培训以及全球客户支持等附加服务，尽可能满足客户方方面面的需求。



Getzner Werkstoffe is the leading specialist in the field of vibration isolation and protection. Getzner was the first company in the world to effectively solve vibration engineering challenges using polyurethane materials. Getzner deploys its many years of experience to meet the needs of customers all over the world. Its Sylomer®, Sylodyn®, Sylodamp® and Isotop® products were all developed and manufactured at Getzner's own facility. They are used in the rail, construction and industry sectors to effectively reduce vibrations and noise, improve the service life of bedded components and minimize the need for maintenance and repairs on tracks, vehicles, structures and machines. Getzner is the only supplier who can unequivocally demonstrate the proven durability of its polyurethane products – a unique selling point that sets Getzner apart from other suppliers. Railway companies in both public and private ownership all over the world have been relying on Getzner's expertise for many years. These include Deutsche Bahn (DB), French rail operator SNCF, Austrian Federal Railways (ÖBB) and Swiss Railways (SBB). The products also fulfill European and numerous national standards. In China, Getzner's polyurethane products can be found in numerous rail projects, construction sites and industry applications.

In addition to its high-tech materials, Getzner offers a comprehensive range of services – from calculating measurements to installing vibration protection solutions:

- Calculation and efficacy forecasts
- Material and system tests
- Customer-specific developments/solutions
- Drawing up installation plans
- Instruction on the building site
- Installation on the building site
- Acceptance on the building site
- Comparison measurements (before/after)
- Comprehensive partner network (communication with test institutes, engineering consultancies, etc.)

Additional services, such as lifecycle cost analysis, after sales service, customer and sales partner training and global customer support, complete the extensive list of services provided by Getzner.

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For more information on our subsidiaries please visit:
www.greiner.com

Greiner - 四个事业部均取得全球成功。

1868年，Greiner公司成立于德国尼尔廷根，现已成为全球塑料和泡沫行业的领军企业之一。

这家总部位于奥地利克雷姆斯明斯特的企业集团生产日常生活中无处不在的设备。例如早餐桌上的酸奶杯、舒适的泡沫床垫、汽车和飞机座椅、医疗诊所中的采血管，还是一家塑钢窗框生产企业。

Greiner 股份有限公司旗下分有四个事业部：由Greiner Packaging、Greiner Bio-One、Greiner Foam和Greiner Extrusion组成，在全球开设了140个基地。

持续增长源于产品 and 市场多样化、创新和全球化形成的基础，以及作为企业导向的可持续性。基于建立在信任、责任和相互尊重之上的独特企业文化，Greiner为33个国家的10,785名员工提供稳定就业机会。

Greiner在国际上获得成功，也具有地区根源，并且至今仍是一家以人为本，将满意工作人员、客户和合作伙伴视为企业积极发展关键因素的家族企业。

凭借格瑞纳挤出技术（上海）有限公司，Greiner于2001年开设其在中国的第一个生产基地。今天，Greiner已在中国开设九家分公司。最近的成就是成立格瑞纳生物科技（上海）有限公司，该公司是奥地利Greiner Bio- One的全资子公司，致力于在中国销售生物科技产品。■



You may not know us.
But you certainly know our products.

We see Greiner from Kremsmünster in Austria, one of the world's leading suppliers of foam and plastic solutions.
In other words, when you enjoy a yogurt somewhere around the globe, take a seat in a car or at a phone, receive medical treatment, or simply look out of the window, it's highly likely that you will come into contact with one of our innovative solutions. Whether today or tomorrow.

greiner

Greiner – global success in four divisions.

Founded in 1868 in Nürtingen, Germany, today Greiner numbers among the leading players in the global plastics and foam industry.

The products of the corporate group, which is headquartered in Kremsmünster, Austria, are an omnipresent feature of everyday life. For example, as yoghurt cups on the breakfast table, cozy foam mattresses, car and aircraft seats, blood collection tubes in medical practices, or as a part of plastic window frame production.

Under the Greiner AG umbrella the four divisions, comprised by Greiner Packaging, Greiner Bio-One, Greiner Foam and Greiner Extrusion, operate 140 locations around the globe.

Continuous growth emanates from a basis formed by product and market diversification, innovation and globalization, in tandem with sustainability as a corporate orientation. On the foundation of a unique corporate culture built on trust, responsibility and mutual respect, Greiner offers secure employment to a workforce of 10,785 in 33 countries.

Greiner is successful internationally, however it also possesses regional roots and to the present day has remained a family-owned enterprise, which has people as its focus and regards satisfied personnel, customers and partners as key factors in positive corporate development.

With Greiner Extrusion Shanghai, Greiner opened its first production site in China in 2001. Today the company has nine locations in China. The most recent achievement is the founding of Greiner Bio-One Shanghai Co., Ltd. which is a wholly owned subsidiary of Greiner Bio-One Austria and dedicated to the sale of BioScience products in China. ■



Greiner 公司总部位于奥地利的克雷姆斯明斯特
Greiner headquarter in Kremsmünster, Austria

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更高的员工保留率。公平补偿。精简且数字化的HR流程。符合GDPR数据保护条例和中国网络法以及多元化的HR系统环境。

无论上述哪个挑战是您现在的首要任务：从最大的“疼痛因素”开始，逐步构建一个现代、灵活、最先进的HCM解决方案。SAP SuccessFactors是全球领先的HCM云系统，并可满足上述所有要求。

它可独立运行，也可与现有的SAP HCM并行运行，SAP HCM是“德国设计”的最成熟稳健的时间管理和薪资核算系统。

HCM ADVICE是一家HCM国际咨询公司，在设计、实施和支持SAP HCM解决方案方面拥有20多年的经验。凭借我们的欧洲项目管理标准和我们中国本地顾问的专业知识，我们确保能为您提供“双方共赢”的解决方案。

我们在欧洲和亚洲均设有办事处，凭借现代化的HCM的各方面优势（运营和战略）为超过28个国家的客户提供全天候的快速、高质量支持。我们对客户的价值建立在高度前瞻性、以成功为导向、多文化培训的技术专家团队之上。让客户对我们实施和运维方案满意是我们一直以来秉承的最大奋斗目标。

在此，荣幸向您介绍我们的主要客户。

客户参考（筛选）：

- 苏尔寿化工技术（上海）有限公司；在SAP HCM中实施“工作人员时间管理和薪资”项目
- 格林策巴赫机械（嘉善）有限公司；在SAP HCM中实施“工作人员时间管理和薪资”项目。
- 老虎粉末涂料制造（太仓）有限公司；在SAP成功因素中实施“目标、绩效、发展和学习”项目。■



HEAD SPORT GMBH

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90多年来，HEAD 体育有限公司旗下的TYROLIA品牌一直代表滑雪双板固定器的创新发展。这家位于施韦夏特的公司成立于1847年，当时名为“维也纳金属制品、卡扣和机器制造有限公司”。第一批滑雪双板固定器制造于1928年。十年后投入工业生产，并于1949年生产第一个TYROLIA品牌滑雪双板固定器。

自2002年以来，HEAD、FISCHER和ELAN等知名品牌采用市场领导者TYROLIA的专业知识。小型独立滑雪板制造商也选择TYROLIA固定器作为其滑雪板的完美合作伙伴，这些制造商包括：Kästle、Sporten、Liberty、Kessler、Blossom和Amplid。

TYROLIA每年生产和发运120万套滑雪板组件，占市场份额的30%，是高山冬季运动产品行业的市场领导者。90%的滑雪双板固定器运往全球32个国家。

公司拥有两个生产基地，员工350名，分别位于维也纳的施韦夏特和捷克共和国的瓦尔提斯。2018年的年营业额为4700万欧元。2001年，根据ISO 9001/2000标准，TYROLIA由一家独立组织认证为行业领先企业。

研发的不断进步、业余和专业级别冬季运动的无与伦比表现以及可靠的高科技产品奠定了TYROLIA在滑雪双板固定器行业的声誉。独特的安全设备（例如斜向上方松脱脚趾和脚跟、ABS防抱死系统、TYROLIA滚轴钳形系统（TRP）、Freeflex专业系统或可调节的PowerRail和SuperLiteRail系统固定器）确保了公司在技术和安全领域的领先地位，从而为全球提供滑雪板固定器。■



工厂位于奥地利的施韦夏特
The factory located in Schwechat, Austria

The brand TYROLIA, which belongs to HEAD Sport GmbH, has been standing for innovative ski binding developments for more than 90 years. Located in Schwechat, the company was founded in 1847 as "Wiener Metallwaren-, Schnallen- und Maschinenfabrik GmbH". The first ski bindings were manufactured in 1928. Ten years later, industrial production started and in 1949 the first TYROLIA branded ski binding was produced.

Since 2002, well-known brands like HEAD, FISCHER and ELAN trust the expertise of market leader TYROLIA. Small independent ski manufacturers also choose TYROLIA bindings as the perfect partners for their skis, e.g., Kästle, Sporten, Liberty, Kessler, Blossom and Amplid.

With 1.2 million pairs of ski bindings produced and shipped every year and a market share of 30 percent, TYROLIA is the market leader in the alpine winter sports product sector. Ninety percent of the ski bindings are shipped to 32 countries all over the world.

The company has 350 employees in two locations, Schwechat/Vienna and Valtice/Czech Republic. Annual turnover in 2018 was 47 million euros. In 2001, TYROLIA was certified by an independent organization as the leading firm in its industry according to the ISO 9001/2000 standard.

Continued advances in research and development, unparalleled performance in amateur and expert-level winter sports and reliable high-tech products have established TYROLIA's reputation in the ski binding sector. Unique safety features such as the Diagonal Release toe and heel, the ABS Anti Blocking System, the TYROLIA roller pincer system (TRP), the Freeflex Pro System or the adjustable PowerRail and SuperLiteRail System bindings secure the leadership position in technology and safety of a company that delivers bindings throughout the world. ■



现代化的自由式包边技术
Modern freeski binding

HEFEL TEXTIL GMBH

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HEFEL公司是一家家族企业，创立于1907年，至今已传承4代。该公司致力于生产世界知名的高级床上用品，如床罩、枕头、被子、床垫和高级面料。

除了由羊绒、驼毛和生物天丝制成的豪华毛织产品外，还提供天然纤维产品，取材于诸如：石松、蚕丝、亚麻、生丝、竹纤维、玉米、玉蜀黍等。HEFEL公司专门生产天然床上用品。高级羽绒被也是HEFEL产品系列的一部分。

100%超细纤维制成的豪华床上用品、床单和开司米羊绒布料为您带来天堂般的睡眠享受。

HEFEL产品分销到家用纺织品零售商、国际百货商店、床垫生产商、羽绒被制造商、家具店和直接供应商。

在纽约家纺展上获得“最佳新产品”奖，以及在床上用品领域推出的TENCEL™纤维，都是HEFEL获得成功的要素。

HEFEL公司是全球唯一的内部全程生产床上用品的生产商。

HEFEL主张无缝可追溯性的保证，包括羽绒责任标准证书、环保纺织标准和有机纺织标准证书，以达到市场通用最高标准的要求。

HEFEL获得了众多奖项，例如HEFEL石松子被子获得ÖKO-TEST“优异”证书，HEFEL床获得“生态榜样”奖以及HEFEL Bio-Hemp被子获得“2019年奥地利产品”奖。

HEFEL床上用品，始于1907年，奥地利100%手工制作。■

The HEFEL company is a family owned business since 1907. Now in the hands of the 4th generation the company produces world known Premium bedding products like comforters, pillows, bedlinen, mattress pads and finest fabrics.

Next to luxury hair comforters made from Cashmere, Camelhair and Bio Wool natural fibers from Tencel, Stone pine, Bio Silk, Bio Linen, Hemp, Bamboo, Maize and Outlast-Maize are used as HEFEL is specialized in manufacturing natural Bedding products.

Premium Down Comforters are part of the HEFEL product range as well.

Luxury bedlinen made from 100% Micro-Tencel, fitted sheets and Cashmere Plaids are offering heavenly sleep.

HEFEL distributes to Home textile retailers, international Department Stores, mattress producers, down comforter manufacturers, furniture stores and direct suppliers.

Awards like “Best new product” at the Home Textile Show in New York or the introduction of the TENCEL™ fiber in the bedding sector are a few reasons for the HEFEL success story.

HEFEL is the only bedding producer worldwide that undertakes every stage of production in-house.

HEFEL stands for seamless traceability warranty with the Responsible Down Standard Certificate, the Öko-Text standard and the GOTS Certificate.

HEFEL got several certifications such as the ÖKO-TEST certificate “very good” for the HEFEL Stone Pine quilt, the “Ecological role models” award for HEFEL bed and sleep and “Austria’s product of the year 2019” award for the HEFEL Bio-Hemp quilt.

HEFEL Bedding is 100% Handmade in Austria since 1907. ■



HEFEL 优质垫层产品
HEFEL Premium bedding products



是提神安眠优质良品
Best quality for refreshing sleep



100% 产自奥地利 HEFEL
100% Austrian made by HEFEL

HIRSCH TECHNOLOGY | 赫兹工业技术

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HIRSCH Technology



HIRSCH机械设备和交钥匙工程为全球EPS用户提供创新技术和专业知识，主要用于包装，建筑，食品和电子行业。HIRSCH机械和设备工程是全球三大供应商之一，并作为EPS市场中建立起来的高品质机械和设备的制造商。其产品范围包括预发机，成型机和以及EPS&EPP 模具。该系列的另一部分包括用于EPS绝缘保温生产行业的预发机，大板成型机和切割线。■

HIRSCH Machinery and Plant Engineering provides innovative technology and expertise for international producers of EPS shape molded parts, primarily for the packaging, construction, food, and electronics industries. HIRSCH Machinery and Plant Engineering ranks among the three largest suppliers in the world and has become established in the EPS market as a manufacturer of high-quality machinery and equipment. Its product range includes preexpanders, molding machines, and molds for processing EPS and EPP into shape molded parts. Another part of the range consists of preexpanders, block molding machines and cutting lines for the EPS insulation producing industry. ■



预发机
HIRSCH preexpander



成型机
HIRSCH shape molding machines



大板成型机
HIRSCH blockmolding machines



HWK SKIWAX

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HWK Skiwx专注于竞速滑雪板用滑雪蜡的生产。HWK牌滑雪蜡的开发归功于运动员、技术人员和化学家们的共同努力，HWK Skiwx公司的主要业务是开发和测试滑雪蜡以及各种类型的应用。

HWK Skiwx在欧洲大受欢迎，尤其得到参加各种冬季奥运会项目的国家队的青睐。HWK Skiwx目前正试图打入中国市场，并正在寻找实力强劲的贸易伙伴。

HWK滑雪蜡的独特之处不仅在于其生产方法（所有滑雪蜡均采用手工制作，以确保达到稳定的最优品质）不同于其他滑雪蜡制造商，最重要的是它有大量实用的滑雪蜡测试方法。例如，HWK Skiwx公司在过去几年与ÖSV（奥地利滑雪协会）展开了深入合作，从而使滑雪蜡的质量得以优化。

HWK滑雪蜡的产品范围包括用于业余运动和专业运动的高山滑雪和北欧滑雪的滑雪蜡。

HWK Skiwx不仅为其贸易伙伴提供所有性能领域的滑雪蜡，还提供关于滑雪蜡的许多附加信息，以及正确使用和处理滑雪蜡的提示。除此之外，HWK Skiwx还会提供一个免费的滑雪蜡应用程序、HWK滑雪蜡顾问以及滑雪蜡处理适用的视频。

自2007/2008年赛季以来，HWK Skiwx不仅是DSV（德国滑雪协会）的官方供应商，同时其业务还延伸至奥地利滑雪场。包括ÖSV和DSV在内的多达30个国家队，多年来一直在专业比赛中依赖HWK滑雪蜡，并以此取得了无数骄人战绩！■



IGM ROBOTERSYSTEME AG | IGM 机器人系统有限公司

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igm机器人系统股份公司作为一家焊接技术公司于1967年在维也纳成立，曾用名为“工业器械与机器制造公司”。公司迁移到今天的生产基地，即维也纳诺伊多夫工业区后，便开始自主研发专门适用于电弧焊的机器人。1983年推出了第一款关节型机械手。此后，igm开始生产能够满足客户特殊定制要求的焊接机器人设备，其产品出口到世界各地。

自上世纪80年代以来，igm获得了一系列重型机械行业的大宗订单，成为了重型工业专家。我们的全部机器人模块专门为这一应用领域研制，为长达100米甚至更长的自动化制造系统而设计。自主研发的应用型控制软件是机器人系统一体化的组成部分，它简单易学，为设备操作人员带来很大便利。用于组件测量、公差补偿（如：自主研发的激光跟踪器iCAM）的一系列传感器设备以及离线编程系统使我们的产品种类更加完善。

igm公司强力进军亚洲市场。自1989年起，我们一直在中国销售机器人，并为知名的工程机械和铁路装备制造厂商安装了600多个机器人。2007年，我们设立了艾捷默北京销售和服务公司，竭诚为客户提供本地化支持服务。■

igm Robotersysteme AG has been founded in 1967 in Vienna under the name "Industriegeräte und Maschinenfabriks-Gesellschaft" as a sales house for welding machines. Moving to today's location in the industrial zone of Wiener Neudorf, the development of own robots, specially designed for arc welding, started. The first robot articulated arm robot was presented in 1983. Since then, igm produces tailor-made welding robot systems, which are exported worldwide.

Since the 80ies igm is a famous specialist for heavy-duty systems by receiving a large number of orders from the heavy machinery industry. All modules of our robots are specially conceived for this application, for automated fabrication systems up to 100 m length and more. The self-developed, application-oriented robot control software is an integrated part of the system, is easy to learn and offers special benefits for the operator. A wide range of sensor systems for measuring the part and compensation of tolerances (e.g. the self-developed laser camera iCAM) and an offline programming system complete the product portfolio.

igm is strongly represented in the Asian market. Since 1989 we are selling our robots in China, more than 600 robots have been installed at all well-known producers of earthmoving machines and rolling stock. Since 2007 we locally support our customers in China with our sales- and service point AiJieMo in Beijing. ■



转向架部件的柔性制造生产线
FMS for railway bogies



大型挖掘机动臂部件的机器人焊接系统
Robotized welding of large excavator booms



转向架部件的机器人焊接系统
Robotized welding of railway bogies



船舶电机模块的机器人焊接系统
Robotized welding of ship motor blocks

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英科迪（incadea）是业务面向全球汽车零售和批发市场的领先软件解决方案与服务供应商，通过提供与本土创新力和执行力相结合的全球解决方案来满足行业用户的需求。

产品均基于最新微软Dynamics技术，其中包括：

- 经销商管理系统
- 轮胎和后市解决方案
- 移动应用
- 汽车批发商解决方案
- 终端客户解决方案

这些解决方案被跨国汽车制造商、主机厂（“OEMs”）和他们的经销商网络使用。通过持续的扩张，英科迪（incadea）为全球100个国家的超过4,000家经销商中的10万多位终端用户提供服务。

英科迪（incadea）总部位于德国，在奥地利、中国、丹麦、希腊、印度、意大利、日本、墨西哥、荷兰、新西兰、挪威、葡萄牙、俄罗斯、韩国、西班牙、瑞典、土耳其和阿联酋设有办公室。

集团拥有全球认证的渠道合作伙伴网络，蓝筹客户包括宝马、丰田、大众、标致/雪铁龙、福特、斯堪尼亚、曼恩、保时捷、通用汽车和梅赛德斯奔驰等50多家OEM厂商及各领先大型经销商集团。

更多信息，请访问www.incadea.com。■



Incadea is a leading international provider of software solutions and services to the global automotive retail and wholesale markets. Incadea addresses the needs of this industry by offering global solutions with state-of-the-art innovation and local execution capabilities.

