



AUSTRIAN BUSINESS IN CHINA

奥地利对华经济

无限创意 永恒惊喜

SUR PRIS INGLY INGE NIOUS

www.advantageaustria.org

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亲爱的奥地利之友：

很荣幸向大家介绍第13版《奥地利对华经济》。自初版至今，本书见证了世事变迁。现在，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、最可靠的资料。

久经考验

第13版《奥地利对华经济》以庆祝奥中建交50周年为主题，并如往年一样继续聚焦奥中贸易领域。考虑到《奥地利对华经济》吸引了越来越多的国际读者，我们出版了中英文对照版本。本书详尽地介绍了奥地利的经济环境、以及与奥地利第五大贸易伙伴中国的贸易往来。

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，高品质消费品的制造商能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，中国经济的全球化带来了令人振奋的合作机遇，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。

我相信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 with the 13th 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 13th edition of AUSTRIAN BUSINESS IN CHINA is devoted to the 50th anniversary of establishment of diplomatic relations between Austria and China. As in previous years, the brochure will also focus on the Austrian-Chinese business community as its main target group. To satisfy the growing interest of an increasingly large international audience for AUSTRIAN BUSINESS IN CHINA, the publication is available both in 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 globalization 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.

I trust this publication will satisfy the curiosity of all those who would like to get more professional insight on Austria's trade with China and the actors behind it. May it also motivate you to take a closer look at what Austrian companies have to offer – and use our services of ADVANTAGE AUSTRIA to take you beyond reading. ■



Andreas Riecken 博士
奥地利共和国驻华大使

Dr. Andreas Riecken
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。

我刚刚接任奥地利驻华大使。在美国和布鲁塞尔任职多年之后，这是我第一次来到中国工作。恰逢奥中两国建交 50 周年，能够代表奥地利在中国工作，我感到万分荣幸。

在过去的50年中，中国的经济经历了前所未有的高速发展。作为世界发展最快的经济体之一，它为奥地利企业提供了绝佳的商机。2020年，中奥两国双边贸易总额达到140亿欧元。中国不仅成为了奥地利在亚洲最重要的贸易伙伴，也是仅次于德国的第二进口来源国。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。拥有14亿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。

在 Covid-19 疫情爆发后，中国经济在过去几个月中出现明显的回升。2020 年，中国是少数几个实现了经济正增长的国家之一，到2021 年，预计将再次大幅增长 8-9%。最近，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，中国也着力推动创新和高科技产业的发展。未来几年，中国将在基础设施建设、环境改造以及城市规划项目上投资数十亿人民币。2022年北京-张家口冬奥会将极大地推动中国的冬季运动产业。奥地利公司在冬季运动装备和设施方面拥有丰富经验和专业知识，将会继续致力于行业的发展。

我期待，越来越多的中国游客可以出国旅游，让旅游业能够再次回暖。2019年，奥地利接待的中国游客数量超过100万人次。旅游业的发展态势十分乐观。

在此，我衷心祝愿所有在中国的奥地利公司取得丰硕成果。我也相信，新版《奥地利对华经济》能够成为您在中国寻找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 have just recently taken over as Austria's new Ambassador to China. After several assignments in the US and Brussels, this is my first posting to China. It is a great honor for me to represent Austria in the People's Republic of China, starting at a time when we celebrate the 50th anniversary of the establishment of diplomatic relations between our two countries.

China has undergone a very rapid development in the past 50 years. Being among the fastest growing economies in the world, it offers excellent business opportunities for Austrian companies. With a bilateral trade volume of more than 14 bn EUR in 2020, China is Austria's most important trading partner in Asia and has become Austria's second biggest source of imports after Germany. Austrian products and services enjoy an excellent reputation, "Made in Austria" stands for high quality in China as well. Today, over 900 Austrian companies are based in China including Hong Kong.

China is a complex and challenging market for foreign investors. With 1,4 bn consumers market size remains the top reason for Austrian companies to engage in China. Austria is a highly industrialized country with many hidden champions in top technologies. They are 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.

After Covid-19, China's economy has staged a remarkable recovery over the past months. In 2020, China was one few countries posting positive economic growth which is projected to increase again substantially in 2021 by 8-9%. Recently, China has invested actively in restructuring its economy towards more consumption and services instead of investment and exports, while simultaneously upgrading the country's technology & innovation sector. In the years to come China will invest billions of RMB in infrastructure and environmental upgrading and 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 equipment and accessories will continue to contribute to the future development of this sector.

Hopefully, tourism with more and more Chinese tourists travelling abroad will pick up again soon. In 2019, Austria greeted more than 1 million guests from China. This is a very positive and welcome development.

I wish all Austrian companies in China lots of success. This new edition of AUSTRIAN BUSINESS IN CHINA is a very useful tool to look for new business partners in China. ■





奥地利国家旅游局

AUSTRIAN NATIONAL TOURIST OFFICE (ÖSTERREICH WERBUNG)

© Faistauer Photography/Nikolaus Faistauer

奥地利国家旅游局 (ANTO) 是奥地利的国家旅游组织。我们的核心竞争力:

- “奥地利度假”的品牌管理
- 通过创新和现代营销开拓国际最具潜力的市场, 以确保持续和扩大奥地利在与所有奥地利旅游伙伴合作方面的竞争力
- 与奥地利旅游企业合作, 并作为旅游网络的一个重要平台。

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.

奥地利国家旅游局实行全球化运营战略, 总部设在维也纳, 在全世界设有20多家办事处, 拥有200多名员工, 致力于全球范围内的奥地利旅游资源推广。该协会主要由两个成员组成, 即奥地利联邦农业、区域和旅游部(75%)和奥地利联邦商会(25%)。2019年, 奥地利入境游客较去年实现3.0%的增长, 入境过夜游客人数达1.526亿人次, 同比增长1.9%。

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 an association with two members, the Federal Ministry of Agriculture, Regions and Tourism (75%) and the Austrian Economic Chamber (25%). In 2019, Austrian tourism again recorded growth compared to the previous year. Both arrivals (+3.0%) and overnight stays (+1.9%) increased in 2019. 152.6 million overnight stays were registered in 2019.



© Innsbruck Tourismus/Helga Andreatta

2020年因疫情影响，全球旅游市场受到巨大冲击。在此情况下，奥地利国家旅游局转向“刺激内需”，鼓励境内游，并实时报道旅游市场的最新发展趋势。线上的国际网络平台(ÖW Global)，为市场信息透明化规范化提供了可能性。

2001年，奥地利国家旅游局正式进驻中国市场。数据显示，中国游客成为在奥度假旅游增长速度最快的游客群体之一，在亚洲市场位居首位。根据近年来世界旅游组织的统计，奥地利是深受中国游客欢迎的五个欧洲目的地之一。2019年奥地利共有103万名中国客人到访，同比增长6.2%，入境过夜旅游人数约为148万人次，同比增长5.6%。新冠疫情以来，出境游几乎进入冰封状态。在此



来源：奥地利统计局 | Source: Statistik Austria

In 2020, the global tourism market suffered immense losses due to the Covid-Pandemic. Therefore, we focused on promoting domestic tourism and on reporting on the current situation in the markets of origin. Due to our international network (ÖW Global), it was possible to set a new standard in the transparent preparation of market information.

The Austrian National Tourist Office is present 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 2019, 1.03 million Chinese tourists travelled



期间，我们通过社交网络交流，更多地了解中国游客需求，实现高效的目的地推广目标，相信国际旅行恢复时，中奥旅游将迎来温暖的春天。

奥地利旅游资源丰富，关于旅游主题，我们首推奥地利的文化遗产音乐，以及丰富的自然资源，游客可以在适度的户外中放松心情，探索自我，感受生活乐趣。随着2022年北京冬奥会的临近，社会各界对冬季冰雪运动的关注度也在持续走高，冬季运动成为一个重要的活动主题和影响营销策略的因素。我们的沟通策略则侧重于奥地利高水准的旅游基础设施，密切关注为整个旅游产品提供旅游服务的人们。

奥地利国家旅游局为中国市场量身定制主题，并在微信公众号 (austria-travel 和 austria-traveltrade)，新浪微博 (www.weibo.com/aodili) 和奥地利旅游局官方中文网站 www.aodili.info 进行发布，也在新媒体和传统媒体以及专业的旅游、生活平台实时推送相关资讯。奥地利国家旅游局一直与中国同业伙伴保持密切合作，同时作为奥地利各大旅游景点的合作伙伴，帮助其在中国“落地”各类旅游项目，为中奥两国旅游业合作伙伴架起沟通的桥梁。

我们将很高兴为您提供关于中国旅游市场的详细信息，解答相关疑问! ■



© Bregenzer Festspiele/Karl Forster

to Austria (+6,2%), the number of overnight stays achieved about 1,48 million (+5,6%). Since the beginning of the Covid-Pandemic, travelling abroad has been almost impossible for Chinese. Therefore, we intensified our contact activities with our Chinese target group in order to keep Austria as a holiday destination in vivid memory for the time when international travelling will be possible again.

In terms of content, we strongly focus on the cultural heritage of Austria (music!), as well as unspoiled 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. Our communication strategy focuses on Austria's high standard of tourism infrastructure and hosts dedicated to the holiday success of their guests.

Our topics are tailored for the Chinese social media, which are dominated by WeChat (austria-travel and austria-traveltrade) and 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! ■

联系我们 | Contact us

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主要经济门类

ECONOMIC SECTORS IN FOCUS

汽车、海洋产业

Automotive and maritime industry

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。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。凭借着其悠久的历史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。

船舶动力领域有 190 年的专业知识，游艇用创新振动防护，高效的泵系统？奥地利虽不临海，却是一个海洋产业国，包括造船和船舶修理、游艇和游船、发动机、造船厂、环境和安全系统，以及港口管理和物流等行业，涵盖海上和内陆水道。

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, Austrian companies have had to develop technically advanced products for the world market. 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 auto 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.

190 years of expertise in ship propulsion, innovative swing protection for yachts, efficient pump systems? Austria is a country of maritime industries, even without access to the sea. This covers shipbuilding and repair, yachts and cruise ships, engines, shipyards, environmental and safety systems, and systems for port management and logistics – for a range of seaward and inland waterways uses.

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：奥地利驻广州总领事馆商务处 ■

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 Guangzhou ■

创意产业——出版、媒体、广告、音乐、电影、娱乐 Creative industries – publishing, media, advertisement, music, film & entertainment

奥地利国内的媒体和广告市场很小。为了取得成功，奥地利公司需要具备创造性和灵活性，以使客户受益。

在奥地利，音乐和电影业越来越多地使用最新的技术。近年来，成立了众多创业公司，专门从事浏览、搜索、推荐和欣赏音乐。奥地利的一家公司开发了一种技术，可以在没有明显延迟的情况下发送音频信号。这家公司的虚拟现实解决方案使距离数千英里的音乐家能够一起排练。这些先驱者还在推动虚拟现实音乐会。全球领先的摄像缆车供应商也将总部设在奥地利。其创新产品可以在高处远距离移动相机。

请联系：奥地利驻沪总领事馆商务处 ■

Austria's own market for media and advertising is small. In order to survive, Austrian companies have to be creative and flexible, qualities that their customers benefit from.

The music and film industry in Austria is increasingly working with the latest technologies. Over the last few years, numerous start-ups have been established that are specialised in the browsing, finding, recommendation and enjoyment of music. An Austrian company developed a technology that makes it possible to send audio signals without any perceptible delay. The virtual reality solutions of this company make it possible for musicians who are thousands of kilometres away from one another to practise together. And virtual reality concerts are also being implemented by these pioneers. The global leader in funicular railways for cameras has its registered office in Austria. Its innovative products facilitates tracking shots at great altitude over long distances.

Contact: ADVANTAGE AUSTRIA Shanghai ■

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 国家。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 ■

电子商务 E-Commerce

奥地利向180个国家出口食品和软饮料。国内1/6的就业岗位来自该领域。有机农业在奥地利有着特别悠久的历史。早在1920年代，就已经正式注册了第一个有机农业经营者。奥地利有20000个农场，每五公顷农业用地中就有一公顷用于生产有机作物，奥地利的有机农业产业领先欧洲其他国家。这个行业包括各种有机食品生产商，例如有机葡萄酒、有机肉类、有机乳制品、有机饮料和有机膳食补充剂。奥地利肥沃的土壤和丰富的葡萄种类让9000多家小型葡萄酒酿造企业受益。奥地利出产超过1000种不同的啤酒，其中精酿啤酒越来越受欢迎。

请联系：奥地利驻华使馆商务处 ■

Austria exports food and soft drinks to 180 countries. One in six jobs is dependent on the sector. Organic farming has a particularly long tradition in Austria. The first organic farmer was officially registered as early as the 1920s. With every fifth hectare of agricultural land managed organically and 20,000 farms, Austria heads the European league in organic farming. The sector includes producers of organic food in general, organic wine, organic meat, organic dairy products, organic drinks and organic dietary supplements. More than 9,000 small wine-growing businesses benefit from Austria's rich soils and wide variety of grapes. Over 1,000 different beers are brewed in Austria, with 'craft beers' becoming ever more popular.

Contact: ADVANTAGE AUSTRIA Beijing ■



智能城市 & 城市技术 Smart city & urban technologies

城市技术产业为城市生活提供高效的解决方案，从而提升城市生活质量。在奥地利有很多智能城市项目，奥地利的首都维也纳是世界上最宜居的城市之一。奥地利在城市技术方面的能力，例如：移动解决方案、能源和环境技术或者全方面的城市发展方案等，都获得了国际认可。奥地利企业的产品和服务让全世界的城市变得更高效、更具可持续性，更安全、更宜居。

请联系：奥地利商务专员公署（香港） ■

The Urban Technologies industry develops efficient solutions for life in towns and cities and thus increases the quality of urban life. There are a lot of smart city projects in Austria, and the Austrian capital is one of the most liveable cities in the world. Austrian expertise in urban technologies, such as mobility solutions, energy and environmental technologies or comprehensive urban development concepts, is internationally renowned. Products and services from Austrian companies are making cities all over the world more efficient, sustainable, secure and liveable.

Contact: ADVANTAGE AUSTRIA Hong Kong ■

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、孵化器和科技迁移基地，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以及奥地利商务专员公署（香港） ■

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 & ADVANTAGE AUSTRIA Hong Kong ■

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，也为2022年北京冬奥会提供了其独有的专业知识。

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 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环境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 ■

中奥关系：50 年的成功故事

SINO-AUSTRIAN RELATIONS: A SUCCESS STORY SINCE 50 YEARS

1971年，当中国和奥地利决定建立外交关系时，世界还是完全不同的格局。经过多年的国内斗争，中国正精心准备重返世界舞台，已确定了转年中国加入联合国安理会的日程。尽管当时中国对全球经济的影响仍然微乎其微，但只要简短审视一下地图，大多数观察家都会清楚地看到，中国注定会在某个时候再次成为一股不可忽视的力量。与此同时，冷战牢牢地控制着欧洲，最明显的形式就是“铁幕”，它从实际上割裂了亚欧大陆。正是在这条人为分界线的背后，1971年5月26日，奥地利和中国在当时的罗马尼亚社会主义共和国首都布加勒斯特签署了建交联合公报。实际上，通往布加勒斯特公报的道路多年前就已经铺平。

The world was a very different place when China and Austria decided to establish diplomatic ties in 1971. After years of domestic struggles, China was meticulously preparing its return to the world stage, with its joining of the UN Security Council already scheduled for the following year. Despite still having minimal impact on the global economy, back then a short look on the map must have made it clear to most observers that China was destined to become a force to be reckoned with again at some point. Simultaneously, the Cold War had a firm grip on Europe, most visible in the form of the “iron curtain”, de facto splitting the continent. It was behind this artificial line, where the joint communique for the establishment of diplomatic relations between Austria and China was signed on May 26 1971 in Bukarest, back then the capital of the Socialist Republic of Romania. However, the path towards the Bukarest Communique had already been paved many years before.



奥地利首任驻华大使汉斯·塔尔贝格博士 1971 年抵达北京
Arrival of Austria's first Ambassador to China, Dr. Hans Thalberg, 1971 in Beijing



奥地利首任驻华大使汉斯·塔尔贝格博士同前总理周恩来会谈
Austria's Ambassador Dr. Hans Thalberg during talks with Prime Minister Zhou Enlai

奥地利和中国在两次世界大战之前以及之间就已经进行了广泛的交流，但双方的众多国内障碍使双边关系在 20 世纪中叶中断：迅速协调关系成为了双方的首要议程。1956 年，就在奥地利完全独立一年后，周恩来总理强调中国尊重奥地利的永久中立，并表示有兴趣建立外交关系。1964 年 12 月 7 日，奥地利联邦商会与中国国际贸易促进委员会 (CCPIT) 签订了三项协议，承认中国作为亚洲贸易中心的重要性，正式建立了双边经济联系，从而朝着实现这一目标迈出了第一步。以前，处理双边经济事务必须通过于 1961 年在香港成立的奥地利商务处（现为：奥地利对外经济组织），然而，随着 1966 年在北京建立了第一个奥地利在中国大陆的贸易中心，两国之间的贸易和经济合作迅速发展。

Austria and China had already engaged in extensive exchanges before and between the two World Wars and numerous domestic obstacles on both sides had left bilateral ties severed by the mid-20th century: a quick harmonization of relations was on top of each side's agenda. In 1956, only a year after Austria regained its full independence, Premier Zhou Enlai emphasized China's respect for Austria's permanent neutrality and signaled interest in establishing diplomatic ties with each other. The first step towards this goal was achieved with the establishment of formal economic ties on December 7 1964, when the Austrian Federal Economic Chamber concluded three agreements with the Chinese Council for the Promotion of International Trade (CCPIT), thus acknowledging China's importance as Asia's central trading hub. Up until then, bilateral economic affairs had to be handled through the Austrian Trade Center (now: ADVANTAGE AUSTRIA) in Hong Kong, which was opened in 1961. However, with the establishment of mainland China's first Austrian Trade Center in Beijing in 1966, trade and economic cooperation between the two countries rapidly gained momentum.



中华人民共和国国家主席江泽民与奥地利总统托马斯·克雷斯蒂尔博士 1999 年于萨尔茨堡
Chinese President Jiang Zemin with Austrian President Dr. Thomas Klestil 1999 in Salzburg



1971 年夏末，周恩来总理会见了奥地利联邦商会主席 Rudolf Sallinger
In late summer of 1971, Prime Minister Zhou Enlai received the President of the Austrian Federal Economic Chamber, Rudolf Sallinger



奥地利公司很快抓住机遇，得以在中国实施了多项重大项目，特别是在机械工程领域。1967年，奥地利联合钢铁集团（VOEST）向山西省太原市出售了一整套冷镦模具钢（LD钢）生产装置，这是首批重大订单之一。奥地利经济在中国的先驱还包括伊林公司（Elin）和福伊特公司（Voith），他们在湖南省实施了马迹塘发电厂的建设项目。1974年，北京的奥地利商务处在中国举办了第一届奥地利展览会，74家奥地利公司有机会展示了他们的产品。同年，奥地利外长基希施莱格（Kirchschläger）访华。1977年中国高级经济代表团访问奥地利，1984年中国外交部长吴学谦访问奥地利，这些活动进一步加强了双边接触。同时，在邓小平改革开放政策进程中，双边贸易逐步扩大。缔结了两项双边协定，进一步促进了经济交流，例如投资保护协定、科技合作协定、避免双重征税协定以及铁路、航空和卫生领域的协定。此外，一系列省市伙伴关系的建立，也为深化友好关系作出了宝贵贡献。

到了20世纪80年代末，大多数观察家都清楚地看到，中国正在重新成为全球经济强国。在其战略地理位置和庞大劳动力资源的推动下，越来越多的奥地利企业发

Austrian companies were quick in grasping opportunities and were able to realize major projects in China, especially in the field of mechanical engineering. 1967 saw one of the first large orders with the sale of a complete LD steel plant by the Austrian company VOEST ALPINE to the city of 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. In 1974, the Austrian Foreign Trade Center in Beijing organized the first Austrian exhibition in China where 74 Austrian companies had the opportunity to present their products. In the same year, Austria's Foreign Minister Rudolf Kirchschläger visited China. Contacts were further intensified when a high-ranking Chinese economic delegation visited Austria in 1977 followed by a visit of China's Foreign Minister Wu Xueqian in 1984. Meanwhile, bilateral trade gradually expanded in the course of the reform and opening policy under Deng Xiaoping. The conclusion of numerous bilateral agreements, such as 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 further facilitated economic exchanges. In addition, a series of provincial and city partnerships were implemented, which also made a valuable contribution to deepening friendly relations.

By the late 1980s, it was obvious to most observers that China was en-route to become a global economic powerhouse once again. Fueled by its strategic geographic location and an immense work force,

现，中国成为了他们首选的制造中心。这种“向东转移”很快反映在双边贸易统计中，自1989年以来，奥地利一直与中国存在贸易逆差。1995年3月27日，奥地利航空公司开通了维也纳-北京航线，随后又开通了直飞上海的航线。2001年，中国加入世贸组织，随之而来的自由化促进了对外贸易，十年间，中奥贸易额增长了三倍。2001年，首版《奥地利对华经济》刊物面世，其中指出，截至当年，已有100多家奥地利公司在中国设立了子公司。

随着中国经济结构的调整，奥地利公司参与的形式和实质也随之发生了变化。虽然中国曾经是出口商品的有利生产地，但现在的重点却是中国客户。不断增长的国内市场正在创造对新产品和服务的需求，从环保技术到客户需求日益增长的消费品。奥地利企业正在通过优化其价值链和提高其在中国的运营效率来应对更激烈的竞争。与中国合作伙伴在第三市场的合作日益重要。“走出去”举措，例如复兴丝绸之路，创造了新的潜力。

如今，布加勒斯特公报签署50年后，铁幕早已消失，中国已成为欧盟最大的贸易伙伴。同时，在首版《奥地利对华经济》出版20年后，已有600多家奥地利公司在中国拥有950家子公司，他们对中国市场有着坚定的承诺，并对未来机遇有着积极的展望。这个数字令人印象深刻地说明了中国对奥地利经济的突出重要性。2020年，双边贸易额首次突破140亿欧元大关：现在，中国是奥地利在亚洲最重要的贸易伙伴，是奥地利第二大进口来源国，进口贸易额达到100多亿欧元，仅次于德国（500亿欧元）。

总之，这表明中奥关系是一个巨大成功的故事，它让我们想起50年前双边关系的协调带来的无数机遇。同时，它也强调了在未来50年保持这种基于相互信任和尊重的建设性关系的重要性！

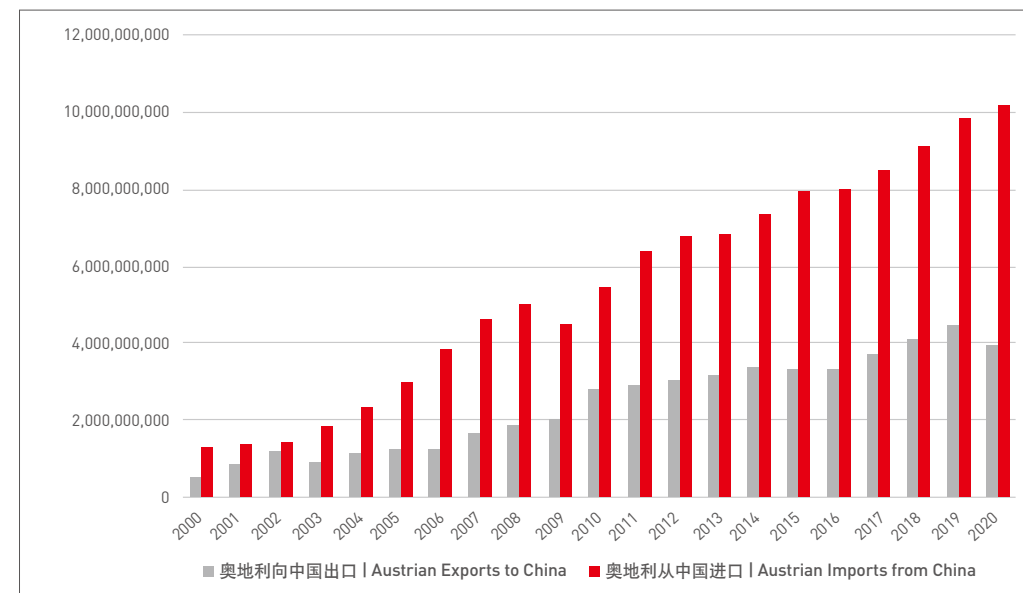
increasingly more Austrian companies discovered China as their preferred manufacturing hub. This "shift towards the East" was soon reflected in the bilateral trade statistics, with Austria consistently recording a trade deficit with China since 1989. On March 27 1995, Austrian Airlines established its Vienna-Beijing route, a direct flight to Shanghai followed soon after. China's accession to the WTO in 2001 and the accompanying liberalization boosted foreign trade and within ten years the Sino-Austrian trade volume had tripled. 2001 also saw the first edition of the "Austrian Business in China" brochure, which noted that as of that year more than 100 Austrian companies had already established subsidiaries in China.

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 is now 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.

Today, 50 years after signing of the Bukarest communique, the iron curtain is long gone and China is the largest trading partner of the European Union. Also, 20 years after the first edition of "Austrian Business in China", more than 600 Austrian companies maintain 950 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. In 2020, the bilateral trade volume surpassed the EUR 14 bn threshold for the first time: China is now Austria's most important trading partner in Asia and with more than EUR 10 bn the biggest source of Austrian imports after Germany (EUR 50 bn).

Altogether, this shows that Sino-Austrian relations are a huge success story, which reminds us about the numerous opportunities created by the harmonization of the bilateral relations 50 years ago. But it also emphasizes the importance of maintaining this constructive relationship based on mutual trust and respect for the next 50 years to come!

单位：欧元 | Unit: Euros



来源：奥地利统计局 | Source: Statistik Austria





奥地利——盈利之地

AUSTRIA - A PROFITABLE LOCATION

© Österreich Werbung - Popp Hackner

奥地利的音乐、山川和美食广为人知。然而，莫扎特、滑雪以及萨赫巧克力蛋糕仅仅是人们所了解的传统一面。奥地利是欧盟中最具创新力并最成功的国家之一。现代化的基础设施、高品质技术、受过良好培训且主动积极的专业人员，将奥地利造就为一个充满活力的营商地。奥地利是欧盟第四繁荣国，拥有无与伦比的生活品质。它的政治稳定和法律安全程度全球领先，劳动生产率在欧盟名列前茅。

营商地奥地利——东西方的桥头堡

位于重要交通线路的交汇处，奥地利的中心位置提供了最佳的市场切入点，即这里可作为进入繁荣德语市场（1 亿消费者）的起点，或整个欧盟地区的枢纽。此外，东南欧与东欧的活跃市场吸引着大量跨国企业，奥地利正是联系这两个区域的首要选址。

ABA——投资奥地利是创新投资者的首选联络人

ABA的专家们为有意前往奥地利营商的外商企业提供相关事务的全方位咨询。服务涵盖选址、劳务与税务的规定、资助与融资渠道、合作伙伴、行政手续办理的支持、雇员子女入学信息、最佳居住落户地等等。

Austria is famous for music, mountains and culinary delights. However, Mozart, skiing and Sachertorte are only the traditional side of the story. Austria ranks among the most innovative and successful countries in the European Union. The dynamic business location stands out thanks to its modern infrastructure, high-quality technologies and well-trained, highly motivated specialized personnel. Austria is the fourth most prosperous country in the EU and boasts an exceptionally high quality of life. Austria has a top position worldwide regarding political stability and legal security and is leading in the EU in respect to labor productivity.

Business Location Austria - a bridgehead between East and West

Austria's central location at the interface of important transport routes enables optimal market access i.e. as the starting point for the prosperous German-speaking markets (100 million consumers) or as a hub for the entire EU region. And, the country is the number one location for building up ties to South East and Eastern Europe. These dynamic markets are a magnet for many multinationals.

ABA – Invest in Austria is the first contact for innovative investors

The experts at ABA advise foreign companies interested in establishing business operations in Austria on all relevant issues. Services range from site selection, consulting on labour and tax regulations, funding and financing possibilities, cooperation partners and support in handling formalities with public authorities to gathering information on schools for employees' children and the best residential areas.



尽管受到危机的影响，2020年ABA仍协助了353家外商企业落户奥地利，取得了历史第三佳绩。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。■

In 2020, despite the crisis, ABA posted the third-best results, assisting 353 companies when setting up business in Austria. 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 serving more investors from China with our expertise and network. ■



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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
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多个国家有100多个办事处 Over 100 offices in more than 70 countries
中国办事处 Offices in China	6
员工 Employees	来自80个国家，讲70种母语的700名员工 700 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

*2021 年 4 月的数据 | as of April 2021



奥地利驻华使馆商务处 ADVANTAGE AUSTRIA Beijing



白明浩博士
商务参赞

Dr. Michael Berger
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。

位于中国政治和冬季运动产业的中心

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。■

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

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. ■

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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、电子商务、农林业、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, E-commerce, 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

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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占中国外贸总额比重超过三分之一，所吸引的海外投资额约占中国吸引外资总额的40%，其生产总值约占中国国民生产总值的四分之一。同时，长三角地区约占中国年度研发经费总支出的三分之一，拥有中国约20%的高科技园区。

长三角地区的集成电路产业约占中国该产业总规模的一半。长三角地区也是信息与通信技术 (ICT) 行业的重要枢纽，软件信息服务业规模占比达到中国该产业的约三分之一。一些最重要的网上平台总部设在上海、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

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 more than a third of China's foreign trade, attracts 40% of all foreign investment and generates about a quarter of the gross domestic product of China. The region is also responsible for about one-third of China's annual R&D expenditure and around one-fifth of the nation's high-tech zones.