Products based on the latest Microsoft Dynamics technology include:

- Dealer management system
- Tire & aftermarket solution
- Mobility application
- Automotive wholesale solution
- End-user facing solution

Incadea products are used by multinational car manufacturers, Original Equipment Manufacturers (“OEMs”) and their dealership networks. Through continuing global expansion, incadea serves more than 100,000 end users in more than 4,000 dealerships in 100 countries across the globe.

Headquartered in Germany, incadea has offices in Austria, China, Denmark, Greece, India, Italy, Japan, Mexico, the Netherlands, New Zealand, Norway, Portugal, Russia, South Korea, Spain, Sweden, Taiwan, Turkey and the UAE.

The group has a network of worldwide certified channel partners, and its range of blue chip customers include over 50 OEMs such as BMW, Toyota, Volkswagen, Peugeot/Citroën, Ford, Scania, MAN, Porsche, General Motors, and Mercedes-Benz, and some big dealer groups.

For more information about incadea, visit www.incadea.com. ■



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For more information on our subsidiaries please visit:
www.isovolta.com/kontakt.php

最先进的生产方法 — 创新产品 — 国际化生产设备 — 全球客户关系

ISOVOLTA集团是国际领先的电气绝缘材料、技术层压板和复合材料制造商，业务遍及全球。基于多年来将原材料合成转化为高可靠性的智能材料的经验，ISOVOLTA集团在三大洲的11个国家设有16个生产和销售中心。集团重视材料质量和专业技术，强调灵活性，保持对创新的执着追求，不断研发新产品，并与客户建立良好的合作关系。

ISOVOLTA集团向电动汽车、航空和工程等20个行业广泛提供自主研发和定制生产的创新系列产品。

集团在全球拥有超过1500名员工，其中奥地利员工数量为390名，他们都是浸渍、层压、模压成型、机械加工、聚合物化学和工艺技术领域的专家。ISOVOLTA集团将自己视为客户的伙伴，以专业、个性化服务和跨文化能力为客户提供优质服务和全面的解决方案。

ISOVOLTA集团是康斯坦提亚工业股份公司的子公司，这是一家拥有65年历史的私营国际化的奥地利公司。目前雇佣约3000名员工，年销售额约为7.1亿欧元。

康斯坦提亚工业公司共设有三个战略部门。集团公司生产的产品主要应用于建筑和建材行业、家具行业、体育用品行业、机械和发电机行业及航空业。■



电气绝缘材料
Electrical insulation

State-of-the-art production methods – innovative products – international production facilities – global customer relationships

ISOVOLTA Group is a leading international manufacturer of electrical insulating materials, technical laminates and composites and maintains a global presence. 16 production and sales locations in 11 countries on three continents rely on many years of experience in the synthesis and transformation of raw materials into highly reliable, intelligent materials. Material and technology know-how, flexibility and an excitement about innovation define product development and shape the cooperative customer relationships.

About 20 industries – from e-mobility to aviation to engineering – rely on the broad ISOVOLTA product portfolio and customized and innovative new product developments.

More than 1,500 employees worldwide, including about 390 in Austria, are experts in the fields of impregnation, laminating, compression molding, machining, polymer chemistry and process technology. They see themselves as companions of their customers – they are service and solution oriented, with professional, personal and intercultural competence.

ISOVOLTA is a part of Constantia Industries AG. For more than 65 years, the company is a privately owned and internationally oriented Austrian company currently employing about 3,000 staff with annual sales of about € 710 million.

Constantia Industries AG operates in three strategic divisions. The main target markets for the Group companies and their products are the construction and building material industry, the furniture industry, the sporting goods industry, the machinery and generator industry as well as the aviation industry. ■

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来自奥地利赫西斯特的创新型家具五金件制造商

Julius Blum GmbH, 于1952 年在赫西斯特成立，是一家专注于家具五金件生产和销售的国际化家族企业。主要产品有上翻门、铰链和抽屉三大系列。同时还提供多项服务，为客户在规划/设计以及生产/安装方面提供大力支持。Blum 百隆始终坚持自主研发，推出了大量创新型产品和服务，自公司成立以来，已注册了 2100 多项专利。集团共拥有近8000 名员工，其中逾6000 名就职于福拉尔贝格州。五金件专家 Blum 百隆在奥地利拥有 8 家工厂，在波兰、美国和巴西设有生产基地，并在世界各地设有 31 家子公司和代表处，产品销往全球逾 120 个市场。Blum 百隆凭借推出的各项五金件解决方案，让家具的开合成为一种愉悦的情感体验，并提升了所有生活区域内的运动舒适度。

Blum 百隆中国

同所有其他市场一样，Blum 百隆中国也非常重视提供的服务质量，并与合作伙伴和客户保持着良好的长期合作关系。自 2002 年 Blum 百隆进入中国以来，不断发展壮大。上海总部（包括物流中心）和 6 个带展厅的销售基地（北京、广州、成都、南京、宁波、青岛）共有 289 名员工，为中国的厨房和家具行业提供各种服务与支持。Blum 百隆中国于 2018 年 1 月获得了经授权经营者 (AEO) 的认证。为了应对中国不断发展的市场需求，从 2019 年秋天起，Blum 百隆将在中国建造一个铰链系列的装配工厂并配备自动化的高架仓库。装配厂和仓库将逐步完成，以期为中国客户快速供货并确保一贯的 Blum 百隆质量。■

Innovative manufacturer of furniture fittings from Höchst, Austria

Established in Vorarlberg, Austria in 1952, Julius Blum GmbH is a family-owned company that operates worldwide, specializing in the manufacture and distribution of furniture fittings. The company's main business fields include lift, hinge and pull-out systems. Its product offering is complemented by a wide range of services which support customers with planning, design, manufacturing and assembly. Blum invests a great deal in the development of innovative products and services and has applied for more than 2,100 patents since its establishment. 8,000 employees work for the corporate group, 6,000 of whom are in Vorarlberg. The fittings specialist has eight plants in Austria, additional production sites in Poland, the USA and Brazil and 31 subsidiaries and/or representative offices and agencies. It delivers its products and services to more than 120 countries all over the world. Blum's fittings solutions make opening and closing furniture a mesmerizing experience and deliver quality of motion and enhanced user convenience to the entire home.

Blum China

Like in all other markets, Blum attaches importance to providing a high level of service and developing long-term personal cooperation with its partners and customers in China. A team of 289 employees has supplied Blum products to the Chinese kitchen and furniture industry since 2002, operating from its Shanghai headquarters (which includes a logistics center) and six sales locations with showrooms in Beijing, Guangzhou, Chengdu, Nanjing, Ningbo and Qingdao. Blum China was granted Authorized Economic Operator (AEO) status in January 2018. To respond to the dynamic market developments in China, construction work will be started on local assembly facilities for hinge systems and an automated high bay warehouse in autumn 2019. The facilities will be built step by step, the objective being to provide Chinese customers with top quality Blum products without long lead times. ■



SPACE STEP 摘云台赋予基座更多功能：这个解决方案由一块踏板和踏板下方的高抽组成，可打造额外的收纳空间。
SPACE STEP brings multi-functionality to cabinet plinths. The solution consists of a step surface with a pull-out underneath - for extra storage space.



创新型五金件 CLIP top BLUMOTION 快装集成阻尼铰链，是最新一代的 Blum 百隆铰链，内置 BLUMOTION 阻尼，为您打造轻柔无声的关闭。
Soft close thanks to innovation. Blum's latest hinge generation, CLIP top BLUMOTION boasts integrated soft close.



TANDEMBOX antaro 豪华金属抽方杆系列，以其舒适的开启、优良的稳定性及流畅的滑动性能而备受青睐。
TANDEMBOX antaro inspires with its smooth opening action, high stability and optimised running characteristics.

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KISKA.

设计渴望

KISKA 通过设计令人向往和渴望的品牌体验以促进商业。作为国际化的品牌设计公司，KISKA通过共同创作和连接产品与体验来创造影响力。

全球影响力

起源于欧洲，如今覆盖美国和中国，KISKA最大化地为出行、运动以及专业工具的客户们提升绩效，并打造他们的增长引擎。如KTM、Audi奥迪、Adidas阿迪达斯、Atomic和NIO蔚来。通过为每一个触点打造差异化，KISKA赋予品牌以核心竞争力，并且为未来创造可持续的商业价值。

创造影响力 - 快速

KISKA将策略和实践贯穿于整个品牌和设计价值链。在创意和速度的驱动下，KISKA专注在一个目标上：让想法成为现实。

挑战现状。打造非凡体验。塑造品牌。与你同行。■

Designing desire

KISKA boosts business by designing desirable brand experiences. An international brand and design agency, KISKA generates impact by co-creating and connecting products and experiences.

Global effect

From studios in Europe, the United States and China, KISKA maximizes performance and launches new growth engines for companies in mobility, sporting goods, and professional tools. Like KTM, Audi, adidas, Atomic, and NIO. Injecting differentiation at every touchpoint, KISKA gives brands an edge and creates sustainable business value for the future.

Creating impact - fast

KISKA connects strategy and hands-on execution across the entire brand and design value chain. Driven by innovation and creating with speed, KISKA is aligned by a single-minded goal: make ideas real.

Challenge the status quo. Create meaningful experiences. Shape brands. Together. ■



KISKA

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KRAL公司简介

KRAL 股份公司成立于1950年，总部位于奥地利，是一家独立的家族企业。我们实施长远战略和投资，以便同客户保持稳定可靠的业务合作伙伴关系。

KRAL公司开发和生产螺杆泵以及流量测量技术。此外，从最初的工程工艺到调试，我们还将针对系统向客户提供特定的解决方案。而在您完成购买之后，我们同样会提供售后服务。我们的主要业务部门包括海运、发电、石油和天然气、机械工程和化学制品。我们的客户涵盖本地企业以及全球工业企业。

对KRAL的期望

公司自成立以来，一直致力于以合理的性价比生产出高品质产品。为了达到标准，针对员工、制造工艺和方法论知识，我们不断进行投资。恪守承诺、全面质量管理（TQM）是我们公司理念的一个关键组成要素。此外，我们正在努力提升公司的自动化和数字化水平。客户盛赞我们能够满足特殊需求。而KRAL更应该感谢的则是其可靠的业务合作伙伴，事实上，与我们一起合作共事更显专业，且更坦诚直接。在未来，我们会继续强化这种价值观。这就是我们针对创新不断投资的原因，包括产品、方法和工艺。我们以客户为导向的方针的一个关键组成部分是，您可以充分信赖我们的客户中心和售后服务，其中包括专业知识和反应速度。■

About KRAL.

With headquarters in Austria, KRAL AG was founded in 1950 and has been an independent family enterprise ever since. We therefore think and invest in long-terms so that we can remain a stable and reliable business partner for our customers.

KRAL develops and produces screw pumps and flow measurement technology. In addition, we offer customer-specific solutions for systems, from the initial engineering process through to commissioning. And of course, our after-sales service is available to help you after purchase. Our primary business sectors include marine, power generation, oil and gas, mechanical engineering and chemicals. Our customers include local businesses as well as global industrial concerns.

What you can expect from KRAL.

Since the company was founded, KRAL has established itself as a manufacturer of quality products with a fair price/performance ratio. In order to live up to our standard, we continuously invest in our employees, our manufacturing processes and our methodological expertise. A commitment to Total Quality Management (TQM) is a key component in our company philosophy. Furthermore, we are increasing the levels of automation and digitization in our company. Our customers claim that we can meet special needs. What's more, KRAL is greatly appreciated for its reliable partnerships and the fact that working together with us is professional and very straightforward. We will continue to strengthen these values in the future. That's why we continuously invest in innovations, both for products as well as methodology and processes. A key component in our approach to customer-orientation is that you can rely on excellent care from our customer center as well as our after-sales service. This includes both expertise and reaction speed. ■



KRAL 股份公司奥地利总部
KRAL AG headquarters in Austria.



智能流量测量技术
Smart flow measurement technology.



智能螺旋泵技术
Smart screw pump technology.

KUEHNE + NAGEL | 德迅

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For more information on our subsidiaries please visit:
https://cn.kuehne-nagel.com/en_gb/top-links/our-locations-in-china

关于德迅

德迅集团作为世界领先的物流企业，在全球100多个国家超过1300个站点拥有82,000多名员工。我们的海运、空运、合同物流和陆路运输业务皆在市场上占据重要地位，同时致力于提供以先进IT技术为依托的综合物流解决方案。我们在全球范围内使用同一套物流系统及标准，并深入了解当地市场，从而为客户量身打造解决方案。

德迅奥地利总部位于维也纳国际机场，遍布全国13个分公司的500名物流专员竭诚为国内外客户提供全面服务。而这种服务精神，也与在全国43个分站拥有3700多名员工的德迅中国一脉相承。2004年，德迅中国成为全球第一家上海商务部颁发甲级货运证书的物流服务供应商。德迅还为往来中国、俄罗斯和欧洲的运输线路倾力打造了一款优化解决方案——KN Eurasia Express，确保快捷运输时间的同时兼具高性价比！这款门到门的铁路产品是众多行业的不二选择，使其轻松克服产品上市时间滞后、供应链形式单一、库存周转速度慢、交货时间延迟及资本承付等一系列问题。

借助广阔的全球网络，我们专注于为客户提供富有创意、有竞争力并且可靠的解决方案。创新和多元化始终是德迅合作理念的重要组成部分。我们与客户密切合作，并努力了解对方的业务需求。凭借对各行业的深入洞察和专业知

About Kuehne + Nagel

With over 82,000 employees at more than 1,300 locations in over 100 countries, the Kuehne + Nagel Group is one of the world's leading logistics companies. Its strong market position lies in the seafreight, airfreight, contract logistics and overland businesses, with a clear focus on providing IT-based integrated logistics solutions. The global logistics provider works all around the world with the same systems and standards and supports its customers with local understanding and know-how.

Kuehne + Nagel Austria is headquartered at the Vienna International Airport. From thirteen branch offices throughout the country its 500 logistics experts provide the group's entire range of services to national and international customers. The same applies for the network of 43 offices with more than 3700 logistics specialists at Kuehne + Nagel China. As a special solution for the optimal transport between China, Russia and Europe, balancing fast transit times and economic freight costs, Kuehne + Nagel developed KN Eurasia Express. This door-to-door rail service provides a fast, reliable and cost-efficient alternative option for those industries facing challenges of time to market, supply chain diversification, faster stock turnaround, late production due dates or capital commitment costs.

Within our global network, we provide creative, competent and reliable solutions. Innovation and versatility are vital parts of our philosophy. We work closely with our customers to understand their unique business needs. With our industry expertise, wide range of logistics and transportation services and close partnerships with best-in-class carriers, we have the flexibility to satisfy the ever-changing demands of our customers business and their market conditions. ■



LINSINGER

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LINSINGER采用高精密的LINSINGER铣削技术，对新旧轨道的完整轨头进行单道处理。

LINSINGER拥有超过70年的铣削技术经验。25年来，这一专业知识已被成功应用于轨道养护领域。目前，全世界共有60多辆钢轨铣刨车正在运行与生产。

产品系列

- 高速铁路、铁路、城市铁路、有轨电车、地铁以及用于开关、交叉口和出入口的轨道铣床
- 可灵活操作的铁路-公路车辆
- 用于轨道焊接和维修中心的固定轨头铣床 ■

LINSINGER reprofiles the complete rail head of new and used rails in single pass processing by using the high sophisticated LINSINGER milling technology.

LINSINGER has more than 7 decades experience in milling technology. Since 25 years this expertise is successfully in use for track maintenance. Now there are more than 60 rail milling vehicles worldwide in operation and production.

Product range

- Rail milling machines for highspeed railways, railways, city railways, tramways, subways as well as for switches, crossings and turnouts.
- Rail-road trucks for flexible operation
- Stationary rail head milling machines for rail welding and repair centers ■



钢轨轧机组 MG11
Rail Milling Train MG11



钢轨轧机组 MG31
Rail Milling Train MG31



钢轨轧机组 SF02T FS
Rail Milling Train SF02T FS



Linsinger 机组
Linsinger fleet

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LiSEC公司总部位于豪斯迈宁/阿姆施泰滕，是一家全球化运营的集团公司，50多年来，一直致力于向平板玻璃加工和精加工领域提供全面的个性化解决方案。服务组合包括机器、自动化解决方案和服务。截至2017年，该集团拥有约1300名员工和超过25个分公司，总收入约为2.3亿欧元，出口率超过95%。LiSEC公司致力于开发和生产玻璃切割和分拣系统，中空玻璃和夹胶玻璃的单独组件和全套生产线，以及玻璃边部加工设备、各类钢化设备等产品。凭借可靠的技术和智能自动化解决方案，LiSEC公司可谓质量与技术方面的典范，并为客户的成功发展做出了巨大贡献。■

LiSEC, with headquarters in Hausmening/Amstetten, is a globally operating group, and has been offering individual and complete solutions in the field of flat glass processing and finishing for over 50 years. The service portfolio includes machines, automation solutions and services. In 2017, the group, with around 1,300 employees and over 25 locations, generated total revenues of around 230 million Euro, with an export rate of more than 95 percent. LiSEC develops and fabricates glass cutting and sorting systems, single components and complete production lines for insulating glass and laminated glass fabrication as well as glass edge processing machines and tempering machinery. With reliable technology and intelligent automation solutions, LiSEC sets standards in quality and engineering and significantly contributes to the success of its customers. ■



高效的平板玻璃自动切割设备
High performance machine for automatic cutting of flat glass



中空玻璃生产线热塑暖边条 (TPA)
Insulating glass line for thermoplastic spacers (TPA)



员工组装 LiSEC VSA
Employee assembling a LiSEC VSA



封胶前的中空玻璃
IG unit before the sealing

M. KAINDL OG | 凯得

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板墙，地板，创意 欢迎来到萨尔茨堡创意工厂

木材不仅仅是一种原料，它还是我们创意的天然基石，Kaindl是地板和室内设计领域创新的领导者。真正迸射灵感的板墙和地板。1897年，它还只是一家小锯木厂，如今已成长壮大为一家强大的全球性企业。

具有创新保证的木质材料

我们不断开发新产品，包括蜜胺树脂贴面板、层压板、台面面板、饰面板和地板。在质量、设计和服务领域，我们仍将是全球客户的首选合作伙伴。我们在这方面的创意同样来自创新精神，即把一个小简单的小锯木厂变成一个在全球范围内经营的木制品工业公司。“永远领先一步”是Kaindl的企业文化精髓。

优质板材源于奥地利

- 种类齐全
- 变平凡为卓越的设计
- 设计问题、重新阐释与革新

这样的创新过程要求拥有丰富的可选材料，以满足多样化的装饰、基板和结构的选择，萨尔茨堡生产的优质Kaindl板材的潜在应用范围正是这样多种多样。■



Kaindl 公司位于奥地利萨尔茨堡的工厂
Kaindl plant in Salzburg / Austria

BOARDS. FLOORS. IDEAS.