The YRD region accounts for around half of the scale of China's integrated circuit (IC) industry. The region is also an important hub for the Information and Communication Technologies (ICT) industry and accounts for about one-third of the scale of China's software information service

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
汽车与移动出行，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，创意产业

Important industries
Automotive & Mobility, Industrial Automation, New Technologies, Health Sector & Medical Technologies, Chemicals & Plastics, New Materials, Creative Industries.

子商务巨头阿里巴巴。作为中国的“电子商务中心”，浙江省占了中国电子商务总销售额的一半以上。另一个蓬勃发展的新能源汽车 (NEV) 产业。作为长三角地区汽车产业集群的中心，江苏和上海聚集了100多个产业园区，主要为新能源汽车产业。近年来，中国的生命科学和医疗保健行业已经成为利润最可观的行业之一，并迅速发展成一个极具投资吸引力的市场。另一个重点行业是创意产业。上海聚焦于电影和游戏市场，其在中国游戏市场销售总收入中占比超三分之一。未来五年里 (2021-2025)，长三角地区会继续推进一体化并共享科技资源，以期在人工智能、集成电路和生物医药等领域取得突破。■

industry. Some of the most important online platforms – such as the online supermarket Yihaodian or e-commerce giant Alibaba – with great market share in Asia are based in Shanghai, Nanjing and Hangzhou. As the “center of e-commerce” in China, Zhejiang province accounts for more than half of total sales for e-commerce services in China. The New Energy Vehicles (NEV) is another booming sector. As the center of automotive industry clusters in the YRD region, Jiangsu and Shanghai are concentrated with more than 100 industrial parks, which mainly focus on NEV industry. In recent years, the life science and healthcare industry in China has become one of the most profitable sectors and risen rapidly to a highly attractive market for investments. Another focus industry is creative industry. Shanghai focuses on film and gaming market, which accounts for more than one-third of gaming market sales revenue in China. In the next five-year-period (2021-2025), the YRD region will be further integrated to share science and technology resources to make breakthroughs in fields like AI, IC and biomedicine. ■

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长江三角洲的外贸额占中国外贸总额比重超过三分之一，所吸引的海外投资额约占中国吸引外资总额的40%，其生产总值约占中国国民生产总值的四分之一，研发经费支出约占中国年度研发经费总支出的三分之一。

The Yangtze River Delta is responsible for more than a third of China's foreign trade, attracts 40% of all foreign investment, generates about a quarter of the gross domestic product of China, accounts for around one-third of China's annual R&D expenditure.

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



穆娥
商务领事
Birgit Murr
Commercial Consul

奥地利驻广州总领事馆商务处为华南和西南九省的奥中商务联系提供支持。服务区域所覆盖的地区发展情况相当多样化，既有以出口为主的高度发展地区如广东大湾区和福建沿海城市，也有传统属于三线建设主打重工业的省份如四川和重庆，还包括农业大省如云南和广西。近年来，所有这些地区都处于高速的产业变革和现代化进程。

广东是电子和轻工业产品生产及出口全球的强省；拥有上亿人口的大湾区城市群以及以超越香港为目标的高科技城市深圳。福建的经济强盛得益于靠近台湾的地理优势以及来自宝岛的投资。湖南设立了三个自由贸易区，立志要成为主要的物流枢纽以及富有吸引力的会展举办

ADVANTAGE AUSTRIA Guangzhou supports Austrian-Chinese business ties in nine South and Southwest Chinese provinces. This comprehensive service area is very diverse, covering highly developed export-focused regions such as Guangdong's Greater Bay Area (GBA) and Fujian's coastal cities, provinces traditionally engaged in “3rd line” and heavy industries such as Sichuan and Chongqing and agricultural hotspots such as Yunnan und Guangxi. All of them are witnessing rapid industrial transformation and modernization in recent years.

Guangdong is strong in exports and produces electronics and light-industrial goods for a world market, the GBA city cluster with 100 Mio people and the high-tech city of Shenzhen aim at surpassing Hongkong. Fujian's strong economy enjoys proximity to Taiwan and investments coming from

地区。毗邻越南的广西正快速发展，重点为新能源汽车产业。海南设立了全新的具有宏伟发展蓝图的自由贸易区，与其旅游和康养产业相得益彰。四川和重庆正构建清洁电子及信息通讯科技产业，发展形成“成渝经济圈”。

所有这些省份都具有强劲而稳定的GDP和外贸增长，为奥地利企业提供极好的商业前景。奥地利领馆商务处支持并鼓励已经在长三角/上海和京津驻扎的奥地利企业在华分支机构前来迄今为止尚待开发的华南和西南省份开拓新的商机。■

the island. Hunan with three Free Trade Zones has ambitious plans of transforming itself into a major logistics hub and becoming an attractive trade fair location. Guangxi bordering Vietnam is developing at a rapid pace, focusing on (NEV) automotive industry. Hainan set up an ambitious new Free Trade Zone, complementing the tourism and health sectors. Sichuan and Chongqing are building up clean electronics and ICT industries and develop the “Chengdu-Chongqing Economic Circle”.

All these provinces witness strong and stable GDP and foreign trade growth and provide excellent prospects for Austrian enterprises. ADVANTAGE AUSTRIA supports and encourages Austrian companies with China subsidiaries in the economic strongholds of the Yangtze River Delta/Shanghai and Beijing/Tianjin to explore new business opportunities in the so far less discovered South-/Southwestern Chinese provinces. ■

China's South & Southwest witness strong and stable GDP and foreign trade growth and provide excellent prospects for Austrian enterprises.

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管辖区域
重庆、福建、广东、广西、贵州、海南、湖南、四川、云南

Regions covered
Chongqing, Fujian, Guangdong, Guangxi, Guizhou, Hainan, Hunan, Sichuan, Yunnan

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、智慧城市技术、航空航天

Important industries
Electronics, ICT, Smart Manufacturing, Light industry, Furniture, Plastics, Consumer Goods, Machinery, Environmental technology, Logistics, Urban Technologies & Smart City, Aviation & Aerospace





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

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40%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

For many Austrian companies, Hong Kong remains THE gateway to China and Asia. Over 40% 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 recognised 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

管辖区域

香港特别行政区、澳门特别行政

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

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60%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，特别是在金融服务、技术转让与初创企业、城市科技、创意产业、教育和餐饮等领域。■

the special administrative region a good place for Austrian business to start with Asia. With 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 efforts towards internationalisation. Over 60% of all Chinese investments in Austria come from Hong Kong.

The Austrian Trade Commission Hong Kong is responsible for implementing special programmes especially in the sectors of financial services, technology transfer and startups, urban tech, creative industries, education and the food and drinks industry. ■

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。

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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奥地利企业
COMPANY PROFILES

INDUSTRY AT ITS BEST

11ER NAHRUNGSMITTEL GMBH

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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，酥脆美味
- 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 specialities 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

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为汽车内饰的批量生产提供创新的设备和生产工艺。

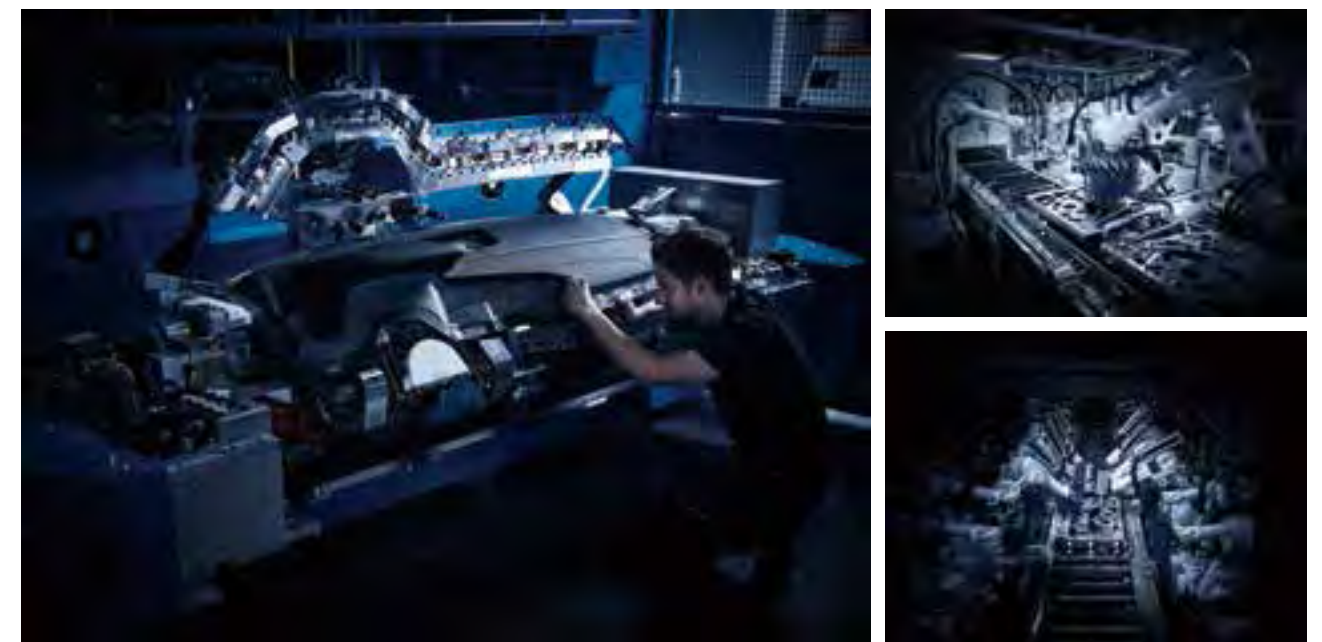
3CON为汽车制造业及其供应商开发并制造高端内饰生产系统，提供前沿的技术和智能的工艺，使我们的客户实现最大化设计自由的生产，达到稳定、出色的产品质量。为了不断地把最先进的技术运用到汽车内饰批量生产过程中，3CON研发室一直致力于开发新的解决方案和具有创新性的技术。

3CON目前在全球5个国家（奥地利、德国、中国、美国 and 墨西哥）拥有超过500位员工，他们正在积极地推动汽车内饰行业的发展而努力工作。■

Innovative systems and process technology for series production of automotive interior finishing.

3CON develops and manufactures high-end interior production systems for the automotive industry and its suppliers: forward-looking technologies and intelligent processes that enable customers to manufacture with the greatest possible design freedom, efficiency and consistently outstanding quality. The 3CON technologies are state of the art in the series production of automotive interiors. To maintain this status, the 3CON laboratory is constantly working on new, advanced solutions that significantly and comprehensively optimize the production steps in the automotive industry.

3CON currently employs more than 500 people in 5 countries (Austria, Germany, China, USA and Mexico) who are driving the automotive interior manufacturing of the future. ■



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作为一家工程和咨询公司，abaco有限公司成立于1999年。自创建伊始，我们即已开发了一个强大的网络，为各大洲各个行业的企业提供服务。

我们的使命——在以下三个方面为我们的全球客户提供支持：

开发和优化定制产品的供应链

我们由 50 多名工程师、质量管理、采购和物流专家组成的团队为各个行业开发和管理供应链。作为全方位服务提供商，我们负责：

- 供应市场研究
- 供应商审计和评估
- 产品再造和优化
- 产品匹配，设计推向市场的方式
- 技术转让和实施
- 制造
- 质量控制和质量保证，知识产权保护
- 物流和仓储

支持在新市场开展业务

借助于我们的基础设施和专业知识，我们作为远程销售和营销部门为客户服务。

- 进入市场前限定风险，方便且具有成本效益
- 贴近潜在买家，以他们的时区、文化和商业环境及他们的当地语言代理我们客户的业务
- 开发线索
- 监督所有必要的法律要求
- 通过我们世界各地的办事机构筛选市场，以获得更多机会

过渡性融资和责任保险范畴

- 为了将买卖双方的风险降到最低，我们负责办理过渡性融资。供应商可以在货物离岸时收到货款，而客户则享受通常的付款条件
- 无汇率风险
- 所有产品均可在全球范围内（包括中国、美国）获得可靠的工业级责任保险

我们的产品基础广泛；然而，我们的大多数客户需要工业供应、机电一体化、门窗零部件、汽车、消费品等领域的支持。



我们支持中国客户出口欧美
We support Chinese customers to export to Europe and America



青岛办事处
Qingdao office



上海办事处
Shanghai office



中国制造
Manufacturing in China

In 1999, abaco gmbh was founded as an engineering and consulting company. Since then, we have grown into a strong network, serving businesses in a wide variety of sectors across continents.

Our mission - to support our global clients in three ways:

Development & Optimization of supply chains for customized products

Our team of over 50 engineers, QC, purchasing and logistics experts develops and manages supply chains for various industries. As a full-service provider, we take care of:

- Supply market research
- Supplier audit & assessment
- Product re-engineering and optimization
- Product adaption, ready to market design
- technology transfers and implementation
- Manufacturing
- QC & QA, IP protection
- Logistics and warehousing

Support to develop business in new markets

Using our infrastructure and expertise, we act for our clients as a remote sales and marketing department.

- Limited risks ahead of a market entry for first movements, easy and cost effective
- Representing our clients at the doorstep of potential buyers within their time zone, cultural and business environment and in their local language
- Development of leads
- Overseeing of all required legal requirements
- Screening the markets throughout our global locations for more opportunities

Bridge financing and liability insurance coverage

- To minimize risks for sellers and buyers we take care of bridge financing. Suppliers get their money upon FOB, while customers enjoy their usual payment terms
- No exchange rate risks
- All products are covered globally (incl. China, US) with a strong, industrial level liability insurance

Our product base is wide ranging; however, the majority of our customers require support in the areas of industrial supply, mechatronics, windows and door parts, automotive, consumer goods, etc. ■

ADMONTER HOLZINDUSTRIE AG

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更多分公司信息请访问：
For more information on our subsidiaries please visit:
<https://admonter.com/en/sales-partner/>

Admonter是奥地利领先的室内设计和装饰用优质实木产品生产商。Admonter为全球50多个国家的客户提供服务：包括进口商、批发商、零售商、建筑师、室内设计师、房地产开发商和著名的国际连锁酒店。

Admonter代表100%奥地利制造的高品质原木产品。可持续性、质量和设计是其价值关键。Admonter木制品提供5个产品系列，均由高档实木制作，包括地板、面板（用于家具结构、墙壁和天花板覆层）、楼梯、隔音板和室内门，构成了整体室内设计概念。遵循这种出色的/全面的设计方法，客户或建筑师只需使用一个资源，就能够实现最大程度上的个性化设计理念。天然木地板实行30年保修。

Admonter 木材工业股份公司获得了奥地利生态产品认证标签。PEFC和EPD认证保证资源的可持续和负责任的使用。

地板 - 天然木地板。选用品种丰富的Admonter 天然木地板，为您打造梦想家园。

楼梯 - 天然木楼梯。您可以为每款 Admonter 天然木地板找到匹配的楼梯解决方案。

基材 - 天然木板。墙面覆层、厨房正面、门、家具或桌面。借助Admonter元素，实现设计梦想。

门 - 天然木门。Admonter公司可根据您的愿望、想法和规格提供量身定制的解决方案。

音效产品 - 天然木材声学材料。音效产品是一种具有感觉吸引力、生态性和功能性的解决方案，特别适用于会议室、餐厅、体育馆、家庭影院、办公室、研讨室、演讲室和宴会厅。■

Admonter is the leading austrian producer of high quality products in real wood for interior design & decoration. Admonter serves customers in more than 50 countries around the world: importers, wholesalers, retails, architects, interior designers, property developers and famous international hotel chains.

Admonter stands for high-quality genuine wood products that are 100% manufactured in Austria. Sustainability, quality and design are the key values. Admonter wood products constitute to holistic interior design concepts by offering floors, panels (for furniture construction, wall and ceiling cladding), stairs, acoustic panels and inerior doors - all 5 product groups consist of high-grade real wood. Following this outstanding/comprehensive design approach, the customer or architect is able to implement individual design ideas to its' full extent, by using only one source. A 30 year warranty applies to natural wood floors.

Admonter Holzindustrie AG bears the Austrian eco-label. PEFC and EPD guarantee a sustainable and responsible use of the resources.

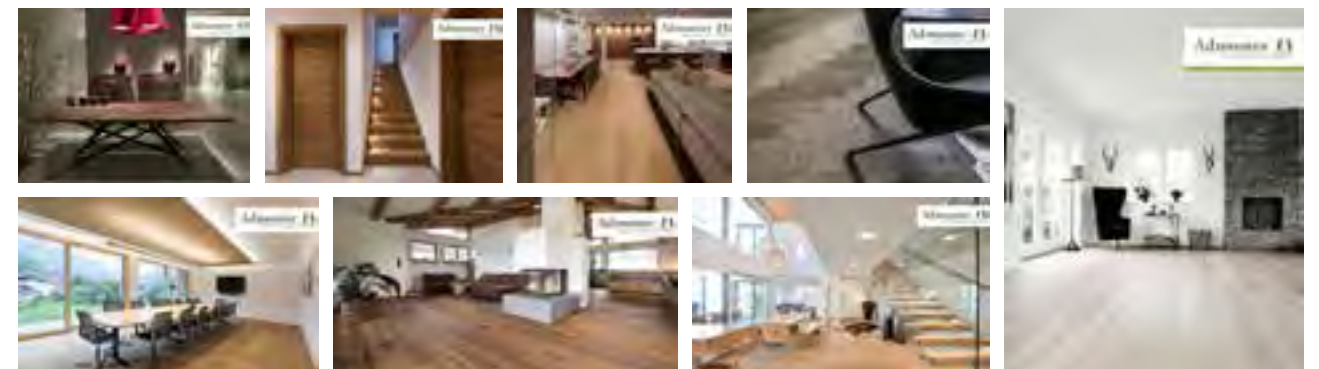
FLOORS - Natural Wood Flooring. With a large selection of Admonter natural wood floors dream homes can be created.

STAIRS - Natural Wood Stairs. You will find the matching stair solution for every Admonter natural wood flooring.

ELEMENTS - Natural Wood Panels. Wall claddings, kitchen fronts, doors, furnitures or table tops. With Admonter ELEMENTs design dreams take shape.

DOORS - Natural Wood Doors. Admonter provides tailor-made solutions according to your wishes, ideas and specifications.

ACOUSTICS - Natural Wood Acoustic elements. ACOUSTICS are a visually appealing, ecological and functional solution, especially for meeting rooms, restaurants, sports halls, home cinemas, offices, seminar rooms, lecture rooms and ballrooms. ■



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AME国际有限责任公司 (AME) 总部位于奥地利维也纳，是一家全球医疗保健技术解决方案提供商。AME成立于1995年，在国际医疗保健项目的开发、实施、运营和融资方面拥有广泛的专业技术知识。迄今为止，AME已在欧洲、东南亚、非洲和中东地区成功实施了约80项卫生和数字卫生解决方案项目。我们的项目产生了广泛的社会影响，使全球200多家医院加强了临床护理，覆盖约5万张病床。改善了170万住院病人和2000多万门诊病人的健康状况，进而扩大了医疗服务范围，惠及1.65亿人口。

作为卫生项目的全面解决方案提供商和集成商，我们的技术专长和项目管理能力，以及强大的金融背景和项目融资渠道支持，可以确保为医疗保健领域的客户和利益相关者提供可持续的、具有成本效益的解决方案。

我们的服务范围涵盖：

- 咨询与医院工程
- 成套医疗技术与交钥匙解决方案
- 数字卫生解决方案

我们的愿景是利用尖端科技改善医疗保健服务！■

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 Digital Health Solution 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 200 hospitals worldwide covering around 50,000 beds, improving the health situation for 1.7 million inpatients and over 20 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
- Digital Health Solutions

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



ASA ASTROSYSTEME GMBH | ASA 天文系统有限责任公司

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ASA 天文系统有限责任公司是一家私人经营的家族企业，自2002年以来，一直致力于开发、生产和销售高性能望远镜和在专业领域使用的研究仪器。

目前，ASA每年为国有航天机构、领先的科研机构 and 全球性商业公司交付15架专业用途大型望远镜和100台其他现货产品（详情请参考：www.astrosysteme.com）。

ASA望远镜主要用于天文研究、空间碎片探测、卫星激光测距和激光通信。

ASA公司在数控机床加工望远镜结构和光学组件方面，以及在光学地面站交钥匙构建方面有着长期的经验。

由专家组成的ASA公司专业团队涵盖了所有相关领域，如光学和机械组件、直接驱动系统、控制电子设备的研究与设计，其中包括所有控制软件、望远镜系统（主镜口径达2.5米）和复杂的矫正光学设备。

在ASA公司，所有组件均已实现内部设计和制造，这使ASA公司能够根据客户的需求精确设计产品，并在全球范围内以最佳的性价比在短时间内交付交钥匙系统。■

ASA Astrosysteme GmbH is a private and family-run business developing, producing and selling high performance telescopes and research instruments for professional use cases since 2002.

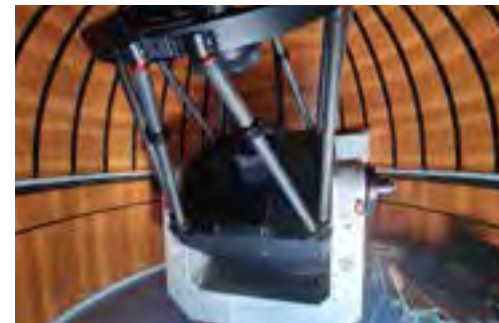
Currently ASA delivers 15 special large size telescopes and 100 other of-the-shelf products per year for state-owned space agencies, leading scientific institutes and commercial companies worldwide (see details and references on: www.astrosysteme.com).

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 2,5m mirror diameter and complex corrective optics.

The fact that ASA designs and manufactures all components in-house enables ASA to precisely design its products on customers' needs and deliver turn key systems at short lead times with the best price performance ratio in the segment worldwide. ■



ASA AZ800 - 匈牙利



ASA AZ1750 - 德国



ASA EQ1000 - 美国



ASA OGS - 奥地利

AST REFRIGERATION AND SOLAR TECHNOLOGY (BEIJING) CO., LTD.

艾斯特制冷与太阳能技术（北京）有限公司

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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冬季运动基础设施项目。自2005年以来，AST成功在中国完成了大量冰雪项目。AST携手其当地合作伙伴，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 operates globally since more than 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 many Winter Sport projects in China and is working together with its local partners as a turn-key provider for investment, consulting, installation, maintenance and operation, to make Winter Sports more popular and accessible to everyone in China. ■



AUDIO MOBIL ELEKTRONIK GMBH

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AUDIO MOBIL电子有限公司是一家汽车信息与通信技术（ICT）研发机构。重点研究项目为人机交互和车辆互联领域（HMI，即人机交互、人机界面）。

- 电子元器件的开发
- 概念设计、原型设计、前期和系列开发
- 从单件生产到批量生产
- 人机界面和适用性概念的开发和验证
- 根据IATF 16949:2016、ISO 9001、ISO 14001标准进行认证

个人音频和活动区域分离

自1999年以来，AUDIO MOBIL一直不断开发个人音频系统。这是在车辆中实现个人音频区域。每位乘客都有一个带有集成扬声器的主动头枕，彼此完全独立。这些声学区域由放大器电子设备控制，使每个头枕或座椅能够实现单独的声学区域。这项技术的一大优势是保证您所在区域和车辆空间外的隐私。由AUDIO MOBIL开发的产品能够实现高质量的语音录制和语音控制。

个人音频系统不断扩展，至今还涵盖了“主动区域分离”技术，利用这项技术音频区域被主动分离，因而在车辆内创造了个人和私密空间。这是一项在欧洲和美国都已受到保护的专利技术。

AUDIO MOBIL总部扩建工程

从2022年1月开始，AUDIO MOBIL 电子有限公司将斥资扩建其位于兰斯霍芬（Ranshofen）的总部基地。约1000平方米左右的扩建项目，将显著提高其开发和生产能力，也将进一步提高其当前和未来产品的质量。■

AUDIO MOBIL Elektronik GmbH is a research & development studio for car ICT (vehicle information and communication technologies). The focus topics are the areas of human vehicle interaction and vehicle connectivity (HMI or human-machine interaction, human-machine interfaces).

- Development of electronic components
- Concept design, prototyping, pre- and series development
- Development and validation of HMI and usability concepts
- Certified according to IATF 16949: 2016, ISO 9001, ISO 14001

Personal Audio and Active Zone Separation

AUDIO MOBIL has been continuously developing the personal audio system since 1999. This is the implementation of individual audio zones in a vehicle. Each passenger has an active headrest with integrated loudspeakers, completely independent from one another. These acoustical zones are controlled by an amplifier electronics, which enables each headrest or seat to reproduce individual acoustic zones. The guaranteed privacy in your zone and outside the vehicle space are major advantages of the technology. The product developed by AUDIO MOBIL enables high-quality voice recording and voice control.

The Personal Audio System is being expanded to include the “Active Zone Separation” technology, a trademark which is protected in Europe and the USA, in which audio zones are actively separated. Accordingly, personal and private spaces are created inside the vehicle.

AUDIO MOBIL expands its headquarter

AUDIO MOBIL Elektronik GmbH invests in the Ranshofen headquarter location. Starting with January 2022, the extension of around 1,000 m² will increase the development and production capabilities and capacities and will also allow an further increase of product quality of current and future products. ■



公司扩建工期 2021/2022
Company Extension 2021/2022

AVL

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**AVL 李斯特公司- 塑造未来交通技术趋势**

AVL 李斯特公司（又称“AVL”）致力于汽车行业及相关门类的开发、模拟和测试，拥有11000多名员工，是目前该行业全球规模最大的完全独立公司。该公司不断开拓进取，推出各种概念、解决方案和方法，塑造未来交通技术新趋势。

从混合动力到电池电动和燃料电池技术，AVL将多能源载体战略应用于所有应用领域，推出了多项创新且价格合理的技术，有效减少二氧化碳排放。从构思阶段到批量生产的整个开发过程中，该公司持续为客户提供支持。为了加速实现智能和互联交通的愿景，AVL在高级驾驶辅助系统（ADAS）、自动驾驶和数字化领域建立了核心竞争力。

创新是AVL的激情所在。2020年，公司实现营业额17亿欧元，其中12% 用于研发活动。在全球，AVL拥有45个技术和工程中心，国际专家遍布26个国家，不断推动可持续交通发展趋势，实现更绿色的未来。

AVL在中国 - 创新就在您身边

AVL由Hans List教授于1948创办，他一直与中国保持着密切的联系，尤其是他曾担任上海同济大学的教授职位。自1979年以来，Helmut List教授接任AVL的董事长兼首席执行官。在他的领导下，该公司已成长为汽车行业及相关门类的全球技术参与者。

早在 1979 年，AVL 就在北京开设了代表处，现在，其业务已遍布中国12个城市，建立了多家外商独资企业和合资企业，业务包括技术和软件中心以及测试设备和仪器的制造。如今，AVL 在中国拥有约 750 名员工，为市场上 400 多家客户提供支持。

AVL在中国的基地

北京、上海、济南、重庆、广州、武汉、天津、长春、成都、沈阳、厦门 ■



© AVL China, Shanghai Technical Center

AVL List GmbH – Shaping Future Mobility Trends

With more than 11,000 employees, AVL List GmbH (“AVL”) is the world’s largest independent company for development, simulation and testing in the automotive industry, and in other sectors. Drawing on its pioneering spirit, the company provides concepts, solutions and methodologies to shape future mobility trends.

AVL creates innovative and affordable technologies to effectively reduce CO₂ by applying a multi-energy carrier strategy for all applications – from hybrid to battery electric and fuel cell technologies. The company supports customers throughout the entire development process from the ideation phase to serial production. To accelerate the vision of smart and connected mobility AVL has established competencies in the fields of ADAS, autonomous driving and digitalization.

AVL’s passion is innovation. Together with an international network of experts that extends over 26 countries and with 45 Tech- and Engineering Centers worldwide, AVL drives sustainable mobility trends for a greener future. In 2020, the company generated a turnover of 1.7 billion Euros, of which 12% are invested in R&D activities.

AVL in China – Innovation Near You

AVL was founded in 1948 by Prof. Hans List, who has always been closely connected with China especially through a professorship at Shanghai Tongji University. Since 1979 Prof. Helmut List has been Chairman and CEO of AVL. Under his leadership, the company has grown to become a global technology player in the automotive industry, and beyond.

Already in 1979 AVL opened a representative office in Beijing and has now developed its operations to include several wholly owned foreign enterprises and joint ventures. These span across 12 locations and include Tech- and Software Centers and production facilities for testing and instrumentation. Today, AVL in China has approximately 750 employees supporting more than 400 customers across the market.

AVL Locations in China

Beijing, Shanghai, Jinan, Chongqing, Guangzhou, Wuhan, Tianjin, Changchun, Chengdu, Shenyang, and Xiamen ■

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For more information on our subsidiaries please visit:
<https://www.backaldrin.com/en/company/locations/>

backaldrin

backaldrin 公司为 100 多个国家的烘焙和糖果行业提供服务，开发面包创意和高品质烘焙原料。

backaldrin 总部位于奥地利林茨附近的阿斯滕小镇，在那里拥有最大生产基地。同时，backaldrin 在 16 个国家设有子公司，其中有 6 处生产基地，并在各大洲的众多市场拥有分销合作伙伴。

对于商业和工业面包店，backaldrin 推出 800 多种产品，可在世界各地制作面包、面包卷和糕点。产品范围包括优质小麦面包和面包、面包卷和糖果的特殊预混料、烘焙剂、酸面团、面包香料以及馅料和调味料，其中许多产品还获得了有机品质认证。backaldrin 为客户提供从产品开发到咨询和培训的全面服务。

2017 年揭幕的 PANEUM 面包博物馆充分体现了 backaldrin 公司对面包的激情。PANEUM 博物馆拥有 9,000 年历史的艺术和文化藏品，专门讲述关于面包的故事，带领游客踏上面包历史之旅。通过 PANEUM 博物馆，backaldrin 公司旨在证明面包在人类历史上的重要性。通过这种方式，backaldrin 公司还可以向消费者传达支撑面包店和公司产品系列的价值观——质量、理念、多样性和进步。

通过积极参与职业和业余的体育运动，backaldrin 公司证明了面包和体育是一对黄金组合。多年来，该公司一直资助着自己创建的“Kornspitz 运动队”的运动员。此外，还与许多国家和国际体育协会和运动队建立了伙伴关系。■



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.

BANK OF CHINA (CENTRAL AND EASTERN EUROPE) LIMITED VIENNA BRANCH 中国银行（中东欧）有限公司维也纳分行

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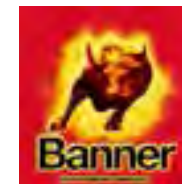
中国银行（中东欧）有限公司维也纳分行（以下简称“维也纳分行”）于2015年12月注册成立，是中国银行在奥地利的首家分行，同时也是首家进驻奥地利的中国金融机构。维也纳分行的设立标志着中资机构正式扎根奥地利金融沃土，中奥两国经贸往来间正式架起了金融领域的互通桥梁。中国银行是中国持续经营时间最为悠久的商业银行，也是中国国际化和多元化程度最高的银行。经过一个世纪的风雨征程，中国银行已在全球61个国家和地区为广大客户提供涵盖商业银行、投资银行、保险业务、基金管理、航空租赁等众多领域的优质金融服务。在北京获得2022年冬奥会举办权，将成为首个既举办过夏季奥运会又将举办冬季奥运会的“双奥城市”的同时，中国银行作为北京2008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、金融机构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，为中奥经贸交流往来、“一带一路”国家战略以及人民币国际化宏伟蓝图做出更大的贡献。■

Bank of China (Central and Eastern Europe) Limited 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 61 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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班纳公司简介

班纳有限公司是一家业务稳步发展的创新型企业，专业生产顶级品质启动电池。公司坐落于奥地利林茨莱翁丁，自1937年以来，一直生产各种汽车电池。这家由Andreas Bawart和Thomas Bawart领导的家族企业在全欧洲拥有约805名员工。班纳公司每年生产和销售启动电池超过410万台，因此，在电池生产领域，它是历史最悠久、经验最丰富和最重要的品牌之一。可持续性和环保性是企业理念的重要组成部分，公司拥有欧洲最先进、最环保的电池生产工厂，是启动电池环境论坛（UFS）的创始企业成员，并将铅处理视为自己特别严峻的责任。科研和生产均按照最严格的质量标准进行，并采用环保程序。

从制造直到回收再利用，班纳启动电池的生产具有封闭循环的特点，并通过持续改进最大限度地减少和防止对环境的影响。班纳电池是众多汽车品牌使用的原装配件，这些汽车品牌包括奥迪、宝马、卡特彼勒、永恒力、凯斯伯尔、利勃海尔、梅赛德斯、保时捷、西亚特、沃尔沃和大众等。公司在14个国家建有25家销售公司，其组成的公司销售网络为零售商提供支持。除此之外，产品通过直接进口商销往欧洲、非洲和亚洲等70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，而这一美誉也正是班纳电池的商标。更多信息请访问：www.bannerbatterien.com。■

Banner at a glance

Banner 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 805 across Europe. Banner produces and sells over 4.1 million starter batteries annually and thus numbers among the oldest, most experienced and important brands in the battery production field. The company's battery production plant is one of the most modern and environment-friendly in Europe, and sustainability and environmental protection are vital elements in the corporate philosophy of Banner. In addition, the company is a founder member of the Starter Battery Environmental Forum (UFS) and sees its processing of lead as demanding a special degree of responsibility. Research and production take place in accordance with the most stringent quality standards and employ environment-friendly procedures.

The starter battery production of Banner is characterised by a closed cycle, which extends from manufacture to recycling and through continual improvement minimises and prevents environmental impact. Banner batteries are used for the first fitting of numerous models from Audi, the BMW Group, Caterpillar, Jungheinrich, Kässbohrer, Liebherr, Mercedes, Porsche, SEAT, Volvo and VW. A company network of 25 sales companies in fourteen countries provides retailer support and in addition Banner products are sold in more than 70 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 characterised by the Banner logo. Further information is available at www.bannerbatterien.com ■



该家族企业由商务首席执行官 Andreas Bawart 和技术首席执行官 Thomas Bawart 领导。The family company is headed by Andreas Bawart – commercial CEO (r.) and Thomas Bawart – technical CEO (l.)



在领先企业中：林茨 - 莱翁丁生产基地在欧洲最现代化的电池工厂中名列前茅。Among the leaders: the Linz-Leonding location numbers among the most modern battery plants in Europe.



班纳产品组合
Banner product portfolio



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

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Berglandmilch
eGen

Berglandmilch eGen（高山牛奶合作社）是奥地利最大的奶制品企业，产品远销至全球约50个国家，在奥地利拥有9家工厂，共有员工1500名，每年加工13亿公斤牛奶。产品种类涵盖牛奶、酸奶、凝乳酪、乳饮料、黄油及各种特色奶酪产品。作为一家全方位的供应商，Berglandmilch集团拥有Schärdinger、Tirol Milch、Lattella、Alpi和Alpiland等品牌。

所有产品使用的牛奶均来自于奥地利人迹罕至的高山地区，由大约10,000家奥地利奶牛农场供应，这些农场为家庭所有，同时也是高山牛奶合作社的股东。在奥地利，平均每个农场养有20头奶牛，放在国际环境中对比，其牛奶生产规模较小。

Berglandmilch以其高品质的牛奶闻名遐迩，其所有农场均生产100%无转基因的产品，品质超过法定标准。奶牛的饲料主要是在农场中种植，因此饲料中既不使用外来饲料，也不使用棕榈油作为添加剂。且Berglandmilch的农场在田地和草地里不使用草甘膦，并定期进行动物健康检查，小牛仅用纯正牛奶喂养（禁止用代乳品喂养）。

对Berglandmilch而言，可持续性至关重要，并为此在整个供应链上采取了各种措施。

每一款产品都是高品质的享受。■



BerglandmilcheGen is the largest dairy in Austria and exports to about 50 countries worldwide. With a total of 1,500 employees every year 1.3 billion kilograms of milk are processed in nine plants in Austria. The product assortment covers the whole range of dairy products from milk, yoghurt, curd cheese, milk drinks and butter to many different cheese specialties. As a full-range supplier Berglandmilch is known under the brands Schärdinger, Tirol Milch, Lattella, Alpi and Alpiland.

The milk for all products comes from about 10,000 Austrian dairy farmers who are also the owners of the cooperative Berglandmilch. The farms are family owned and work in less-favoured alpine areas in Austria. With an average of 20 cows per farm the milk production in Austria happens in very small structures, especially in an international comparison.

Berglandmilch is known for milk qualities way over legal standards. All of their farms produce 100% GMO-free. The cow's feed is primarily grown at the farms, so neither feed from overseas nor palm oil as an additive is used in feed. At their fields and meadows Berglandmilch farmers do not use Glyphosate. Animal health checks are conducted on a regular basis and calves are only fed with real milk (ban on milk replacers).

Sustainability is from high importance at Berglandmilch which is why a whole lot of different measures have been implemented all along the supply chain.

This is quality you taste in every product. ■

BLUM FURNITURE HARDWARE (SHANGHAI) CO., LTD.
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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/导轨系列，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8,800 名员工，其中近6,600 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 33 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，并传递高品质的动感，提升了整个家居空间的使用舒适度。

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 7 个带展厅的销售基地（北京、广州、成都、南京、宁波、青岛和香港）共有 311 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 百隆开始在中国建设一个铰链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。■



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.

CARGOMIND (AUSTRIA) GMBH

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Cargomind是一家知名的货运代理公司，在中欧，东欧和东南欧的12个国家，还包括中国，设有25个分支机构。

公司凭借在汽车和高科技等行业多年积累的经验，可以为各种客户群体提供空中和海上的运输方案。公司总部位于维也纳1020号集装箱码头，拥有TAPA认证的仓库面积达17,000平方米，公司还有自己的车队负责奥地利全境以及欧洲的派送。

运输和物流服务

Cargomind 上海为本地和海内外的众多行业提供空运，海运，仓储及供应链的解决方案。此外，我们还提供来往于欧洲的铁路，公路服务，并为汽车零部件等行业提供保税区以及仓储全方位的物流服务组合，Cargomind能够为各行业提供快速和高效的物流仓储解决方案。

全方位的物流服务组合使Cargomind能够开发出合适的解决方案并满足不同的需求：

- 空运和海运
- 国际公路和铁路运输
- 合同物流与分销
- 海关清关和咨询
- 增值服务 ■



Cargomind is an Austrian freight forwarding company, which operates 25 offices in 12 countries in Central, Eastern, and South East Europe as well as in China.

The company has developed expert knowledge in various vertical industries such as automotive and high tech and provides air and ocean transport solutions to a broad customer base.

Cargomind is based at the container terminal in Vienna 1020 where it occupies a TAPA certified warehouse of 17.000 m² and from where it manages its own national distribution network and fleet of vehicles.

TRANSPORT AND LOGISTIC SERVICES

Cargomind (Shanghai) offers both export and import services for local and overseas clients. Services cover all major airports and seaports in China.

Moreover Cargomind has engaged in using the land bridge to Europe and offers Free Zone Services and dedicated warehousing services for the automotive industry.

The full-range portfolio of logistic services allows Cargomind to develop the right solution and meet individual needs:

- Air- & Ocean Freight
- International Road and Rail Transportation
- Contract Logistics and Distribution
- Customs Clearance and Consulting
- Value Added Services ■



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cargo-partner是一家外企私营的全方位信息物流提供商，可提供全面的空运、海运、陆运和仓储服务，在信息技术和供应链优化方面拥有专业知识。公司在全球40个国家设有130多个办事处，便于根据客户的需求为其量身定制快速高效的解决方案。

cargo-partner通过优化成本、实施最先进的数字化流程以及利用其强大的承运人关系网络，为客户的供应链提供增值服务。公司在全球设有无缝衔接的办事处和紧密合作的代理商网络，以最高的服务水平提供综合物流服务和专业的行业解决方案。

cargo-partner的数字解决方案易于使用、学习和连接。SPOT平台为cargo-partner的客户和合作伙伴提供了完全透明、沟通快捷和综合完整的供应链管理服务。此外，可通过中立的信息技术公司SPOTworx独立使用该平台。■



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 iLogistics Center near Vienna Airport, Austria
© Walter Ebenhofer

cargo-partner is a privately owned full-range info-logistics provider offering a comprehensive portfolio of air, sea, land transport and warehousing services, with special expertise in information technology and supply chain optimization. With over 130 offices in 40 countries across the globe, the company creates fast and efficient solutions tailored to its clients' needs.

cargo-partner adds value to its customers' supply chains by optimizing costs, implementing state-of-the-art digital processes and making use of its strong carrier relationships. The company operates a seamless worldwide network of own offices and closely cooperating agents to offer general logistics services as well as specialized industry solutions at the highest service level.

cargo-partner's digital solutions are easy to use, easy to learn and easy to connect with. The SPOT platform provides full transparency, simple communication and integrated supply chain management for cargo-partner's customers and partners. In addition, the platform can be used independently through the neutral IT company SPOTworx. ■



cargo-partner 中欧包机解决方案
cago-partner Air Charter solutions between China and Europe

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刻乐圃于1980年成立后，即在维尔斯附近的生产基地开始生产新型回墨印章系列产品。至今，刻乐圃已成为世界领先的现代印章和标记解决方案供应商之一，在全球范围内拥有员工550多名，130个定期供应的出口市场，出口率超过98%。多年来，刻乐圃旗下的多家子公司加强了全球分销网络。公司致力于下述3个主要业务领域：

- (1) 传统印章行业
- (2) 刻乐圃数字化公司旗下的电子与数字领域
- (3) 刻乐圃工艺品公司旗下的创意礼品和兴趣爱好细分市场

担负起质量和环境责任是刻乐圃公司理念的核心内容。公司对ISO 9001的严格遵守使其系统和程序保持了最高品质，避免浪费并以负责任的态度节约能源是刻乐圃公司的基本原则，这体现在ISO 14001的认证授予中。

除传统印章外，刻乐圃的纺织品印章和网络印章在中国也很畅销。刻乐圃 e-mark是首款移动印章打印机，已在中国上市它既是一款移动打印机，也是一种基于喷墨技术的数码印章，通过使用手机或平板电脑的应用程序进行操作。通过横向移动功能，可以在各种吸收性材料上实现个性化的全彩压印。

刻乐圃印章（广州）有限公司于2017年成立，自此。刻乐圃通过在当地设立的自己的子公司为来自中国大陆、香港、澳门和台湾的客户提供支持。■



After COLOP was founded in 1980, the production of a new self-inking line started on a production site near Wels. Nowadays COLOP is one of the world's leading manufacturers of modern stamps and marking solutions with over 550 employees worldwide, 130 regularly supplied export markets and an export rate of over 98%. Over the years the worldwide distribution network has been strengthened by several COLOP owned subsidiaries. The company is active in 3 main business areas:

- (1) Traditional stamp sector
- (2) Electronic and digital area with COLOP Digital
- (3) Creative gift and hobby segment with COLOP Arts & Crafts

Quality and environmental responsibility are central to the COLOP company philosophy. Company-wide adherence to ISO 9001 maintains the highest quality of systems and procedures. The aim to avoid waste and the responsible economical consumption of energy are basic COLOP principles and are reflected in the award of ISO 14001 certification.

Beside the traditional stamp range, especially COLOP's textile and network stamps are sold successfully in China. The COLOP e-mark, the first mobile printer of its kind, is available in China. The e-mark is a mobile printer as well as a digital stamp based on inkjet technology and is operated through an app using a mobile phone or tablet. This makes it possible to apply individual full-colour imprints on a variety of absorbent materials with a simple sideways movement.

With the foundation of COLOP Stamp Guangzhou Ltd. in 2017, COLOP supports its customers from China, Hongkong, Macau and Taiwan locally with its own subsidiary. ■

CTP CHEMISCH THERMISCHE PROZESSTECHNIK GMBH
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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 NOx are primarily reduced by catalytic and thermal regenerative processes and converted into usable energy, which can be recycled into the production process. ■



CTP RTO-i-SCR, Lanxess BV, Belgium



CTP RTO VOXcube, quench & scrubber, France



CTP AutoNOx, Opterra GmbH, Germany

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DEWETRON公司是奥地利一家高度直观的端到端测试和测量系统制造商，旨在让世界变得更加可预测、更加高效和安全。DEWETRON 系统采用模块化设计，不但提供可靠的测量数据，并且提供灵活的、基于需求的数据采集能力，应用领域涵盖汽车行业以及航空航天和国防、能源和电力分析以及制造业和工业领域。

我们的优势在于定制的测量解决方案可立即投入使用，同时还能快速适应测试环境和尖端技术不断变化的需求。30多年的经验、创新和协作使 DEWETRON 品牌赢得了全球市场的信任和尊重。在全球的知名企业，有超过 25,000 个 DEWETRON 测量系统和超过 400,000 个测量通道在使用。

模块化和定制化一直是 DEWETRON 理念的一部分：为我们的客户并与我们的客户一起寻找最佳解决方案，预测他们需求并调整我们的专业知识以应对未来的挑战。时至今日，模块化原理是所有 DEWETRON 系统的基础，它使开发专用仪器和在短时间内交付最高质量的定制解决方案成为可能。

选择 DEWETRON，就意味着赢得一个合作伙伴，他陪伴您成功前行每一步。■



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多贝玛亚集团在客运索道和物料运输领域以及高科技内部物流解决方案方面代表着质量、技术和市场领先地位。公司拥有130多年的历史和一个世纪的索道规划、开发、设计、生产和施工经验。专业及可靠使索道成为雪场和景区广受欢迎的高效运输工具，并在城市交通领域流行起来。迄今为止，集团已经为96个国家的客户建造了超过15100条索道。

与多贝玛亚合作，客户收获的不止顶级质量、用户友好型解决方案和最佳服务。从最初的设想到项目的完工，还有由此而来的各种附加值。

多贝玛亚集团产品线非常丰富。脱挂式索道、固定式索道、地面缆车、拖牵索道、往复式索道、循环式索道... - 每一种地形都有完美的解决方案。

每一条新索道都是根据客户需求、任务和特殊地形定制的。安全和舒适始终是重中之重。

多贝玛亚具拥有强大的创新能力，出色的产品质量和对安全绝不妥协的态度，在索道市场独树一帜。紧密联系的全球服务和维护网络还可以确保及时可靠的客户支持。与多贝玛亚合作，您收获的是来自全球索道市场领导者的百年索道经验。■

The Doppelmayr Group represents quality, technology and market leadership in the construction of ropeway systems for passenger and material transport as well as high-tech intralogistics solutions. The company looks back on 130 years of corporate history and a century of experience in the planning, development, design, production, and construction of ropeways. This proven technology and the reliability it provides have made ropeways a popular and high-performance means of transport in skiing and recreation regions and, to an increasing extent, also in cities. To date, the Group has built more than 15,100 installations for customers in 96 nations.

With Doppelmayr, 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 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 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, you too can rely on the many years of experience of the innovation leader. ■



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将您的业务与世界相连接

无论您是经营一家跨国集团还是一家本地初创企业，这都无关紧要。DSV 的专业知识将帮助您成功。DSV Air & Sea 提供替代航线和灵活的时间表，以满足往返世界各地的最苛刻的物流要求。

DSV公司在维也纳、上奥地利州、施蒂利亚州、蒂罗利亚州和福拉尔贝格州设立了五个代表处，形成奥地利境内物流网络。除了国内物流和公路运输服务外，我们经验丰富的员工会全程为您的货物在整个供应链上提供一流的服务，涵盖空运、海运、铁路货运服务、快递和海关解决方案。无论您经营什么行业，DSV 都是您称职的合作伙伴和全球货运代理。

如果您不确定您需要哪种运输方式，我们的专家可以将您的个性化需求与运输时间和运输成本水平等关键因素相结合，为您提供最合适的服务。

在 DSV，我们理解妥善处理海关手续和遵守有关货物进出口的国家法律法规的重要性。我们全面的本地和全球海关合规计划可确保您的海关文件准确且合规。

除了持续的有机增长，DSV 还收购了多家重要的国内和全球运营的物流企业，以保持在全球运输行业的关键领先地位。通过最近收购 Panalpina 和 Agility GIL公司，DSV 集团已发展成为世界第五大运输和物流公司，并成为全球空运和海运服务排名第一的物流公司。■

Connect your business with the world

It doesn't matter if you are running a global powerhouse or a local startup business. DSVs expertise will help you to grow. DSV Air & Sea offers alternative routings and flexible schedules to suit even the most demanding logistical requirements to and from all parts of the world.

The DSV Network in Austria represents more than five offices in Vienna, Upper-Austria, Styria, Tyrolia and Vorarlberg. Besides national logistics and Road Services, our experienced staff in Air-, Sea-, Rail-Freight Services, Courier xpress and Customs Solutions are personally caring for a best-in-class service for your goods along the entire supply-chain. Whatever your industry, DSV is your competent partner and global freight forwarder.

If you're not sure what type of transport you need, our experts can transparently advise you on the best-fit service combining your individual requirements with key factors like transit-time and level of transportation costs.

At DSV, we understand the importance of properly handled customs formalities and compliance with national laws and regulations governing the importation and exportation of goods. Our comprehensive local and global customs compliance programme ensures that your customs documentation is accurate and compliant.

Besides continuous organic growth, DSV has been acquired a number of important national and globally operational logistics companies to maintain a leading key position in the global transport industry. With the latest acquisitions of Panalpina and Agility GIL the DSV group has developed as the world's fifth largest transport and logistics company – and the number #1 logistics company for global Air & Sea services. ■



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<https://www.epluse.com/en/service-support/locations-distributors/>

Your Partner in Sensor Technology

益加义电子公司致力于开发和生产各类敏感元件、传感模块以及变送器，能够准确测量出各种应用环境中的温度、湿度、低湿露点、油中微量水分、CO2、风速、气体质量流量以及压差。手持测量设备、湿度校准系统的开发应用，以及校准服务的完善，使这家奥地利企业成为传感领域的专家。

益加义电子公司的传感器在全球范围内被广泛应用于各个领域。主要应用包括工业过程控制测量、暖通空调、楼宇建筑以及汽车工业。同时，益加义公司开发生产的高精度传感器也被应用在例如气象、制药、食品行业和洁净室等对环境控制有苛刻要求的领域。

益加义电子公司的总部位于奥地利的恩格维茨多夫，所有的传感器产品均由奥地利总部的工厂生产。总部工厂配备了自有洁净室、最先进的生产线设施以及校准实验室，完全实现了从生产敏感元件到校准测量设备的高度垂直一体化，不仅能保证所有的传感器符合最高质量标准，而且能够应对客户的特定要求。益加义电子公司荣获ISO 9001 和 IATF 16949质量管理体系的认证，能满足客户对高质量的要求。

益加义公司拥有根据EN ISO/IEC 17025标准官方授权认证的校准实验室，受奥地利国家计量院（BEV）委托，代表国家计量院执行湿度、露点、风速、气体质量流量和CO2的国家测量标准。

益加义电子公司在中国、德国、法国、意大利、韩国和美国拥有自己的全资子公司，并在全球 60 多个国家拥有营销合作伙伴。■

Your Partner in Sensor Technology

E+E Elektronik develops and produces sensing elements, modules and sensors for humidity, dew point, moisture in oil, CO2, air velocity, flow, temperature and pressure. Handheld measuring devices, humidity calibration systems and calibration services complete the Austrian sensor specialist's product portfolio.

Sensor technology by E+E Elektronik is used worldwide in a wide variety of fields. The main areas of application are in industrial measurement technology, HVAC and building technology as well as the automotive industry. However, these highly accurate sensors are also used in many other industries, for example in meteorology, the pharmaceuticals and food industries or in cleanrooms.

E+E Elektronik manufactures its products exclusively at its Austrian headquarters in Engerwitzdorf. To do so, the company has its own cleanroom, state-of-the-art production facilities and an in-house calibration laboratory. The high level of vertical integration – from the sensing element to the precisely calibrated measuring device – not only guarantees compliance with the highest quality standards, but also allows the company to respond to customer-specific requirements. E+E Elektronik meets the high quality requirements of its customers through a certified quality management system in line with ISO 9001 and IATF 16949.

E+E Elektronik operates an accredited calibration laboratory according to EN ISO/IEC 17025 and, as a designated institute, is commissioned by Austria's Federal Office of Metrology and Surveying (BEV) to maintain the national standards for humidity, dew point, air velocity and gas concentration CO₂ in Austria.

E+E Elektronik is represented by its own subsidiaries in China, Germany, France, Italy, Korea, and the USA, and by sales partners in more than 60 countries worldwide. ■



益加义电子公司总部，奥地利
E+E Elektronik headquarters, Austria



最先进的传感器生产线设施
State-of-the-art sensor production



EE212 系列模块化湿度和温度变送器
EE212 Modular humidity and temperature sensor

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emco

EMCO的产品范围从传统的车床和铣床到数控车削中心和立式加工中心，再到全自动的生产中心。机床制造商EMCO代表了车削和铣削应用领域顶级的、定制的、自动化的完整解决方案。品牌承诺“超越标准”——体现在每件产品和每项服务中——明确体现了对产品升级的投资，因此，公司的形象和身份将在未来得到不断发展。

EMCO是一家总部位于萨尔茨堡的机械工程公司，是欧洲领先的机床制造商之一。EMCO目前在奥地利、德国、意大利和俄罗斯共有6个生产基地，拥有约800名员工。这家国际化的家族企业的成功归功于其在机床工程领域70多年的专业知识和行业经验。今天，EMCO代表了车削和铣削应用领域顶级的、定制的、自动化的完整解决方案。

这家成立于1947年的奥地利公司的成功故事是从生产传统车床开始的。在此期间，EMCO已成为欧洲领先的机床生产商之一。自2011年12月起，EMCO成为库恩控股有限公司的一部分。作为一个家族企业家，Günter Kuhn自1973年以来一直活跃在工程机械和充电技术领域。EMCO将集团广泛的产品组合扩展到了机械工程领域，现在已经成为在动态的全球化环境中打牢了根基的重要支柱。家族企业库恩控股公司包括6个生产基地和52个分支机构，拥有约1600名员工，年营业额达6.49亿欧元。■

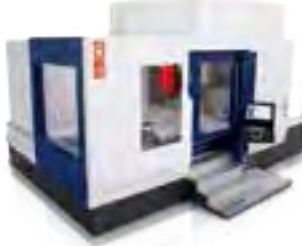
The range of EMCO products extends from the conventional lathes and milling machines to CNC turning centers and vertical machining centers through to fully automatic manufacturing cells. Machine tool manufacturer EMCO stands for top-of-the-line, customised, automated complete solutions for both turning and milling. The brand commitment “beyond standard” – which is reflected in every product and every service – clearly embodies the investment in product upgrades, and thus in a future where the company’s image and identity are subject to continuous developments.

EMCO, a mechanical engineering company based in Salzburg, ranks among Europe’s leading machine tool manufacturers. EMCO currently employs about 800 people at a total of 6 production sites in Austria, Germany, Italy and Russia. The international, family-run company owes its success to more than 70 years of expertise and experience in the area of machine tool engineering. Today, EMCO stands for top-of-the-line, customised, automated complete solutions for both turning and milling.

The success story of this Austrian company, which was founded in 1947, started with the production of conventional lathes. EMCO in the meantime has become one of Europe’s leading producers of machine tools . Since December 2011 EMCO is part of the Kuhn Holding GmbH. As a family entrepreneur, Günter Kuhn has been active in the field of construction machinery and charging technology since 1973. EMCO expanded the Group’s extensive portfolio into the mechanical engineering segment and is now an important mainstay for a solid footing in a dynamic and globalised environment. The family-owned Kuhn Holding comprises 6 production sites and 52 branch offices with around 1600 employees, generating a total annual turnover of 649 million euros. ■



HYPERTURN 65 PM G2



UMILL 1500



MMV 3200

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ENGEL

ENGEL是全球塑料机械制造领域企业之一，我的宗旨是：不仅生产注塑机和机械手，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6400名员工的全球员工队伍，其中900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 6400 employees, 900 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.

FERROBOTICS COMPLIANT ROBOT TECHNOLOGY GMBH

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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 and cobots 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 with real force control. 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, dangerous, demeaning). 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, aerospace 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) for roof joint grinding and door entry brushing

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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。

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 leading Austrian Pork slaughterhouse and cutting plant. There are 250 employees working in the departments of slaughtering, cutting, packaging, logistics and administration.

The production volume is 450,000 pigs a year. 50% are pigs from the brand “Styrian volcano land pig”.

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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伏能士焊接技术国际有限公司

伏能士焊接技术国际有限公司是一家奥地利公司，总部设在佩滕巴赫，并在威尔斯、塔尔海姆、斯坦豪斯和萨特莱设有办公地点。这家具有悠久历史和传承的公司于1945年由Günter Fronius创立，并于2020年迎来了75周年庆典。由奥地利本土一人企业起步，如今已发展成为一家全球性公司，在全世界拥有5440多名员工从事焊接技术、光伏技术和电池充电系统领域的工作。其出口率约为93%，在60多个国家拥有34家子公司和销售合作伙伴/代表。此外，创新产品、服务以及1264项注册专利使其成为国际市场上的创新引领者。

完美焊接事业部

伏能士的完美焊接事业部是电弧焊接领域的创新引领者，也是机器人辅助焊接领域的全球市场领导者。作为系统供应商，伏能士焊接自动化产品在多个领域，还将为客户量身定制的完整自动化焊接解决方案转化为现实：从集装箱的建造领域到海上产品的覆层。我们的产品组合还包括人工焊接电源、焊接配件和提供广泛的专业技术服务。伏能士焊接事业部在全球拥有1000多个销售合作伙伴，可以为来自金属加工行业，如汽车、工程机械、商业运输、发电等客户，提供贴身紧密服务。

■

Fronius International GmbH

Fronius International is an Austrian company with headquarters in Pettenbach and other sites in Wels, Thalheim, Steinhaus and Sattledt. Founded by Günter Fronius in 1945, this long-standing company with a rich tradition celebrated its 75th anniversary in 2020. What began as a local one-man venture has grown into a global player with more than 5440 employees worldwide working in the areas of welding technology, photovoltaics and battery charging systems. Its export ratio of around 93 percent is achieved with 34 international Fronius subsidiaries and sales partners/representatives in more than 60 countries. Moreover, its innovative products and services and its portfolio of 1264 registered patents make it an innovation leader on the world market.