Welcome to the idea factory from Salzburg

Wood is more than a raw material. It is the natural basis of our ideas. Kaindl is leader when it comes to innovations in the fields of flooring and interior design. Truly inspiring boards and floors. What began as a small sawmill back in 1897 has meanwhile grown into a powerful global player.

Wood-based materials with innovation guarantee

We are continuously developing our product world of melamine faced boards, laminates, worktops, wood veneers and floors. We will continue to be a preferred partner to our customers throughout the world when it comes to quality, design and service. Our ideas in this regard come from the same spirit of innovation that turned a simple sawmill into a globally operating industrial company for wood-based materials. To always be a step ahead best describes the corporate culture at Kaindl.

Quality BOARDS made in Austria

- Immeasurable variety
- Design transforms the ordinary into the extraordinary
- Design questions, reinterprets and revolutionizes

Transformations of this kind demand more options. After all, the choice of decors, substrates and structures is as varied as potential applications for Kaindl BOARDS with quality made in Salzburg. ■

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麦格纳斯太尔公司在汽车生产方面有超过100年的经验，以及广泛的服务经验，使其成为全球领先的品牌，是自主工程和原型设备制造商的制造合作伙伴。

我们提供的服务范围：

- 工程服务 - 从系统和模块到整装车辆工程
- 契约制造 - 从定制产品到批量生产的世界级灵活解决方案
- 燃料系统 - 由钢、塑料和铝材制造的储能系统。

麦格纳斯太尔公司至今已生产了超过350万辆29种不同型号的车辆，在全球拥有12,500名员工支持这些服务。凭借34个基地组成的覆盖全球的网络，我们始终贴近客户。目前，麦格纳斯太尔公司在格拉茨生产梅赛德斯 - 奔驰G级、宝马5系、宝马Z4、丰田GR Supra和捷豹E-PACE及捷豹I-PACE。

麦格纳于十年前开始在中国开展业务。如今，该公司在五个工程基地和三个生产基地拥有超过600名员工，服务于上海，武汉，长春，沈阳，昆山和镇江的燃料箱系统。

电动概念车FCREEV2016

麦格纳斯太尔的可驾驶车辆演示 - FCREEV概念车 - 展示了如何在零排放的基础上实现远程驾驶。车辆结合了两种不同的可替代驱动器的优点：快速供油和供氢的高能密度，以及用于充电的基础设施。

捷豹I-PACE2018

2018年初，麦格纳斯太尔开始在格拉茨生产捷豹I-PACE型汽车，它是继捷豹路虎之后的第一款电动汽车。

2018年与北汽新能源成立合资公司

2018年，麦格纳和北京电动车有限公司（BJEV）共同宣布，他们将为中国的客户共同设计和制造优质电动汽车。新型电动汽车计划于2020年推出。■



自 1979 年量产奔驰 G 级车
Mercedes-Benz G-Class since 1979



自 2017 年量产宝马 5 系
BMW 5 Series since 2017



自 2018 年量产捷豹 I-PACE
Jaguar I-PACE since 2018

Over 100 years of experience in vehicle production and a broad range of services make Magna Steyr the worldwide leading brand-independent engineering and manufacturing partner for OEMs.

Our services:

- Engineering services – from systems and modules to complete vehicle engineering
- Complete Vehicle Manufacturing – world class flexible solutions from niche to volume production
- Fuel systems – energy storage systems made of steel, plastic and aluminum

Magna Steyr has produced more than 3.5 million vehicles – of 29 different models – to date. Globally 12,500 employees support these services. Based on this global network of more than 34 locations, we are always close to our customers. Currently Magna Steyr manufactures the Mercedes-Benz G-Class, BMW 5 Series, BMW Z4, Toyota GR Supra and the Jaguar E-PACE and Jaguar I-PACE in Graz.

Magna first started its activities in China more than ten years ago. Today, the company is represented by more than 600 employees at five engineering locations and three production locations for fuel tank systems in Shanghai, Wuhan, Changchun, Shenyang, Kunshan and Zhenjiang.

FCREEV 2016

Magna Steyr's drivable demonstrator – the FCREEV – shows how very long ranges can be achieved at zero emissions. The vehicle combines the advantages of two different alternative drives: fast fueling and the high-energy density of hydrogen as well as the available infrastructure for electric charging.

Jaguar I-PACE 2018

Magna Steyr started the production of the Jaguar I-PACE – the first electric vehicle from Jaguar Land Rover – in Graz in 2018.

Joint Ventures with BJEV 2018

In 2018, Magna and Beijing Electric Vehicle Co., Ltd. (BJEV) announced they would jointly engineer and build premium electric vehicles for customers in China. The new electric vehicles are scheduled to be launched in 2020. ■

MASCHINENFABRIK LIEZEN UND GIESSEREI GES.M.B.H.

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利岑机械制造和铸造厂（MFL）坐落于奥地利利岑市，是一家全球经营的技术公司，拥有80年的优质传统，是钢铁铸造和机械工程行业的优秀供应伙伴。

MFL将其所有技术专有知识集中在新成立的技术创新部门，以研发自身产品解决方案。业务领域主要包括钢轨加工、金属加工和材料冷/热处理，以及全新的系统解决方案。

轨道

MFL为铁轨的加工和维护提供自主研发的技术产品。公司所关注的主要课题包括铁路业务中的成本效益、安全性和减少噪声等领域。

产品示例：移动式钢轨铣床、钢轨锯钻机、刀具模具

金属加工

该领域的产品组合包括用于加工铁、钢、铝和有色金属的机器和系统。这些产品专为具体应用而设计，并按照高标准制造，均为高处理量且能够连续运行的高性能可靠产品。

产品示例：锯切系统、铣削系统、刀具模具

材料处理

另外，MFL的专业领域还包括工厂冷热材料加工程序的输送和配料技术。我们的产品在材料属性和加工质量方面满足最高要求。

产品示例：高炉用升降卷扬机，DRI系统用斗式提升机

解决方案

可承接“交钥匙工程”。从理念形成到最终实施，MFL工程师为新任务开发新的解决方案。

产品示例：用于木材工业的高速横割锯、模具磨床、钢铁工业用运输台车 ■



The globally active technology company Maschinenfabrik Liezen und Gießerei (MFL) is a successful industrial supply partner to the steel foundry and mechanical engineering sectors with 80 years of traditional quality in Liezen, Austria.

MFL pools all of its technological know-how in the newly formed Technologies innovation unit for own product solutions. The main emphasis is on rail processing, metal processing and hot/cold material handling, as well as on brand new system solutions.

Rail

MFL offers its own technology products for the processing and maintenance of rails. Aspects such as cost-effectiveness, safety and the reduction of noise emissions in railway operations are central topics.

Product examples: mobile rail milling machines, rail saw drilling rigs, tools

Metal processing

The portfolio in this area includes machines and systems for processing iron, steel, aluminium and non-ferrous metals. Designed for the application and manufactured to a high standard, these products are reliable high performers for high throughputs and continuous operation.

Product examples: sawing machines, milling machines, tools

Material handling

MFL also specializes in conveying and dosing technologies for hot and cold processes in industrial plants. The products meet the highest requirements in terms of material properties and processing quality.

Product examples: elevator winches for blast furnaces, bucket elevators for DRI systems

Solutions

“Cross-over engineering” makes it possible. From idea to implementation, MFL engineers develop new solutions for new tasks.

Product example: high-speed cross-cut saw for the wood industry, mold grinding machines, transport trolleys for the steel industry ■

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For more information on our subsidiaries please visit:
www.miba.com/en/company/global-sites

米巴是国际上发动机及汽车工业、能源生产及传输产业、石油及天然气产业及工厂工程等供应商的领先的重要战略合作伙伴之一。

我们的产品组合包括粉末烧结零部件、内燃机及工业用途滑动轴承、摩擦材料、电子元器件及高科技涂层，它们在世界范围内被广泛地应用于汽车、机车、轮船、航空、电站、炼化、压缩机及工业泵等领域。公司还为新能源汽车提供广泛的解决方案，包括电性能电阻、定子生产及定子生产专用设备，电池系统及电池热管理系统。■



米巴可以为传统内燃机、混合动力及纯电动等动力系统提供多种解决方案。
Miba offers a broad range of solutions for conventional, hybrid and pure electric powertrains



米巴粉末冶金零部件
Miba sintered components



米巴滑动轴承
Miba bearings



米巴 EBG 大功率电阻
EBG high power resistor

M-U-T MASCHINEN-UMWELTECHNIK-TRANSPORTANLAGEN GMBH

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M-U-T是一家有80多年历史的国际型制造企业。业务涵盖设计、制造、安装调试、试运行等。产品包括传送技术、市政车辆、水处理和污水处理技术、环境技术（固废处理）以及为职业院校和大学提供教学仪器设备的教育项目。我们的绿色城市理念为城市的可持续发展提供具有创新性和经济性的环保解决方案。■

M-U-T stands for machines, environmental technology and transportation systems. The company was founded in 1932 in Stockerau, a city near Vienna (Austria), with conveying systems as its core business.

In 1955 the company extended its product range with the construction and manufacturing of special motor-vehicle bodies. Special demand-oriented bodies for municipal solid waste and wastewater collection trucks have been produced and enhanced since then.

In the 1970s a separate division for environmental technology was established, concentrating on planning, manufacturing and start-up of material recycling facilities and composting technology.

The logical next extension of the M-U-T product range followed in 1988 with the division for water- and wastewater treatment, also concerned with sludge treatment.

Synergistic effects perfectly combine M-U-T's long-term know-how regarding conveying systems together with environmental technology and wastewater treatment.

To share our experience and expertise with others, we entered the education-market and work together with schools or universities in developing and delivering technical equipment.

Since the beginning and so now: With our technologies into a cleaner future! ■

NANTONG SINO-ÖSTERREICHISCHE SU-TONG ÖKOPARK GMBH
南通中奥苏通生态园

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一、简介

中奥苏通生态园是2011年10月，时任国家主席胡锦涛访奥期间确定的合作项目。2015年3月27日，中奥双方在习近平主席和时任奥地利总统费舍尔的见证下正式签署了《关于共同支持建立中奥苏通生态园的谅解备忘录》。

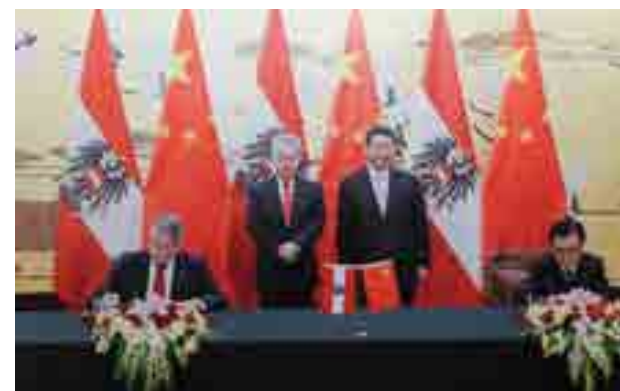
中奥苏通生态园位于苏通科技产业园区，规划面积50平方公里，其中起步区域面积10.6平方公里，是中奥两国首个国家级国际合作生态园，目标是建设“中奥合作体制创新区、生态环境建设先导区、国际高端产业集聚区、可持续发展宜居示范区”。

二、投资环境

- 区位优势：上海一小时经济圈
- 交通便利：通海港区、沪通高铁（2020年通车）、南通新机场
- 载体丰富：厂房（标准、定制）、土地
- 鼓励政策：厂房租金减免、税收返还、人才奖励、高新技术企业扶持等
- 人力资源：劳动力充足、二元制职业培训
- 一站式服务：企业设立、建设、运营全过程一站式服务

三、事实与数据

截止2019年7月园区注册企业2590家，其中制造业企业273家。园区设立德语专业服务团队，为奥地利企业在华投资提供一站式服务，积极打造在华投资的首选平台。■



1. Introduction

China-Austria Su-Tong Eco-Park was a cooperative project settled by the then President Hu Jintao during his visit to Austria in October in 2011. On March 27th, 2015, China and Austria signed a memorandum on the China-Austria Su-Tong Eco-Park witnessed by President Xi Jinping and the then Austrian President Fischer.

With a starting area of 10.6 square kilometers, China-Austria Su-Tong Eco-Park is located in Sutong Science and Technology Park with a planned area of 50 square kilometers. It is the first international cooperative eco-park built by China and Austria, aiming to build an innovative area for a Chinese-Austrian cooperative system, a forerunner area for eco environment, an accumulation area for international high-end industries, and a habitable demonstration area for sustainable development.

2. Investment environment

- Position strength: within Shanghai's one-hour economic circle
- Transportation: port, Hutong (Shanghai-Nantong) Railway (open in 2020), Nantong new airport
- Multiple carriers: plants (standard, customized), land
- Incentive policies: plant rental incentives, tax incentives, talents reward, support for high and new technology enterprises
- Human resources: adequate labor force, dual system for occupational training
- One-stop services: one-stop services for the establishing, building and running of enterprises

3. Facts and data

As of July 2019, there are 2950 registered companies in Su-Tong Science and Technology Park, among which 273 are manufacturing enterprises. A professional German-language service team has been set up to provide one-stop services for Austrian companies with investment in China, devoting to make the Park the preferred platform for these enterprises. ■



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NEXTSENSE

NEXTSENSE公司成立于2007年，是从奥地利研发型企业 Joanneum Research剥离的一家公司。该公司拥有专利技术，通过自动倾斜校正法进行光学轮廓测量和表面检测。非接触式物体轮廓测量可确保高精度的测量结果，而不会受到用户的影响。因此，CALIPRI设备是一种可以替代测量仪和测隙规等触觉测量设备的优质装置。

在铁路行业，使用CALIPRI设备对轮对、制动盘、钢轨和道岔进行磨耗度检测，从而为预测性维护提供重要参数。在汽车行业，采用NEXTSENSE公司的固定式或便携式测量系统进行间隙面差测量，从原型设计到批量生产实现流程优化和质量控制。在炼钢厂，利用该设备确定冷轧长钢和热轧长钢产品的表面缺陷和轮廓偏差。由于CALIPRI设备具有便携性，可沿着轧制线灵活使用。

NEXTSENSE公司的客户名单包括各大铁路公司、众多国际知名汽车制造商和主要钢铁生产商，其中包括德国铁路公司、法国国营铁路公司、中国国家铁路集团有限公司、戴姆勒集团、捷豹路虎公司、奥迪公司、宝马公司、奥钢联集团和安赛乐米塔尔公司。

设在格拉茨的公司总部，部署有90名工作人员持续开发CALIPRI硬件和软件，为客户提供解决方案。NEXTSENSE公司拥有40个分销合作伙伴，并在美国和中国设有两个分公司，已建立起一个全球网络，其出口配额达到90%以上。NEXTSENSE公司于2018年5月被全球领先的信息技术提供商海克斯康集团收购。■

NEXTSENSE was founded in 2007 as a spin-off of the Austrian research company Joanneum Research. Its patented technology allows optical measurements of profiles and surface inspections with automated tilt correction. The non-contact measurement of the object contour guarantees highly precise measurement results, independent of user influences. Thus, the CALIPRI devices are a high-quality alternative to tactile measurement devices such as measuring gauges and feeler gauges.

In railway, the CALIPRI devices are used to measure the wear of wheelsets, brake discs, rails and switches. Thus, delivering important parameters for predictive maintenance. In automotive, the stationary or portable systems of NEXTSENSE are used for gap and flush measurements, optimizing processes and quality control from prototyping to serial production. And in steel mills, surface defects and profile deviations are identified for cold and hot long products. Due to their portability the CALIPRI devices can be used flexible along the rolling line.

The customer list of NEXTSENSE includes all major railway companies, numerous well-known international automobile manufacturers and major steel producers, including Deutsche Bahn, SNCF, China Railways, Daimler, JLR, Audi, BMW, voestalpine and ArcelorMittal.

At the company headquarters in Graz, 90 employees ensure constant development of the CALIPRI hardware and software for individual customer solutions. With 40 distribution partners and two branch offices (US and China) NEXTSENSE has built a global network and reached an export quota beyond 90%. Since May 2018 NEXTSENSE is part of Hexagon AB, the leading global provider of information technologies. ■



车门内联间隙测量
Inline gap measurement of car door



高精度车轮轮廓度测量
High-precision wheel profile measurement



用于钢铁行业的移动式轮廓度测量设备
Mobile profile measurement device for the steel industry

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Oberbank
3 Banken Gruppe

奥伯银行 – 坐落在欧洲中心的家

五个国家，共享一个奥伯银行。

奥伯银行坚持…

…地域性契合于国际性

- 我们是中欧地区公认的一家传统型、综合性银行，我们的国际网络也向进出口商提供支持。
- 自主性和独立性不仅是我行的真实、独特的特征，也是维系长期业务关系的基础。

…具有危机恢复能力的商业模式和业务拓展

- 我们遵循保守的风险管理方法，我们主张构建长期合作关系，而非机会主义。
- 过去三年40%的盈利增长证实了我们商业模式的成功。
- 定向扩张：其它银行正在关闭分支机构，而我们正在开设新的分支机构！

奥伯银行向其客户提供…

…全球性的专业知识

- 我们可以作为平等的合作伙伴，为中等规模公司的国际贸易业务提供支持。
- 我们拥有约由1300家代理银行组成的国际网络，可为我们为客户提供高效支持。

…全面的服务范围

- 我们可为对外贸易提供广泛的产品和服务：
 - 在票据业务中
 - 支付转帐与货币管理
 - 出口融资

…在国际商务中进行快速决策

- 凭借扁平型结构以及流畅运行的通信结构，使我们能快速做出决策。■



奥伯银行 – 与众不同
Oberbank. Not like any other bank.

Oberbank – at home in the heart of Europe

Five countries - one Oberbank

Oberbank stands for...

... regionality meets internationality

- We are a traditional universal bank well-established in Central Europe whereas our international network supports exporters and importers.
- Autonomy and independence are not only real and unique features of our bank but also basis for long lasting business relations.

... a crisis resilient business model & growth

- We follow a conservative risk approach – we stand for a long-term partnership – not opportunism.
- 40% earnings growth in the past three years confirms our business model.
- Targeted expansion: Others are closing branches, we are opening.

She offers her customers ...

... global expertise

- We provide support to medium-sized companies for their international business as an equal partner.
- An international network of some 1,300 correspondent banks enables us to provide efficient customer support.