Business Unit Perfect Welding

Fronius Perfect Welding is the innovation leader for arc welding and is the global market leader for robot assisted welding. As system providers, Fronius Welding Automation also turns customer-specific automated complete welding solutions into reality in a number of areas, from container construction right up to cladding for the offshore sector. Power sources for manual applications, welding accessories and a wide range of services add to our portfolio. With more than 1,000 sales partners worldwide, Fronius Perfect Welding is never far away from our customers out of any metal working industry such as automotive, construction machinery, commercial transportation, power generation, and others. ■



手工焊接解决方案
Manuel welding solutions



自动化 / 机器人焊接解决方案
Automated/Robotic welding solutions



伏能士上海子公司
Fronius subsidiary Shanghai

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FWT复合材料和轧辊有限公司成立于 1996 年，位于奥地利维也纳南部。公司秉承质量就是以客户需求为导向并为客户提供技术咨询的理念，得到广大客户的青睐。

FWT 的产品范围包括复合辊、管道、驱动轴、特殊部件、轧辊涂层以及轧辊服务。

产品应用领域：

- 造纸机和印刷机
- 薄膜产品生产设备
- 无纺布材料的生产
- 海洋应用

金属部件的制造、CFRP 管道的生产、轧辊的最终组装和涂层均在位于奥地利诺因基兴的公司总部进行。

轧辊涂层产品组合包括橡胶涂层、复合涂层、高光涂层和等离子涂层。

多年来，FWT公司不断扩大产品范围，并投资开发自己的涂层系统。2013年投产橡胶涂层材料，2021年引进等离子体涂层设备，这些都扩大了FWT复合材料和轧辊有限公司的产品组合。

产品远销欧洲、亚洲和美国，出口率达90%以上。■

FWT Composites and Rolls GmbH was founded in 1996 and is located in the south of Vienna/Austria. Customer orientation and technical advice are the qualities, which our customers appreciate the most about us.

The product range of FWT includes composite roller, tubes, drive shafts, special components, roller coating as well as roller service.

Application areas of the products:

- Paper- and printing machines
- Film product machines
- Production of non-woven materials
- Marine application

The manufacturing of the metal parts, the production of the CFRP tubes, the final assembly of the rollers and the coating takes places at the company headquarter in Neunkirchen/Austria.

The roller coating portfolio includes rubber coating, composite coating, high polish coatings and plasma coating.

Over the years, FWT has expanded its product range and invested in its own coating systems. Production rubber coatings was commissioned in 2013 and since 2021 a plasma coating plant has expanded the portfolio at FWT Composites & Rolls GmbH.

The export rate is more than 90%, the goods are delivered within Europe, as well as to Asia and the USA. ■



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作为全球领先的运输和物流企业，具有500余年历史的丝路先锋吉布达伟士拥有超过7400名员工和170个自有办事处，年销售额达17.7亿欧元（2020）。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，还拥有高度专业化的行业解决方案团队和子公司。

吉布达伟士在中国

吉布达伟士于1992年进入中国市场，前期主要精力集中在成为优秀的海陆空国际货运代理。近年来，随着公司在仓储、电子商务包裹服务和物流咨询等领域不断投资，业务范围不断完善。

今天，总部位于上海的吉布达伟士中国，在国内重要的物流枢纽城市建立了19个分支机构和13个综合仓储基地。公司在中国经济强区珠三角地区已经拥有完善的部署，分公司网络覆盖深圳、广州、湛江与香港。

未来，吉布达伟士将进一步扩大仓储面积。依托新设立的吉布达伟士供应链管理（上海）有限公司，吉布达伟士中国已发展成为中国与中东欧地区国家之间领先的电子商务物流专家。作为新时代“丝绸之路”经济的先行者，吉布达伟士将在“丝路”沿线不断加强、完善布局，为客户提供全方位物流解决方案。■



吉布达伟士提供多式联运服务，通过陆运、空运和海运连接亚洲和欧洲。此照片记录了从中国至奥地利的新冠检测试剂盒运输项目。Gebrüder Weiss offers multimodal transport services, bridging Asia and Europe by road, air, and sea. The picture shows a transport of Covid-19 test kits from China to Austria.

With about 7,400 employees, 170 company-owned locations, an annual turnover of 1.77 billion euros (2020) and a history of more than 500 years, Gebrüder Weiss is a leading, globally active transport and logistics company and Silk Road pioneer. In addition to its core business of land transport, air & sea freight, and logistics, the company operates highly specialized industry solutions and subsidiaries under the umbrella of Gebrüder Weiss Holding AG, based in Lauterach (Austria).

Gebrüder Weiss in China

Since its market entry in 1992, Gebrüder Weiss has been focusing mostly on its role as a freight forwarder in the Air & Sea sector and land transportation. In recent years, the company has invested heavily in other sectors such as warehousing, the introduction of an e-commerce parcel service and logistics consulting. Today, the Austrian company runs 19 locations and 13 multi-usage warehouses in the key transport hubs of Greater China, with headquarters in Shanghai. With offices in Shenzhen, Guangzhou, Zhanjiang and Hongkong, Gebrüder Weiss is well established in the Pearl River Delta, an economic powerhouse of China.

In the coming years, the logistics expert plans to expand the storage area significantly. With the new Joint Venture GW Express China, Gebrüder Weiss China has successfully positioned itself as a leading e-commerce specialist between China and Central and Eastern Europe. In addition to that, the Silk Road pioneer has continued to expand its locations and services along the Silk Road, offering a wide range of transport solutions and services. ■



跨境电子商务合资企业吉布达伟士供应链管理（上海）有限公司的末端派送业务已拓展至整个中东欧地区。The e-commerce joint venture Gebrüder Weiss Express China has expanded its last-mile delivery services all over Central and Eastern Europe.

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我们的业务

我们生产用于铁路、建筑和工业部门的聚氨酯材料。我们的解决方案可降低振动和噪音，提高嵌入式部件的使用寿命，从而最大限度地减少对轨道、车辆、结构和机器的维护和维修需求。弹性轴承就是基于在奥地利比尔斯研发和生产的Sylomer®、Sylodyn®、Sylodamp®和Isotop®材料。

我们的宗旨

作为减震领域的领先国际专家，我们为客户开发产品和解决方案，助力客户确保长期成功。我们合作伙伴的成功是我们的激情所在：提供世界上最好的技术，以实现显著的成本效益和可靠性。

我们的愿景

振动和噪音是我们工业化世界的主要问题。尤其是交通量的快速增长导致了振动的增加，因此噪声变得越来越普遍。

作为隔振领域的技术领先企业，格士纳公司通过减少振动和噪音为提高人们的生活质量做出了长期的贡献。得益于格士纳的产品和解决方案，铁路系统更加盈利，机器运转更加高效，家庭生活更加安宁。

格士纳公司的所有研发都抱着一个共同目标：为我们所有人创造一个有价值的未来。一个没有限制，并为每个人创造新的可能性和利益的未来。这就是我们努力的目标。格士纳，设计一个安宁的未来。

我们的位置

格士纳公司在布尔斯市、慕尼黑附近的Oberhaching和柏林都设有生产基地，此外还在日本、中国、约旦、印度、澳大利亚、法国和美国设有办事处。在欧洲建立了紧密的分销网络，并得到美国、南美和远东分销合作伙伴的补充。公司在全球35个国家的合作伙伴将格士纳材料产品分销到每个地方。■



Who we are

We manufacture polyurethane materials for applications in the railway, construction and industry sectors. Our solutions reduce vibrations and noise, improve the service life of bedded components and thereby minimise the need for maintenance and repairs on tracks, vehicles, structures and machines. The elastic bearings are based on the materials Sylomer®, Sylodyn®, Sylodamp® and Isotop® which are developed and manufactured in Bürs, Austria.

What we stand for

As leading international specialists in the field of vibration isolation, we develop products and solutions for our customers that will help ensure their long-term success. The success of our partners is our passion: offering the best technology in the world to deliver cost-effectiveness and reliability.

What we want

Vibrations and noise are a major problem in our industrialised world. The rapid increase in traffic in particular has resulted in vibrations and thus noise exposure becoming increasingly prevalent.

As a technology leader in the field of vibration isolation, Getzner makes a daily contribution to enhancing people's quality of life by reducing vibrations and noise. Thanks to products and solutions from Getzner, railway lines become more profitable, machines operate more efficiently and home life is more peaceful.

This is why all research and development at Getzner has one common goal: a worthwhile future for us all. A future that does not restrict, but creates new possibilities and benefits for everyone. This is what we strive for. Getzner – engineering a quiet future.

Where we are

Alongside its locations in Bürs, Oberhaching near Munich and Berlin, Getzner also has sites in Japan, China, Jordan, India, Australia, France and the USA. A tightly-knit distribution network in Europe is complemented by distribution partners in the USA, South America and the Far East. The company's partners in a total of 35 countries around the world distribute Getzner Werkstoffe products to every location. ■

GG CABLES AND WIRES (SHENYANG) CO., LTD. 格里勒电缆技术（沈阳）有限公司

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For more information on our subsidiaries please visit:
<https://www.gg-group.com/en/company/locations>



格里勒集团凭借对能源和数据传输的热情引领时代潮流。

我们格里勒集团是一家全球性企业。80 多年来，我们一直致力于制造用于能源和数据传输的高质量电缆、电线和线束。

我们的技术解决方案提供卓越的质量，而且精确地满足客户的要求。质量不仅是我们产品和工艺的首要任务，也是我们帮助客户提高技术能力的重中之重。

格里勒集团在全球 设有11 个分支机构，拥有 4,000 多名员工，是奥地利领先的家族企业之一。

我们在中国设立了两个分支机构，沈阳的生产工厂和上海的区域客户服务中心，确保为我们的中国客户提供最好的解决方案和支持。

我们上海团队的员工在工程、销售和业务开发各领域具有丰富的经验，可以满足最个性化的、最苛刻的要求。

在强大的创新驱动下，沈阳的生产工厂专注于高压和高频解决方案，专门为汽车行业生产线束。

在中国开发市场的重点是扩大能源线束 LV/48V 和电动汽车高压线束的系统应用产品领域。

作为该领域的领先供应商，格里勒集团也将越来越多地在中国市场上推出具有成本效益和重量效率的铝制配电系统。

此外，我们在汽车数据电缆产品领域具有很强的优势，并在开发个性化产品和解决方案方面为当地客户提供增值服务。■



电动汽车高压线束的生产
E-Mobility HV Harness Production

GG Group leads through passion in energy & data transmission.

We, GG Group, are a global corporation. We have been manufacturing high-quality cables, wires and harnesses for energy and data transmission for over 80 years.

Our technical solutions offer superior quality and the precise fulfillment of our customers' requirements. Quality is our top priority—not only in our products and processes but also when assisting our customers with our technical competence.

With more than 4,000 employees at 11 locations around the world, GG Group is one of the leading family-owned industrial corporations in Austria.

Two locations in the region - a production plant in Shenyang and our Regional Customer Service Center in Shanghai - ensure the best possible solutions and support for our Chinese customers.

Our Shanghai team of experienced employees from engineering, sales and business development, meets even the most demanding requirements on an individual basis.

Driven by a strong innovation focus on high-voltage and high-frequency solutions, the production plant in Shenyang specializes in the production of cable harnesses for the automotive sector.

The focus on the Chinese market is on expanding the System Applications product segments for Energy Wiring Harness LV/48V and E-Mobility HV Harness.

As a leading supplier in this area, GG Group will increasingly establish cost- and weight-efficient power distribution systems in aluminum on the Chinese market as well.

Furthermore, our Automotive Datacables product area is strongly represented and offers local customers additional services in the development of individual products and solutions. ■



上海区域客户服务中心团队
Team Regional Customer Service Center in Shanghai

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更高的员工保留率。公平的补偿。精益管理和数字化的人力资源流程。符合通用数据保护条例（GDPR）和中国网络法，以及多样化的人力资源系统格局。

以上各项挑战都是您当前的首要任务：从您最大的“苦恼因素”开始，逐步构建一个现代化的、灵活的、最先进的HCM解决方案。SAP SuccessFactors是全球领先的HCM云系统，能够满足上述所有要求。

它可以独立运行或与您现有的 SAP HCM 并行运行，SAP HCM 是最成熟、最强大的内部部署系统，用于“德国设计”的时间管理和工资核算。

HCM 咨询公司是一家国际化的HCM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在当地顾问的专业知识，我们确保为您提供“两全其美”的解决方案。

我们在欧洲和亚洲设有办事处，为超过 28 个国家/地区的客户提供关于现代 HCM 运营和战略各个方面的快速、高质量的支持。HCM 咨询公司对其客户的价值建立在我们积极进取、以成功为导向且受过跨文化教育的专家团队之上。客户对增值解决方案的实施和应用感到满意是我们每天都在追求的目标。

我们很高兴向您介绍我们的参考资料：

参考文献（选择）：

- 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。
- 广东意杰科技有限公司；在SAP HCM中实施人事管理、组织管理、时间管理和薪酬。
- 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。■



前台
Reception

Higher employee retention. Fair compensation. Lean and digitized HR processes. Conformance to GDPR and Chinese Cyber Law, and heterogeneous HR system landscapes.

Whatever of the above challenges are your priority right now: Start with your biggest “pain factor” and build a modern, flexible, and state-of-the-art HCM solution step by step. SAP SuccessFactors is the leading HCM cloud system world-wide and can fulfil all of the above.

It can run stand-alone or side-by-side with your existing SAP HCM, the most mature and robust on-premise system for time management and payroll accounting “Designed in Germany”.

HCM ADVICE is an international HCM consultancy firm, with over 20 years of experience in designing, implementing, and supporting SAP HCM solutions. With our European project management standards and the expertise of our local consultants in China we ensure you to deliver “the best of both worlds”.

With offices in Europe and Asia, we provide fast and high-quality support to clients in over 28 countries around the clock on all aspects of modern HCM – operative and strategic. HCM ADVICE's value for its customers is built on our team of highly motivated, success-oriented, and interculturally trained experts. The satisfaction of our customers with the implementation and application of value-adding solutions is what we achieve every day.

We are happy to introduce you to our references:

References (selection):

- Sulzer Chemtech (Shanghai) Ltd.; Implemented Personnel Time Management and Payroll in SAP HCM.
- Miba EBG Electronic Co. Ltd.; Implemented Personnel Administration, Organizational Management, Time Management and Payroll in SAP HCM.
- TIGER Drylac (Taicang) Co. Ltd.; Implemented Goals & Performance, Development and Learning in SAP SuccessFactors. ■



会议室
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HEFEL公司始创于1907年，是一家家族企业，至今已传承到第四代人经营。该公司生产世界知名的优质床上用品，如被子、枕头、床单、床垫及精细织物。

HEFEL公司是一家专业生产天然床上用品的企业，除了使用羊绒、驼毛和有机羊毛制作豪华毛绒被外，还使用天丝、石松、生物丝、生物亚麻、大麻、竹子、玉米和长青玉米制成的天然纤维。

优质羽绒被也是HEFEL产品系列的组成部分。

由100%超细天丝制成的豪华床上用品，床笠和羊绒格子呢为您提供梦幻般的睡眠质量。

HEFEL向家纺零售商、国际型百货商场、床垫制造商、羽绒被制造商、家具商场和直接供应商分销产品。

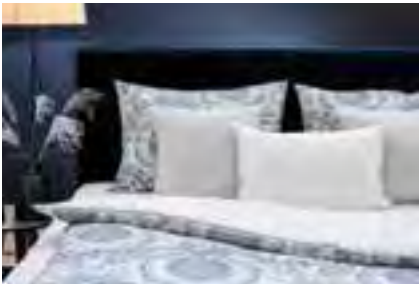
曾在纽约家纺展上荣获“最佳新产品”大奖，并获得床上用品行业推出的TENCEL™ 织物大奖等奖项，都是HEFEL公司成功的案例。

HEFEL是全球唯一的在本企业内部承担每个生产阶段的床上用品生产商。

HEFEL品牌代表着无缝可追溯性的保证，获得了羽绒责任标准认证证书、环保纺织标准（Öko Tex）认证证书和有机纺织标准（GOTS）认证证书。

HEFEL还获得了多项证书，例如颁发给HEFEL 石松纤维被的生态测试(ÖKO-Test)“非常好（very good）”证书、HEFEL床品和睡眠质量“生态榜样”奖，以及颁发给HEFEL有机麻布被的“2019年度奥地利产品”奖。

HEFEL品牌，始于1907年，床上用品100%在奥地利手工制作。■



HEFEL 高级床上用品
HEFEL premium bedding products



最佳的清爽睡眠质量
Best quality for refreshing sleep



100% 奥地利 HEFEL 制造
100 % Austrian made by HEFEL

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-Tex 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. ■

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Help-24创新医疗器械欧盟总进口商

我们是德语区创新医疗产品经销商。我们的销售市场涵盖奥地利、德国、瑞士、列支敦士登和卢森堡，经营重点是用于康复、骨科、护理、老人护理和行动障碍护理的医疗产品。找到实用、易于使用且对最终客户有特殊益处的产品对我们来说非常重要。

我们目前正在向医疗用品商店出售轻便的可折叠电动轮椅。我们不仅将自己视为买卖商品的贸易公司，而且还将自己视为提供建议和支持的服务提供商。

我们正在寻找其他制造商，以扩大我们的产品范围。如果您想通过欧盟经销商组织销售产品，我们是您的可靠联系人。

在德语国家成功推广产品

要在市场上成功推广产品，您需要一个非常了解目标市场并了解目标群体需求的强大合作伙伴。

我们的目标始终是市场领先。

由于我们多年来在欧盟引进创新产品方面的核心竞争力，我们非常清楚什么是重要的，什么是需要注意的。从CE标志到法律事务的处理，我们知道什么是重要的。

从规划到仓储、营销、销售、送货直到售后服务，我们都为您的市场进入提供全方位的服务。

我们是一家自主经营的家族企业。这使我们能够从长远角度进行构思和规划。

我们保证在目标市场上良好、可靠的合作和高额销售业绩。■



Help-24 general importer for innovative medical devices in the EU

We are a distributor for innovative medical products in the German-speaking area. Our sales markets are Austria, Germany, Switzerland, Lichtenstein and Luxembourg. Our focus is on medical products for rehabilitation, orthopedics, nursing, care for the elderly and mobility. It is very important to us to find products that are practical, easy to use and have a special benefit for the end customer.

We are currently selling light, foldable electric wheelchairs to medical supply stores. We see ourselves not only as a trading company that buys and sells goods, but also as a service provider that offers advice and support.

We are looking for other manufacturers to expand our range. If you would like to organize sales through a distributor in the EU, we are your competent contact.

Successful product launch in German-speaking countries

To successfully launch your product on the market you need a strong partner who knows the target market well and knows about the needs of the target group.

Our goal is always market leadership.

Due to the fact of our many years of core competence in the introduction of innovative products in the European Union, we know exactly what is important and what to look out for. Starting with the CE marking to the handling of legal matters, we know what is important.

We take care of your market entry from planning to warehousing, marketing, sales and delivery to after-sale service.

We are a family, owner-managed company. This enables us to think and plan for the long term.

We guarantee good, reliable cooperation and high sales in the target market. ■

HIRSCH TECHNOLOGY

HIRSCH Maschinenbau GmbH

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HIRSCH Maschinenbau GmbH

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HIRSCH 机械制造公司是EPS 和 EPP加工设备的技术领军企业，制造的设备以高品质、高灵活性和高性价比而著称。

其机器设备的特点是经久耐用与人性化，主要为建筑、电气、食品和包装行业制造优质产品。

HIRSCH 机械制造公司是全球范围内创新机械工程和模具制造技术的顶级供应商之一，并不断在内部加工过程中获得必要的专业知识。量身定制全套所有的机器和系统，确保设备之间可靠的工艺衔接。本公司机械产品用于生产成型零件和保温材料，产品范围除了用于加工EPS和EPP的预成型设备、成型设备和模具外，还包括成型模具和切割生产线。■

HIRSCH Maschinenbau is the technology leader in the manufacture of high-quality, flexible, and cost-effective plant and machinery for processing EPS and EPP.

Its hallmark is long-lasting, user-friendly machines and systems that produce products of the highest quality primarily for the construction, electrical, food, and packaging industries.

HIRSCH Maschinenbau is one of the top suppliers worldwide of innovative mechanical engineering and mold making technology for producing shape molded parts and insulation that has also gained the necessary expertise from in-house processing. This ensures that all the machines and Systems are tailored to each other for reliable processes. In addition to preexpanders, shape molding machines and molds for processing EPS and EPP, the product range also includes blockmolds and cuttinglines. ■



预成型设备
Preexpander



成型设备
Shape Molding Machine



成型模具
Blockmold



HIRSCH 攻关小组
HIRSCH start-up team

HIRSCHMANN (NANTONG) AUTOMOTIVE CO., LTD.

赫尔思曼汽车技术（南通）有限公司

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Hirschmann (Nantong) Automotive Co., Ltd.

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过去的60年里，赫尔思曼汽车技术有限公司凭借其可靠的产品和对创新的热情，已在汽车行业内取得了巨大的进步。对于赫尔思曼来说，持续全球化发展的同时，始终与客户保持紧密联系，这一点至关重要。同时，灵活而高效的产品制造工艺也保证了赫尔思曼汽车技术一直以来的成功。

赫尔思曼汽车技术有限公司是开发和生产客户定制连接器插头，二次注塑包胶技术，特种线束装配以及传感器系统的专家。过去十多年来，赫尔思曼的高压产品组合也一直在不断地取得进步和发展。

赫尔思曼汽车技术始终致力于满足客户对于产品的各种本地化需求，并与客户一同致力于开发用于车辆和驱动技术各个领域的系统化解决方案。

同时，赫尔思曼汽车技术有限公司已经在数字化和自动化领域进行了大量投资。生产时间更为缩短，生产率更加提高，质量和灵活性达到更高要求是我们向智能工厂转型成功的标志，赫尔思曼汽车技术将于未来三年在所有工厂中推行智能工厂项目。智能工厂的推行将实现诸如从生产过程到最终产品的无缝追溯，使赫尔思曼汽车技术能够更好地满足客户特定的要求。■

Hirschmann Automotive has been shaping progress in the automotive industry for over 60 years - with reliability and a passion for innovation. To act globally and always be close to the customer is crucial for the company. In addition, flexibility and efficiency in product manufacturing are other important factors that ensure its success.

Hirschmann Automotive is an expert in the development and production of customer-specific plug connections, overmoulding technology, special cable assemblies and sensor systems. For more than 10 years, the company has been working rapidly on the further development of its high-voltage portfolio.

Hirschmann Automotive products are always adapted to different local requirements. System solutions for all areas in vehicles and drive technologies are developed in cooperation with customers.

At the same time, the global player has been investing extensively in the areas of digitization and automation for some time. Shorter throughput times, higher productivity, improved quality and a higher degree of flexibility are the hallmarks of the transformation to the Smart Factory, which will take place in all plants over the next three years. A Smart Factory enables Hirschmann Automotive to better meet customer-specific requirements such as seamless traceability through the production process to the end product. ■



赫尔思曼汽车技术（南通）有限公司，中国
Hirschmann Automotive Nantong, China



位于奥地利兰克韦尔的赫尔思曼汽车技术有限公司总部
Hirschmann Automotive Headquarter in Rankweil, Austria

IMA SCHELLING (CHANGZHOU) INT'L TRADING CO., LTD.

伊玛谢林（常州）国际贸易有限公司

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IMA SCHELLING
GROUP

更多分公司信息请访问:

For more information on our subsidiaries please visit:

<https://www.imaschelling.com/en/startseite/unternehmen/locations>

伊玛谢林集团 - 木材、金属和塑料加工行业解决方案专家

伊玛谢林集团专注于为木材、金属和塑料行业开发和制造客户定制的制造系统和工艺解决方案，是单机定制数字化、全自动网络化生产单元的领先供应商。伊玛谢林开发和制造智能高端解决方案，通过全球销售和服务中心网络进行销售。产品范围涵盖整个价值链系统，从存储、切割、搬运和运输、封边、钻孔到木材、金属或塑料板材的分类和堆存。通过使用这些机器，使用户从自动化和高效的制造过程中受益。

伊玛谢林在全球拥有 1,600 名员工，业务遍及 60 多个国家。除了位于德国吕贝克和奥地利施瓦察赫的基地外，还在西欧和东欧、加拿大、美国、俄罗斯、新加坡和中国设立了服务和销售公司。■

IMA Schelling Group – problem-solving expertise for the wood-, metal- and plasticworking industry

The IMA Schelling Group has specialized in the development and fabrication of customer-specific manufacturing systems and processing solutions for the wood, metal and plastics industry. The corporation is a leading supplier of batch-size-1 workcells for a digital, fully automated networked production. IMA Schelling develops and manufactures intelligent high-end solutions which are sold through a global network of sales and service centres. The product range includes systems for the entire process chain, from storage, cutting, handling and transport, edgbanding, drilling to the sorting and stacking of panel-shaped materials made of wood, metal or plastic. Through the use of the machines, users benefit from automated and efficient manufacturing processes.

IMA Schelling employs 1,600 people worldwide and has a presence in more than 60 countries. In addition to the locations in Lübecke/Germany and Schwarzach/Austria, service and sales companies in Western and Eastern Europe, Canada, the USA, Russia, Singapore and China belong to the group. ■



vs 区域存储系统
vs area storage system



伊玛谢林精密制造：圆盘锯 - 机械手组合
IMA Schelling Precision: saw-robot combination



项目会议
project meeting



自动化边缘材料供应 - 概念型轨道缓冲器
automatic edge material supply - concept track buffer



双面机生产线
double sided machine line



封边机
edge banding machine

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Inosolve公司成立于2009年，目前，公司总部设在维也纳，在德国有两个办事处。自2019年以来，与中国合伙人开展了相关合作事宜。Inosolve咨询公司为制药行业、生物技术、实验室、医疗技术等行业的企业，以及药房和医院提供咨询与支持。

120多家来自欧洲、亚洲和北美的国内外客户均依赖于我们提供的支持（包括疫苗制造商和等离子体分馏器）。

我们提供日常业务方面的GxP咨询与支持（监管事宜、项目管理活动、中期管理、执行验证、资质和校准以及任何类型的审计，包括GxP尽职调查和定制软件的开发）。

如您欲寻找合作伙伴，或有意在欧洲注册和销售优质产品，我们将提供大力支持。

通过我们的项目工作、完善的网络、与众多具有不同专业知识的专家的关系、与制药公司的关系网络以及与工程公司和设备制造商的合作，我们可针对您的所有需求为您提供支持。

在所有医疗保健和生命科学基础设施的整个生命周期内，我们将始终与您同行。

此外，我们拥有医疗保健（大学医院、公立医院集团、实验室）的专业背景，能够为您提供领导、组织和战略开发、工艺流程 and 知识方面的管理服务。■

Founded in 2009, Inosolve is now represented with a location in Vienna and 2 offices in Germany. Since 2019, there is a cooperation with a Chinese partner. Inosolve Consulting specializes in consulting and support for companies in the pharmaceutical industry, biotechnology, laboratories, medical technology, pharmacies and hospitals.

More than 120 national and international clients from Europe, Asia and North America rely on our support (incl. vaccine manufacturers and plasma fractionators).

Our offer includes GxP consulting and support in day-to-day business (regulatory issues, project management activities, interim management, performing validations, qualifications and calibrations, any kind of audits including GxP due diligence and custom software development).

We support you in finding partners or if you want to register and market your high quality products in Europe.

Through our project work, excellent network, relationships with a large number of experts with different expertise and relationships with pharmaceutical companies as well as cooperation with engineering companies and equipment manufacturers we are able to support all your requests.

We accompany the life cycle of any healthcare and life science infrastructure.

In addition, we provide leadership, organizational and strategic development, process and knowledge management and have a professional background in healthcare (university hospital, public hospital group, laboratories). ■



团队 / 摄影 Moritz Schell
Team/Photo Moritz Schell



会议 / 摄影 Moritz Schell
Meeting/Photo Moritz Schell

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几十年来，INTEGRAL 一直是管道和工厂建设领域的可靠合作伙伴。作为工业、能源、基础设施和环境工程领域强大的专业承包商，我们为客户提供从设计、工程、采购、制造、安装和调试到服务和维护的广泛服务。一站式服务 - 完全胜任。

INTEGRAL工程和环境技术有限公司是INTEGRAL 集团的技术中心，通过了 ISO 9001 认证，拥有多项烟气净化技术专利。除了全面的工程服务外，我们还为客户提供能源和环境技术以及面向未来的可持续解决方案，重点关注以下技术和工艺：

- CFGC（碳烟气净化）：INTEGRAL脱硝脱硝一体化气体净化
- SCR 和 SNCR 脱硝装置
- 用于废气净化的活性炭/焦炭吸附剂（去除重金属、汞、二恶英/呋喃）
- 多级气体洗涤器
- 催化后燃烧（CPC）
- 热氧化
- 循环催化重整（CCR）
- 流化床、炉排和回转窑焚烧（与合作伙伴合作）
- 污水污泥处理工艺

20多年来，INTEGRAL一直在中国市场开展业务，特别是最近几年，已成为多家钢铁厂烟气净化领域的技术和工程供应商。INTEGRAL工程和环境技术有限公司的目标是进一步在中国推广 CFGC 技术，以期在其他钢铁厂及各个行业中长足发展。INTEGRAL 的另一个目标是开展垃圾焚烧厂的烟气净化系统业务，从而在中国市场建立另一个支柱业务。■

For several decades INTEGRAL has been a reliable partner in pipeline and plant construction. As a strong and professional contractor in the fields of industry, energy, infrastructure and environmental engineering we provide our customers a wide variety of services from design, engineering, procurement, manufacturing, erection and commissioning to service and maintenance. Full competence – one contact.