... a comprehensive range of services

- We offer a broad range of products and services for foreign transactions:
 - in the documentary business
 - payment transfers & currency management
 - export finance

... fast decision-making in international business

- We have short decision paths due to a flat hierarchy and a smoothly functioning communications structure. ■



奥伯银行地图
Oberbank map

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Oroboros在中国由以下经销商代表：

上海赞德医疗器械有限公司
www.zendainc.com
北京华威中仪科技有限公司
www.hwsci.com

作为线粒体和细胞研究的专家，Oroboros 仪器有限公司经销用于高分辨率呼吸测量（HRR）的金标准O2k技术。研究人员及临床医生可利用经测试和可信赖的O2k仪器研究运动生理学、衰老、癌症、糖尿病、神经退化和线粒体医学中的线粒体功能。

用于测量各类线粒体制剂和活细胞呼吸作用的核心技术HRR可采用O2k-荧光谱仪进行扩展，用于同时监测耗氧量和ROS产生量（AmR）、线粒体（mt-）膜电位（TMRM，番红花素和罗丹明）、Ca²⁺（CaG）或ATP产生量（MgG）。

附加多传感器模块能够利用离子敏感电极（用于TPP⁺或TPMP⁺）、Ca²⁺或pH来测量mt膜电位。

O2k数据采集和分析软件DatLab提供了用于指导用户逐步完成所需实验的质量控制协议和底物解偶联剂抑制剂滴定（SUT）协议。

NextGen-O2k进一步扩展了新的Q氧化还原和光生物学模块，是用于实时监测线粒体/叶绿体功能的一体化设备。其创新处建立在Oroboros O2k技术的基础上，确保结果的可再现性和准确性。

图示

- 超过25年经验
- 销往49个国家的1000多种仪器
- 公共和私人研究机构的900多家用户
- 140多场关于HRR的国际研讨会
- 3,300多篇关于O2k应用的发表文章
- 600多个建立了O2k信息共享网络，经验丰富的实验室 ■



本项目由欧盟的地平线 2020 研究与创新计划提供资金支持。
This project has received funding from the European Union's Horizon 2020 research and innovation programme.



O2k-FluoRespirometer - 为高分辨率呼吸运动测量法设计的实验性系统。
The O2k-FluoRespirometer - the experimental system complete for high-resolution respirometry.



Oroboros 团队在奥地利因斯布鲁克 Oroboros 总部门前。
The Oroboros team in front of the Oroboros headquarters in Innsbruck, Austria.



Oroboros 的科学家正在总部实验室进行实验。
Oroboros scientists performing experiments in the laboratory.

Oroboros in China is represented by the following distributors:

Shanghai Zenda Medical Co. Ltd.

www.zendainc.com

Beijing Huawei ZhongYi Technology Co. Ltd.

www.hwsci.com

As a specialist in mitochondria and cell research, Oroboros Instruments GmbH distributes the gold standard O2k-technology for high-resolution respirometry (HRR). The tested and trusted O2k instruments enable researchers and clinicians to study mitochondrial function in exercise physiology, aging, cancer, diabetes, neurodegeneration and mitochondrial medicine.

The core technology HRR for measuring respiration in various types of mitochondrial preparations and living cells can be extended using the O2k-FluoRespirometer for simultaneous monitoring of oxygen consumption and either ROS production (AmR), mitochondrial (mt-) membrane potential (TMRM, Safranin and Rhodamine), Ca²⁺ (CaG) or ATP production (MgG).

Add-on MultiSensor modules enable measurement of mt-membrane potential with ion sensitive electrodes (for TPP⁺ or TPMP⁺), Ca²⁺ or pH.

O2k-Software DatLab for data acquisition and analysis provides protocols for quality control and substrate-uncoupler-inhibitor titration (SUIT) protocols, guiding the user step-by-step through the desired experiment.

Further extended by novel Q-redox and PhotoBiology modules, the NextGen-O2k is the all-in-one device for real-time monitoring of mitochondrial/chloroplast function. Its innovations, built upon the Oroboros O2k-technology, ensure reproducible and accurate results.

Figures

- 25 years of experience
- 1000 instruments in 49 countries
- 900 users in public and private research facilities
- 140 international workshops on HRR
- 3300 publications on O2k applications
- 600 experienced laboratories building an O2k-Network for information sharing ■

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多年来，帕尔菲格一直是世界领先的商用车辆和海事领域创新性起重解决方案制造商之一。它是一家总部位于奥地利贝格海姆的跨国集团，2018年，帕尔菲格集团拥有约11,000名员工，总销售额为16.16亿欧元。

集团在欧洲、独联体、北美、南美和亚洲都拥有制造和装配基地。公司战略的支柱为创新、国际化、强化的产品、灵活性的服务和流程，以及帕尔菲格21st（智能解决方案和基于数据的创新业务模型的开发）。帕尔菲格不仅被视为全球液压装载起重机市场领导者，还被视为市场的技术领导者。凭借遍布各大洲130多个国家的5,000多个销售和服务中心网络，帕尔菲格始终与客户保持密切联系。■

For many years PALFINGER has been one of the world's leading manufacturers of innovative lifting solutions for use on commercial vehicles and in the maritime field. As a multinational group headquartered in Bergheim, Austria, the PALFINGER Group, which has approx. 11,000 employees, generated total sales of approx. EUR 1,616 million in 2018.

The group has manufacturing and assembly facilities in Europe, CIS, North and South America, as well as Asia. The pillars of its corporate strategy are innovation, internationalization, enhanced flexibility of products, services and processes, and PALFINGER 21st (the development of smart solutions and innovative, data-based business models). PALFINGER is regarded not only as the market leader, but also the technology leader, in the global market for hydraulic loader cranes. With a network of more than 5,000 sales and service centers located in over 130 countries across all continents, PALFINGER is always in proximity to its customers. ■



POLYTECHNIK BIOMASS ENERGY | 博林泰森生物质能源

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POLYTECHNIK
生物质能源

更多分公司信息请访问：
For more information on our subsidiaries please visit:
www.polytechnik.cn

历经54载，位于奥地利下奥州的博林泰森公司早已成为世界上生物质能源技术的领导者。博林泰森公司为客户提供不同规格的生物质能源厂的设计和全套设备，并建造交钥匙工程。博林泰森单个燃烧设备的热功率在300kW到30,000kW之间，所使用的介质可以是温水、热水、蒸汽或热油，所生产的热能可用于供暖、工业用热和热电联产，其电功率通常在200kW至 20,000kW之间。最近我们又推出了新产品生物炭碳化工厂和无需进行后续烟气处理的高效低尘的生物质气化燃烧设备（POLY H.E.L.D.）。我们拥有四家通过ISO9001认证的工厂，在整个欧洲有15个工程、销售和服务中心，在海外还有5个服务支持点，约有240名员工。在中国的江苏省徐州市设有一个子公司，在广东省揭阳市还有一家合资公司。我们始终与各大高校和科研机构保持密切的合作，不断地对我们现有的产品进行改良。目前奥地利总部销售的出口率接近95%，全球有超过3200台运转的设备，受到客户的广泛好评。我们的客户群体包括欧洲最大的飞机制造商，英国最大的蛋白质加工集团和俄罗斯的木材加工集团，它们都是所在行业的领航者。博林泰森公司不仅符合当前生态环保的产品趋势，还关注未来可持续的发展。公司在不断扩大的市场中应用最先进的技术，为二氧化碳中性的能源生产做出巨大的贡献。■

During its more than 54 years of company history, POLYTECHNIK, based in Lower Austria, made its way to one of the globally leading suppliers for the design and delivery of turnkey biomass combustion plants for heat and electricity generation. POLYTECHNIK offers these combustion plants with a performance range from 300 kW up to 30,000 kW output per boiler. Media carriers can be warm water, hot water, steam or thermal oil. The plants can be used for heating and process heat as well as for power generation (from 200 kWel up to 20,000 kWel).

New in the manufacturing program are also carbonization plants and the POLY H.E.L.D. combustion technology (high efficiency and low dust without flue gas treatment). Approximately 240 people are employed in the four ISO 9001 certified production facilities and the 15 engineering, sales and service subsidiaries throughout Europe, as well as in the additional five operations overseas. In China Polytechnik operates a subsidiary in Xuzhou (Jiangsu province), in Beijing and has a Joint-Venture-Partner in Jieyang (Jiedong district).

At the same time, existing products are continually improved by ongoing large research projects as well as through the cooperation with technical universities and research institutes. The result is a technology which comes far below statutory emission limits, increases efficiency and by doing so enables an almost infinite application in the combustion of biomass. The export rate of the Austrian industry leader currently amounts to almost 95 percent. More than 3200 plants are operated worldwide, to the fullest satisfaction of their users.

Besides the largest European aeroplane manufacturer, the company's customers include, for example, British protein processing corporations or Russian timber processing groups, which in turn dominate the global market themselves. By creating ecologically friendly products, Polytechnik not only meets current trends but also provides for a sustainable development by employing state-of-the-art technologies in growing markets and therefore significantly contributing to a CO₂ neutral energy production. ■



法国空中客车制造商中央加热站
Central heating station at the aircraft manufacturer AIRBUS in France



新西兰的双锅炉电厂
Double boiler plant installed in New Zealand



燃烧室的概况
A view into the combustion chamber



中国洁榕热电联产厂项目的安装现场
Installation of the heat and power plant in Jierong, China

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pronatour

开发和实施体验项目

Pronatour公司是一家专门从事体验项目规划和实施的企业。主要在具有乡村旅游吸引力的地区开发和实施体验项目，突出户外运动、自然风景、家庭互动和山脉景观的主题。在欧洲，我们已成为滑雪场夏季体验设计的领先供应商。

最初，我们与每位客户一起制定旅游总体规划方案。

旅游总体规划方案的制定步骤如下：综合实地考察、启动研讨会、资源和潜力分析、SWOT分析和潜在主题探索。根据游客的旅游目的地挖掘独特卖点。我们的总体规划均以情节导向为核心，旨在吸引游客的到来并抓住他们的注意力。后期将在我们的总体规划中纳入冒险小径或游乐场、主题公园、展览馆、攀岩区等一系列有趣的体育冒险项目融为一体的全新景点。

我们拥有一支由建筑师、景观设计师、设计师、艺术家、旅游专家和生态学家组成的极具专业素养、才华横溢的内部团队，由他们完成本方案的构思、规划和实施。

我们为旅游目的地建立了一个具有可持续发展目标的长期愿景，以成功提升景区旅游吸引力。■

Developing and implementing experience projects

Pronatour specializes in the planning and implementation of experience projects. We work mainly in regions with rural tourism appeal, specifically areas with a focus on outdoor sport, nature, families and mountains. In Europe, we have risen to become the leading provider of summer experience designs to ski areas.

Initially, in conjunction with each of our clients, we develop a tourism master plan.

The master plan is developed step by step as follows: comprehensive site visit, start workshop, analysis of resources and potential, SWOT analysis and exploration of possible themes. A genuine unique selling point (USP) is developed, specific to the client's destination. At the heart of each of our master plans is a storyline devised to enchant visitors from the start and hold their attention. The attractions, which are subsequently realized out of our master plans, such as adventure trails or playgrounds, theme parks, exhibitions, climbing areas or other fun sporting adventures, are the result of our creative energy.

Concept, planning and implementation phases are all delivered by our talented and versatile in-house team of architects, landscape architects, designers, artists, tourism experts and ecologists.

We create a vision for your destination, with long term, sustainable goals, in order to successfully enhance its visitor appeal. ■



少儿冰雪世界“Mon(t) Magic”，
安道尔 Grandvalira 滑雪场
Kinderwinterland “Mon(t) Magic”，
Grandvalira/Andorra



“Alpspix” 视角，德国加米施小镇
Viewpoint “Alpspix”，Garmisch/Germany



儿童游乐园，奥地利的费斯
Adventure playground, Fiss/Austria



“Bond World”，瑞士雪朗峰
“Bond World”，Schilthorn/Switzerland

REDWAVE

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www.redwave.com/contact

REDWAVE – 废物回收和处理解决方案

通过技术进步推动社会前进！

REDWAVE是回收和废物行业盈利解决方案的可靠合作伙伴。它为可回收物提供开创性和经济的分拣工厂，以及交钥匙废物处理工厂。此外，作为行业领先企业，REDWAVE基于传感器的分拣机，具有坚固的工业设计，可实现高性能、高品质的材料回收操作。

REDWAVE的业务足迹遍及全球，总部设在奥地利，在中国、新加坡、德国和美国设有分公司。

回收：

先进的光学分拣机和完整的工厂解决方案，确保最高回收率和最大利润。我们保证为回收工厂提供具有最高产量的最先进的分拣解决方案。

废物处理厂：

REDWAVE应用自动化、机械加工和分拣技术，将废物转化为高质量的二次燃料，切实满足用户的要求。与此同时，基于传感器的分拣机还可以实现可用回收材料（例如，金属、塑料、玻璃、纸张和矿物）的最大产量。

堆肥和沼液处理：

另一主要领域是用于处理有机废物（例如，厨房和食品废物、污水污泥）的环境友好型堆肥交钥匙工厂，以及越来越多地将发酵工厂产生的发酵残渣用于沼气生产。

在中国的相关情况：

- 连云港——MBT工厂，273,000吨/年城市固体废物（MSW）的生物干燥和机械处理
- 临淄——中国最大的MBT工厂，657,000吨/年城市固体废物（MSW）的生物干燥和机械处理 ■



垃圾处理厂
Waste treatment plant



REDWAVE 垃圾处理厂描述
Description of a REDWAVE waste treatment plant



垃圾处理厂的分拣工艺
Sorting process in a waste treatment plant

REDWAVE - Recycling & waste treatment solutions

Advancement through technical progress!

REDWAVE is a reliable partner for profitable solutions in the recycling and waste industry. It supplies groundbreaking and economic sorting plants for recyclables as well as turnkey waste treatment plants. Furthermore, REDWAVE is a leading manufacturer of sensor-based sorting machines with a sturdy industrial design which achieves high performance and quality recovery of materials.

REDWAVE is operating worldwide and headquartered in Austria. It maintains branch offices in China, Singapore, Germany and the USA.

RECYCLING:

Advanced optical sorting machines and complete plant solutions grant highest recycling rates and maximum profit. We guarantee the most advanced sorting solutions with the highest yield for recycling plants.

WASTE PROCESSING PLANTS:

REDWAVE applies automated, mechanical processing and sorting technologies to convert waste materials to high-quality secondary fuels that reliably meet the requirements of the users. At the same time the sensor-based sorting machines also achieve the maximum yield of usable recycled materials such as metals, plastics, glass, paper and minerals.

COMPOSTING AND TREATMENT OF DIGESTATE:

Another major area are turnkey plants for environmentally friendly composting of organic waste, such as kitchen and food waste, sewage sludge and increasingly fermentation residues from fermentation plants for biogas production.

REFERENCES IN CHINA:

- Liangungang – MBT plant, biological drying and mechanical treatment for 273.000 tpy of residential MSW
- Linzi – largest MBT plant in China, biological drying and mechanical treatment for 657.000 tpy of residential MSW ■

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Reiseparadies Kastler是一家专注于休闲业务的旅游公司。它负责组织欧洲各地的旅行，并拥有自己的巴士车队，至今已连续5次荣获“奥地利最美巴士车队”的殊荣。

Reiseparadies Kastler同时还是一家旅游运营公司，我们推出的旅游项目目录多达350多页。我们专注于多个领域，但首先也最重要的是音乐和文化旅游（尤其是古典音乐和歌剧）和游学，借此我们可以为成年人开设历史、艺术史或地理学方面的课程。此外，我们的重点关注领域则是欧洲各地的往返旅行--特别是在奥地利、德国、意大利、克罗地亚和英国以及斯堪的纳维亚。

我们与欧洲所有主要的歌剧院和音乐厅均有长期的业务合作关系，同时我们也很乐意组织观赏著名合唱团（维也纳少年合唱团）的各种音乐会。

我们很高兴为您量身定制的旅游套餐，从区域性的一日游（如有《音乐之声》的萨尔茨堡、维也纳、萨尔茨卡默古特的高山和湖泊、哈尔斯塔特、浪漫的中世纪城镇和波西米亚城堡等），直到一至两周的欧洲之旅，带您到欧洲大陆文化最丰富的城市和大都市，让您体验文化活动，如音乐剧、歌剧、节日和音乐会。

在接待有意探寻奥地利和欧洲的个人客户和团体客户方面，我们拥有几十年的经验。我们可提供舒适的现代化巴士，还有友善的司机和丰富的导游随时为您服务，以向您展示怡人美景、自然风光、文化亮点和各类精彩活动！■



Reiseparadies Kastler operates as a tourism company with a focus on leisure business. It organizes journeys all over Europe and runs its own bus fleet, which has by now received the prestigious award "Austria's most beautiful bus fleet" no less than 5 times!

Reiseparadies Kastler also works as a tour operator company, which publishes group tours in catalogues of more than 350 pages. We are specialized in many fields, but first and foremost in music and culture tours (especially classical music and operas) and study trips, where we create programs for adults on themes of history, art history or geology. Furthermore, we have a focus on round trips all over Europe - especially in Austria, Germany, Italy, Croatia and Great Britain as well as Scandinavia.

We have long-standing business relations with all main opera houses and concert halls in Europe and would be also pleased to organize visits of concerts of famous choirs (Vienna boys' choir a.s.o.)!

We are happy to provide tailor-made packages ranging from regional day trips (e.g. Salzburg with "The Sound of Music", Vienna, the mountains and lakes of Salzkammergut, Hallstatt, romantic medieval towns and castles of Bohemia etc. ...) to one- or two-week long tours across Europe, taking you to the most culturally rich cities and metropolises of our continent and letting you experience cultural events such as musicals, operas, festivals and concerts.

We have decades of experience in handling both individual customers and incoming groups wishing to explore Austria and Europe. Our comfortable, modern buses, friendly drivers and experienced tour guides stand ready to serve and show you beautiful landscapes, natural beauty, cultural highlights and exciting events! ■



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RHI Magnesita是全球领先的高档耐火制品、系统和解决方案供应商，在钢材、水泥、有色金属和玻璃等行业广泛采用的超过1200° C的工业高温工艺方面不可取代。凭借垂直整合的价值链，即从原材料到耐火制品和完整的性能解决方案，RHI Magnesita为全球几乎所有国家的客户提供服务。公司具有高度的地域多元化，在全球设有35个主要生产基地和70多个销售办事处，并拥有14000多名员工。RHI Magnesita在收入、规模、产品组合和多元化的地域分布，战略性对焦经济增长前景更具活力的国家和地区，发挥全球领导力。其股票在伦敦证券交易所（代号：RHIM）挂牌溢价，是富时250指数的组成部分。

更多信息，请访问www.rhimagnesita.com ■

RHI Magnesita is the leading global supplier of high-grade refractory products, systems and solutions which are indispensable for industrial high-temperature processes exceeding 1,200°C in a wide range of industries, including steel, cement, non-ferrous metals and glass. With a vertically integrated value chain, from raw materials to refractory products and full performance-based solutions, RHI Magnesita serves customers in nearly all countries around the world. The company has a high level of geographic diversification with more than 14,000 employees in 35 main production sites and more than 70 sales offices around the world. RHI Magnesita intends to leverage its global leadership in terms of revenue, scale, product portfolio and diversified geographic presence to target strategically those countries and regions benefitting from more dynamic economic growth prospects. Its shares have a premium listing on the London Stock Exchange (symbol: RHIM) and are a constituent of the FTSE 250 index.

For more information please visit: www.rhimagnesita.com ■



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RIEGL 是国际领先的测绘级三维激光扫描仪和扫描系统供应商。

激光扫描设备的原理是通过高度密集的扫描模式，对目标物体表面数以百万计的测量点进行测绘。其生成的三维数据可以在电脑上以点云的形式实时呈现，扫描区域内的点云数据逼真写实、极其精准并且可以上色。

在地面激光扫描领域，RIEGL 针对各种应用提供测距范围 600 至 6000 米不等的多种型号三维地面激光扫描仪。配合适当的配套软件包，可以满足考古、建筑、事故调查、土木工程及露天采矿等众多不同领域的需求。

在移动激光扫描领域，RIEGL 研制的高性能移动测绘系统可以安装在不同平台（如车、船、轨道交通工具）上，在平台行进过程中完成高精度扫描数据的测量和影像的获取，可应用于道路监测、城市建模等。针对轨道测图与净空区测量，RIEGL 也专门提供了具有三部激光雷达的 VMX-RAIL 移动测绘系统。

在机载激光扫描领域，为满足客户不同项目的集成需求，RIEGL 不仅提供单通道激光雷达传感器，同时也提供用户友好的交钥匙解决方案，例如 VQ-1560i 双通道机载激光雷达系统，水陆联测机载激光扫描系统 VQ-880-GII 等。

在基于无人机的应用领域，RIEGL 提供了一套完整的 UAS 激光雷达解决方案，包含了 RiCOPTER（第一部由制造商直接提供的测绘级无人机系统）以及一系列超清紧凑型高性能激光扫描仪，可由用户根据自身需求集成至小型或中型无人机系统。

总部位于中国首都北京的 RIEGL China，携手已与 RIEGL 保持长期合作关系的中国经销商伙伴们，致力于为 RIEGL 的客户提供最佳服务，并会积极促进 RIEGL 在中国的进一步发展。■



安装于 RIEGL DA42 MPP 吊舱的 RIEGL VQ-1560i 双通道机载激光雷达系统，应用于复杂环境与地形下的大面积测绘。
RIEGL VQ-1560i Dual Channel LiDAR System mounted in the nose pod of the RIEGL DA42 MPP.



搭载 RiCOPTER 的 RIEGL VUX-1 UAV 激光扫描仪，应用于无人机测绘项目
RiCOPTER with RIEGL VUX-1 UAV LiDAR Sensor for UAV-based surveying missions



RIEGL VZ-400i 地面三维激光扫描仪
RIEGL VZ-400i Terrestrial 3D Laser Scanner

RIEGL is an international leading provider of cutting-edge 3D laser scanners and scanning systems for surveying applications.

Laser scanning devices capture the overall surface of an object in a very dense scan pattern of millions of measuring points. The resulting 3D data are immediately visualized and accessible in form of a point cloud – a photorealistic, colored, and precise representation of the scanned scene.

For terrestrial laser scanning, RIEGL offers laser scanners with measuring ranges from 600 m to 6,000 m. In combination with appropriate software packages, application-oriented systems for archeology, architecture, accident investigation, civil engineering or open pit mining are provided.

For mobile laser scanning, RIEGL delivers high-performance mapping systems, which allow the acquisition of high-resolution scan data and pictures while driving. Mounted on various platforms, they can be used for e.g. road monitoring and city modeling. For track mapping and clearance surveying, the triple scanner system RIEGL VMX-RAIL is offered.

For airborne laser scanning, users are offered single scanner engines optimized for challenging missions of all kinds, but also user-friendly turnkey solutions such as the VQ-1560i Dual Channel LiDAR System and the topo-hydrographic Scanning System VQ-880-GII.

In UAV-based laser scanning, RIEGL delivers a complete UAS LiDAR solution, the RiCOPTER, and a broad portfolio of compact and lightweight high-performance sensors ready for integration into small and medium-sized unmanned aircraft.

RIEGL China, RIEGL's main office in Beijing, and the longstanding cooperation with our Chinese distribution partners are a sound basis to optimally support customers and prospects, as well as to enable further expansion of RIEGL in China. ■

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Robutec工程有限公司位于欧洲奥地利萨尔茨堡市中心，已有20多年的历史，从事液压元件及零部件（数量庞大）的销售，并远销亚洲市场。产品包括欧美知名品牌，由于我们与这些公司一直保持长期合作关系，因而所提供的价格极具竞争力。我们可以保证从订单到交货都能提供畅通无阻的服务。■

Robutec Engineering Ltd. is domiciled in the city center of Salzburg in Austria (Europe) and has been engaged for more than 20 years in the distribution of hydraulic components and spare parts (also in great quantities) from well-known European and American brands to the Asian market. Thanks to our long-standing cooperation with these companies we are able to offer highly competitive prices, whereby we can guarantee a smooth service from order to delivery. ■



机器人
Robot

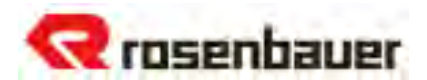


机械
Machine

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Rosenbauer是世界领先的消防和灾难防护系统制造商。150多年来，在制造符合欧美标准的消防车辆和灭火系统领域，这个名字代表的是重大创新和突破性技术。Rosenbauer为消防人员提供了种类齐全的城市消防车、云梯消防车、登高平台消防车、机场消防车、工业消防车、专用车辆、灭火系统、消防设备、固定式灭火系统以及车辆管理和远程信息管理解决方案。Rosenbauer通过其遍布100多个国家的服务网络提供维护、客户服务和翻新服务。■

Rosenbauer is the world's leading manufacturer of systems for firefighting and disaster protection. For more than 150 years, the name has stood for significant innovations and ground-breaking technology in the manufacture of firefighting vehicles and extinguishing systems in accordance with European and US standards. Rosenbauer offers firefighters a full range of municipal extinguishing vehicles, aerial ladders, hydraulic platforms, airport vehicles, industrial vehicles, specialty vehicles, extinguishing systems, firefighting equipment, stationary extinguishing systems and solutions for vehicle management and operations management in the area of telematics. Rosenbauer provides maintenance, customer service and refurbishment through its service network in over 100 countries. ■



直曲壁云梯消防车 L32XS
Articulated Ladder L32XS



工业消防车
Industrial pumper



美洲豹机场消防车 6x6
ARFFV Panther 6x6

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Rosendahl Nextrom 有限公司是电池、电缆和电线及光纤生产技术领域的全球领先者，公司经营目标是将客户的需求与我们的技术相结合。我们的核心价值观体现在质量、个性化定制、产品专有技术以及与合作伙伴的密切合作方面。在 Rosendahl Nextrom 公司，我们除了进行设计、制造和组装，还会根据客户的特殊需求提供专业服务，这使我们感到快乐并充满干劲。

Rosendahl Nextrom 分别在 Pischelsdorf（奥地利）和 Vantaa（芬兰）设有生产基地。

如需了解更多信息，请访问 www.rosendahlnextrom.com ■

Rosendahl Nextrom is a global leader in battery, cable & wire and optical fiber production technologies whose goal is to connect your needs with our technology. Quality, customization, product know-how and close cooperation with our partners are our core values. For us at Rosendahl Nextrom, it is not enough that we design, manufacture and assemble our solutions; it is our joy and motivation to create professional solutions perfectly suited to your particular needs.

Rosendahl Nextrom's production sites are located in Pischelsdorf (Austria) and Vantaa (Finland).

Find out more at www.rosendahlnextrom.com ■



硅淬热
Red-hot for silicone



Rosendahl 生产的客户定制低压电力电缆
Rosendahls customized line for low voltage power cable

RUDOLF GROSSFURTNER GMBH

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“肉类品质”——走向成功的价值观和目标

约50年前，当Rudolf Grossfurtner创建自己的肉类加工公司时，他的首要目标就是提供最高品质的肉类食品，以获得最高的客户满意度——而现在，半个世纪过去了，这一目标从未改变。

这家奥地利公司历史悠久，主要业务范围涉及屠宰生猪生牛，以及分割和零售猪肉牛肉。在营销定位上，特别强调所提供的肉类均获得奥地利优质产品标志“AMA 品质保证”。

“肉类品质”不仅仅是一个口号，也是公司的信条：在变幻莫测的市场中，GROSSFURTNER 有限公司视自身为服务肉类市场和地区农业社区的得力合作伙伴。公司的规模足以独立且灵活地满足各类客户需求。

不断改善生产流程和聘用合格员工，是实现这一目标的制胜关键。这要求持续的现代化改善措施，包括：兽医站建设、采用HACCP系统进行无缝、集成和完整的记录、妥善的进货处理，以及遵守确保产品安全所需的所有卫生法规。

在GROSSFURTNER 有限公司，区域性和可持续性是公司理念的重要组成部分，并一直得到切实的贯彻实施。公司始终明白自身责任。例如，屠宰场的垃圾会送入公司沼气厂，产生供公司使用的燃气和电力，冷冻系统的余热以集中供热形式提供给附近的居民家庭。

Rudolf Grossfurtner以其独特的方式，秉承其家族的价值观和传统，并为公司的未来发展做好准备。■

“Meating quality” – our values and goals for success

Nearly 50 years ago, when Rudolf Grossfurtner founded his own meat processing company, his primary goals were top customer satisfaction and top-quality meat – and now, half a century later, this has not changed.

This long-established Austrian company's main areas of activity are the slaughter and cutting, both coarse and fine, of cattle and pigs, and retail. Special emphasis is placed on marketing meat that has been awarded the Austrian quality seal “AMA Gütesiegel”.

“Meating quality” is not just a slogan, it's also the company credo: in a constantly evolving market, GROSSFURTNER GmbH views itself as a competent partner serving both the meat market and the regional farming community. The company's size enables it to respond individually and flexibly to customer.

It would be impossible to achieve this without constantly improving production processes and employing qualified staff. This requires ongoing modernization measures involving the veterinary office and compliance with all hygiene regulations necessary for product safety by means of a seamless, integrated and fully documented HACCP system and responsible handling of resources.

At GROSSFURTNER GmbH, regionality and sustainability are not only part of the corporate philosophy, they are also a practical reality. The company has always been aware of its responsibility. For example, slaughterhouse waste is fed into the company biogas plant to generate gas and electricity for the company's own use and the waste heat from the cooling systems is supplied to households in the near area in the form of district heating.

In his own, unique way, Rudolf Grossfurtner has managed to remain true to the values and traditions of his family while also preparing his company for the future. ■



Großfurtner 先生
Mr. Großfurtner



冻片猪肉
Pork halves



工作手套
Working gloves

SEAL MAKER PRODUKTIONS- UND VERTRIEBS GMBH

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Let's Seal the world! 从机械密封到全世界的密封系统, Seal Maker 是一家全球性生产高品质半成品、数控车床和各类密封件的制造商。自1997年成立以来致力于为我们的客户提供个性化解决方案, 满足客户的各类密封需求。目前, 公司的客户和合作伙伴已经遍及全球70多个国家, 并且每年都在扩大。

Seal Maker专注于为客户提供完美一致的密封生产体系, 让我们的合作伙伴可以轻松克服挑战, 满足日益增长的市场需求。此外, 我们的强大优势在于提供密封技术服务, 定制订单的灵活性, 快速处理时间以及订单交易的可靠性。

通过与Seal Maker在机器和材料领域的合作, 我们的客户可以生产出各个应用领域的密封产品, 如适用于液压缸、建筑机械、大型压力机和采矿业的密封件。自2016年以来, Seal Maker还为水电站等特殊工业部门以及采矿和水泥行业提供特定目标的密封解决方案。我们正在开发一系列相应的密封解决方案, 并应要求在现场实施。

除了传统的液压和气动应用外, Seal Maker在石油天然气领域一直备受关注。此外, 我们还提供适合食品工业中各种应用的材料。

Seal Maker 全部产品均来源于自产, 从半成品, 车床到相应的内部软件开发。最后不得不提, Seal Maker在全球范围内提供亲切友好的面对面现场指导服务! ■

Let's seal the world! From machined seals to world-wide sealing systems - Seal Maker is a global active company in the fields of high-quality plastic and elastomer semi-finished products, as well as CNC-lathes and seals that are used in all types of industry. Successfully established in 1997 Seal Maker offers solutions enabling its customers to meet individual sealing requirements. Currently the international network of satisfied customers includes partners in more than 70 countries, expanding each year.

Focusing on supporting our customers with a perfectly aligned seal production system, Seal Maker partner can easily overcome challenges and fulfill increasing market requirements. Furthermore, great strengths lie in service for all matters of sealing technology, flexibility in manufacturing customized orders, fast processing times as well as reliability in order transactions.

By working with Seal Maker machines and materials, sealing products for various sectors and applications, as hydraulic cylinders, construction machinery, big presses or seals for the mining industry can be produced. Since 2016 Seal Maker also presents target oriented sealing solutions for special industrial sectors like hydro-electric power stations, as well as the mining or cement industry. Corresponding sealing solutions are being developed and – on request – implemented on site.

Apart from classical hydraulic and pneumatic applications, there has always been a focus on the field of oil & gas. Furthermore, suitable materials for various applications in the food industry are available.

Seal Maker delivers everything from one single source: semi-finished products, lathe machines, the corresponding software developed in-house. And – last but not least – a friendly and competent service on site, world-wide! ■



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SENOPLAST

更多分公司信息请访问:
For more information on our subsidiaries please visit:
<https://www.senoplast.com/en/locations>

Senoplast公司生产用于热成型和其它工艺加工的塑料板材和薄膜, 已经有60年的历史。多年来, Senoplast公司已发展成为多层共挤板材和薄膜领域的专家。

Senoplast公司总部位于奥地利皮森多夫, 每年向全球不同领域的客户提供约50,000吨senosan®产品。senosan®品牌所代表的不仅是高品质的板材和薄膜, 更彰显了它的环保意识。创新型的和高品质的塑料板材和薄膜材质包括ABS、ABS/PO、ASA、PMMA、PS和PO, 可广泛应用于多种领域。Senoplast公司产品根据客户要求制造高品质表面的产品, 并提供用于汽车行业、家具行业和卫浴行业的个性化产品定制及解决方案。■



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SILICONALPS

更多分公司信息请访问:
For more information on our subsidiaries please visit:
<https://www.silicon-alps.at/service/kontakt/>

Silicon Alps是位于奥地利南部的基于电子系统的技术和创新集群。来自工业、科学和公共机构的参与者合力推动施蒂里亚和卡林西亚省的电子和微电子行业的区域发展。作为一个高科技网络，集群成员的专业知识主要基于在智能传感器、电力电子和支持近距离无线通信技术和非接触式射频技术等领域的知识。我们成员公司的产品和服务范围从部件制造到移动技术、清洁技术、智能产品/物联网、医疗技术和自动化/工业4.0领域。

Silicon Alps是众多高度专业化的中小企业以及全球参与者的大家庭，其中有例如英特尔，英飞凌，恩智浦半导体，TDK，奥特斯，AVL，Flex和范林集团的子公司。奥地利南部以创新精神和高素质的员工队伍而闻名，并获得欧洲和世界范围的良好声誉。

作为一家集群管理机构，我们提供一站式服务，为合作项目查询和寻找上述科技领域的合作伙伴。如果您需要寻找业务或研究项目的合作伙伴 - 不管你正在寻找什么，尽快与我们联系吧！■

Silicon Alps is a technology and innovation cluster for electronic based systems in the south of Austria. Players from the industry, science and public authorities join forces to promote the electronics and microelectronics sector and foster regional development in the provinces of Styria and Carinthia.

Serving as a high-tech network, the cluster members' expertise is based particularly on know-how in the areas of smart sensors, power electronics and also NFC/RFID. Our member companies' products and services range from component fabrication to applications in the areas of mobility, clean technology/Internet of Things, health technologies and automation/Industry 4.0.

Silicon Alps is home to a great number of highly specialized SMEs as well as to subsidiaries of global players such as Intel, Infineon Technologies, NXP Semiconductors, Siemens, TDK, AT&S, AVL, Flex and LAM Research. The south of Austria is famous for its innovational spirit and its highly qualified work force and has acquired excellent reputation in Europe and around the globe. As cluster management organization we are your one-stop shop for enquiries on cooperation projects and the search for partners in the technology areas mentioned before. If you need assistance with the search for partners for business or research projects – no matter what you are looking for, do not hesitate to contact us! ■



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我们鼎力支持中国企业进入欧洲市场，特别是奥地利市场，利用其独到的管理技能与诀窍、现有的厂房与办公设施、一流的员工和卓越的商业网络，无论是解决语言问题，还是文化障碍，都能为中国企业在市场进入和发展的各个阶段提供交钥匙解决方案。利用我们的优势提高您在欧洲/奥地利投资的效率，降低风险并节省成本！

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陈万杰 博士

系董事长兼首席执行官，有着30多年的中欧间经商实战经验，是奥地利知名的注册企业咨询师和经商培训师，长期以来为中小企业、跨国集团公司和非盈利机构的国际业务开拓辛勤耕耘，并为他们提供商务系列讲座、跨文化管理培训及咨询服务。最近20多年来也为许多中国企业和组织打开奥地利市场创立了丰硕的成果。

奥地利与中国的西努百勒团队随时为您服务，让我们携手共进，共创辉煌！■



陈万杰 博士 董事长兼首席执行官
Dr. Wan Jie Chen, B.A., Akad. Expkfm.



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Dr. Wan Jie Chen

B.A., Akad. Expkfm., is Chief Executive Officer with more than 30 years of professional experience in Austria and China. He is a recognized business consultant with extensive expert knowledge for SMEs, international companies and non-profit organizations and a successful intercultural coach and seminar leader for “Doing Business in China”. In the last 20 years SINOplex has successfully accompanied numerous Austrian companies and institutions into the Chinese market.

For further information and inquiries, please contact our teams in Austria and China. ■

SML MASCHINENGESELLSCHAFT MBH

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SML机械有限公司一直致力于研究开发应用于全球塑料和包装工业的高性能挤出生产线。自1995年成立以来，SML以其技术创新能力、产品质量和生产能力的不断提高，与用户建立了良好的合作伙伴关系，广受赞誉。

通过对产品系列的针对性研究和随后的进一步开发，SML已成为挤出生产线领域的全球技术领导者。无论客户需要的是定制设备还是标准化产品，SML均可按照客户要求提供整厂解决方案。在以客户为中心的宗旨指导下，SML高素质的专家团队不断推进技术极限，从而建立起行业的新基准。SML始终以客户利益和满意度为首要任务，通过企业内部的实验线不断地促进新型和复杂工艺的发展。

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- 薄膜收卷机
- 长丝纺丝生产线：生产工业用丝和地毯长丝

SML公司产品和解决方案满足全球需求

SML公司总部位于奥地利雷德海姆，其遍布全球的销售和服务代表，保证了与客户的紧密联系，是与客户长期稳定合作关系的先决条件。■



SMLs 新建总部位于奥地利的雷德海姆
SMLs newly built headquarters in Redlham, Austria

SML Maschinengesellschaft mbH specializes in the development of high-performance extrusion lines for the global plastics and packaging industry. Founded in 1995, SML has established a reputation as a partner with a strong customer focus that offers innovation, quality and increased productivity.

Targeted research and the consequent further development of the product range have led to SML's current global recognition as a technological leader. Irrespective of whether they are custom-built or standardized, SML offers holistic plant solutions that have been developed in line with customer requirements. Spurred on by a strong customer orientation, a highly qualified team of specialists repeatedly calls technical limits into question and subsequently establishes new benchmarks. In-house, pilot lines facilitate the development of new and sophisticated applications, which constantly have customer advantages and satisfaction as their number one priority.