INTEGRAL Engineering und Umwelttechnik GmbH is the technological center of competence within the ISO 9001 certified INTEGRAL-Group, owning several patents for flue gas cleaning technologies. In addition to comprehensive engineering services, we offer our customers energy and environmental technologies as well as future-oriented and sustainable solutions with a focus amongst others on the following technologies and processes:

- CFGC (Carbon Flue Gas Cleaning): INTEGRAL owned DeSOx- and DeNOx Gas Cleaning
- SCR and SNCR DeNOx Plants
- Activated Carbon/Coke Adsorber for Waste Gas Cleaning (removal of Heavy Metals, Mercury, Dioxins/Furans)
- Multi-Stage Gas Scrubbers
- Catalytic Post Combustion (CPC)
- Thermal Oxidation
- Cyclic Catalytic Reforming (CCR)
- Fluidized Bed-, Grate- and Rotary Kiln Incineration (in cooperation with partners)
- Sewage Sludge Disposal Processes

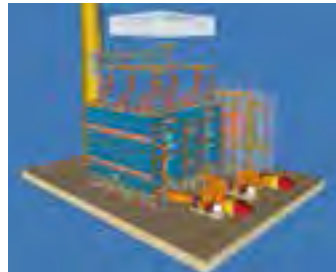
Since more than two decades INTEGRAL is operating in the Chinese market, in the last years especially in the flue gas cleaning field of steel works as technology and engineering supplier. The aim of INTEGRAL Engineering und Umwelttechnik GmbH is to further promote the CFGC-Technology in China, to gain ground in other steel works respectively in different industry sectors. Beyond that, INTEGRAL is aiming to establish an additional pillar in the Chinese market with flue gas cleaning systems of waste incineration plants. ■



催化后燃烧（CPC）装置
Catalytic Post Combustion (CPC) Plant



日照碳烟气净化（CFGC）装置
CFGC-Plant in Rizhao



唐山脱硝脱硝一体化（CSCR）装置
CSCR-Plant in Tangshan



在宝武钢铁集团签订我们的装置合同
Signing of the contract for our plant in Baowu

ISG CHINA



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ISG 成立于 1999 年，在其扩张中已成为欧洲人力资源咨询领域的领导者。我们拥有60个办事处，员工人数750多名，为40个国家的各种人力资源事务提供高质量的解决方案。

扁平的公司结构和同质化的全球实践保证了项目的顺利和快速实施。

我们充满活力的发展、高质量的服务、我们经认证的咨询师的郑重承诺以及卓越的性价比是ISG成功的源泉。通过进入新市场和开设新办事处实现稳定增长是我们业务战略的组成部分。

我们的咨询师均为专业人员，并且作为一个团队，以深入的专业知识覆盖所有领域。

我们为您提供全面的人事服务。我们的服务包括高管猎头、招聘和甄选、人员发展和培训、雇主品牌、媒体中心、再就业、临时管理和临时人员配置。

使命

做员工和企业的纽带，挖掘他们的全部潜力。■

Established in 1999, ISG in its expansion has become a European leader in HR consulting. With over 750 employees across 60 offices, we provide high-quality solutions for all HR matters in 40 countries.

A flat corporate structure and homogenous global practices guarantee an always smooth and rapid project implementation.

Our dynamic development, the high quality of our services, the dedicated commitment of our qualified consultants and an excellent price-performance ratio are the reason for ISG's success. Steady growth by entering new markets and opening new offices is part of our business strategy.

Our consultants are specialists and, as a team, cover all sectors with in-depth specialist knowledge.

We are your full-service provider in all personnel matters. Our services include Executive Search, Search & Selection, Personnel Development & Training, Employer Branding, Media House, Outplacement, Interim Management and Temporary Staffing.

The Mission

To connect people and businesses and tap their full potential. ■



ISOVOLTA GROUP

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最先进的生产方法 — 创新型产品 — 国际化生产设备 — 全球客户关系

依索沃尔塔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。

依索沃尔塔集团在三大洲的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。

依索沃尔塔集团向电动汽车、航空和工程等20多个行业的广大用户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125名员工来自中国，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。依索沃尔塔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。

依索沃尔塔集团是康斯坦提亚工业股份公司的子公司，这是一家拥有70多年历史的国际化私营奥地利公司。目前聘用约3400名雇员，年销售额约为7.58亿欧元。康斯坦提亚工业股份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、机械和发电机行业以及航空行业。 ■



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 electronics to aviation to engineering – rely on the broad ISOVOLTA product portfolio and customised and innovative new product developments. More than 1,500 employees worldwide, including about 125 in China, are experts in the fields of impregnation, laminating, compression moulding, 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 70 years, the company is a privately owned and internationally oriented Austrian company currently employing about 3,400 staff with annual sales of about € 758 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. ■

KISKA

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W www.kiska.com

KISKA Brand Design
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KISKA.

KISKA是一家屡获奖项的品牌、设计和传播机构。

KISKA自1990年开始运营，为奥地利和世界各地的公司和初创企业推动增长和转型。KISKA将品牌作为企业发展的主要战略工具，打造独特的品牌体验和产品，提升知名度，以及激发情感从而为品牌累积忠诚度。KISKA为大量的客户提供了服务，这其中包括KTM、Atomic、蔡司、Ottobock、RIKA、SITECO、STEYR、Husqvarna摩托车、Bosch eBike Systems、PALFINGER、UYN、Frauscher、Löffler、Kästle、春风摩托、雅迪、LAMY及阿迪达斯。

KISKA总部位于萨尔茨堡，占地5900平方米，在上海、慕尼黑和加利福尼亚都分别有业务。在创新与速度的驱动下，由分别来自35个国家的250名创意专家组成的团队在战略和实践上共同工作。该机构与众多品牌领导者和企业家合作，将他们的愿景、目标和资产转化为有利可图的业务。

你品牌需要的一切都在KISKA。

当有一家机构可以满足你所有品牌、设计及传播上的需求的时候，为什么要和几家机构打交道？KISKA在一个工作室建设品牌，从战略到产品发布。KISKA融合了一系列领域创意专家的技能 and 知识，构建能解决当前挑战的方法，同时为企业搭建未来的成功。

核心服务：
调研
品牌咨询
产品咨询
产品与工业设计
用户界面和用户体验设计
交通和电子交通设计
服装设计
品牌传播
数字产品设计
工程和原型设计 ■

KISKA is an award-winning brand, design, and communications agency.

Owner-operated since 1990, KISKA drives growth and transformation for corporations and start-ups in Austria and around the world. Using brand as a strategic tool for business, KISKA develops brand experiences and unique products that spark awareness, inspire desire, and generate loyalty. And has done so for a great number of clients, including KTM, Atomic, ZEISS, Ottobock, RIKA, SITECO, STEYR Tractors, Husqvarna Bicycles, Bosch eBike Systems, PALFINGER, UYN, Frauscher, Löffler, Kästle, CFMOTO, Yadea, LAMY, and adidas.

Headquartered in a 6,000 m2 studio in Salzburg, KISKA also operates in Shanghai, Munich, and California. Driven by innovation and speed, its team of 250 creative experts from 35 nations works strategically and hands-on. Partnering with brand leaders and entrepreneurs, the agency evolves visions, goals, and assets into profitable businesses.

Everything your brand needs is at KISKA.

Why deal with several agencies, when one can take care of all your Brand, Design, and Communications needs? KISKA develops brands – from strategy to product launch – all in one studio. Integrating the skill and knowledge of creative experts in a range of fields, KISKA builds solutions that solve immediate challenges and set businesses up for future success.

Core services:
Research
Brand Consulting
Product Consulting
Product and Industrial Design
UI and UX Design
Transportation and E-Mobility Design
Apparel Design
Brand Communication
Digital Product Design
Engineering and Prototyping ■



KISKA 设计的 E-Pilen
E-Pilen designed by KISKA



KISKA 设计的 Elgato Wave 3 话筒
Elgato Wave 3 microphone designed by KISKA



KISKA 设计的 UYN 包装
UYN packaging designed by KISKA



KISKA 的工作环境
Working situation at KISKA

KLINGER FLUID CONTROL

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克林格集团是密封材料、流体控制设备和流体监控系统的业界领先企业。该家族企业成立于 1886 年，如今已成为一家活跃于全球的集团公司。

与世界各地的客户的成功合作和卓越的业务对克林格集团来说至关重要。

我们的全球网络在 60 多个国家/地区拥有生产设施以及销售和服务办事处。我们的工作以传承的专业知识为特点，以高品质要求和几代人的开拓精神为指导。与此同时，我们不断扩大我们的技术和市场领先地位，始终以提高客户满意度为目标。我们提供一流的产品性能和对卓越的热情——过去、现在和明天

我们的工业阀门产品具有高可靠性、长寿命周期和极低的总体成本，因而“值得信赖”。克林格阀门每天都在广泛的工业领域证明自己——从集中供热到钢铁，再到造纸工业。我们为复杂的应用以及广泛的标准产品提供个性化解决方案。我们的工程专业知识和高质量的制造实践是我们产品组合中的重要组成部分。■

KLINGER is an established top leader for sealing, fluid control and fluid monitoring systems. The family business, founded in 1886, presents itself today as a globally active group of companies.

Successful collaboration with customers from around the world and business excellence are paramount for the KLINGER Group.

Our global network has production facilities as well as sales and service offices in more than 60 countries. Characterized by the inherited expertise, our work is guided by high quality requirements and the pioneering spirit of several generations. At the same time, we are constantly expanding our technology and market leadership, always with the objective of increasing customer satisfaction. We deliver top quality performance combined with passion for excellence – then, now and tomorrow

Our industrial valve products are “trusted. worldwide.” as a result of their high reliability, long life cycle and extremely low total cost of ownership. KLINGER valves prove themselves every day in a wide range of industrial fields – from district heating to steel, and right up to the pulp&paper industry. We offer individual solutions for complex applications as well as a wide range of standard products. Our engineering expertise and quality manufacturing practices top off the portfolio ■



KNAPP AG | 科纳普

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科纳普是国际领先的仓储物流系统集成商，为全价值链提供高效、智能和经济的自动化解决方案。科纳普总部位于奥地利格拉茨，在全球拥有53家分支机构及5300名员工。

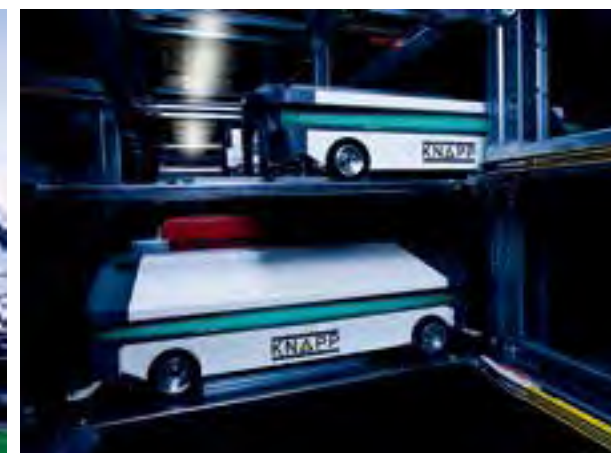
科纳普集团凭借丰富的项目经验及创新力，赢得了来自医药、时尚、零售、食品零售、制造业等领域客户的高度信赖。自1952年成立以来，“创新”一直是公司理念的重要组成部分。科纳普将不断追求研发创新，持续强化专业技术以应对市场挑战。■

KNAPP AG is an internationally operating technology company offering efficient, economical and intelligent automation solutions for the entire value chain. From its headquarters in Hart bei Graz, Austria, the KNAPP AG network spans the globe with 53 locations and 5,300 employees.

Customers from various sectors such as healthcare, fashion and apparel, retail, food retail, manufacturing and wholesale place their trust in the experience and innovative power of the KNAPP group. Since the founding of the company in 1952, innovation has been an integral part of the company philosophy. KNAPP will continue pursuing research, development, innovation and building knowledge to meet the market challenges. ■



科纳普集团总部位于奥地利格拉茨，在全球拥有 53 家分支机构。
KNAPP company headquarters in Hart bei Graz. There are 53 locations worldwide.



科纳普是全球领先的多穿系统解决方案提供商。
KNAPP is the leading provider of innovative shuttle systems.

KÖLBL EUROPEAN TONEWOOD GMBH | 柯贝乐欧洲乐器木材有限公司

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我们的工厂坐落在欧洲的中心。精心的选料、明确的质量流程、合格的员工、来自三代人的经验和知识使我们独一无二。自 2004 年以来，我们在上海设立销售办事处，为我们的客户提供各项服务。

再也没有其他类型的木材加工对木材的要求像乐器制造那样高。特殊的生长区域和气候条件，保证了高山云杉的年轮结构能够均匀精细地生长。

在与客户交流时，我们遵循我们的指导原则——质量胜于数量。我们与客户慢慢建立关系，我们深入培养客户，对我们来说尤为重要。耐心和倾听是我们的优势。

协调一致且以质量为导向的生产流程、传统和专业知识将我们带到了今天。数百万欧元已投资于建筑和最先进的系统、机器和可持续性。超过 45,000 平方米的公司和工厂场地可实现大容量存储。

我们只使用来自当地森林和森林的可再生树木和原材料。这些材料来自我们当地的森林和阿尔卑斯山的更高海拔地区的森林。我们致力于保护环境，因此自 2006 年以来已获得 PEFC 认证。我们以环保和可持续的方式生产。

我们用自己的光伏系统满足了 48% 的电力需求。每年，我们通过公司场所内的供暖设备节省 1,439.69 吨二氧化碳排放。■

Rooted and embedded in the heart of Europe you find KÖLBL European Tonewood GmbH. Careful selection, high quality processes, qualified employees, 90 years of experience and knowledge from more than 3 generations make us unique. In 2004 we opened our sales office in Shanghai.

For no other type of wood processing are demands on the wood as large as in the instrument industry. The wood that sets the tone in instrument making comes from the Alps. Generally, the cool temperatures and the short vegetation period favour the development of the sound our customers are looking for.

In dealing with customers, we are following our guiding principle – quality before quantity. Patience and listen to our customers demand are our strengths.

A finely tuned manufacturing process, traditional knowledge and special handling have led us to where we stand today. Millions of Euros have been invested in state-of-the-art facilities and buildings, technology and sustainability. These investments will continue to pave the way for the future of tonewood processing. 45.000 m² of company premises and surrounding land enable large storage volumes.

Only ever renewable trees and raw materials of the highest quality from our local forests and forests in higher altitudes from the Alps are used by us. Our company is committed to the environment. We have been PEFC certified since 2006 and produce environmentally friendly.

48 % of the power we consume is generated by our photovoltaic installation. We save 1,439,69 tons/year CO₂ by using our own heating plant on the premises. ■



你需要一只眼睛来观察声音
You need an eye for the sound



锯切加工
Sawing



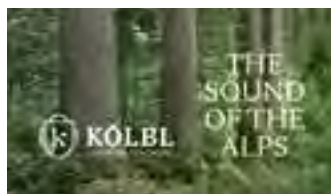
原木林场
Log storage



储运仓库 | Shipping hall



质量控制 | Quality process



阿尔卑斯之声 | The sound of the Alps



工厂鸟瞰图 | Plant from above

KRAL GMBH | 克拉尔

KRAL GmbH

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KRAL (Wuxi) Machinery Technology Co., Ltd.

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克拉尔KRAL公司简介

克拉尔有限公司成立于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。

克拉尔公司专业开发和生产螺杆泵和流量测量技术。此外，我们为客户提供系统化的定制解决方案，从初步工程工艺直到设备调试。并且，在您完成购买之后，我们同样会提供售后服务。我们的主要业务领域包括船舶、发电、石油和天然气、机械工程和化学品。我们的客户涵盖本地企业以及全球工业企业。

您可以从克拉尔获得什么。

公司自成立以来，克拉尔公司一直致力于以合理的性价比生产出高品质产品。为了达到我们的标准，针对员工、制造工艺和方法论知识，我们不断进行投资。恪守全面质量管理（TQM）的承诺是我们公司理念的一个关键组成要素。此外，我们还在不断提升公司的自动化和数字化水平。客户盛赞我们能够满足各种特殊需求。而克拉尔公司最为得到赞誉的则是其可靠的业务合作伙伴关系，事实上，与我们合作共事更显专业，且更坦诚直接。在未来，我们会继续强化这些价值观。这就是我们不断投资于创新的原因，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，客户可以完全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。■



KRAL 螺杆泵技术。
KRAL screw pump technology.



KRAL 流量测量技术。
KRAL flow measurement technology.



克拉尔（无锡）泵业有限公司
KRAL (Wuxi) Machinery Technology Co., Ltd.



位于奥地利的克拉尔有限公司总部。
KRAL GmbH headquarters in Austria.

KUEHNE + NAGEL | 德迅

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For more information on our subsidiaries please visit:
<https://home.kuehne-nagel.com/locations>

关于德迅物流

德迅物流集团在 100 多个国家/地区的 1,400 个网点拥有 74,000 名员工，是世界领先的物流公司之一。其强大的市场地位在于海运物流、空运物流、公路物流和合同物流，目标是专注于创新、综合和可持续的解决方案。

德迅物流奥地利总部位于维也纳国际机场。在遍布全国的 15 个分支机构中，其 700 名物流专家为各种规模的国内和国际客户提供创新和量身定制的物流解决方案。在中国、香港和台湾，德迅物流在当地设有 35 个分支机构，拥有 3,200 多名物流专家。

创新和可持续的供应链解决方案

作为行业的先驱，德迅物流致力于到 2030 年消除所有直接和间接的二氧化碳排放。除了我们自己致力于碳中和之外，我们还为客户提供一系列减少碳排放的环保供应链解决方案。创新的数字解决方案有助于使全球供应链更加透明和高效：通过我们的海洋探索平台，我们的客户可以全面了解与航运相关的排放，以支持选择更可持续的运输路线和模式。通过 myKN 平台，德迅物流为客户提供单点访问，在一个平台上即可获取即时货运报价、在线预订、管理和货运跟踪。

德迅欧亚快线是往返中国的快速、可靠和经济高效的交通方式。这条快速铁路服务跨越新丝绸之路，将欧洲和俄罗斯连接到中国的主要码头，包括武汉、沈阳、重庆、成都、西安、苏州、厦门和郑州。■

About Kuehne+Nagel

With 74,000 employees at 1,400 locations in over 100 countries, the Kuehne+Nagel Group is one of the world's leading logistics companies. Its strong market position lies in sea logistics, air logistics, road logistics and contract logistics, with a clear focus on innovative, integrated and sustainable solutions.

Kuehne+Nagel Austria is headquartered at Vienna International Airport. At 15 branch offices throughout the country its 700 logistics experts provide innovative and tailor-made logistics solutions to national and international customers of all sizes. In China, Hong Kong and Taiwan, Kuehne+Nagel has a local presence with 35 branch offices and more than 3,200 logistics experts.

Innovative and sustainable supply chain solutions

As a pioneer in the industry, Kuehne+Nagel is committed to neutralizing all direct and indirect CO₂ emissions by 2030. In addition to our own CO₂ neutrality, we offer our customers a range of environmentally friendly supply chain solutions that reduce carbon emissions. Innovative, digital solutions help make global supply chains more transparent and efficient: With our seaexplorerplatform our customers get full visibility of their shipping-related emissions to support the selection of more sustainable transport routes and modes. And with myKN, Kuehne+Nagel offers customers a single point of access to get instant freight quotes, book, manage and track shipments online – all in one platform.

KN Eurasia Express is a fast, reliable and cost-efficient alternative for transports to and from China. This express rail service spans the new silk road, connecting Europe and Russia to major terminals in China, including Wuhan, Shenyang, Chongqing, Chengdu, Xi'an, Suzhou, Xiamen and Zhengzhou. ■



KUNSTHISTORISCHES MUSEUM VIENNA | 维也纳艺术史博物馆

Kunsthistorisches Museum Vienna

Markus Kustatscher

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维也纳艺术史博物馆是由弗朗茨·约瑟夫皇帝主持建造的，收藏着大量精美的皇家藏品，使其成为了世界上最杰出的博物馆之一。这里收藏着五千年的历史文物，从古埃及时期到古典时代再到 18 世纪后期，这些文物记录了哈布斯堡家族热爱艺术的成员们的慷慨赞助和艺术鉴赏力。

在画廊里，你可以看到鲁本斯、伦勃朗、拉斐尔、维米尔、委拉兹开斯、提香和丢勒的名作，这里还拥有世界上最多的勃鲁盖尔作品。

在维也纳金匠艺术中心，收藏着本韦努托·切利尼的著名作品《saliera》、雕刻作品、金银掐丝象牙作品、珍贵的钟表以及当时最著名的艺术家制作的复杂自动装置，每一件作品在世界上都是独一无二的，都是艺术史上无与伦比的杰作。

对于每一位艺术爱好者而言，同样令人倍感愉悦的是这座宏伟的建筑本身，在气势恢宏的楼梯处，附有古斯塔夫·克里姆特创作的一系列画作。

每日开放，星期一至上午10时至下午6时和星期四上午10时至晚上9时除外。

六月、七月和八月每日开放。■

The Kunsthistorisches Museum Vienna was built by Emperor Franz Joseph to house the splendid imperial collections, and they make it one of the world's most important museums. Artefacts from five millennia – from ancient Egypt to classical antiquity to the late 18th century – document the patronage and connoisseurship of the art-loving members of the House of Habsburg.

In the Picture Gallery you can see celebrated master-pieces by Rubens, Rembrandt, Raphael, Vermeer, Velázquez, Titian and Durer, as well as the world's largest collection of works by Bruegel.

At the Kunstammer Vienna goldsmith's works such as the famous saliera by Benvenuto Cellini, sculptural masterpieces, filigree works in ivory, valuable timepieces and complex automata by the best and most famous artists of the day – each item unique in the world – provide an unrivalled cross-section through the history of art.

Equally enjoyable for every art-lover is the magnificent building itself with its imposing staircase featuring a series of paintings on which Gustav Klimt collaborated.

Open daily except on Monday 10 am – 6 pm, Thursday 10 am – 9 pm

June, July, August open daily. ■



Cupola hall © KHM-Museumsverband



Staircase © KHM-Museumsverband

Kunsthistorisches Museum Vienna
© KHM-MuseumsverbandPainting The Tower of Babel, Pieter Bruegel
© KHM-MuseumsverbandPicture Gallery
© KHM-Museumsverband

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www.linde.com

奥地利/匈牙利林德气体公司N2O装置工程

N2O 装置工程简介: 自 2004 年起, 作为 SOCSIL公司的合法继承人, 我们的装置工程部门成为林德集团的全资子公司, 致力于设计、开发、安装和调试一氧化二氮装置, 并提供全方位的售后服务, 业务范围遍及全球。

排名第一的制造商

一氧化二氮 (N2O) 的生产基于硝酸铵 (NH4NO3) 的连续热分解。一氧化二氮主要用于医药 (例如用于麻醉)、工业 (例如用于制造半导体) 和食品工业。

我们的工业设备业务是建立在林德公司国际程序网络和专有技术基础之上的。高科技的一氧化二氮装置保证了一氧化二氮的最佳生产。

我们可以提供什么? 我们提供带有继电器或 PLC 控制系统的高压 (60barg) 或低压 (22 barg) N2O 生产设备, 产能范围从 25kg/h 到 300kg/h。最终产品的质量可以达到5.5。满足最严格的医疗和工业行业要求的 UHP 装置水平。

除了 N2O 生产装置, 我们的团队还可以为 N2O 生产相关的附属设备和系统提供解决方案。

我们的团队不断致力于 N2O 装置的研发, 发明了一系列新装置, 如排气回收系统 (VRS), 以提高一氧化二氮装置的产量。

业绩参考: 在全世界建有60多套正在运营的生产装置, 为我们的工程团队积累了持续发展的优秀经验。■

Linde Gas Austria/Hungary, N2O Plant Engineering

About N2O Plant Engineering: From 2004 as the legal successor to SOCSIL our Plant Engineering Department solely within The Linde Group designs, develops, installs and commissions nitrous oxide plants all over the world and provides a full after sales service.

The Number One manufacturer

The production of nitrous oxide (N2O) is based on the continuous thermal decomposition of ammonium nitrate (NH4NO3). Nitrous oxide is mainly used in medicine (e.g., for anesthesia), in the industry (e.g., for the manufacturing of semiconductors) and in the food industry.

These high-tech nitrous oxide plants guarantee the optimum production of nitrous oxide. The Industrial Equipment activity is based on a network of international procedures and Linde's proprietary know-how.

What can we offer? We provides N2O plants with wide capacity range from 25kg/h to 300kg/h. High pressure (60barg) or low pressure (22 barg) production plants with relay or PLC control system. The quality of the final product can reach the 5.5. level in case of UHP unit which allow to fulfil the strictest medical and industrial industry's requirements.

Besides of the N2O production plants our team can give solution for the N2O production related additional equipment and systems.

Our team is continously working on developements of the N2O plants and inventing new units like Vent gas Recovery System (VRS) which can increase the yield of the nitrous-oxide plants.

References: There are more than 60 working production plants word wide what guarantees an outstanding experience for our engineering team for continuous developments. ■



N2O 罐区
N2O tank farm



N2O 装置
N2O plant



N2O 生产
N2O production

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

采用高精密的LINSINGER铣削技术, 可实现单次运行即可完成新旧轨道头的处理。LINSINGER 公司在铣削技术方面拥有 80多年的经验, 25年来, 这些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多套钢轨铣削设备正在运行与生产。

产品范围

- 用于高速铁路、铁路、城市铁路、有轨电车、地铁以及道岔、道口和出入口的轨道铣床。
- 灵活操作的铁路货车
- 用于钢轨焊接和维修中心的固定式轨头铣床
- 世界首列氢动力无排放轨道铣削列车 ■



LINSINGER reprofiles rails heads on new and used rails in one single pass using highly sophisticated LINSINGER milling technology. LINSINGER has more than 8 decades experience in milling technology and has been successfully implementing the expertise in track maintenance for 25 years. During this time span more than 60 rail milling vehicles have been commissioned worldwide.

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
- World's first hydrogen powered and emission free rail milling train ■



LOGOPLAN LOGISTICS, TRANSPORT AND ENVIRONMENTAL PROTECTION CONSULTING GMBH

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自 1992 年以来, LOGOPLAN 一直致力于为国际物流、运输和供应链管理方面的企业和机构提供咨询。主要业务领域为(绿色)物流和供应链管理、精益管理、项目管理、网络和事件管理、个人和团队指导,并开设基于国际公认的个人认证标准 ISO/IEC 17024 (国际标准化组织)的培训课程。

LOGOPLAN 公司还参与了各种国际项目。目前参与了 ADAPT (自适应和自主数据性能连接和分散运输决策网络 [www.ADAPT-solutions.at]) 研究项目(项目协调员 Radu Prodan 博士教授, 克拉根福大学 UNI-KLU)。ADAPT 项目由中国科学院和奥地利研究促进机构 FFG 资助。

奥地利和中国 ADAPT 项目合作伙伴将他们的汇集资源整合在一起, 开发一个自适应和自主决策网络, 以分发个人防护设备 (PPE)。ADAPT 项目的目标是超越目前全球供应链的做法, 纳入产品证书和跟踪机制。该项目的一些要素是:

- 基于区块链技术的分散式 PPE 运输和供应链平台
- 优化全球运输能力和路线选择
- 最大限度地减少二氧化碳排放和运输能力损失
- PPE 证书的实时验证
- 使用真实数据进行测试, 同时考虑利益相关者群体

其中, 利益相关者包括联邦和地区政府、医疗保健系统、红十字会、医疗供应组织和公司、个人防护用品生产基地和国家运输系统。■

LOGOPLAN has been consulting businesses and institutions in international logistics, transport and supply chain management since 1992. Key areas of competence are (green) logistics and supply chain management, lean management, project management, network and event management, personal and team coaching, and curricula development based on the internationally acknowledged standard for personal certification ISO/IEC 17024 (International Organization for Standardization).

The company has also participated in various international projects. LOGOPLAN is currently involved in the ADAPT (ADaptive and Autonomous data Performance connectivity and decentralised Transport decision-making network [www.adapt-solutions.at]) research project (Project Coordinator Univ-Prof. DI Dr Radu Prodan, UNI-KLU). ADAPT is funded by the Chinese Academy of Sciences and FFG, the Austrian Research Promoting Agency.