The business area in overview:

- Cast film lines for the production of thin and flexible films
- Sheet lines for the production of semi-rigid films
- Coating and lamination lines for the production of flexible composites for the packaging industry, breathable composites and composites made from aluminium and paper
- Film winders
- Multifilament spinning lines for technical and carpet yarns

SML products and solutions are in global demand

Company headquarters are located in Redlham, Austria and a tightly knit, worldwide network of sales and service representatives ensures local proximity to the customer, and thus provides the prerequisites for stable, long-term partnerships. ■



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SNOW51

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- SNOW51 外滩金融中心店 (2019年10月开业)
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- SNOW51 月亮湾店 (2019年11月开业)
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SnowHow China — 中国与阿尔卑斯山脉间的桥梁

- 冬季运动和冬季旅游咨询 (高山滑雪选手)
- 中国社交媒体营销 (高山滑雪选手)
- 宣传和交流
- 前往阿尔卑斯山的媒体旅行
- 阿尔卑斯新浪杯滑雪公开赛

Schild Skiracing — 充满热情的滑雪

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- 心理训练
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- 最好的培训设施和最先进的设备 ■



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SPANNRING GMBH

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Spannring 公司在智能坐浴盆领域经营了40多年，并于20多年前就已经研发出了自有知识产权的智能坐浴盆产品，包括spannring aquamano® “on the top” 和spannring aquamano® “kombi A” 两个系列，而且均已获得DVGW认证，成功销往欧洲各地。

在此，我们愿意将下述多年来积累的经验与感兴趣的OEM合作伙伴分享：

- 工程设计经验和解决方案，例如DVGW认证 W540（包括 EN 1717、EN 13077、KTW和W270）；适用于各种卫浴设备的IHMT系统（即时加热器迷你水箱）；
- 与商业对手竞争的经验及在欧洲和亚洲等市场的营销经验。

在参加2019年法兰克福国际浴室设备、楼宇、能源、空调技术及再生能源展览会（ISH）和2019年上海国际厨卫展览会（K & B）这两个世界顶尖贸易展览会期间，我们与感兴趣的智能坐浴盆制造商进行了交流。我们询问了他们是否也在计划开发、制造和引进符合欧洲需求和要求的智能坐浴盆，是否计划通过DVGW认证，是否在中国销售，产品中是否包含通过了DVGW认证的组件，以便在中国市场得到竞争优势。

Spannring公司拥有专业知识和能力，可以在服务中为您提供以下支持：

- 产品/系统需求调查 <> 有您的团队或与您的团队一起填写输入项
- 介绍概念性建议 <> 研发和实施工程的能力
- 系统开发和原型设计
- 供应链，协调供应商，引进经DVGW认证的组件及材料（大多数在欧洲）
- 与DVGW认证审核相关的准备、提交和协调工作
- 对销售和服务团队开展培训（专有技术应用和优势）

DVGW解决方案包含智能坐浴盆的更多其他优势，由于相关要求高，也促进了高品质、高安全和高卫生标准。

Spannring公司与您的公司一起，“共同探秘欧洲技术” ■



aquamano® combi A

IHMT 组件
IHMT components

DVGWcert W540

Spannring has been active in the e-bidet business for more than 40 years, for over 20 years self-employed in the development of its own e-bidet collection: spannring aquamano® “on top” and spannring aquamano® “kombi A”; all DVGWcert inside, are successfully sold in Europe.

The experience gained over the years we would now like to pass on to interested OEM partners:

- Experience and solution in engineering, such as DVGWcert W540 (includes EN 1717, EN 13077, KTW and W270); solution with IHMT system (Instant Heater Mini Tank) possible for every shower toilet variant
- Experience with competitors and markets such as Europe and Asia

During visits to the world's leading trade fairs in 2019, ISH Frankfurt and K&B Shanghai, spannring has talked to e-bidets manufacturers who want to export to Europe. Your company has also the plan to develop, manufacture and introduce e-bidet solutions which comply with needs and requirements in Europe - this including DVGW - or in China (which might include DVGW components - with advantages also for Chinese market).

Spannring has the know-how and competence to support with the following services:

- Surveys on product / system requirements <> Input from and with your team
- Presentation of conceptual proposals <> development- and engineering competences
- System development and prototypes
- Supply chain - coordination with suppliers for DVGW components - material (mostly in Europe)
- Preparation, submission and coordination of approvals and examinations for DVGW
- Trainings for sales- and service teams (know how application and advantages)

DVGW solution contains further advantages for e-bidets because requirements contain features which also can utilize support for high quality-, safety- and hygiene standards.

Spannring & your company - “European technology inside” ■

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更多分公司信息请访问：
For more information on our subsidiaries please visit:
<https://www.spgprints.com/spgprints-group/companies-agents>

关于SPGPrints集团：

SPGPrints集团是纺织品、标签与工业印刷市场的全球翘楚，在世界各地均设有办事处。它提供全面的系统解决方案，其中包括屏幕、油漆、油墨、印前设备，以及多系列的旋转屏幕和数码印刷系统。

关于SPGPrints（奥地利）有限公司：

SPGPrints（奥地利）有限公司是一家专业从事印刷模板和印前系统制造的企业，拥有40多年的发展历史。1986年，第一台用于圆雕纺织屏幕的激光雕刻机问世。从那时起，在全球不同的市场已安装了2000多个拥有不同技术的系统。不断创新和强大的分销网络可确保我们能够针对客户流程提供增值服务。针对降低运营成本、提高效率和提高收益率，我们专门开发了相关系列产品。我们拥有广泛的全球服务和支持网络，为保证生产率、连续性和可靠性提供了保障。

为确保技术的不断进步，我们支持不同的技术，如二氧化碳激光、光纤激光和紫外激光工艺，可用于直接雕刻与激光成像。■

About SPGPrints Group:

SPGPrints is a global leading company in the textile, label and industrial printing markets with locations all over the world. It provides total system solutions, with a portfolio including screens, lacquers, inks, prepress equipment, and a broad range of rotary screen and digital printing systems. The company has applied its electroforming expertise to developing both highly reliable rotary screen technology.

About SPGPrints Austria GmbH:

For more than 40 years SPGPrints Austria GmbH has been involved in manufacturing print forms and prepress systems. In 1986 the first laser engraver for in-the-round textile screens was delivered. Since then, more than 2000 systems of different technologies have been installed worldwide in different markets. Continuous innovation and a strong distribution network ensure that we can add value to our customers' processes. Our products are developed specifically to help reduce operational costs, increase efficiency and boost profitability. We back this up with an extensive global service & support network. This provides a commitment to guaranteed productivity, continuity and reliability.

To ensure continuous technological progress, we support different technologies such as CO₂-, Fiber- and UV-laser processes for direct engraving and laser imaging. ■



KRONOS DLE



rotaLEN DLE



HELIOS DLE



variLEX CTP

SPORTALM

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SPORTALM
KITZBÜHEL

Sportalm最初是一家小型针织厂，后来发展成为奥地利最成功的一家纺织品公司。自1980年以来，该公司一直隶属于埃利希家族，至今仍以家族企业的形式经营。

来到基茨比厄尔的访客都会争相一睹该品牌的家乡风采：令人印象深刻的新总部就建在该镇的入口处，始建于2014年。

Sportalm就是从这里开始逐步征服了世界，相关系列产品已行销全球40个国家，且范围仍在持续扩大。

除了在奥地利拥有6家门店，在德国拥有1家门店，在DACH地区拥有众多销售点外，于2015年在圣彼得堡开业的门店则是东部地区最重要的一个门店。Sportalm在布拉格、卡尔斯巴德、什平德莱鲁夫姆林、扎科帕内、基辅、明斯克、索菲亚、索契和利沃夫均设有代表处。

美国和加拿大是可进一步开发的市场，特别是在滑雪时尚领域。

在所有雄心壮志的滑雪者眼中，我公司自行研发的滑雪系列产品堪称传奇。Streif滑雪场距这里仅有几米远，设计师和产品开发人员会定期针对该系列产品进行实际测试。

早在20世纪80年代，该公司即被证明是传统服饰的先驱，是第一家将色彩引入少女时装的实业公司。

该时装系列创建于2004年，是首席设计师Ulli Ehrlich的作品，其对Tyrolean服装公司提供的产品予以补充，同时表明，Sportalm能做的远不止传统服饰与滑雪。

时装和滑雪系列产品在保加利亚生产，而传统服饰则是在基茨比厄尔手工精心制作。■

Sportalm was founded as a small knitting mill but has gone on to become one of Austria's most successful textiles companies. The company has been under the ownership of the Ehrlich family since 1980 and is still run as a family business today.

Visitors to Kitzbühel will struggle to miss the home and heart of the brand: the impressive new headquarters were built at the entrance to the town in 2014.

Sportalm is gradually conquering the world from here. The collections are now sold in 40 countries across the world – and the expansion is continuing.

Besides six own stores in Austria and one in Germany as well as numerous sales points in the DACH region, one of the most important stores in the East can be found in St. Petersburg, which opened in 2015. Sportalm is also represented in Prague, Karlsbad, Spindlermühle, Zakopane, Kiev, Minsk, Sofia, Sochi and Lviv.

The USA and Canada are further growth markets, especially in the field of ski fashion.

The ski collection is legendary among all ambitious skiers and is created at the company's own development lab. The ski course Streif is just a few meters away from where designers and product developers regularly carry out practical testing on the collection items.

The company also proved to be a pioneer of traditional clothing early on and in the 1980s, was the first industrial company to bring color to dirndl fashions.

The fashion collection was created in 2004 and is the work of head designer, Ulli Ehrlich. It complements the offering of this Tyrolean clothing company and shows that Sportalm can do much more than just traditional clothing and skiing.

Fashion items and the ski collections are produced in Bulgaria while the traditional costumes are produced carefully by hand in Kitzbühel. ■



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Starlinger

史太林格有限公司 – 塑编包装和塑料回收专家

史太林格是奥地利一家极具创新精神的企业，致力于机械工程和工艺技术。以其实用的设备方案称雄于市场，引领行业发展方向。创建于1835年的家族企业史太林格，其生产基地分别位于奥地利的Weissenbach和St. Martin以及江苏太仓。50年来出口其高端技术设备至全球130个国家和地区，出口额高达99.5%。

涉及众多领域的高科技解决方案使得史太林格在业界大获好评

在塑编包装方面，史太林格有挤出生产线，收卷设备，圆织机，涂膜机，印刷和制袋机。严谨，精益求精是史太林格的哲学。为此，史太林格对于自己的生产线研发了众多包装方案，譬如，专利产品ad*star®方底阀口袋，密封性佳，广泛用于水泥等的包装。再者如轻松开口和排空的易拉条pp*star®捏底袋。在绿色经济的今天，尤为值得一提的是来自（回收）PET的织布。感谢史太林格，众多FIBC（集装袋）生产商有了解决方案。回收部分，史太林格提供娴熟的设备，用于对PE, PP, PA, PS, BOPP, PET 等的回收，去污和净化。

史太林格的特色体现于广泛的销售和售后服务，忠实可靠的技术咨询。客户受益于由此而得到的最优生产程序。看似昂贵的设备，带来的却是高回报率，这就是价格竞争的真相。■



塑料编织袋制袋机 ad*starKON AX+
Conversion line ad*starKON AX+ for woven plastic bag production

Starlinger – competence in woven packaging and plastics recycling

Starlinger is an innovative Austrian company that specializes in mechanical engineering and process technology. As world leader in the field of flexible packaging made from woven plastics as well as in the field of PET recycling and refinement, Starlinger sets new standards with application-oriented machinery solutions. The family-owned business was founded in 1835 and maintains production sites in Weissenbach and St. Martin in Austria, as well as in Taicang, China. With an export quota of 99.5%, Starlinger has delivered high-level technology to customers in more than 130 countries for over 50 years.

High-technology solutions for a wide range of applications

Starlinger has acquired an international reputation in the field of woven plastics packaging as well as plastics recycling – especially in the recycling and refinement of PET. The machinery range for woven packaging includes tape extrusion lines, winders, circular looms as well as lines for coating, printing, and conversion. Starlinger also develops polypropylene packaging solutions for production on Starlinger lines, e.g. the AD*STAR block-bottom valve sack for dry bulk goods such as cement or the PP*STAR bag for consumer goods. Another solution in high demand is the production of fabric for FIBCs from (recycled) PET.

Starlinger recycling technology and Starlinger viscotec offer machinery solutions for the recycling, decontamination, and refinement of a wide scope of plastics such as PE, PP, PA, PS, BOPP, and PET.

By means of extensive customer service as well as technical consulting, Starlinger enables its customers to achieve optimal production results while saving costs. High operational safety and maximum production efficiency provide for a swift ROI. ■



生产和消费后塑料废物回收机 recoSTAR dynamic C-VAC
Recycling line recoSTAR dynamic C-VAC for plastics production
scrap and post-consumer waste

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Sunpor是一家原料生产商。在奥地利圣普尔顿生产基地的2家厂内生产可发性聚苯乙烯，是粒料，商业上惯称“聚苯乙烯泡沫塑料”。

该原料可用来生产绝缘材料和保温系统以及包装产品和运动头盔。该原料制成的泡沫塑料具有防止热能和冷能流失的性能，还具有耐湿性且重量轻，制成的包装产品和头盔防护效果极佳（通过最佳的能量吸收作用）。

Sunpor年产约23万吨粒料，是欧洲最大的可发性聚苯乙烯生产商之一。90%的产品出口到世界各地。Sunpor能为不同的应用领域提供不同类型的可发性聚苯乙烯产品（白色、灰色、黑色和其它的颜色）。Lambdapor®是专用于建筑领域使用的特殊石墨级灰色产品（低导热系数）。对于特殊的头盔或包装解决方案来说，各种类型的 Suncolor® 是最合适的选择。

Sunpor拥有185名员工，是位于挪威奥斯陆的 O.N. Sunde AS的下属企业。■

Sunpor is a manufacturer of raw material. At its headquarters at St. Pölten, Austria, there are two sites on which the raw material EPS (Expandable Polystyrene) is produced. This is a granulate, also commonly known as “styropor” or “styrofoam”. This raw material is used to produce insulation and insulation systems, packaging and sport helmets.

By virtue of its insulation properties the rigid foam made from EPS exhibits a high resistance to heat and cold loss through its imperviousness to moisture and light weight. In packaging and helmet applications particularly high protection is obtained through energy absorption.

Approximately 230,000 tons of granulate bead leave Sunpor's premises each year. The company is one of the largest EPS producers in Europe, with 90% of output going to export markets. Sunpor offers a wide range of EPS grades, in shades of white, grey, black and assorted other colors, for every conceivable application. One specialty product for the construction industry is the grey (low lambda value) “Lambdapor”. For special helmet products or packaging solutions there is a variety of suitable “Suncolor” materials available.

Sunpor employs a work force of approx.185 and is an enterprise owned by O.N. Sunde AS, Oslo, Norway. ■



Sunpor - 第二工厂，位于 St. Pölten 市的
Unterradlberg 小镇
Sunpor - Plant II, St. Pölten, Unterradlberg



可靠的质量和人员支持
Reliable quality and personal support



创新无限（新产品：lambdalit®）
Innovation unlimited (new product: lambdalit®)

SWAROVSKI OPTIK KG | 施华洛世奇光学

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施华洛世奇光学总部位于蒂罗尔州，阿巴森市Absam的施华洛世奇集团旗下公司。该奥地利公司成立于1949年，专门从事高端市场中最高精度的远程光学仪器的开发和制造。双筒望远镜，单筒望远镜，瞄准镜和光电仪器是苛刻用户的首选产品。该公司的成功基于其创新实力，产品的质量和内在价值以及功能和美学设计。对自然的欣赏是其公司理念的重要组成部分，并在其环保生产和对选定的自然保护项目的长期承诺中得到了极大的体现。2018年的营业额为156,300,000欧元（2017年：1.46亿欧元），出口比率为91%。该公司拥有约960名员工。■

SWAROVSKI OPTIK headquartered in Absam, Tyrol, is part of the Swarovski Group of companies. Founded in 1949, the Austrian company specializes in the development and manufacturing of long-range optical instruments of the highest precision in the premium segment of the market. The binoculars, spotting scopes, rifle scopes, and optronic instruments are products of choice for demanding users. The company's success is based on its innovative strength, the quality and intrinsic value of its products and their functional and esthetic design. The appreciation of nature is an essential part of its company philosophy and is reflected commendably in its environment-friendly production and its long-term commitment to selected nature conservation projects. The turnover in 2018 was 156.3 million euro (2017: 146 million euro) and the export ratio is 91%. The company has around 960 employees. ■



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奥地利特里巴赫工业股份公司是一家全球范围内获得成功的企业，其总部位于奥地利的阿尔特霍芬。公司由打火石的发明者Carl Auer von Welsbach于1898年创立。该公司是一家集化工和冶金材料以及添加剂为一体的多功能专业制造商，产品已得到广泛的应用。除了密集的全球销售网络，特里巴赫公司在中国、日本、加拿大和法国均设有办事处，并在奥地利（Tribotecc）和德国（Leuchtstoffwerk Breitung）设有子公司。

此类精细化学品以稀土及其化合物为基础，广泛应用于医药、水净化、催化剂以及抛光剂。高性能陶瓷材料包括用于航空航天、牙科、电气行业和精密熔模铸造的稀土氧化物和化学品以及氧化锆材料。钨和特殊碳化物等非氧化物被应用于硬质合金行业。特种合金种类繁多，主要包括应用于钢铁及铸造行业的铁合金以及储能用金属氢化物合金。

研究与开发是奥地利特里巴赫工业股份公司制胜的基石。凭借其多年的经验，在硬质合金、稀土、氧化锆和陶瓷等领域的专业知识，以及在研发和生产方面的广阔技术平台，公司可为客户量身定制所需产品。

2018年，特里巴赫集团的营业额已达7.39亿欧元，目前拥有员工约900名。■

Treibacher Industrie AG is a globally successful company headquartered in Althofen, Austria. Founded in 1898 by Carl Auer von Welsbach, the inventor of the flintstone, the company is today a versatile, specialized manufacturer of chemical and metallurgical materials and additives for a wide range of applications. In addition to a dense worldwide sales network, Treibacher has offices in China, Japan, Canada and France as well as subsidiaries in Austria (Tribotecc) and Germany (Leuchtstoffwerk Breitung).

The fine chemicals are based on rare earths and their compounds, whose applications range from pharmaceuticals, water purification and catalysts to polishing agents. Materials for high-performance ceramics include rare earth oxides and chemicals as well as zirconium oxide materials for the aerospace, dental and electrical industries and precision investment casting. Non-oxides such as tungsten and special carbides are used in the hardmetal industry. The wide range of special alloys mainly includes ferroalloys for the steel and foundry industries and metal hydride alloys for energy storage.

Research and development are a fundamental part of the corporate success of Treibacher Industrie AG. Thanks to its many years of experience, its specialized know-how in the field of hard metals, rare earths, zirconias and ceramics and its broad technological platform both in research and development and in production, the company can manufacture tailor-made products for its customers.