The Austrian and Chinese ADAPT project partners bundle their pooled resources to develop an adaptive and autonomous decision-making network to distribute personal protective equipment (PPE). The ADAPT project aims to go beyond current practices of global supply chains by incorporating product certificates and tracking mechanisms. Some elements of the project are:

- Decentralised PPE transport and supply chain platform based on blockchain technology
- Optimise global transport capacity and route selection
- Minimise CO₂ emissions and transport capacity losses
- Real-time verification of PPE certificates
- Tests with real-world data, also considering stakeholder groups

Among others, stakeholders include federal and regional governments, health care systems, Red Cross, medical supply organisations and companies, PPE production sites, and national transport systems. ■



供应链
Supply Chain © Travel mania/shutterstock



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LuCo 公司是食品行业企业的整体咨询专家。咨询项目涵盖食品生产企业从规划和调试到所生产产品的营销理念直到食品零售和批发。在这些领域, 我们在产品展示、积极销售和员工培训方面为我们的客户提供咨询。

LuCo 公司拥有 40 多年的食品行业批发和零售、生产和销售经验。我们的每一位培训师均具有多年的丰富经验, 并且曾经在成功的欧洲企业担任过领导职位, 这些经验使我们的客户得到收益。

LuCo 公司拥有广泛的国际影响力和网络, 可以将行业中最重要参与者纳入其客户群体中。

我们的特点尤其体现在与客户的密切合作、对客户任务的共同理解、深厚的市场知识以及对技术创新和趋势的持续关注。

我们提供建议。我们制定计划。我们帮助实施。

为什么不亲自去看看, 预约一个视频会议呢?

我们期待您的光临 ■



绞肉最新技术
Newest technology Minced Meat

MARCHER FLEISCHWERKE

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Marcher肉品加工厂是奥地利一家传统的家族企业，现在由Marcher家族的第三代传人领导。自2018年以来，Marcher集团一直列居奥地利十强食品和饮料企业。

Marcher肉品加工厂是奥地利最大的最现代化的屠宰和肉品切割企业。2015年，公司收购了Aibler和Blasko便利公司，该集团公司的经营区域和范围扩大到火腿、香肠和即食食品的生产。在2017年底，公司收购了Landhof和Loidl两家公司的业务，因此，扩大了香肠和火腿的产品种类，同时，这次收购也增加了新产品 - 意式蒜香香肠、生香肠和无肉冷切产品。

地区责任及生产高品质可持续产品是Marcher企业理念的重要组成部分。

除了最高品质的肉类产品，Marcher的主要特点是运用现代化生产技术，并遵循严格的卫生标准和对被屠宰动物的尊重。Marcher了解客户需求并针对需求制作相应解决方案，在奥地利、欧洲和世界市场上建立了长期的合作和业务关系。■

Marcher Fleischwerke is a traditional, Austrian family business, which is now being led by the third generation. Since 2018 the Marcher Group has been among the top ten food and beverage companies in Austria.

Marcher Fleischwerke are Austria's biggest and most modern slaughter and meat cutting company. In 2015, with the acquisition of Aibler and Blasko Convenience Companies, the group of companies their area and scope of operations to the production of ham, sausages and ready meals. At the end of 2017, the Landhof and Loidl operations were acquired and thus, the expansion of the sausage and ham product line was carried out. New products that were added due to this acquisition were salami and raw sausages along with meatless cold cut products.

Regional responsibility and the production of high-quality, sustainable products are essential parts of the Marcher corporate philosophy.

In addition to the highest quality of meat, Marcher is characterized by modern production technologies, strict hygiene rules and respectful treatment of the slaughtered animals. Understanding customer needs and responding to them is the key to long-term partnerships and business relationships in Austria, Europe and in the world market. ■



格拉茨公司的工厂
Company plant in Graz



格拉茨的加工生产线
Processing line in Graz



质量管理
Quality management



维拉赫物流配送
Logistics in Villach

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MI企业有限公司位于奥地利的工业中心，作为国际批发商，公司为全球客户供应原材料和工业机械。我们帮助制造商从高效的供应中受益，不受任何地域限制。

公司的主要目标是以有竞争力的价格为各行业的制造商供应高质量的材料、工具和机械。我们的目标是将企业联合起来，形成一条高效的供应链。

我们能够为潜在的中国客户提供欧洲顶级材料和机械。此外，我们期待着为一些中国制造商做销售代理，将其产品出口到不同的市场。

值得信赖是我们的核心标准之一，因为我们专注于与合作伙伴进行长期合作。

我们的优势在于我们有能力将两种不同的工作文化联系起来，形成一种顺畅的、有建设性的长期合作。我们公司不仅专注于为企业提供所需的商品，而且还确保有关各方之间的顺利沟通和合作。

此外，我们还对有兴趣在中东和欧洲发展业务的公司提供咨询服务。

我们的网络可为各个行业提供支持，主要集中在汽车、能源和电力行业（如变压器行业）。同时，我们也欢迎其它行业的企业垂询业务。■

Being located at the industrial heart of Austria, our company as an international wholesaler supplies raw material and industrial machinery to our clients around the globe. We help manufacturers to benefit from an efficient supply regardless of any geographical limits.

The main target of our company is to provide high quality material, tools and machinery at competitive prices to manufacturers in various industries. We aim at bringing business together to complete an efficient chain of supply.

We are able to supply potential Chinese clients with the top European Material and machinery. Moreover, we are looking forward to act as a sales agent for Chinese manufacturers who would like to export their products in different markets.

Reliability is one of our key criteria as we focus on long term collaborations with our partners.

Our strength is our ability to connect two different working cultures into a smooth and constructive long-term collaboration. Our company focuses not only at supplying business with required commodities but also ensures a smooth communication and collaboration between parties involved.

In addition, we provide consultancy for companies which are interested in developing their business in Middle East and Europe.

Our network supports various sectors with main focus on automotive, energy and power industry (i.g. Transformer Industry). Supplementary, we are open to process inquiries for other sectors on demand. ■



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Miba集团是一家全球经营的跨国企业集团，专业开发和生产对性能、质量和成本要求最高的关键功能组件，产品系列贯穿整个能源价值链。我们的产品为高效和可持续的能源生产、传输、储存和使用做出了杰出贡献。米巴的烧结部件、发动机和工业轴承、摩擦材料、电力电子部件和涂层广泛应用于汽车、火车、船舶、飞机、发电厂、炼油厂、压缩机或工业泵等各行各业，并远销世界各地。

米巴不但为传统驱动装置提供成熟的解决方案，也为电动汽车应用提供定制的解决方案。米巴的烧结部件、发动机轴承、摩擦材料、电力电子部件、涂层和电动汽车解决方案使车辆及其动力系统更加高效、可靠和环保。

米巴集团是奥地利领先的高科技工业和技术企业集团，拥有约7500名员工，在欧洲、亚洲、北美洲和南美洲共拥有31个生产基地，在所有重要的客户市场均设有代理机构。■



米巴精密零部件（中国）有限公司
Miba Precision Components China



米巴烧结工业集团是粉末冶金应用方面的技术领军企业
The Miba Sinter Group is technology leader in powder metallurgy applications

The Miba Group develops and produces function-critical components worldwide with the highest requirements for performance, quality and cost along the entire energy value chain. Our products make an important contribution to the efficient and sustainable generation, transmission, storage and use of energy. Miba sintered components, engine and industrial bearings, friction materials, power electronics components and coatings can be found all over the world in vehicles, trains, ships, aircraft, power plants, refineries, compressors or industrial pumps.

Miba offers proven solutions for conventional drives and customized solutions for eMobility applications. Miba sintered components, engine bearings, friction materials, power electronics components, coatings and solutions for e-drives make vehicles and powertrains more efficient, reliable and environmentally friendly.

The Miba Group is one of Austria's leading industrial and technology companies. With 31 production sites in Europe, Asia, North and South America, the high-tech group is represented in all important customer markets and employs around 7,500 people. ■



经验丰富的员工保证了我们产品的高质量
Experienced employees guarantee the high quality of our products



米巴轴承兼顾了性能、可靠性和成本
Miba Bearings balance function, reliability and cost

MICROPOROUS GMBH

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电池隔板技术的全球领先企业

80多年来，MICROPOROUS公司一直致力于开发富液式铅酸电池尖端产品。随着现代铅酸蓄电池需求的增加，新材料和新的生产设计将是确保客户获得最佳性能和可靠性的关键。MICROPOROUS公司始终致力于为每项应用提供正确的解决方案。

跨越工业时代的历史

在80多年的经营历程中，MICROPOROUS公司已牢固确立了其质量和创新的声誉，为全球客户群提供最广泛的高性能电池隔板系列产品。

我们相信，我们的成功始于我们的公司文化

Microporous 公司了解我们的成功很大程度上取决于对我们团队和设施的投资。我们希望我们的员工和我们的生产设施反映我们为客户生产最好产品的承诺。我们在培训、部门发展和生产技术方面的投资证明了我们的目标。 ■

THE GLOBAL LEADER IN BATTERY SEPARATOR TECHNOLOGIES

Microporous has been developing cutting-edge products for flooded lead-acid batteries for 80+ years. As the demand put upon modern lead-acid batteries increases, new materials and new production designs will be critical to insure the best performance and reliability for our customers. Microporous will always strive to bring the right solution to every application.

A History That Spans The Industrial Age

Over its 80+ year history, Microporous has firmly established its reputation for quality and innovation, offering the broadest line of high-performance battery separators to a global customer base.

WE BELIEVE THAT OUR SUCCESS STARTS WITH OUR COMPANY CULTURE

Microporous understands our success will largely be driven by investments in our team and our facilities. We want our people and our production facilities to reflect our commitment to producing the very best products for our customers. Our investment in training, departmental development, and production technologies is a testament to our goals. ■



M-U-T MASCHINEN-UMWELTTECHNIK-TRANSPORTANLAGEN GMBH

奥地利 M-U-T 环保技术与机械设备工程有限公司

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M-U-T Austria 是一家国际化的工业公司，在循环经济的机械设备和工程领域，设有研发、规划、工程、制造、销售和安装调试等部门。

M-U-T Austria 活跃于传送技术、市政车辆、水和废水处理技术、环境技术（固废处理）以及教育项目相关领域。基于跨行业的产品范围、相关的大量专业知识和近90年的经验，M-U-T 作为先驱，是奥地利唯一一家在循环经济方面提供完整解决方案的专业公司。从直接从居民门前收集固废垃圾到垃圾的运输、分类、加工和回收，再到水和废水处理，MUT Austria 是提高整个城市生活水平的概念提供者 – MUT-绿色城市的概念。

M-U-T 奥地利专注于以下领域

- 市政车辆
- 工程项目建设
- 环保技术
- 传送技术
- 项目管理
- 培训和教育

M-U-T 奥地利特殊系统提供可靠实施的创新技术，完全满足客户的需求。此外，M-U-T Austria 随时为您提供交付后的最佳售后服务。

作为总承包商和分包商，M-U-T Austria 将很乐意支持您实现您的项目——无论是单独订单还是完整的交钥匙工程！■

M-U-T Austria is an international industrial company with departments of research & development, planning, engineering, manufacturing, sales, and commissioning of machines and plants for the recycling economy.

M-U-T Austria is active in the fields of conveyor technology, municipal vehicles, water and wastewater technology, environmental technology and technical equipment of laboratory facilities for schools and universities. Due to the cross-industry product range, related large know-how, and 90 years of experience, M-U-T is as a pioneer and therefore the only company in Austria for this complete solution expertise in terms of the recycling economy. From the collection of waste containers directly in front of citizens' houses to the conveyance, sorting, processing and recycling, to water and wastewater treatment, M-U-T Austria is a provider of concepts for raising the standards of living of an entire city – the M-U-T-Concept of a Green City.

M-U-T Austria is specialized in the fields of

- Municipal vehicles
- Plant engineering and construction
- Environmental technology
- Conveyor technology
- Project management
- Training and education

M-U-T Austria special systems offer reliably implemented and innovative technology, exactly on the customer's needs. Further, M-U-T Austria is at your disposal for the best services after delivery.

As a general contractor and subcontractor, M-U-T Austria will be happy to support you in the realization of your projects – no matter if individual orders or up to complete turnkey plants! ■



NANTONG SINO-ÖSTERREICHISCHE SUTONG 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》。

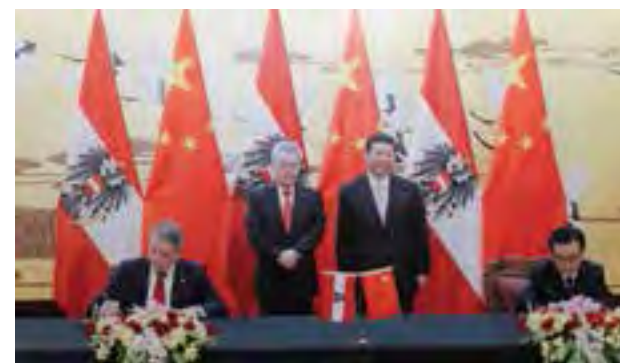
中奥苏通生态园位于江苏南通苏锡通科技产业园区，规划面积100平方公里，其中起步区域面积10.6平方公里，是中奥两国首个国家级国际合作生态园，目标是建设“中奥合作体制机制创新区、生态环境建设先导区、国际高端产业集聚区、可持续发展宜居示范区”。

二、投资环境

- 区位优势：上海一小时经济圈
- 交通便利：苏通大桥、通海港区、南通兴东机场、沪苏通高铁、北沿江高铁（在建）、南通新机场（在建）、海太通道（在建）、苏通二通道（已规划）
- 载体丰富：中奥合作中心（展示、办公）、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2021年6月园区注册企业5244家，其中制造业企业1617家。园区设立德语专业服务团队及驻奥办事处，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 the memorandum on China-Austria Su-Tong Eco-Park witnessed by President Xi Jinping and the then Austrian President Fischer.

With a starting area of 10.6 km², China-Austria Su-Tong Eco-Park is located in Suxitong Science and Technology Park in Nantong, Jiangsu with a total area of 100 km². It is the first international cooperative eco-park built by China and Austria, aiming to build an innovative area for China-Austria 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

- Geographical Advantage: 1 hour to Shanghai.
- Transport: Sutong Bridge, Tonghai Port, Nantong Xingdong Airport, Hu-Su-Tong (Shanghai-Nantong) Railway, High Speed Railway on the North Coast of the Yangtse River (under construction), Nantong New Airport (under construction), Haimen-Taicang Channel (under construction), Sutong Channel II (planned)
- Multiple Carriers: China-Austria Cooperation Center (Exhibition and Office rooms), workshops (standard, customized), land
- Incentive policies: workshop rental refund, tax refund, talents reward, support for High-tech enterprises
- Human resources: adequate labor force, dual system for vocational training.
- One-stop services: one-stop services for the establishing, building and running of enterprises

3. Facts and Data

Up to June 2021, there are 5244 registered companies in Suxitong Science & Technology Park, among which 1617 are manufacturing enterprises. A professional German-language service team along with a Rep-bureau in Vienna 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公司成立于2007年，是奥地利研究公司 Joanneum Research的衍生公司。公司总部位于格拉茨，约有员工85名，致力于高精密光学测量设备的开发、销售和支持，客户群体来源于全球各地，遍布各行各业。2018年，Nextsense公司被海克斯康集团收购。海克斯康集团是一家领先的信息技术供应商，推动着各行业的生产力和质量发展。借助于母公司的全球销售和服务网络，以及自身在全球的合作伙伴，Nextsense与世界各地的客户保持着密切的联系。

自从公司成立以来，Nextsense公司在铁路、汽车和钢铁行业的营业额不断增加。公司为轮廓测量和表面检测任务提供特殊应用程序的硬件和软件。这些解决方案代表了触觉测量设备（如测量规和测隙规）的高质量替代品。获得专利保护的CALIPRI测量原理是Nextsense技术领先的关键，通过该原理可以对几乎任何表面进行评估。对物体轮廓的非接触测量保证了高精度的测量结果，不受用户的影响，并能防止数据假象。这种方法可以应用于确定尺寸精度的广泛任务中。因此，Nextsense的测量和分析解决方案可以应用于质量保证中的磨损测量，并可作为一种开发工具使用。参考客户列表包括汽车制造商（大众、丰田、通用汽车等）、铁路运营商和原始设备制造商以及钢铁生产商，如德国铁路公司、法国国家铁路公司、安赛乐米塔尔公司和奥钢联。■

NEXTSENSE was founded in 2007 as a spin-off of the Austrian research company Joanneum Research. At the company headquarters in Graz, around 85 employees ensure that highly precise optical measurement devices for different target groups are successfully developed, sold, and supported worldwide. 2018 Nextsense was acquired by Hexagon AB, a leading provider of information technologies that drive productivity and quality across industries. Through the global sales and service network of the parent company and through Nextense' partners worldwide, Nextsense is close to the customer all over the world.

Since the foundation of Nextsense, the company has recorded increasing turnover in the rail, automotive, and steel industry. They provide application-specific hardware and software for tasks in profile measurement and surface inspection. These solutions represent a high-quality alternative to tactile measurement devices such as measuring gauges and feeler gauges. The key to the technology leadership of Nextsense is its patented CALIPRI measurement principle, which allows the evaluation of almost any profiles. The non-contact measurement of the object contour guarantees highly precise measurement results, independent of user influences and proof against manipulation. This method can be applied to an extensive range of tasks in determining dimensional accuracy. Thus, the measuring and analysis solutions of Nextsense are used for the measurement of wear in quality assurance, and as a development tool. The reference list extends from automobile manufacturers (Volkswagen, Toyota, General Motors, etc.) to railway operators and OEMs and steel producers such as Deutsche Bahn, SNCF, ArcelorMittal and voestalpine. ■



线材、棒材和钢筋的圆形截面的连续内线监测
continuous inline monitoring of round cross-sections for wire, rod and bars



高精度的车轮轮廓测量
high-precision wheel profile measurement



革命性的内线测量系统，用于汽车行业的透明表面
revolutionary inline measuring system for transparent surfaces in the automotive industry

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奥地利铁路货运集团（RCG）是欧洲领先的铁路物流公司之一。我们也是这个行业的缔造者之一——RCG的业务范围横跨欧亚大陆，提供全年365天，全天24小时不间断服务。从最初的一英里到最后的一英里，RCG将人、企业和市场完美地连接在一起。来自全球34个国家的9,393名员工在18个不同的国家每年运营46万次列车，这意味着他们每天守护着1,260列火车安全抵达目的地。凭借着高效的端到端物流服务，RCG每年净运输9,500万吨货物，占奥地利总货运量的28.2%，在欧洲市场名列前茅。通过我们可持续的铁路货运服务，每年为奥地利减少了约110万吨的二氧化碳排放，为奥地利、欧洲乃至全球的气候目标的早日实现作出了贡献。

RCG自2008年完成首列测试班列以来，在新丝绸之路沿线的铁路货运业务一直稳步增长。截至2016年底，新丝绸之路上的跨境货量呈逐年增加态势，于是，2017年RCG正式进入中国市场。当时，RCG在新丝绸之路之上运营着62列火车，运力仅为3,000TEU。受惠于强劲的需求，在接下来的两年里，RCG亚欧间的年均运量迅速增长到35,000 TEU。到2020年，由RCG运营的700多列火车在新丝绸之路之上运输了大约7万个标准箱，RCG的运量纪录又一次被刷新。目前，我们正与铁路沿线的合作伙伴一起努力——争取到2030年，将欧洲和亚洲之间的平均运输时效提高到10天。到那时，铁路运输将对客户更具吸引力，从而进一步促进铁路运输模式的转变。■



高效的端到端物流方案
Efficient end-to-end logistics solutions

The ÖBB Rail Cargo Group (RCG) is one of the leading rail logistics companies in Europe. We are the ones shaping the industry – 365 days a year – 24 hours a day. Across Europe and beyond into Asia. We connect people, businesses and markets – from the first to the last mile. It's thanks to our 9,393 members of staff from 34 nations located in 18 different countries that 460,000 trains a year, which means 1,260 a day, reach their destinations safe and sound. With our efficient end-to-end logistics services, we transport 95 million net tonnes of freight each year. We have a modal share of 28.2 % of the total freight market in Austria, which makes us top of the league in Europe. Every year, we save the climate from around 1.1 million tonnes of CO2 emissions in Austria and thus contribute to achieving the Austrian, European and global climate targets with our sustainable rail freight transport services.

Our rail freight services along the New Silk Road have increased steadily since RCG activities began with the first test train in 2008. By the end of 2016, the number of departures along the Silk Road was gradually increased, and in 2017, RCG officially entered the Chinese market. At that time, 62 trains with a transport capacity of 3,000 TEU were operated. As a result of the high demand, we were already transporting 35,000 TEU between Europe and Asia in each of the following two years. In 2020, a new record was set with over 700 trains and around 70,000 TEUs transported. Together with our partners along the route we are working on reducing the average transport time to 10 days by 2030 between Europe and Asia to make rail even more attractive for customers and further promote modal shift of rail. ■



在各个经济地区之间的高频次连接
High frequency connections
between economic regions



单一来源的定制物流解决方案
Customised logistics solutions
from a single source



多式联运
Intermodal logistics

OBRIST POWERTRAIN GMBH

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For more information on our subsidiaries please visit:
www.obrist.at

OBRIST工程公司是一家奥地利的科技企业，在汽车动力总成系统、废热回收和热管理系统方面拥有超过25年的经验。公司还开发了基于天然制冷剂R744的汽车应用技术，这项技术巩固了我们的技术领先地位。

自1996年起，OBRIST工程公司一直致力于提供环保热管理技术方案，并于2011年建立了姊妹公司OBRIST 动力总成有限公司。

我们专有的混合动力总成系统HyperHybrid®可以在全球范围内显著减少汽车出行的碳排放量，甚至在使用e-甲醇作为燃料时可以实现“零排放”。我们的插电式混合动力系统解决方案拥有最高的能源效率和无与伦比的价格优势，具有智能化和简洁的设计并整合了多种功能。

OBRIST团队是一支忠诚的团队，凝聚了各大技术学科领域的顶尖人才，尤其是在热管理、混合动力传动系统开发和控制技术方面有着强大背景。■

OBRIST Engineering is an Austrian technology company with more than 25 years of experience in the development of automotive powertrain systems, waste heat recovery and thermal management systems. We have extended our technological lead in mobile applications based on the natural refrigerant R744.

In 2011, OBRIST Powertrain was founded as a natural extension of OBRIST Engineering, which had been working on eco-friendly thermal management solutions since 1996.

Our proprietary powertrain, HyperHybrid®, can significantly reduce the carbon footprint of worldwide mobility or can even operate with “negative emissions” when using aFuel® for power generation. aFuel® is eMethanol with cSink, created by collaborative technology. Our plug-in hybrid electric powertrain solution boasts maximum energy efficiency and unmatched pricing – thanks to a smart and simple design that incorporates a multitude of functions.

The OBRIST team is a committed group of individuals with strong backgrounds in all major technical disciplines, especially thermal management, hybrid electric drivetrain development and control technology. ■



零振动发动机 (ZVG)
Zero Vibration Generator (ZVG)



OBRIST 混合动力总成系统
OBRIST HyperHybrid® Powertrain



OBRIST 混合动力车型 Mark II
OBRIST HyperHybrid® MarkII



OBRIST 混合动力车型 Mark III
OBRIST HyperHybrid® Mark III

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作为一家国际性机械工程公司，帕尔菲格公司是创新起重机和起重解决方案领域的全球领先企业。公司以创新、国际化、灵活性和可持续发展四大战略支柱为基础，与客户、业务伙伴和员工共同塑造行业的未来。

公司成立于1932年，围绕其核心产品装载起重机，为多个行业建立了全面的产品组合，从建筑和林业，到回收、运输和物流，再到海上作业和邮轮。帕尔菲格公司一直被公认为其行业的技术领先企业。公司积极从产品供应商向综合集成解决方案提供商转型。为了开拓新的业务领域，帕尔菲格公司专注于数字化转型的潜力，与公司内部孵化器企业PALFINGER 21th合作开发人工智能。

帕尔菲格总部位于萨尔茨堡 (AT) 附近的伯格海姆。公司拥有约 11,600 名员工、34 个生产基地以及遍布全球的约 5,000 个经销商和服务中心网络，始终贴近客户。作为一家在其本土拥有深厚根基的全球性企业，帕尔菲格坚信，以可持续发展的利益为出发点的战略和行动在成功的业务运营中起着至关重要的作用。这就是公司积极承担整个价值链中的社会、生态和经济责任的原因。

帕尔菲格股份公司自 1999 年起在维也纳证券交易所上市。凭借 Palfinger 家族的经济实力，公司拥有稳定而强大的大股东。大约三分之一的股份是自由流通的。预计 2021 年销售额将超过 17.75 亿欧元。■

As an international mechanical engineering company, PALFINGER is the global leader for innovative crane and lifting solutions. Based on its four strategic pillars - Innovation, Internationalization, Flexibilization and PALFINGER 21st - the company is shaping the future of the industry together with its customers, business partners and employees.

The company was founded in 1932 and has built up a comprehensive product portfolio around its core product, the loader crane, for a multitude of sectors, from construction and forestry, through recycling, transport and logistics, to offshore and cruise ships. PALFINGER has always been acknowledged as a technology leader in its industry. The company takes active steps to transform itself from a product supplier to a provider of comprehensive and integrated solutions. To open up new areas of business, PALFINGER is focused on the potential of digital transformation and the use of artificial intelligence with PALFINGER 21st, its corporate incubator.

PALFINGER is headquartered in Bergheim near Salzburg (AT). With about 11,600 employees, 34 production sites and a worldwide network of dealerships and service centers at around 5,000 locations, PALFINGER is always close to the customer. As a global company with strong roots in its home region, PALFINGER is convinced that thinking and acting in the interests of sustainability play a vital role in successful business operations. This is why the company assumes social, ecological and economic responsibility along the entire value chain.

PALFINGER AG has been listed on the Vienna Stock Exchange since 1999. With the Palfinger family, the company has a stable and strong major shareholder. Around one-third of the shares are in free float. Sales of over EUR 1.775 billion is expected for 2021. ■



木材起重机
Timber Crane



访问平台
Access Platform



船用起重机
Marine Cranes

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Plasser & Theurer

机械设备 - 产品线 - 基础建设

Plasser & Theurer公司是奥地利的一家家族经营企业，以其经济高效和进取创新成为轨道建设和养护领域的行业标杆。该企业现有约2000名员工，自1953年成立以来为109个国家提供了约16700台设备，其中一半以上的设备至今仍在运行使用，这些设备大部分是在林茨的总厂制造的。机械设备品类从简单的夯实机到200米长的大容量机型，几乎完全涵盖铁路养护、铺设和更新所需的所有工作。作为有着19家全球合作伙伴的全系列供应商，Plasser & Theurer公司能够为客户提供全面的服务，包括培训、零件供应和技术服务。数十年来，该企业一直致力于轨道养护技术创新，并强调，其目标是在基础设施数字化方面为铁路系统提供坚实的支持。■

Machine - Fleet - Infrastructure

The Austrian family business Plasser & Theurer stands for cost-efficiency and innovation in track construction and maintenance. Employing approximately 2,000 members of staff, the company has supplied around 16,700 machines to 109 countries since 1953. More than half of them are still in operation today. Most of the machines are manufactured in the main factory in Linz. The machine portfolio covers almost all work to be performed when maintaining, laying, and renewing railway tracks. It ranges from simple tamping machines to 200 m long high-capacity machines. As a full-range supplier collaborating with 19 partner companies around the world, Plasser & Theurer offers comprehensive customer services. They include training, spare parts supply, and technical service. Plasser & Theurer has been revolutionising track maintenance technology for decades. The company also emphasises its aim to offer railway systems substantial support in the digitalisation of infrastructure. ■



POLYTECHNIK BIOMASS ENERGY | 博林泰森生物质能源 CO₂ NEUTRAL ENERGY PRODUCTION | 碳中性能源生产

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POLYTECHNIK

Biomass Energy

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www.polytechnik.cn

历经55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。在中国的北京和江苏省徐州市分别设有一个子公司，在广东省揭阳市还有一家合资企业。

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3300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 55 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 3300 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



中国揭阳 32 兆瓦热电联产厂 (9 兆瓦发电)
32,000 kW heat and power plant (electrical power 9mw) in Jierong, China

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**Raiffeisen Bank
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Member of RBI Group

奥合国际银行是奥地利和中东欧地区一家领先的银行，也是奥地利最大的金融服务商 - 奥合银行集团的核心机构。在中东欧地区，奥合国际银行提供公司业务、投资银行业务和私人客户业务。共计为超过1680万的客户提供高质量的服务。奥合国际银行持续30多年获得区域多项“最佳银行奖项”的殊荣。

奥合国际银行北京分行作为服务性分行，为中国企业在“一带一路”倡议下在中东欧地区的业务提供服务。作为植根于中东欧地区的主要银行集团，我们为中国企业与机构客户在中东欧成长市场提供全面的金融产品与服务，满足客户的全方位需求。■

Vienna-based Raiffeisen Bank International (RBI) is a leading bank in Central and Eastern Europe (CEE) and Austria. It is also the central institution of the Raiffeisen Banking Group, one of Austria's largest financial providers. In CEE, RBI offers services in corporate and investment banking as well as to private individuals. All in all, some 16.8 million customers rely on the service quality of RBI which is underlined by several "Best Bank Awards", won not only recently, but during its more than 30-year track record in the region.

RBI Beijing provides support as a service branch to Chinese enterprises with their activities centered on the Belt and Road Initiative in CEE. As a major universal banking group in CEE, we match the needs of Chinese clients with the full range of RBI's banking services in CEE growth markets. ■



A Leading Banking Group in Central and Eastern Europe



RBI Head Office



RBI Beijing Branch

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始于 1904 年，热情和开拓精神一直是 BECK 公司的基础。重新探究紧固技术、突破界限并发现非常规的解决方案，我们超越今天的想象，寻找全新的视角，创造完美的连接，塑造我们的明天。作为紧固行业的先驱，这家家族企业现在已成为世界领先的创新紧固解决方案制造商之一。从木结构到高品质汽车内饰再到卫星：我们的紧固解决方案将范围广泛的东西结合在一起，使它们在组合中发挥作用。今天，BECK 是一家活跃于全球的家族企业，在奥地利、德国、意大利、波兰和美国均设有分支机构。■

Since 1904, a passionate, pioneering spirit has been the foundation of the BECK Company. Rethinking fastening, pushing boundaries, and discovering unconventional solutions, we look beyond what is conceivable today for entirely new perspectives that will create the perfect connections to shape our tomorrows. As a pioneer in the fastening industry, the family company is now one of the world's leading manufacturers of innovative fastening solutions. From timber constructions to high-quality car interiors to satellites: Our fastening solutions hold together a wide range of things that only serve their purpose when combined. Today, BECK is a globally active, family-owned company with sites in Austria, Germany, Italy, Poland and the USA. ■



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更多分公司信息请访问:
For more information on our subsidiaries please visit:
www.redwave.com/en/contact/headquarters-austria

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选工厂，以及交钥匙废物处理工厂。此外，作为行业领先企业，REDWAVE基于传感器的分选机，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:

先进的光学分选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选解决方案。

废物处理厂:

REDWAVE应用自动化、机械加工和分选技术，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，基于传感器的分选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



垃圾处理厂的分选工艺
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.

RREFERENCES 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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For more information on our subsidiaries please visit:
www.rhimaginesita.com/about/where-we-are

RHI Magnesita 集团是全球领先的高级耐火材料产品、系统和解决方案供应商，在钢铁、水泥、有色金属和玻璃等多个行业超过1200℃的高温工艺中起着至关重要的作用。集团的宗旨是掌控热量，为全球工业建立可持续的现代化生产条件。RHI Magnesita拥有垂直整合的价值链，从原材料到耐火产品和基于性能的全面解决方案，为全球客户提供服务，在28个主要生产基地和70多个销售办事处拥有约12,000名员工。在营业收入、规模、产品组合和多样化地理位置领先地位的基础上，RHI Magnesita志在不断扩展其高增长市场。

集团在伦敦证券交易所上市（代码：RHIM），在其官方名单上一直保持优质股地位，并在维也纳证券交易所（Wiener Börse）二次上市，是富时250指数的成分股。

更多信息请访问：www.rhimaginesita.com ■

RHI Magnesita is the leading global supplier of high-grade refractory products, systems and solutions which are critical for high-temperature processes exceeding 1,200°C in a wide range of industries, including steel, cement, non-ferrous metals and glass. The company's purpose is to master heat, enabling global industries to build sustainable modern life. With a vertically integrated value chain, from raw materials to refractory products and full performance-based solutions, RHI Magnesita serves customers around the world, with around 12,000 employees in 28 main production sites and more than 70 sales offices. RHI Magnesita intends to build on its leadership in revenue, scale, product portfolio and diversified geographic presence to expand further in high growth markets.

The Group maintains a premium listing on the Official list of the London Stock Exchange (symbol: RHIM) and is a constituent of the FTSE 250 index, with a secondary listing on the Vienna Stock Exchange (Wiener Börse).

For more information please visit: www.rhimaginesita.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-1560II-S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，并积极促进RIEGL在中国的进一步发展。■



安装于陀螺稳定云台的 RIEGL VQ-1560II 双通道机载激光雷达系统
RIEGL VQ-1560II Dual Channel LiDAR System installed on gyro-stabilized mount



搭载 RICOPTER 的 RIEGL VUX-240 激光雷达，应用于无人机测绘工程
RICOPTER with RIEGL VUX-240 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-1560II-S 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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作为一家国际化企业集团及全球消防领域的可靠合作伙伴，奥地利卢森宝亚国际有限公司专业从事供专职消防队、工业消防队、厂区和志愿消防队使用的各类消防车辆、灭火系统、消防安全设备、数字解决方案及预防性消防灭火系统的研发设计和生产制造。

卢森宝亚在欧洲、美国以及亚洲等地均设有自己的生产基地，可为客户提供符合所有主流标准的认证产品，并且建立了遍布全球约 120 个国家和地区的销售及服务网络。凭借约 10.442 亿欧元的营收规模（截止 2020 年 12 月 31 日）以及超过 4000 人的全球员工，卢森宝亚集团堪称世界上最大的消防技术提供商。

一百五十多年来，这家历经六代传承的上市家族企业一直致力于为消防部门提供最优质的产品和服务。

客户至上、锐意创新、值得信赖——这便是卢森宝亚引领业界的制胜关键！■

Rosenbauer is an international group and a reliable partner to fire services around the world. The company develops and produces vehicles, fire extinguishing systems, fire and safety equipment and digital solutions for professional, industrial, plant and volunteer fire services and systems for preventive firefighting. All of the main sets of standards are covered by products manufactured in Europe, the US and Asia. Rosenbauer is represented in approximately 120 countries by a sales and service network. With revenues of around € 1,044,2 million and more than 4,000 employees (as of December 31, 2020), the Group is the world's largest firefighting technology provider.

The listed family company is in its sixth generation and has served fire departments for more than 150 years. A strong customer focus, innovative strength and reliability are Rosenbauer's key assets. ■



美洲豹 - 机场抢险救援消防车
PANTHER - Airport Rescue Fire Fighting Vehicle



创新技术 - 混合动力市政消防车
RT - Hybrid Municipal Fire Fighting Vehicle

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我们是

洛柯赛集团总部位于奥地利维也纳，为印刷和包装行业提供原材料解决方案（纸浆和纸张）。

稳定且强健

- 年销售额超过10亿美元
- 自 1908 年起即已在中国开展业务，在山东和香港设有办事处

能力

- 世界一流的物流技术，尤其是在“一带一路”网络方面。从俄罗斯向中国提供牛卡纸、箱板纸/瓦楞纸、中格纸和纸浆
- 我们全球办公网络中的多元文化员工

创新

- 不断重新定义包装解决方案，以支持从塑料包装到绿色包装的转变
- 阻隔纸和聚乳酸（PLA）产品开发 ■



尽可能使用纸张——必要时才使用塑料
Paper wherever possible – Plastic wherever necessary



来自我们内部双 B 造纸厂的特种纸，包括标签纸、离型衬纸和软包装
Specialty paper from our in-house paper mill B+B incl. label paper, release liner and flexible packaging

WE ARE

The Roxcel Group, based in Vienna Austria, supplies raw material solutions (pulp and paper) for the printing and packaging industry.

STABLE & STRONG

- Over 1 billion USD in annual sales
- Active in China since year 1908 with offices in Shandong and Hong Kong

COMPETENT

- World class logistics know-how, especially in terms of the One Belt – One road network. Delivering Kraftliner, Testliner/Fluting, Interliner and pulp from Russia to China
- Multi-cultural workforce in our worldwide office network

INNOVATIVE

- Constant redefining packaging solutions to support the transformation from plastic to green packaging
- Barrier paper and PLA product development ■



在通过丝绸之路网络从欧洲和俄罗斯向中国输送纸浆和纸张方面拥有丰富的专业知识
Rich expertise in Pulp & Paper deliveries from Europe and Russia to China through the Silk Road Network



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奥地利奶酪先驱

罗普家族对奶酪的热爱源远流长，自1908年以来，他们一直在制作美味、营养丰富的奶酪。如今，奶酪制作传统一直延续到这个家族企业的第四代。

重要事迹

- 奥地利领先的私人奶酪制造商，拥有超过100年的经验，向全球70多个国家出口美味的奶酪
- 总部位于奥地利西部，阿尔卑斯山麓
- 自2017年以来，在向中国出口产品方面经验丰富
- 产品包括定制标签或统一包装的天然，再制和奶油奶酪产品，以及标志性的罗普和阿尔玛品牌
- 创新乳品合作伙伴提供定制解决方案，以满足其客户需求
- 全球多家大型乳品公司的可靠供应商
- 与大成食品在中国天津的合资企业为中国食品工业提供奶酪

Rupp秉承欧洲奶酪制作的传统，为全世界消费者提供一系列美味的产品，以满足家庭的健康 ■



Austrian Cheese Pioneers

The passion for cheese runs deep in the Rupp family, who have been crafting great tasting and nutritious cheese since 1908. Today the cheese-making tradition continues with the fourth generation of this family-owned business.

Key facts

- Leading private Austrian cheese manufacturer with over 100 years of experience, exporting its delicious cheeses to over 70 countries worldwide
- Headquartered in Western Austria, at the foothills of the Alps
- Experienced in exporting its products to China since 2017
- Portfolio contains natural, processed and cream cheese products for private labels or co-packing, and also the iconic brands Rupp and Alma
- Innovative dairy partner offering customized solutions to meet its customer requirements
- Trusted supplier of many of the largest dairy players worldwide
- Joint venture in Tianjin, China with DaChan Food serves the Chinese food industry with cheese

Taking the tradition of cheese making from Europe to consumers around the world, Rupp offers a range of delicious products that cater to the health and wellness of families. ■





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我们是来自奥地利北部的咨询机构，自1993年起，致力于市场拓展，尽最大努力帮助客户在奥地利开展业务，提供全国性的客户支持。

我们的宗旨是事无巨细地为您提供建议与支持，以方便您在奥地利开展业务。

如果您计划在奥地利设立办事处、子公司或者独立的股份制公司，请发邮件给我们，我们将竭诚为您服务，协助您完成所有必要手续。您不必亲自前往奥地利完成注册流程，提供授权书后我方即可全程代为办理。

我们不仅仅是一家咨询机构，还全方位地扶持与托管您在奥地利的企业，我们的业务范围涵盖：注册分支办事处及开办有限责任公司、办理营业执照、商会认证、法院商业登记处注册、管理咨询、公证、银行业务、报税、红白红卡移民办理、代理记账及工资服务。

当企业在银行开户时，可能会需要您本人亲自来奥地利，视企业的组织架构类型而定。

当然，如果您指派员工前往奥地利，我们也可以协助办理签证及安排住宿等事宜。

我们期待着与您一起在奥地利大展宏图。

您还有哪些疑问？

请添加WhatsApp号码+436766607343 或发送邮件至：
info@ruttensteiner.com联系我们。

更多详情请浏览我们的网站：

<http://www.ruttensteiner.com/en/>
<https://ruttensteiner-consulting.business.site/>

您也可以在领英LinkedIn上联系我们：

<https://www.linkedin.com/in/ruttensteiner/> ■

We are a consulting agency (since 1993) based in Upper Austria with focus on market entry, we do everything that our clients can do business in Austria. In that we support our clients across Austria.

Our goal is to support and advise you in everything so that you can do business in Austria.

If you are also planning a branch, a subsidiary or an independent GmbH in Austria, write to us, we will be happy to support you and take all the necessary steps for you. It is not necessary for you to come to Austria during the formation process. We can take care of all activities for you with a power of attorney.

We are more than a consulting agency. We take care of everything and do everything so that you can build up your business in Austria. We take care of: Branch registration, GmbH founding, Business licenses, Chamber of Commerce, Commercial Register Court, Managing director, Notary, Banks, Tax Office, Red White Red Card, accounting and payroll services.

When opening a bank account for your company, someone may have to come to Austria. Whether someone has to come for this depends on how the management is organized.

Of course, we will also support you if you send employees to Austria. We help with the permits and authorities as well as with the search for accommodation.

We look forward to supporting you in your expansion to Austria.

Do you have any questions?

Just write to us via WhatsApp +436766607343 or via email:
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Take also a look at our websites:
<http://www.ruttensteiner.com/en/>
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You can also find us on LinkedIn:

<https://www.linkedin.com/in/ruttensteiner/> ■



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Christof Group
SBN

Schoeller-Bleckmann-Nitec 有限公司（SBN）是Christof集团的成员，是全球领先的化肥和石化行业高压换热器和反应器制造商，尤其应用于合成氨和尿素装置，该业务已在全球范围内运营。

多年来，在这些高端市场容器的设计和建造过程中，积累了综合的材料专有知识和经验，确保了每项客户要求的最佳实施。位于多瑙河沿岸特尼茨和林茨的设备完善的工厂和敬业、训练有素的员工，都构成了严格遵守著名的SBN进度表的基础。

最高的质量标准、遵守所有世界范围内规定的质量准则、特殊的运输方式、SBN 制造的容器的安装以及与知名许可方合作开发的设备和组件，使 SBN 成为全球客户在工业设备建设的完美性和灵活性方面的可靠的专业合作伙伴。

产品和服务

- 尿素合成高压容器

高压甲铵冷凝器；高压合成塔；高压洗涤器；高压汽提塔；池式冷凝器；池式合成塔；内部结构；管道

- 合成氨高压容器

氨合成塔内部构件；氨合成塔储料筒；热交换器；余热锅炉；合成气换热器；管道

- 安装和现场维修/改造

- 备件 ■

Schoeller-Bleckmann Nitec GmbH (SBN), a member of Christof Group, is a world-wide leading manufacturer of High-Pressure Heat Exchangers and Reactors for the fertilizer and petrochemical industry, especially for ammonia and urea plants, and with this program internationally established.

Comprehensive material know-how and experience accumulated over many years in the design and construction of these up-market vessels ensure optimum implementation of the respective customer requirements. Well-equipped facilities in Ternitz and Linz at the Danube river together with committed, highly-trained employees also form the basis for the strict adherence to schedules for which SBN is renowned.

Highest quality standards, the compliance with all world-wide stipulated quality guidelines, processing of special transports, the installation of vessels manufactured by SBN as well as the development of plants and components in cooperation with well-known licensors make SBN the world-wide reliable partner in expertise, perfection and flexibility in industrial construction of apparatus.

Products and services:

- High-Pressure Vessels for Urea synthesis
High-Pressure Carbamate Condensers, High-Pressure Reactors, High-Pressure Scrubbers, High-Pressure Strippers, Pool Condensers, Pool Reactors, Internals, Piping
- High-Pressure Vessels for Ammonia synthesis
Converter Internals, Converter Cartridges, Heat Exchangers, Waste Heat Boilers, Synthesis-Gas-Heat Exchangers, Piping
- Installation and in-situ repairs/modifications
- Spare Parts ■



尿素装置高压洗涤器
High Pressure Scrubber for Urea Plant



尿素装置高压汽提塔
High Pressure Stripper for Urea Plant



尿素装置池式合成塔
Pool Reactor for Urea Plant



尿素装置尿素反应器
Urea Reactor for Urea Plant

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SZIGETI
SEKTKELLEREI GOLS

来自奥地利的最优级起泡酒。开拓顶级品质。

每一项创新都是来源于新的视角：30 多年前，Peter Szigeti 从头开始重新打造起泡酒。他专注于单一葡萄品种并采用传统方法，开创了奥地利起泡酒生产的先河，引起了不小的轰动。从那时起，每一款新推出的佳酿都得到热烈的推崇。

饱满的激情、三十多年积累的技术诀窍和高科技技能造就了 SZIGETI 起泡酒。这位经验丰富的酒庄大师只使用来自新锡德尔湖附近地区的精选阳光成熟的葡萄，将它们酿造成葡萄酒，激发出它们独特的葡萄品种特性和无可挑剔的口感。精制完美的起泡酒需要数月时间。耐心和时间、对古老的传统方法的实践知识以及恰到好处的私家配方是 SZIGETI 起泡酒的关键秘诀，使其成为充满风情和对生活充满激情的产品。

SZIGETI 品牌是奥地利公认的最好的优质起泡酒。Peter Szigeti 创造的每个产品系列都向世界各地的起泡酒鉴赏家承诺纯粹的纵情体验。无数国际奖项和赞誉就是活生生的证明。■

BEST SPARKLING WINE FROM AUSTRIA. PIONEERING TOP QUALITY.

Each innovation comes with a new perspective: More than 30 years ago, Peter Szigeti recreated sparkling wine from scratch. He pioneered Austria's first sparkling wine production, focusing on single grape varieties and employing the Méthode Traditionnelle. This caused quite a stir. Since then, every new vintage has been greeted with great enthusiasm.

Genuine passion and more than three decades of know-how and high-tech skills are what SZIGETI sparkling wines are made of. The experienced cellar master only uses selected sun-ripened grapes from the region surrounding Lake Neusiedl, transforms them into wine and allows them to unfold their unique varietal character and unmistakable taste. Refining the perfect sparkling wine takes months. Patience and time, hands-on knowledge of the venerable Méthode Traditionnelle and the family secret of just the right Dosage are the ingredients that turn SZIGETI sparkling wines into products full of flavor and zest for life.

The SZIGETI brand is considered Austria's very best premium sparkling wine. Every product line created by Peter Szigeti promises sparkling wine connoisseurs around the world an experience of pure indulgence. Numerous international awards and recognitions are living proof. ■



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SENOPLAST

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

60 多年来，善诺胜（Senoplast）公司一直致力于生产用于热成型等加工工艺方面的挤出塑料板材和薄膜。多年来，公司已发展成为多层板材和薄膜挤出工艺技术的专业企业。每年约有50,000吨senosan®产品从位于奥地利皮森多夫的主生产基地，以及位于墨西哥克雷塔罗和中国苏州的生产基地运往全球约60个国家。2020年，Senoplast集团实现了约2亿欧元的营业额，出口比例超过90%，在国际市场上取得了巨大的成功。公司在奥地利拥有520名员工，在全球拥有735名员工。

senosan®商标不仅代表着高品质的塑料板和薄膜，也代表着具有生态意识的生产理念。由ABS、ABS/PC、ASA、PMMA、PS和PC制成的创新型高品质的塑料板和薄膜提供了广泛的应用。Senoplast公司根据客户具体需求提供高品质的表面材料，并为汽车和商用车以及家具和卫浴行业提供定制解决方案。■

Since more than 60 years Senoplast has dealt with the production of extruded plastic sheets and films for thermoforming and other processing methods. Over the years the company has grown into a specialist for the co-extrusion of multi-layer sheets and films. Around 50,000 tons of senosan® products per year are delivered from the main site in Piesendorf/Austria and the production facilities in Querétaro/Mexico and Suzhou/China to around 60 countries worldwide. In 2020 Senoplast Group achieved a turnover of around 200 million euros and was internationally successful with an export ratio of over 90%. The company employs 520 people in Austria and 735 worldwide.

The trademark senosan® does not only stand for high-quality plastic sheets and films but also for an ecology-minded production. The innovative and high quality plastic sheets and films made of ABS, ABS/PC, ASA, PMMA, PS and PC offer a wide range of applications. Senoplast delivers high quality surfaces according to specific needs and offers customized solutions for the automotive and commercial vehicle as well as the furniture and the sanitary industries. ■



senosan® 打造的浴缸
Bathtub made of senosan®



senosan® 打造的厨房
Kitchen made of senosan®



senosan® 打造的前部格栅
Front grill made of senosan®

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对于SETZER家族的汉斯和乌力来说，酿酒是一种生活方式，同时也是一种激情和挑战。

自1705年以来，这座葡萄酒庄园被Setzer家族代代相传。曼哈茨堡的霍恩沃思小镇位于葡萄产区的西部边缘，这里是绿维特利纳和红维特利纳葡萄的产地。这两个品种是该葡萄酒产区的主要品种，非常适合酿造适饮型葡萄酒，也适合酿造单一葡萄园型浓郁葡萄酒。最主要的葡萄酒品种是Weinviertel DAC Reserve “8000” Ried Laa精选窖藏葡萄酒和Roter Veltliner Ried Kreimelberg红维特利纳葡萄酒，这两种葡萄酒口味浓郁，储存时间长。Setzer in Pink是一款酒精含量较低的清淡型果味玫瑰葡萄酒，是奥地利人对普罗旺斯回赠。

Setzer酒庄出口远销超过18个国家，包括西方的美国和加拿大，以及东方的中国、澳大利亚和马尔代夫。在这些国家的高端美食中，都有Setzer葡萄酒的身影。酒庄产品范围广泛，有适合与朋友共度愉快之夜的果味清新葡萄酒，也有口味醇厚适合佐餐的窖藏葡萄酒。

酒瓶的高雅外观与葡萄园可持续型种植理念相呼应，彰显了SETZER家族融入自然的独到匠心。■

For Hans and Uli SETZER making wine is a type of lifestyle – a passion and challenge at the same time.

Since 1705, the wine-estate is passed down generations of Setzers. The small town Hohenwarth am Manhartsberg is situated at the edge of the western Weinviertel, where Grüner Veltliner and Roter Veltliner are at home. Those two varieties are the centrepiece of the wine-estate, which are very suitable for easy-drinking and also full-bodied wines from single-vineyards. The most important wines are Weinviertel DAC Reserve “8000” Ried Laa and Roter Veltliner Ried Kreimelberg, both are very intense and long-living. The Setzer in Pink, a light and fruity rosé, is the Austrian answer to the Provence, but with less alcohol.

The wine-estate exports to more than 18 countries, ranging from the United States and Canada in the west to China, Australia and the Maldives in the east. The SETZER wines are available in the high-end gastronomy in all those countries. The product range goes from fruity, fresh wines for a pleasant evening with friends to full-bodied reserves, which are great for pairing with food and storing for several years.

Due to the bottle’s high-quality appearance and the sustainable cultivation of the vineyards shows the SETZER family nature’s most beautiful side. ■



Wine-Estate since 1705
葡萄酒庄园，始于 1705 年



The Setzer family
Setzer 家族

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具有全球影响力的奥地利公司

诗乐国际，总部位于奥地利林茨，一直是高端眼镜的全球领导者。自 1964 年成立以来，至今在全球拥有约 1400 名员工。其位于奥地利的总部以及自公司成立以来所做的投资确保了公司在过去几十年中在高端眼镜领域持续保持领先的质量。除了极高的工艺标准，它还展示了对质量和设计以及对奥地利制造的不懈追求。

来自林茨走向世界

诗乐国际在比荷卢经济联盟、巴西、中国、德国、法国、英国、香港、意大利、北欧、奥地利、西班牙、瑞士、美国拥有 13 家自有的国际子公司，并在迪拜设有区域办事处。出口量占其产量的 95%。在全世界 100 多个国家/地区都可以买到该品牌眼镜。自 2017 年以来，这家家族企业一直是镜架、镜片和服务的全方位服务供应商，所有这些都秉承着对“奥地利制造”的追求。

三大强势品牌

多年来，奥地利总部发展迅速。目前的产品组合不仅限于为诗乐国际的核心品牌Silhouette 提供的产品。2016年，推出了自有品牌NEUBAU EYEWEAR。城市生活方式和可持续性构成了该品牌的核心元素。2019 年，在高端运动装领域，诗乐国际又推出另一大品牌evil eye，扩大了其产品组合。该品牌代表着功能强大的运动眼镜。诗乐国际专注于质量、一流的材料和创新的设计，迄今为止已获得 100 多个奖项。■

THE AUSTRIAN COMPANY WITH GLOBAL REACH

Silhouette International, with its headquarters in Linz, Austria, has been a global leader in the premium eyewear segment since 1964 and has around 1400 employees worldwide. Its headquarters in Austria and the investments that have been made since the company was founded have ensured that, over the decades, the company has continued to develop its quality leadership in the premium eyewear segment. As well as extremely high standards of craftsmanship, it has shown an unrelenting commitment to quality and design, as well as to its location Austria.

FROM LINZ TO THE WORLD

Silhouette International has 13 own international subsidiaries in Benelux, Brazil, China, Germany, France, United Kingdom, Hong Kong, Italy, Nordic, Austria, Spain, Switzerland, United States of America and a regional office in Dubai. Export accounts for 95 % of its production. The glasses are available in over 100 countries. Since 2017, the family company has been a full-service provider of frames, lenses, and service, all of which come with the “Made in Austria” promise.

THREE STRONG BRANDS

The headquarters in Austria has grown significantly over the years. Today’s portfolio includes far more than just products for the brand Silhouette, the core of Silhouette International. In 2016, NEUBAU EYEWEAR was launched as its own brand. Urban lifestyle and sustainability form the core elements of the brand. In 2019, Silhouette International expanded its portfolio with yet another brand, this time in the premium sportswear segment. evil eye stands for highly functional sports glasses. The focus of Silhouette International is on quality, first-class materials and innovative design, for which it has received over 100 awards to date. ■



除了镜架，还有镜片，都是在公司总部最现代化的大楼 - 镜片实验室生产的。
Not just the frames but also the lenses are produced at the company’s headquarters in a state-of-the-art building – the Lens Lab.



每副眼镜都要经过 100 多次质量检验。这证明了诗乐对无与伦比的质量的坚定承诺。
Each pair of eyewear undergoes more than 100 quality checks, which proves Silhouette’s unwavering commitment to unparalleled quality.



该公司的每一件无框眼镜杰作都需要经过 264 个工序，其中大约 80% 的工作是手工完成的。
Each of the company’s rimless masterpieces takes over 264 steps to make. Around 80 % of the work is done by hand.

SIMON GESMBH

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数字商务咨询。面向 21 世纪。

我们支持高层决策者定义智能商业模式。我们依赖经过验证的方法，使您的成功不是靠侥幸的运气。

设计思维是我们咨询服务的核心。这确保了随着时间推移的不断创新。我们将这种方法进行**进一步开发**，特别是用于以下领域：

- 数字化转型
- (数字) 生态系统的设计
- 智能商业模式的定义

根据需求，我们还可以帮助我们的客户制定完成设计模型的经济计划。

我们**在线**提供服务，因此可以在**世界许多地区**开展工作。在过去的 25 年中，国际组织、大公司和中小型公司已从我们的专业知识中受益。

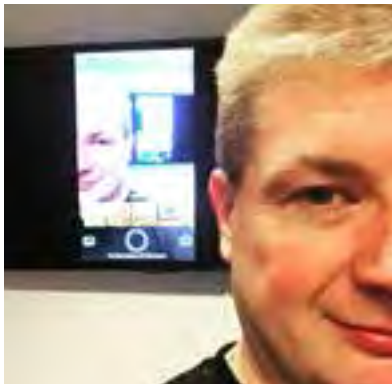
咨询5.0：人性卓越

我们将上述方法应用到自己企业，并在不断发展。我们正在开发一个数字咨询平台，使优秀的商业咨询师能够在全世界范围内分享他们的专业知识。

人工智能的使用提供了新的可能性：

- 关注未来需求的主题
- 客户和咨询师之间的精确匹配
- 优化咨询流程

我们已经关注到我们的业务与**中国第十四个五年计划**有很多一致之处，并期待着由此带来的商机。■



Alexander Simon

Online Worksho
在线咨询平台

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SML – 性能源于设计

SML是一家专业的塑料加工机械制造商，是制造高端挤出生产线的全球市场和技术领导者。

SML设计制造的机械可生产从包装薄膜到纺丝纱线、从医疗应用到复合层压制品的多种产品。此外，SML还制造光学应用和电池隔膜等特种薄膜的生产加工机械。

产品类别和创新：

SML的产品系列既包括客户定制设备，也有预制标准系统，是技术卓越、高质量标准和精心设计的一体化解决方案的代名词：

- **流延薄膜生产线** – 生产厚度为8 – 250 μ m的软包超薄薄膜
- **片材生产线** – 生产厚度为150 – 2,500 μ m的半硬质片材，以及厚度达6mm的板材
- **涂覆和层压复合生产线** – 用于生产柔性复合材料、透气性复合产品以及铝箔和纸张复合层压产品
- **Austrofil® 长丝纺丝生产线** – 生产工业用长丝和地毯用丝

在为挤出领域引入新技术和工艺方面，SML一直引领市场。我们的技术领先地位建立在数十年的经验和不断创新的意愿之上，已获得全世界的认可。这种卓越性明显体现在我们的产品中，例如：生产拉伸缠绕膜、单向拉伸薄膜（MDO）和全系列热成型片材的高端挤出生产线。SML目前的研发工作重点是提高产能和生产率，以及帮助提高可回收利用性，向循环经济发展。SML的整个工程设计团队、所有研发设施、装配工厂和运营管理团队均位于上奥地利州雷德海姆的公司总部。SML的发展历史可追溯到1967年，自1995年以来一直是独立运营的私人公司。SML以其基于技术创新、高技能员工和稳定股东结构的持续增长而独树一帜。■

FlexPack®-SML 兰精挤出涂覆和层压复合生产线
FlexPack® - SML's extrusion coating & laminating line超宽 CPP 挤出薄膜生产线
extra-wide CPP extrusion film lineSmartCast®Infinity-SML 兰精铸膜拉伸生产线
SmartCast® Infinity - SML's cast stretch film line

STEIRERFLEISCH GMBH

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特别美味，品质上乘，保证新鲜地直接来自乡下淳朴的农民！

可追溯性、透明性和最高的卫生标准使人们能够品尝到质量受控的美味。很多顶级厨师和美食家都信赖Steirerflesch品牌肉类产品的美味和新鲜品质。经过50多年的经营，Steirerfleisch集团现在拥有Steirerfleisch和Jobstl Bauerngut两家工厂，属于奥地利最大的猪肉分割工厂。

我公司一贯资助其农户努力生产高质量的顶级产品，是您可靠的合作伙伴。集团拥有 700 名员工，专业从事猪肉的屠宰、切割、包装、分装和冷藏。我们拥有在亚洲市场开展业务的悠久历史，主要市场包括中华人民共和国、韩国、日本、新加坡、越南、香港和菲律宾。

我们获得了更高级别的IFS认证。在 1 周内，我们可以加工大约 30,000 头猪。作为一家以出口为导向的企业（约 40%），我们不断投资于工艺创新、新型产品生产线和我们卓越的专业技术。因此，我们可以向全世界展示自己，我们是能够提供高质量服务的可靠业务合作伙伴。2020 年，我们在沃尔夫斯堡总部添置了新的生产设施。对现有设施的扩建包括新增一座深冻冷库、2 套冲击室和全自动包装线。通过全自动包装线，我们不仅提高了公司的安全和卫生标准，还提高了生产能力。

除了遵守各个国家特定的切割规范，Steirerfleisch 集团还根据客户的喜好提供各种特殊的肉类切割。我们不断尝试满足世界各地区域市场的多样化需求，获得了成功。为了满足国际需求，我们开发了一种特殊的冷却工艺。如果需要，Steirerfleisch 集团还会为其客户定制个性化的产品品牌。HIGH MOUNTAIN 品牌就是专为中国市场设计的，是该战略成功实施的一个示例。■

Exceptionally tasty and top quality, guaranteed fresh from genuine farmers in the countryside!