In 2018, the Treibacher Group achieved a turnover of 739 million euros and currently employs about 900 people. ■



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深入中国经济

作为全球经济重要支柱的中国，经济增长不仅得力于有活力、创新型的公司，同时也取决于工业安全与防护的大规模发展。

作为技术服务合作伙伴，TÜV奥地利集团已成功地在中国市场运作多年。除了满足评估测试和认证需求，通过立法、法规和标准提供指导外，我们还提出了一揽子解决方案，并为安全、质量、可持续性，以及实用基础和继续教育机会提供各种量身定制的方案，为工业企业、工厂经营者、贸易及服务行业、初创公司和公司创办人，提供重要的附加价值。汇聚于上海办事处的TÜV奥地利集团专家们致力于在环境领域以及蓬勃发展的可再生能源领域中通过专门开发的安全理念，开展风险分析、产品与机械安全、施工监理、材料工程设计服务，实现现代工业解决方案。

最近与金华质量技术监督检测院（JSTIQT）协议成立的合资企业旨在进一步增强TÜV奥地利集团在中国开展安全测试、服务和认证服务的能力。同时，该合资企业也是中国工业与欧洲检验、检测专有技术更加紧密合作的有力信号。

TÜV奥地利，简单、安全。■



任何时候，安全都是最重要的。TÜV 奥地利是安全和质量的最佳合作伙伴。Safety and security are major concerns in any case. As is having the right partner for all matters relating to safety, security and quality.



中国正在积极地推进清洁能源的发展，推广风能等非石化能源。TÜV 奥地利中国通过检验工作为中国能源生产商提供最佳支持。China is actively advancing the development of clean energy and promoting non-fossil energy resources such as wind energy. TÜV AUSTRIA China provides Chinese power producers optimum support for this with its audit work.



TÜV 奥地利集团与金华市质量技术监督检测院（JSTIQT）合资成立奥煌检测技术服务金华有限公司。TÜV 奥地利集团首席执行官史蒂芬哈斯与副市长傅利常签署了 TÜV 奥地利集团与金华市的合资协议。TÜV AUSTRIA and the Jinhua Supervising and Testing Institute of Quality and Technology (JSTIQT) have founded TÜV AUSTRIA-Jinhua Co. Ltd. as a joint venture. TÜV AUSTRIA CEO Stefan Haas and Deputy Mayor Fu Lichang sign the joint venture agreement between TÜV AUSTRIA and the Jinhua Prefecture.

TÜV AUSTRIA. Simply safe. ■

UNICONSULT WICK & PARTNER UNTERNEHMENSBERATUNG GMBH

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最佳视角，自1999年起。

Uniconsult Wick & Partner专注于出口咨询，我们陪同欧洲客户一路前往中国，协助其寻找进口商和分销合作伙伴。除此之外，我们在西欧、黎凡特地区和东南欧也已经营多年。

作为一家可靠得力的合作伙伴，我们还希望向欧洲销售产品的中国企业提供咨询。我们在卡托维兹设有波兰子公司，因而在东欧有着广泛的经验，这为中国企业与我们一同打入东欧市场提供了绝佳的机会。

基于二十年的出口经验，我们能够提供全面的咨询服务，除资质外，还可通过网络和联系人对客户给予支持。

我们共同确定最优的销售策略，并确保其得到实施。我们为涉猎以下行业的公司提供咨询：

- 食品/饮料和快速消费品
- 生活方式
- 基础设施
- 环境技术
- 采矿
- 批发
- 医疗技术
- 汽车

我们准备一份市场分析报告，研究合适的分销合作伙伴，展示我方客户的产品，并进行初步谈判，以便建立长期的客户关系。针对各公司的市场发展情况，我们会提供量身定制的解决方案，并根据其销售结构的发展提供相应的支持。

我们很荣幸能够与您一路向新的方向进发。

机会均等 – 共同历练 – 可以成为最佳视角。■



有了我们的协助，您前景无限。
 With our support you have best perspectives.

Best perspectives. Since 1999.

Uniconsult Wick & Partner is a specialist for export consulting. We accompany European customers on the way to China and support them in their search for importers and distribution partners. However, additionally we have also been active in Western Europe, the Levant and South Eastern Europe for many years now.

We also advise Chinese companies looking to sell into Europe and are a reliable and competent partner. As a consequence of our Polish subsidiary in Katowice, we also have broad experience in Eastern Europe, offering Chinese companies the best chances for also entering into the Eastern European markets together with us.

Building on our 20 years of export experience, we are able to offer comprehensive consulting services and support our customers with our network and contacts in addition to our qualifications.

Together we define the optimal sales strategy and ensure that this is also implemented. We advise companies engaged in the following sectors:

- Food/beverages and FMCG
- Lifestyle
- Infrastructure
- Environmental technology
- Mining
- Wholesale
- Medical technology
- Automotive

We prepare a market analysis, research suitable distribution partners, present our customers' products and conduct the initial negotiations for building long term client relationships. We offer every company a tailored solution for their market development and support with the evolution of their sales structures.

It would be our pleasure to accompany you to a new place.

Fair chances – when experienced together – can become best perspectives. ■



Friedrich Wick & Kathryn Read

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奥地利信贷银行是奥地利一家为企业客户服务的领先银行，在外贸业务方面排名第一*。奥地利信贷银行是一家成功的欧洲商业银行，其经营模式简单、与企业及投资银行完全融合在一起，为其2500万客户提供了唯一一条连接了西欧、中欧和东欧，以及美国和亚洲的网络。

作为外贸业务中的金融伙伴，奥地利信贷银行利用其多年的专业知识和定制化的产品解决方案支持客户在中国（包括香港）的业务。

客户能够从我们在中国的长期经验和强大的根基中受益。信贷银行有着30多年的专业经验，完全了解中国市场，拥有来自欧洲和亚洲的专业的、经验丰富的银行专家。奥地利信贷银行拥有多家分行，使它成为了唯一一家拥有当地业务家奥地利商业银行。目前，它在中国的主要经济中心位于北京、上海和香港。在香港和上海，配备了会讲德语的服务人员专门接待奥地利客户。

奥地利信贷银行在中国提供综合性、定制化的产品：营运资本和投资资金筹措或者人民币进出口融资、外汇、人民币和外币账户管理、现金管理和电子银行服务。除单据交易、担保交易以及利率和货币交易外，香港分公司还提供了专注于的人民币的广泛的产品解决方案和服务，如资金转移、存款、企业贷款、贸易金融、自营或代客外汇买卖、清算、处理与结算等。■

* 根据环球银行金融电信协会 (SWIFT) 和奥地利委托管理银行 (OEKB) 在2016年的交易额和交易量以及市场份额得出的



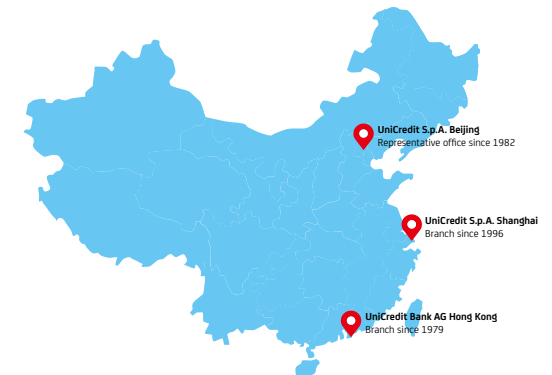
UniCredit Bank Austria is Austria's leading bank for corporate customers and number 1* in foreign trade. UniCredit is and will remain a simple successful pan-European commercial bank, with a fully plugged in corporate banking & investment banking, delivering a unique Western, Central and Eastern European network as well as in the USA and Asia.

As a financial partner for foreign trade, UniCredit Bank Austria uses its many years of know-how and tailored product solutions to support customers in their business with China, including Hong Kong.

Customers benefit from our long-standing experience and strong base in China. UniCredit has more than 30 years of expertise and thorough market knowledge in China with professional banking experts from Europe and Asia. Thanks to the UniCredit branch offices, UniCredit Bank Austria is the only Austrian commercial bank to have local operations in place. It is present in China's main economic hubs of Beijing, Shanghai and Hong Kong. There are Austrian desks with German-speaking staff in Hong Kong and Shanghai.

UniCredit offers a comprehensive and customized range of products in China: working capital and investment financing or export and import financing in renminbi (RMB) and foreign currencies, as well as account management in renminbi and foreign currencies, cash management and e-banking services. Alongside documentary and guarantee transactions as well as interest and currency deals, the branch in Hong Kong also offers a broad range of product solutions and services that focus on the renminbi, such as financial transfers, deposits, corporate loans, trade finance, FX trading, clearing, processing and settlements. ■

* by transaction number and volume of transaction as well as market shares, SWIFT and OEKB, 2018



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VACE——培训项目的可靠合作伙伴

VACE教育项目致力于开发、建立和现代化改造职业技术培训中心和大学研究机构，并在全球范围内不断取得成功。这些机构符合当前行业和客户的具体要求；职业培训以成熟的双重培训体系为基础。

VACE教育项目专注于技术和工业教育，例如，机械、电气、电子、机电一体化、自动化、电信、信息技术、焊接技术、加工技术、建筑和测量以及汽车、空调和制冷技术等领域。

我们的服务范围包括设备、车间和实验室的开发、规范、供应、安装和调试；编制培训计划；提供数字模块教学材料；师资培训；外语培训，以及培训认证和项目融资。

凭借数十年的全球经验，我们已成为教育项目的可靠合作伙伴。■

VACE - your reliable partner for EDUCATION PROJECTS

VACE Education Projects develops, establishes and modernises - successfully and worldwide - technical vocational training centres and research facilities at universities. The facilities correspond to the current industrial and customer-specific requirements; the vocational training is based on the proven dual training system.

VACE Education Projects is specialized in technical and industrial education, e.g. in the fields of mechanics, electrics, electronics, mechatronics, automation, telecommunications, information technology, welding technology, machining technology, construction and surveying as well as automotive, air conditioning and refrigeration technology and many others.

Our range of services includes

- the development, specification, supply, installation and commissioning of equipment, workshops and laboratories,
- the development of training programmes, the provision of digital modular teaching and learning materials,
- the training of teaching staff, foreign language training as well as
- training certification and project financing.

With a worldwide experience for decades, we have become a reliable partner for Education Projects. ■



机加工车间
Machining workshop



液压气动实验室
Hydraulic pneumatic laboratory



食品化学实验室
Food chemistry laboratory

VAMED ENGINEERING GMBH

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VAMED公司简介

VAMED成立于1982年，现已发展为针对医院和其他健康领域设施提供全方位服务的全球领先供应商。该集团已经在五大洲的88个国家中实施了900多个项目。VAMED的服务范围涵盖从项目开发、规划到通过维修、技术支持、商业指导和基础设施建设完成的设备交钥匙工程，再到健康领域设施的总体运营管理。

凭借其综合服务能力，VAMED能够为包括诊疗、健康旅游、疾病预防、医疗照护直至病后调养和康复整个健康领域范畴的设施建设提供支持和指导。VAMED是奥地利领先的康复服务提供商，凭借VAMED Vitality World，该公司也是奥地利最大温泉疗养地和健康度假区的运营商。2018年，VAMED集团在全球约有27,000名员工，营业总额达到22亿欧元。■



中国北京大学国际医院 / 交付并安装整套医疗设备
Beijing University International Hospital, China / Supply and installation of total medical equipment package

ABOUT VAMED

Founded in 1982, VAMED has become the leading global provider of a full line of services for hospitals and other health care facilities. The group has implemented more than 900 projects in 88 countries on five continents. VAMED's portfolio ranges from project development, planning and turnkey equipment via maintenance, technical, commercial and infrastructure services to the total operational management of health care facilities.

With its portfolio of services, VAMED covers the entire range of health care, from health tourism and preventive medicine via medical care and nursing to aftercare and rehabilitation. VAMED is a leading provider of rehabilitation services in Europe and, through VAMED Vitality World, the company is also Austria's largest operator of thermal spas and health resorts. In 2018 the VAMED Group was responsible for more than 27,000 staff worldwide, generating a volume of business of € 2.2 bn. ■



中国海南优联国际医院 / 整体交钥匙工程，含设计咨询、施工监理、医疗设备采购（及IT）和医院管理
Hainan Unicare International Hospital, China / Design consultancy, construction supervision, supply and installation of medical equipment package incl. IT, hospital management



中国巢城中心医院 / 交付并安装整套医疗设备
Chaocheng Center Hospital, China / Supply and installation of total medical equipment package

VIENNA BUSINESS AGENCY

Vienna Business Agency. A Service offered by the City of Vienna.

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维也纳 - 具有一流基础设施的中东欧枢纽

作为欧洲中心地区的一个国际大都市，维也纳拥有最佳生活质量、优质的社会保障和稳定的经济。这一点也受到了包括联合国、石油输出国组织和世界银行在内的多个国际组织以及200多个将公司总部定在维也纳的跨国公司总部赋予的高度评价。此外，基础设施完善和毗邻中东欧市场的优势使维也纳成为欧洲独特的枢纽和领先的商业集中地。

创新和研究是维也纳成功的关键：维也纳丰富和多样的研究领域为其经济上获得成功提供了理想的条件。主要包括：训练有素的专业人才、科学界和工业界之间的紧密合作以及充满活力且成就斐然的生命科学、信息通信技术及创意产业。

维也纳商务局 - 您在维也纳成功的起点

如果您选择维也纳作为您的事业落脚点，我们就会在这里为您提供服务。凭借30多年的经验，我们绝对是所有计划在此建立公司的投资者和企业家的领路人。作为维也纳市政府直属的一个基金机构，我们为您提供的服务当然是免费的。

一站式服务

在您落户维也纳的过程中，我们会为您提供定制的全方位支持。我们的团队为您在维也纳建立公司所涉及的所有事宜提供建议和实质帮助：

- 维也纳商业集中地的全面信息
- 帮助您与权威机构和其他地方机构建立联系、提供必要许可的帮助和支持
- 提出有关居留权、工商管理法、商业法或税法方面的建议
- 为您的企业提供获得各种资助的信息
- 帮助选择合适的办公地点（如：办公楼、地皮、商业集群）
- 维也纳外派人员服务中心 ■



维也纳俯瞰
View over Vienna

Vienna – CEE hub with top infrastructure

As a cosmopolitan city in the heart of Europe, Vienna enjoys a well-deserved reputation for its high quality of life, social safety net and economic stability. This is already appreciated by numerous international organizations, including the UN, OPEC and the World Bank, and by more than 200 multinational companies that have chosen to base their headquarters in Vienna. With its excellent infrastructure and proximity to the markets of CEE, Vienna also wins points as a unique hub and leading business location in Europe.

This success is based on a strong track record of innovation and research: With its rich and varied research landscape, Vienna offers ideal conditions for economic success. These include highly qualified specialist staff, close cooperation between science and industry as well as a dynamic and successful life sciences, ICT and creative industries scene.

The Vienna Business Agency - your start in Vienna

We're here to help if you choose to base your business in Vienna. With more than 30 years of experience, we are the point of contact for all investors who are planning to set up a place of business here. As a City of Vienna funding agency our services are of course free of charge for you.

Well connected one-stop-shop

We provide you with personal and comprehensive support during the process of relocating to Vienna. Our team speaks your language and is ready to help with advice and practical assistance on all matters concerning Vienna as a business location:

- Comprehensive information on Vienna as a business location
- Establishing contact with the authorities and other local institutions as well as assistance and support with any necessary permits
- Advice on residency rights, commercial and tax law
- Information about funding options for your company
- Support with finding the right location (offices, land, clusters)
- Expat Centre Vienna ■

- 农业与林业 | Agriculture and forestry
- 消费品与生活方式 | Consumer goods and lifestyle
- 能源经济与自然资源 | Energy industry and natural resources

“VINOVERITAS MODULE” BEVERAGE TECHNOLOGY SYSTEMS GMBH

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“VINOVERITAS-Module” 饮料技术系统有限公司

位于欧洲奥地利维也纳，自1990年起，与其合作伙伴公司合作，致力于饮料、酿酒和酒窖系统的开发。

这种全球唯一的模块化生产系统能够生产蒸馏酒、含酒精果酒及葡萄酒，可用于任何种类的水果和谷物，以及葡萄酒和啤酒生产商的大罐中的剩余物。生产者的目标是以廉价的原材料获取高额利润。内置的“电子酿酒师”（ECM）确保专有技术可用性，无需使用人工蒸馏师。

这款极致现代化的操作装置提供不间断电源，并与维也纳IT遥测热线连接。这可以确保及时提供技术服务支持。我们的模块可以由非熟练人员操作，只需简短培训，并且可以生产最高质量的馏分。生产量取决于客户的需求，可以扩展到任何数量。可以根据需要增加系统部件，如f.e. 给料系统或电力系统或热蒸汽发生器等，可组合成整体操作系统。

“VINOVERITAS-Module” 饮料技术系统有限公司诚征合作合资伙伴，共同开发水果和/或谷物和/或发酵原浆和/或果渣和/或啤酒残液和/或葡萄果渣酿酒技术。

我们的目标是通过建立一个“VINOVERITAS模块”作为一个互惠互利的完整现代化交钥匙处理单元，帮助您从上述廉价原材料中生产出高质量的馏分酒。

从廉价资源中获得高值最终产品。■

“VINOVERITAS-Module” Beverage Technology Systems GmbH located in Vienna, Austria, Europe is – together with its partner companies – since 1990 engaged with technologies for the production of **beverages and vinification & cellarer systems**.

This **worldwide unique** modular production system, able to produce distillates or alcoholic fruit wines or grape wines, serves as a profitable utilization of any kind of fruits as well as cereals as well as remainings in the big tanks of wine- and beer producers who aim at generating a high profit out from cheap raw materials. The built-in “Electronic Cellarer Master” (ECM) ensures the technical availability of **know-how without** the need to employ a human distillation master.

This utmost modern steering device provides an uninterruptable power supply and a telemetric IT-hotline connection to Vienna. This safeguards technical service support on short notice. Our modules may be operated even by unskilled persons after brief training and will produce distillates from highest quality. Production volume is up to clients' needs and may be scaled up to any quantity. On demand **additional system** parts like f.e. filling systems or electric power or hot-steam generators, etc. may be provided as a **turnkey-system**.

“VINOVERITAS-Module” Beverage Technology Systems GmbH is looking for cooperation- and joint-venture partners to **jointly exploit** fruits and/or cereals and/or fermented mashes and/or pomace and/or rest beer and/or grape marc.

Our aim is to help producing high-quality distillates out from cheap raw materials as above by establishing a “VINOVERITAS-Module” as an entire utmost modern turnkey processing unit for mutual benefit.

Cheap resources **result** in end products carrying a high price tag. ■



VÖCKLAMARKTER HOLZINDUSTRIE GMBH

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关于我们

VM HOLZ是一家可持续发展的木材加工企业，生产包括各种类型木材在内的高质量产品。我公司根据最新标准采购经过认证的原材料并进行加工。公司既在本地市场，也在全球市场中运作。

VM HOLZ在奥地利有着良好的信誉，并一直致力于在全球领域拓展业务。我公司愿意在世界各地建立合作伙伴关系。公司侧重于稳定的高质量、专业经验和创新技术。在VM HOLZ公司内部，传统方法契合于创新，当地的特点毗连于国际趋势。

VM HOLZ公司实际发展情况

- 成立于2011年
- 拥有150名员工
- 锯材年销售量为 400 000 m³
- 木颗粒的年销售量为90 000吨
- 与40多个国家有合作关系

我们的产品：

不同尺寸和规格的锯材（主要是云杉和冷杉）
厚度: 12-125 mm; 宽度: 70-300 mm; 长度: 3000-5000 mm

木颗粒
质量保证EN plus A1
产能为每年100 000吨

生物能
热能达到20.500 kW
电能达到7.900 kW

VM HOLZ公司与两家奥地利木材加工企业- RZ木颗粒公司和RZ生物发电公司建立了合作伙伴关系。RZ木颗粒公司主要生产各种木颗粒，RZ生物发电公司则致力于获取生物动力。■



Vöcklamarkter 木材工业有限公司
Vöcklamarkter Holzindustrie GmbH
- the company



全球合作伙伴
Worldwide partners



原木超越
Logs overtaking



木材
Lumber

Who we are

VM HOLZ is a sustainable wood processing company, which produces high quality products from various types of timber. We procure certified raw material and process it with care, according to the latest standards. The company operates on the local as well as on the global market.

VM HOLZ has a good reputation in Austria and is developing its presence on the global arena. We are open for partnerships all over the world. Our priorities are stable, high quality, professional experience, and innovative technologies. In VM HOLZ traditional approach meets innovation, and local peculiarities are contiguous with international trends.

Hard facts about VM HOLZ

- Founded in 2011
- 150 employees
- Annual sales of saw wood is 400 000 m³
- Annual sales of pellets is 90 000 tons
- Cooperation with more than 40 countries

Our products

Saw timber of different sizes and specifications (mainly spruce and fir)
Thickness: 12-125 mm; Width: 70-300 mm; Length: 3000-5000 mm

Pellets
Quality EN plus A1
Capacity of 100 000 tons per year

Bio Energy
Thermal power up to 20.500 kW
Electro power up to 7.900 kW

VM HOLZ has a partnership with two Austrian wood processing companies - RZ Pellets and RZ Ökostrom. RZ Pellets is focused on producing several kinds of pellets and RZ Ökostrom extracts ecological power. ■

VOGELBUSCH BIOCOMMODITIES GMBH | 奥高布殊生物商品有限公司

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奥高布殊生物商品有限公司专门从事生物技术工业，为糖和淀粉工艺及食品和饮料工业设计工厂。我们设计和建设的生物过程工厂经过试验并证实其技术和窍门。从1921年起，奥高布殊在生物技术工厂的工程领域已开始运作。奥地利的公司是全球经营者，领导其位于美国及香港的子公司。

技术范围

凭着独特的专门技术成就了微生物生产技术，奥高布殊为生产生物制品工业提供多样化的专属技术，例如：

- 酒精
- 生物乙醇
- 醋
- 酵母

还包括淀粉糖及有机酸。由于不断改进我们的工艺，使它在产品质量，工厂效率和可持续性方面都是最先进的。

此外，奥高布殊提供多种技术解决方案，可根据应用情况量身定制，包括蒸馏、精馏、蒸发和分子筛干燥的工艺装置。参考项目遍布全球，足以证明我们的先进技术及卓越表现。

奥高布殊工程组合涵盖生物过程工厂的建设和升级，服务范围从可行性研究到生产启动。我们丰富的经验使我们能够通过提供定制解决方案满足客户特定的要求。

我们令生物技术成功拓展

我们公司的指标是将最先进的技术转化为商业获利的能力，为我们客户的成功设置基础。■

Specialized in industrial biotechnology, VOGELBUSCH Biocommodities designs plants for sugar and starch processors and for the food and beverage industry. We engineer and realize bioprocess plants with tried and tested technology and proven know-how. VOGELBUSCH has been operating in the biotechnology plant engineering sector since 1921. The Austrian company is a global operator, heading subsidiaries in USA and in Hong Kong.

Technology range

With unique expertise in the implementation of microbial production techniques, VOGELBUSCH offers a variety of proprietary technologies for the industrial production of biocommodities, such as

- alcohol
- bioethanol
- vinegar
- yeast

as well as starch sugars and organic acids. Thanks to constant development our processes are in particular advanced with regard to product quality, plant efficiency and sustainability.

Furthermore, VOGELBUSCH offers a multitude of technical solutions which are tailored to case of application, including process units for distillation, rectification, evaporation and molecular sieve dehydration. Reference projects around the world are proof of cutting-edge technology and outstanding plant performance.

VOGELBUSCH engineering portfolio covers the construction and upgrading of bioprocess plants, with services ranging from feasibility studies through to the launch of production. Our wealth of experience enables us to meet specific customer requirements by providing custom solutions.

We make biotechnology work

Our guideline signifies our ability to turn state-of-the-art technology into commercial gain - the groundwork for our clients' success. ■



VOITH DIGITAL SOLUTIONS AUSTRIA GMBH & CO KG

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VOITH

Voith是一家全球性的技术集团，是核心工业的合作伙伴。其奥地利子公司于1903年在圣波尔坦成立，为水电、造纸、运输和汽车领域提供创新解决方案和先进技术。

奥地利Voith 数字化解决方案公司是控制、自动化和电力驱动技术领域的专家。

运营商和车辆制造商依靠Voith的长期经验，并从我们广泛的系列产品中获益，实现公共交通工具安全且可持续地运营（例如，轻轨、地铁、多编组列车和机车，以及电动公交车）。

电力传动系统的核心是Voith的EmCon牵引变流器，适用于各种应用和功率范围。配合牵引传动系统的其他部件，Voith能提供安全、高能效且可持续的驱动系统。

Voith凭借遍布全球的开发、生产和服务网络，始终与客户保持密切联系，了解他们的特定需求。■

Voith is a global technology group and partner of key industries. Its Austrian subsidiary was founded in St.Pölten in 1903 and provides innovative solutions and advanced technology in the fields of hydropower, paper, transport and automotive.

Voith Digital Solutions Austria is a specialist for control, automation and electric drive technologies in particular.

Operators and vehicle manufactures rely on the long lasting experience of Voith and benefit from our wide product range for the safe and sustainable operation of public transport vehicles, such as light rail, metro, multiple units and locomotives or even electric driven buses.

The heart of the electric drivelines are Voith's EmCon traction converters which are available for various applications and power ranges. Together with other components of the traction driveline, Voith offers safe, highly energy efficient and sustainable drive systems.

With its worldwide Voith network of development, production and service locations, Voith is always close to its customer and understands their specific needs. ■



轨道驱动系统
Rail drive systems



牵引逆变器
Traction inverter

WEINGÄRTNER MASCHINENBAU GMBH

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奥地利威佳尔机床制造公司成立于1965年，位于上奥地利“萨尔茨卡默古特”的心脏地带，在萨尔斯堡和林茨之间，靠近格蒙登风景如画的特劳恩湖。

凭借完整的产品系列，我们已成为全球众多跨国经营企业的可靠合作伙伴，产品范围涉及针对塑料工业、石油和天然气、抛光和测量以及用于车铣加工的多用途机器设备。

经过五十多年的努力，我们已成长作为一家针对能源、铁路行业、航空/航天、钢铁厂应用和普通行业（如螺杆压缩机和泵）的专业机械制造商。mpmc是一种革命性的车铣概念，被设计用于加工精密的圆形工件，如工作辊、曲轴和涡轮轴，可在一个独立的设置内完成全部加工。

我方从奥地利直供的机器：

- 卧式车铣机床（mpmc）
- 螺杆加工中心（快速切换）
- 转子/定子加工中心（vario）
- 研磨机/抛光机（表面处理）■

Weingärtner Maschinenbau GmbH was founded in 1965 and is located in the heart of upper Austria "Salzkammergut" in the middle between Salzburg and Linz and near by the picturesque lake Traunsee in Gmunden.

With our complete product range of machines for the markets of plastic industry, oil and gas, polishing and measuring and multi-purpose machines for turning-milling we became a reliable partner for many global players all over the world.

With over five decades of effort, we became a professional machine manufacturer for energy, rail industry, aviation/aerospace, steel plant applications and general industries like screw compressors and pumps. The mpmc is a revolutionary concept of turning-milling designed for sophisticated round workpieces like work roller, crankshafts and turbine shafts, which can be completely machined in one single setup.

Machines which we offer directly from Austria:

- horizontal turning-milling machine (mpmc)
- screw machining center (pick up)
- rotor/stator machining center (vario)
- grinding/polishing machine (finish) ■



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传统和先进技术的融合

Sutter公司在经营上的成功与其葡萄园的自然化管理和葡萄酒的精心酿造过程密切相关。其葡萄酒的卖点在于葡萄园经过仔细修剪、控制藤叶，保存葡萄藤，节土壤处理和人工细心作业。

Sutter公司的葡萄园每年能够生产200,000多瓶葡萄酒。该葡萄酒厂位于奥地利葡萄产区的门户霍恩瓦斯，距离维也纳西北方向约一小时车程。特殊的气候、白天温暖夜晚凉爽的环境以及营养丰富的石灰质土壤为优质葡萄的生长提供了良好的条件。

在他们的酒窖中，Sutter公司尽可能少地干预酿酒过程。他们的理念是每种葡萄酒都应该单独开发，使其从根本上具有个性品质。无论是储存在钢罐还是木桶中，冬夏季天然调质酒窖的温度均为8至10度，为葡萄酒在容器中静置和成熟提供了理想的环境。

Sutter公司最重要的葡萄品种是维特利纳，包括绿维特利纳、红维特利纳，以及早红维特利纳品种。所有维特利纳葡萄都种植于富含石灰的土壤中，使葡萄酒富含矿物质，口感成熟。传统的红维特利纳因其细致芬芳的香型，在奥地利非常著名，而Sutter葡萄园在其葡萄种植方面起着非常重要的作用。早红维特利纳以其新鲜有活力的香气而闻名，让人联想到美妙的蜂蜜和鲜花。经典的绿维特利纳则拥有六种不同的风格。其他葡萄品种为雷司令、长相思、混种葡萄、黑皮诺和兹威格。

我们的红白葡萄酒分为三大类：庄园葡萄酒（简单新鲜型）、窖藏葡萄酒（经典与纯粹型）和单一葡萄园葡萄酒。Sutter公司向世界各地出口他们的葡萄酒，并在奥地利拥有许多合作伙伴（霍雷卡地区、酒馆和私人最终客户）。■



品酒室
Wine tasting room

Balancing tradition and sophistication

The work and success of Doris and Leopold Sutter is closely related to the natural management of their vineyards and the wines' careful maturing process. Their wines are characterized by careful pruning, controlled foliage, preservation of the vines, water-saving soil treatment and gentle manual work.

The Sutter's vineyard produces more than 200,000 bottles per year. Located in Hohenwarth, the gateway to Austria's wine region, the winery is about one hour northwest of Vienna. The special climate, warm days and cool nights - and the resourceful lime soils, are conditions that allow for great grapes to grow.

In their wine cellar, the Sutters interfere as little as possible in the winemaking process. Their philosophy is that each wine should develop individually, transport its origin and thus have an individual character. Stored in either steel tanks or wooden barrels, the naturally tempered cellar has between 8 and 10 degrees in both the summer and winter, providing the ideal environment for the wines to rest and mature in the bottle.

The assortment of Doris and Leopold Sutter is characterized above all by their Veltliner variety; Grüner Veltliner, Roter Veltliner and Frühroter Veltliner. All Veltliner grapes are grown and harvested from lime-rich soils, making the wines rich in minerals and taste mature. The traditional Roter Veltliner with its fine spicy bouquet is rare in Austria, and the Sutter vineyard plays an important role in cultivating it. The Frühroter Veltliner is recognizable by its young, vibrant aroma, which is reminiscent of subtle honey and flowers. And the classic Grüner Veltliner is available in six different styles. Other grape varieties are Riesling, Sauvignon Blanc, Gemischter Satz, Blauer Burgunder and Blauer Zweigelt.

Their red and white wines are offered in three categories: estate wines (uncomplicated & fresh), village wines (classic & puristic) and single vineyard wines. Doris and Leopold Sutter export their wines all over the world and have many partners in Austria (HoReCa area, wine shops and private end customers). ■



Doris and Leopold Sutter

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奥地利DENZEL集团由汽车先驱和运动家Wolfgang Denzel于1934年创立，如今，DENZEL集团已跻身奥地利100家最大公司之列，拥有1400名员工，营业额达8.65亿欧元。

DENZEL集团是奥地利唯一一家私营车辆进口公司（现代和三菱）。DENZEL还拥有19家零售店，同时由DENZEL银行机构为批发和零售提供金融解决方案。除此之外，DENZEL还是一家物流专业企业，在奥地利拥有自己的仓库，可向8个中东欧国家提供零部件。房地产业务和IT解决方案（经销商管理系统）也是其重要的业务领域。因此，DENZEL集团以360度全方位的方式覆盖汽车业务。

DENZEL集团是奥地利的长期零售承包商：阿巴斯、阿尔法·罗密欧、宝马、菲亚特、菲亚特LCV、现代、捷豹、吉普、路虎、MINI、三菱、沃尔沃以及克莱斯勒、道奇和蓝旗亚的服务合作伙伴。

DENZEL是轮胎品牌拉赛和赛轮的经销商。对普利司通而言，DENZEL是奥地利最成功的经销商。

2019年，DENZEL被评为奥地利雇主品牌活动最佳雇主，并建立了属于自己的DENZEL学院。

DENZEL集团自1934年、1961年、1978年和1991年以来分别与宝马、沃尔沃、三菱和现代建立了可靠的长期业务合作伙伴关系，DENZEL了解所有汽车目标群体的细节内容。

DENZEL为汽车和零部件进口业务、金融解决方案、IT解决方案提供一个理想环境，并正在与来自中国的新能源汽车制造商（私人轿车和轻型商务车）在奥地利及其周边市场（中东欧和德国）寻找商机。

www.denzel.at ■



DENZEL 集团维也纳总部
Headquarters of DENZEL Group in Vienna

The Austrian DENZEL Group was founded in 1934 by automotive pioneer and sportsman Wolfgang Denzel. Today DENZEL Group belongs to the 100 biggest companies in Austria with 1.400 employees and a turnover of € 865 million.

DENZEL Group is the only privately-owned company in Austria running vehicle import (Hyundai and Mitsubishi). Furthermore, DENZEL owns 19 retail outlets, DENZEL Bank institute offers finance solutions for wholesale and retail. Beside of that DENZEL is expert in logistics, with its own warehouse operating in Austria and delivering parts to 8 CEE countries. Also, real estate business and IT solutions (Dealer Management Systems) are important business activities in order to cover the car business in a 360° way.

DENZEL Group is long-term retail contractor in Austria for: Abarth, Alfa Romeo, BMW, FIAT, FIAT LCV, Hyundai, Jaguar, Jeep, Land Rover, MINI, Mitsubishi, Volvo and service partner for Chrysler, Dodge and Lancia.

DENZEL is distributor of the tire brands Lassa and Sailun. For Bridgestone DENZEL is the most successful dealer in Austria.

In 2019 DENZEL was awarded as employer No.1 in Austria in terms of employer branding activities and established its own DENZEL Academy.

DENZEL Group is a reliable and long-term business partner collaborating with BMW since 1934, Volvo since 1961, Mitsubishi since 1978 and Hyundai since 1991. DENZEL understands all automotive target groups in detail.

DENZEL has the ideal setting in place for vehicle and parts import business, finance solutions, IT solutions and is looking for business opportunities with manufacturers of new energy vehicles (passenger cars and LCVs) from China for Austria & its surrounding markets (CEE & Germany).

www.denzel.at ■



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我们的社交媒体平台 | OUR SOCIAL MEDIA CHANNELS

奥地利商务社区 | Austrian Business Community

有着近1800名粉丝、每年组织近百场活动，中国的奥地利商务社区不仅组织力强大，也充满活力。请时时关注我们奥地利商务社区的新闻及活动。

With 1800 individuals and more than 100 events annually across the country, China's Austrian Business Community is not only well connected but also very active. Stay up to date on news and events of the Austrian Business Community in China.

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Follow the Austrian Business Community in China on Wechat!



奥中冬季体育产业中心 | Winter sports

随着即将开办的2022北京及张家口冬奥会，中国冬季体育产业繁荣发展。而这一领域的奥地利企业，有着深厚的冬季体育行业经验和专业技术，这也为其带来了无限的商机。

China's winter sports industry is booming, with the upcoming 2022 Winter Olympics in Beijing and Zhangjiakou serving as additional boost. All of this provides huge market potential for Austrian companies, with their immense expertise and know-how in winter sports.

您可在微信平台上关注我们ADVANTAGE AUSTRIA 冬季产业频道！
Follow our ADVANTAGE AUSTRIA winter sports channel on Wechat!



奥地利绿色科技 | Green technology

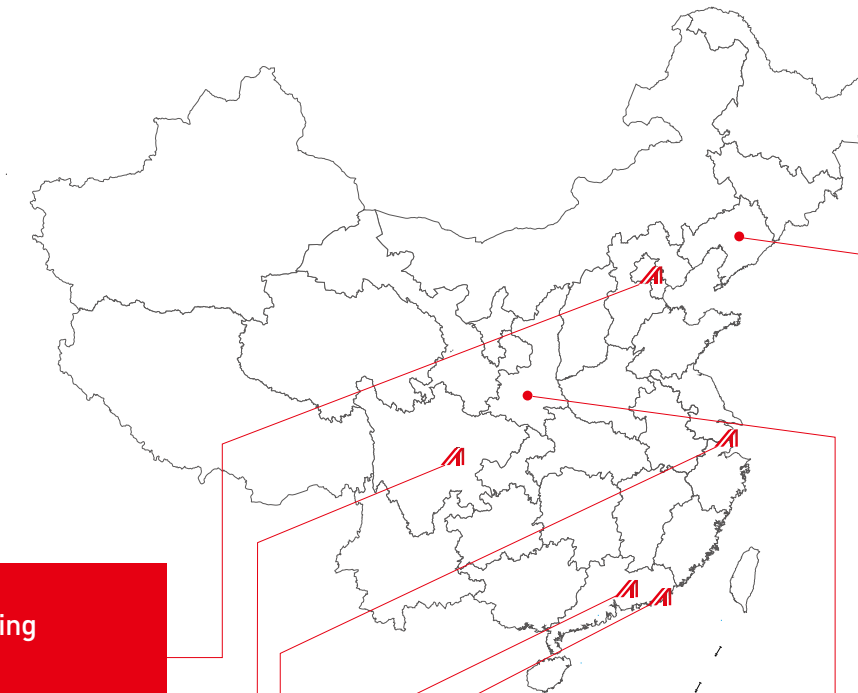
近年来，中国的环境问题不断得到重视及处理。奥地利，有着高水平的环境标准，强大的绿色科技专业技术，是中国在奋战环境问题最理想的伙伴。

After many years China's environmental problems are finally being addressed and taken care of. Austria, with its high environmental standards and profound green-tech know-how, is the ideal partner for combating China's environmental issues.

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奥地利联邦会对外经济部机构 ADVANTAGE AUSTRIA OFFICES IN CHINA



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