Traceability, transparency and the highest standards of hygiene result in controlled quality that one can taste. Top chefs and gourmets also trust the fine aroma and fresh quality of Steirerfleisch meat. For more than 50 years now the Steirerfleisch group with both plants Steirerfleisch and Jobstl Bauerngut, belongs to the largest pork cutting plants in Austria.

The company is a reliable partner, which supports its farmers in their endeavours to produce qualitatively top-class products. The group counts a total of 700 employees and has a rich history doing business at the Asian market. Our main markets in Asia include The Peoples Republic of China, South Korea, Japan, Singapore, Vietnam, Hong Kong and the Philippines. We are specialized at slaughtering, cutting, packing, single-portion packing and cold storing of pork meat.

IFS certified at a higher level. During 1 week we are processing around 30.000 pigs. As an export oriented company (about 40%) we continuously invest in process innovation, new product lines and our outstanding know how. Thus we can present ourselves as a reliable business partner delivering high quality on a global level. In 2020 we have launched new production facilities at our headquarters in Wolfsberg. The expansion of the existing facilities includes an additional deep freezing warehouse, 2 shock chambers & fully automated packaging lines. With the fully automated packaging lines we have not only improved the safety and hygiene standards at our company but also increased our production capacity.

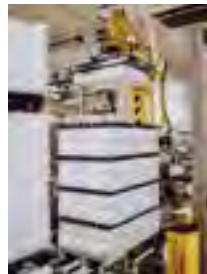
Besides the cutting norms specific for each country Steirerfleisch offers any special meat cutting according to the costumer's preference. The enterprise successfully tries to comply with the diverse requirements of the regional markets all over the world. To satisfy international demands, a special cooling process has been developed. If requested Steirerfleisch also generates individual product brands for its customers. The label HIGH MOUNTAIN, especially created for the Chinese market, is an example of the successful implementation of this strategy. ■



全自动包装线
fully automated belly packaging line



位于奥地利南部的 Steirerfleisch 集团总部
Steirerfleisch Headquarters in the South of Austria



适用于所有生产线的卸垛机器人
depalletizing roboter for all
production lines



深冻冷库
deep freezing
warehouse

SUNKID GMBH

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www.sunkidworld.com/en/contact

Sunkid是一家打造整体家庭景观的领先供应商。从单一景观搭建到完整的休闲设施交钥匙工程，Sunkid公司提供了广泛的产品和服务。Sunkid公司在全球75多个国家实施了9000多个项目，代表了最高的品质和可靠的服务。作为户外载客传送系统的全球市场领军企业，Sunkid公司为滑雪场、主题公园、水上乐园、博物馆等提供了一系列行之有效的解决方案。■

Sunkid is a leading provider of attractions for the entire family. From single attractions to the complete turn-key implementation of leisure facilities Sunkid offers a wide range of products and services. With more than 9,000 realised projects in more than 75 countries worldwide Sunkid represents the highest quality and reliable service. As the global market leader for person conveyors for outdoor use Sunkid offers a proven range of solutions for skiresorts, theme parks, water parks, museums. ■



家庭骑行
Family Rides



魔毯
Moving Carpet



过山车
Mountain Coaster



欢乐木屋
WoodnFun

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SWAROVSKI

关于施华洛世奇

施华洛世奇是一家独立经营的家族企业，于第二次工业革命期间，在奥地利华登斯创立，至今已有120多年的历史。目前，施华洛世奇由家族的第五代成员经营，更已发展成全球性跨国企业，致力于在设计、创意及技术领域推陈出新，引领潮流。

全新的施华洛世奇是一个梦幻与科学荟萃的Wonderlab。

基于一个引人入胜的构思，施华洛世奇将统一组织内的各个部门，让仿水晶工艺迈向一个精彩非凡的新世界。1895年在奥地利成立的施华洛世奇，业务涵盖设计、制造及销售优质仿水晶、天然宝石、施华洛世奇合成钻石、锆石，以及首饰、配饰、仿水晶作品和家居装饰。而施华洛世奇集团由施华洛世奇水晶业务、施华洛世奇光学公司（光学设备）和泰利莱公司（研磨产品）组成。

以负责任的态度对待地球和人，一向是施华洛世奇的其中一项重要传统，现更纳入公司的可持续发展议程，内容包括关注青少年的教育计划，以及旨在推动人权及保护自然资源的基金会，从而为社会带来积极影响。

2020主要成就和数据

施华洛世奇水晶业务

营业额: 17亿欧元 员工人数: 18,000人

Tyrolit

营业额: 6.85亿欧元 员工人数: 4,500+

Swarovski Optik

营业额: 1.635亿欧元 员工人数: 1000+人 ■

About Swarovski

Swarovski is a family-run, independent company, which was founded more than 120 years ago in Wattens, Austria, during the technological advancements of the second Industrial Revolution. Now run by the fifth generation of family members, Swarovski has become a leading group of global companies committed to stable growth and maintaining its place at the forefront of design, creativity, and technological innovation.

Swarovski is a Wonderlab where magic and science meet.

Swarovski unifies all parts of its organization under one spellbinding idea and brings forward a wondrous new world of crystal craftsmanship. Founded in 1895 in Austria, the company designs, manufactures and sells the world's highest quality crystal, gemstones, Swarovski Created Diamonds and zirconia, jewelry and accessories, as well as crystal objects and home accessories. Together with its sister companies Swarovski Optik (optical devices) and Tyrolit (abrasives), Swarovski Crystal Business forms the Swarovski Group.

A responsible relationship with people and the planet has always been an integral part of Swarovski's heritage. This manifests today in the company's well-established sustainability agenda with youth-focused education programs and foundations to promote human empowerment and conserve natural resources to achieve positive social impact.

2020 Facts & Figures:

Swarovski Crystal Business

Revenue: EUR 1,7 billion, Number of employees: 18,000

Tyrolit

Revenue: EUR 685 million, Number of employees: 4,500+

Swarovski Optik

Revenue: EUR 163,5 million, Number of employees: 1000+ ■



施华洛世奇标志性天鹅形象焕新重构



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TeLo GmbH

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TeLo有限公司于1994年成立，当时，公司创始人意识到，许多公司的安全水平远远不符合标准，也不符合当时发布的《机械指令》。于是，TeLo有限公司及其员工便积极投入了机械和设备施工安全领域的咨询工作。2010年，公司转变为一家有限责任公司。随着公司的不断发展，所提供服务的范围也逐渐扩大，除了与各种标准化机构如奥地利标准、德国工业标准等机构合作外，2015年还与一所应用科技大学，维也纳应用技术学院，建立了合作。除了在“安全与系统工程”硕士课程中的合作外，还与TeLo有限公司签订了员工学徒制合同。最后，由考试委员会进行从业许可证考试，用以审核这一特定领域的专业资质。因此，自2019年起，TeLo有限公司成为全奥地利第一家也是唯一一家拥有“安全和系统工程领域工程办公室（咨询工程师）”从业许可资质的工程公司。

我们的服务项目主要包括：

- CE认证
- ATEX防爆防护
- 工作设备指南
- 性能安全- 安全和系统工程
- 培训和讲座

TeLo有限公司结合丰富的经验和持续提升的专业知识，为您提供全方位的无忧服务。

在目前的研发项目中，TeLo公司深入参与了自动汽车和相关传感器技术及其安全认证，以保持与工业4.0、连接性和数字化等主题相契合。■



TeLo 公司前视
TeLo Front View

TeLo GmbH was founded back in 1994. The owner recognized that the safety standards in many companies were far from conforming to standards and did not comply with the Machinery Directive drafted at the time. Thus, TeLo GmbH and its employees became experts in the field of safety in machine and plant construction. Due to the constant growth of the company and the expansion of services offered, it was transformed into a limited liability company in 2010. In addition to cooperations with various standardization institutes such as Austrian Standards, DIN, etc., a cooperation with a university of applied sciences, FH Campus Wien was established in 2015, where TeLo GmbH employees now also teach in the master's program "Safety and Systems Engineering". The specialization in this specific field was rounded off with the trade license examination by a committee, so that since 2019 TeLo GmbH is the first and only engineering office throughout Austria, which has a trade license with the wording "Engineering office (consulting engineers) in the field of Safety and Systems Engineering".

Our services include among others:

- CE marking
- ATEX explosion protection
- Work Equipment Directive
- Functional safety
- Safety and Systems Engineering
- Trainings and Workshops

TeLo GmbH can therefore offer you an all-round carefree package through a combination of experience and continuous knowledge enhancement.

In our current R&D projects, TeLo is intensively engaged in autonomous mobility and the associated sensor technology as well as its safety proofs, in order to stay on the ball with topics such as Industry 4.0, connectivity and digitalization. ■



TeLo 公司俯视
TeLo Top View

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特里巴赫工业股份公司是一家全球经营的成功企业，总部位于奥地利阿尔托芬。公司由打火石的发明人Carl Auer von Welsbach于1898年创立，如今是一家多功能、专业化的化学和冶金材料及添加剂制造商，产品应用于制药工业和生物医药的前体，为飞机和催化转化器行业提供涂料，为全球钢铁行业提供优质合金添加剂。

除了密集的全球销售网络外，特里巴赫公司在中国、日本、美国 and 法国设有办事处，并在奥地利 (www.tribotecc.com) 和德国 (www.leuchtstoffwerk.com) 设有子公司。■

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 technologically highly demanding applications, ranging from precursors for the pharmaceutical industry and biomedicine, to coatings for the aircraft and catalytic converter industries, to high-quality alloying additives for the global steel industry.

In addition to a dense worldwide sales network, Treibacher has offices in China, Japan, the United States of America and France as well as subsidiaries in Austria (www.tribotecc.com) and Germany (www.leuchtstoffwerk.com). ■



特里巴赫公司厂区鸟瞰图
Bird's eye view of Treibacher factory site



一座历史悠久的城堡作为行政大楼
A historic castle serves as an administrative building



特里巴赫公司是稀土行业领军企业
Treibacher is a leading player in rare earths



氧化钒是特里巴赫众多产品之一
Vanadium oxide is one of the numerous products of Treibacher



铁合金的生产是一个重要的业务分支
The production of ferroalloys is an important branch of business



特里巴赫生产高应用要求的陶瓷材料
Treibacher produces ceramic materials for highly demanding applications



特里巴赫在高级陶瓷涂层领域拥有丰富的专业知识
Treibacher has great expertise in the field of advanced ceramic coatings



特里巴赫建立了陶瓷涂层应用技术中心
Treibacher has implemented an application technology centre for ceramic coatings

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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的创新型企业，同时也取决于工业安全与安保的大规模发展。

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、可持续发展，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，实施现代工业解决方案。自2021年起，TÜV奥地利集团上海公司成为国际认可服务机构IAS认可的ISO 17020检验机构。最近的ISO 17020认证许可是继TÜV奥地利集团上海公司在2020年获得ISO 17065认证许可之后获得的，该认证授权TÜV奥地利集团上海公司从事SASO（沙特标准、计量和质量组织）SABER认证和质量标志认证。凭借ISO 17020认证许可，TÜV奥地利集团的中国集团成员显著扩展了其检验服务组合。

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证明。

TÜV奥地利集团，digital.now平台：互联技术 - 未来生活 ■



TÜV奥地利集团是所有与安全、安保和质量相关事务的可靠合作伙伴
TÜV AUSTRIA is the right partner for all matters relating to safety, security and quality

More Inside for China's Economy

China's upswing as the key pillar of the global economy is provided not only by dynamic, innovative companies, but also by massive expansion of industrial safety and security.

TÜV AUSTRIA Group has been successfully operating in the Chinese market as a technological service partner for many years. In addition to evaluating test and certification requirements, providing guidance through legislation, regulations and standards, we also put together package solutions, and, by providing tailor-made programs for safety/security, quality and sustainability as well as practical basic and further education opportunities, we supply crucial added value for industrial companies, plant operators, in the trade and service industries, for start-ups and company founders.

From their office in Shanghai, TÜV AUSTRIA Group specialists assist in realizing modern industrial solutions with specially developed safety concepts, risk analyses, product and machinery safety, construction supervision, material engineering, in the environmental field and in the booming renewable energy sector. Since 2021 TÜV AUSTRIA Shanghai is a accredited ISO 17020 Inspection Body by International Accreditation Service IAS. The recent ISO 17020 accreditation follows TÜV AUSTRIA Shanghai's ISO 17065 accreditation in 2020, which authorises TÜV AUSTRIA Shanghai to assess SASO (Saudi Standards, Metrology and Quality Organization) SABER Certification and Quality Mark Certification. With ISO 17020 authority, TÜV AUSTRIA's Chinese group member significantly expands its inspection services portfolio.

A joint venture with the Jinhua Supervising and Testing Institute of Quality and Technology (JSTIQT) further reinforces the competence of TÜV AUSTRIA Group in safety testing, services and certifications in China. At the same time, this joint enterprise is also a strong signal of more intensive cooperation between Chinese industry and European testing and inspection know-how.

TÜV AUSTRIA. digital.now: connecting technology – living the future ■



TÜV奥地利集团金华有限公司，TÜV奥地利集团旗下的合资企业
TÜV AUSTRIA-Jinhua Co., Ltd, a joint venture of the TÜV AUSTRIA Group

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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
- technology 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。■



Friedrich Wick & Kathryn Read



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. ■

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奥地利联合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1*。本信贷银行也是一家成功的泛欧商业银行，其经营模式简单、拥有完全接入的公司和投资银行业务，为其广泛且不断增长的客户群体提供独特的西欧、中欧和东欧网络，以及包括美国、亚洲和阿布扎比在内的全球网络。

作为外贸业务中的金融伙伴，奥地利联合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。

客户可以受益于我们在中国的长期经验和雄厚的基础。信贷银行有着40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。奥地利联合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的奥地利商业银行。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。

奥地利联合信贷银行上海和香港分行提供全面的人民币和外币企业银行产品，涵盖商业贷款、银行交易服务（包括现金管理、电子银行、贸易融资服务和营运资金解决方案）以及外汇即期、掉期和远期服务。■

*] 根据环球银行金融电信协会（SWIFT）和奥地利委托管理银行（OEKB）于2020年的交易额和交易量以及市场份额得出，并获得2021年欧洲货币奖：“贸易融资市场领先企业和最佳服务提供商”



UniCredit Bank Austria is Austria's leading bank for corporate customers and number 1* in foreign trade. UniCredit is a simple successful pan-European commercial bank with a fully plugged in Corporate & Investment Banking, delivering a unique Western, Central and Eastern European network to its extensive and growing client franchise, as well as a global network including USA, Asia and Abu Dhabi.

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 40 years of expertise and thorough market knowledge in China with professional banking experts from Europe and Asia. Thanks to the branch offices, UniCredit is ready to support Austrian companies with local banking solutions. 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 branches in Shanghai and Hong Kong offer a full range of corporate banking products in both RMB and foreign currency covering Commercial Lending, Transaction Banking Services including Cash Management, e-Banking, Trade Finance Services, Working Capital Solutions and FX spot, swap and forward. ■

*] by number and volume of transactions and market share (SWIFT and OeKB, 2020) as well as Euromoney Awards 2021: "Market Leader & Best Service Provider for Trade Finance"



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奥美德简介

奥美德集团成立于1982年，现已成为全球领先的医院和其他医疗机构全方位服务提供商。该集团在五大洲的95个国家实施了约1000个项目。奥美德集团的业务范围涵盖整个项目过程，从项目开发、规划和交钥匙设备，到维护、技术、商业和基础设施服务，再到医疗设施的全面运营管理。

凭借其服务组合，奥美德集团的业务也涵盖了医疗保健的整个范围，从健康旅游和预防医学到医疗关怀和护理，再到后期护理和康复。奥美德集团是欧洲领先的康复服务提供商，通过活力世界(VAMED Vitality World)项目，该公司成为奥地利最大的温泉和疗养度假村运营商。2020年，奥美德集团在全球拥有23000多名员工，营业额高达23亿欧元。■



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 around 1,000 projects in 95 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 2020, the VAMED group was responsible for more than 23,000 staff worldwide, generating a volume of business of € 2.3 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

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维也纳——位于欧洲中心的优选商务所在地

维也纳以其商业政策、商业监管和经济生活高度稳定而著称，这里有完善的基础设施以及靠近中东欧市场的优越地理位置。劳动力市场历来吸引大量国际人才，人口不断增长。

维也纳是联合国四大总部所在地之一，也是欧佩克、原子能机构和欧安组织等30多个其它国际组织的所在地。200多家跨国企业选择将总部设立在维也纳。维也纳还拥有科研环境，为经济发展提供了理想的条件。这里有高素质的专业人员、科研与工业的密切合作、充满活力和成功的生命科学、信息技术、初创企业和创意产业。

维也纳商务局 – 支持您在维也纳创业的专家

您正在考虑在维也纳开展业务？维也纳商务局随时为您服务。我们的专家帮助您在维也纳起步并提供免费服务。我们随时准备就有关维也纳作为商务所在地的所有事项提供建议和实际帮助，并为外籍人士提供下述个人支持：

• 指导

我们帮助国际企业全面、独立并且免费地扩展到维也纳。我们的多语种专家将指导您完成在维也纳成立和开展业务的全过程。

• 联系

我们可以将您与维也纳市政府主管部门以及维也纳商界和研究机构联系起来，可以在税务、法律和工商管理方面提供广泛的多语种专家网络，并提供所有必要的许可证协助。

• 外派人员服务中心

我们为外籍人士提供关于维也纳生活和工作各个方面的个人建议。

• 资助

我们有超过20种不同的资助计划，以支持各种规模的企业。

• 落户

我们帮助您寻找合适的物业，从办公空间和生产场所到商业空间，并协助您获得特定行业基础设施的使用权。■

Vienna – prime business location in the heart of Europe

Vienna is characterized by high stability – politically, regulatory, and economically –, excellent infrastructure and proximity to markets of CEE. Its population is growing and its labour market traditionally attracts international talents.

Vienna is home to one of four headquarters of the United Nations and is the seat of over 30 other international organizations such as OPEC, IAEA and OSCE. More than 200 multinational companies have chosen to base their headquarters in Vienna. 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, a dynamic and successful life sciences, ICT, start-up and creative industries scene.

The Vienna Business Agency – Experts supporting your start in Vienna

You are thinking about setting up your business in Vienna? The Vienna Business Agency is here for you. Our experts support you getting started in Vienna, offering services free of charge. We are ready to help with advice and practical assistance on all matters concerning Vienna as a business location as well as personal support for expats:

• Advice

We help international companies to expand into Vienna – comprehensively, individually and free of charge. Our multilingual experts will guide you through the process of getting your company up and running in Vienna.

• Connecting

We can connect you with the City of Vienna authorities as well as the Vienna business world and research facilities. We can provide a wide network of multilingual experts in tax, law and business administration and offer assistance with any necessary permits.

• Expat Center

We assist expats with individual advice on all aspects of living and working in Vienna.

• Funding

With over 20 different funding programmes, we support companies of all sizes.

• Location

We help you search for the right property, from office space and production premises to commercial space, and can facilitate access to industry-specific infrastructure. ■



世界最宜居的城市——维也纳 | World's most liveable city – Vienna
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关于我们

VM HOLZ是一家强调可持续发展的木材加工公司，生产各种高质量木材产品。我公司仅采购经过认证的原材料，并按照最新标准精心加工。公司产品行销本地市场和全球市场。

VM HOLZ在奥地利享有良好声誉，并在全球范围内开展业务。诚邀全球合作伙伴。我们的优势主要在于稳定的高质量、专业经验和创新技术。VM HOLZ坚持继承优良传统与改进创新相统一，地方特色与国际化趋势相结合。

VM HOLZ事实数据

- 成立于2011年
- 拥有150名员工
- 锯木的年销售量为500 000m³
- 木质颗粒料的年销售量为120 000吨
- 已与超过40个国家建立了合作关系

公司产品

不同尺寸和规格的锯材（主要为云杉和冷杉）

厚度：12-125 mm

宽度：70-300 mm

长度：3000-5000 mm

木质颗粒料

质量标准：EN +A1级

年生产能力120 000 t

生物能源

热能高达20.500 kW

电能高达7.900 kW

VM HOLZ与两家奥地利木材加工公司合作，分别为RZ Pellets公司和RZÖkostrom公司。RZ Pellets专门生产几种木质颗粒料，而Ökostrom主要提取生态能源。■



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 local as well as on 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

- Found in 2011
- 150 employees
- Annual sales of saw wood is 500 000 m³
- Annual sales of pellets is 120 000 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 120 000 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: ■

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远见卓识的领导力使威佳尔品牌获得全球机床技术领域的信赖，盛名远播。自 1965 年开始运营以来，我们的团队已在全球发展到 600 多名员工，而我们的根基仍然深深扎根在奥地利的土地上。作为威佳尔集团的一部分，我们将自己定位为众多行业的领先技术解决方案供应商，包括能源、石油和天然气、塑料和重型工程行业。

我们的产品包括以下机器类型：

- 卧式车铣机床 (mpmc系列)
- 螺杆加工中心 (pick up系列)
- 转子/定子加工中心 (vario系列)
- 研磨/抛光机 (精加工)

奥地利威佳尔公司是一家提供完整解决方案的供应商，所有产品都来自单一来源。

我们为世界各地的客户提供威佳尔全程服务，从最初的咨询、专家建议、布局、设计和模拟，直到制造、交付、调试以及我们的售后服务。使您全程都会得到很好的照顾！

我们保证 - 提供世界一流的定制机床

我们承诺 - 作为您的合作伙伴自始至终为您提供支持 ■

Visionary leadership has led the Weingärtner brand to become the globally trusted name in machine tool technology. Operating since 1965, we are a team of over 600 employees worldwide, our roots still deeply entrenched in Austrian soil. Part of the Weingärtner Group, we consider ourselves a leading technology solution supplier to many industries, including energy, oil and gas, plastics and heavy engineering.

Our product offering consists of the following machine types:

- Horizontal turning-milling machines (mpmc)
- Screw machining center (pick up)
- Rotor / stator machining center (vario)
- Grinding / polishing machines (finish)

Weingärtner is a supplier of complete solutions – everything from a single source.

We support our customers around the world throughout the entire Weingärtner experience; from the initial consultation, the expert advice, the layout, design and simulation right through to the manufacturing, delivery, commissioning and our after-sales service. You'll always be in good hands!

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mpmc 系列 - 多用途加工中心
mpmc - multi product machining centre



涡轮机曲轴
Turbine shaft

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威猛集团下属公司在五个国家拥有八个生产基地，与2200家合作伙伴开展合作，并布局全球各大产业市场，在34个不同国家设有销售公司。

威猛集团是全球领先的注塑机、机器人与辅助设备制造商，其制造的各种设备可用于加工各种可塑材料 – 包括塑料和非塑料。集团公司总部设在奥地利维也纳，由两大部分组成：威猛巴顿菲尔和威猛。威猛集团遵循环保、节约资源和循环经济的原则，致力于采用最先进的工艺技术，最大限度地提高注塑成型的能效，并采用符合加工标准的材料、回收物含量高的材料和可再生原材料。威猛集团的产品专为智能工厂的横向和纵向集成而设计，可以相互连接以形成智能生产单元。

威猛工业自动化系统（昆山）有限公司是集团重要的生产基地之一。随着在中国各地增设更多的服务和销售网点，我们的业务完全覆盖充满活力和不断增长的中国市场。■

The companies of the WITTMANN Group jointly operate eight production plants in five countries, working with 2,200 collaborators. The additional sales companies at their 34 different locations are present in all major industrial markets around the world.

The WITTMANN Group is a globally leading manufacturer of injection molding machines, robots and auxiliary equipment for processing a great variety of plasticizable materials – both plastic and non-plastic. The group of companies has its headquarters in Vienna, Austria and consists of two main divisions: WITTMANN BATTENFELD and WITTMANN. Following the principles of environmental protection, conservation of resources and circular economy, the WITTMANN Group engages in state-of-the-art process technology for maximum energy efficiency in injection molding, and in processing standard materials and materials with a high content of recyclates and renewable raw materials. The products of the WITTMANN Group are designed for horizontal and vertical integration into a Smart Factory and can be interlinked to form an intelligent production cell.

WITTMANN Robot (Kunshan) Co., Ltd. is one of the group's important production locations. With many additional service and sales locations all over China, the highly dynamic and growing Chinese market is covered in its entirety. ■



ZEEVAN GMBH

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选择ZEEVAN，带您进入中国电商市场！

飞速发展的中国已经具有非常成熟的电商市场并孕育出庞大的消费群体。在注重时尚和生活品质的同时，最最节约时间的网购成为了中国人的首选购物方式。而网店的无疆域性使得越来越多的中国人偏爱国际高端品牌。随着直播，各种自媒体平台 and 互联网的拓展，线上技术的不断创新，网购需求的不断增长，电子商务逐渐出现了势不可挡的趋势。

但每当欧洲企业进驻中国市场时却屡遭挑战。语言和文化上的差异、电子商务规则的变更、及时准确的了解中国独有的数字营销和社交媒体格局的迅猛发展。如要解决以上等等问题需要专业人士为您量身定制解决方案。我们愿为您的企业出谋划策，开拓中国电商市场，创造新的商机！

Zeevan位于奥地利维也纳。团队成员由欧亚地区在电子商务管理、数字营销和运营领域的专家所组成。本公司为在中国寻找新商机和新市场的企业提供独特敏锐的全方位服务。我们是奥地利公司进驻中国电子商务市场的桥梁。本公司深厚的专业知识和强大的国际网络资源是您成功的保障。您可以通过公司网站和中欧社交媒体平台了解更多关于公司的详细咨询和成功案例。

Zeevan业务范围：

- 电子商务咨询：针对跨境企业进入中国电商市场远景的深入调研
- 电子商务平台：为企业在电商平台上入驻并运营管理，如阿里巴巴、天猫或考拉等
- 电子数字营销：为品牌在微信、微博、抖音和小红书等中国社交平台和自媒体平台提供有规划性和专业性的推广营销。
- 电子商务服务：包括电子支付服务、电子营销技术支持的相关应用。

我们愿为您在电商领域里开疆拓土，保驾护航！谢谢！■



电子商务服务
eBusiness Services



中国数字营销
China Digital Marketing



电子商务管理
eCommerce Management

ZEEVAN eCommerce to China

China's unbridled boom has led to an affluent new middle class. Style-conscious and lifestyle-oriented Chinese mostly shop online and are constantly on the lookout for international brands and products. With the growing demand, a new sales market with huge potential has emerged.

However, European entrepreneurs repeatedly encounter major challenges when marketing in China:

There are linguistic and cultural misunderstandings - eCommerce rules are constantly changing - China has a unique digital and social media landscape and requires tailor-made solutions. Our goal is to open up the Chinese market and create new opportunities for your business.

Zeevan's expertise includes:

- eCommerce consulting – in-depth workshops for your market entry to China
- eCommerce management for Chinese shopping portals such as Alibaba, Tmall or Kaola
- China digital marketing on WeChat, Weibo, Douyin or Xiaohongshu
- eBusiness services including ePayment services, communications and sourcing

Zeevan is based in Vienna/Austria. Our team consists of Euro-Asian experts in the fields of eCommerce management, digital marketing and digital operations. For entrepreneurs looking for new markets in China, we offer a unique full-service approach:

A local contact for China eCommerce with profound know-how and a strong international network.

You can find out more about our references and successful case studies on our website and on our European and Chinese social media pages.

We look forward to an exciting conversation with you! Xièxiè ■



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