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Austrian Trade Mission to Laos

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PREFACE



Michael Friedl
Commercial Counsellor

It is my great pleasure to accompany an Austrian business delegation to the Lao People's Democratic Republic from 19 to 20 March 2026. Following our visit to the region, this mission reflects Austria's growing interest in strengthening economic ties with Laos and exploring new avenues for long-term cooperation.

Laos is undergoing an important phase of economic development and regional integration. Its strategic location at the heart of mainland Southeast Asia, combined with ongoing investments in infrastructure, energy, industry, and sustainable development, offers promising opportunities for international partnerships. Austrian companies bring decades of experience in engineering excellence, environmental technologies, hydropower and renewable energy solutions, infrastructure, and high-quality industrial equipment — areas that align well with Laos' development priorities.

Our delegation seeks more than market exploration. We aim to engage in meaningful dialogue with government institutions, state-owned enterprises, and private sector representatives. The program includes meetings with key ministries and authorities, as well as individually arranged B2B discussions designed to identify concrete cooperation potential.

Austria values its partnership with Laos and supports deeper economic exchange based on reliability, innovation, and long-term commitment. Personal relationships and mutual trust are at the core of successful collaboration.

On behalf of the Austrian delegation, I would like to express my sincere appreciation to our Lao partners for their strong support and excellent organization of this visit. We look forward to productive discussions and to building sustainable business bridges between Austria and Laos.

AUSTRIAN DELEGATES IN LAOS



H.E. Katharina Wieser
Austrian Ambassador



Michael Friedl
Austrian Commercial Counsellor



Khuanchai Siphakanlaya
Austrian Honorary Consul



Michael Wittmann
Chief Administrative Officer

AUSTRIAN COMPANIES

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Markus Brechelmacher | Managing Director

Sally Fang | Sales Director



PIPING SYSTEMS

COMPANY PROFILE

AGRU is an international manufacturer of high-performance plastic piping systems for industrial and infrastructure applications. The company specializes in durable and corrosion-resistant pipeline solutions used in water management, energy, and industrial processing projects. AGRU supports complex, large-scale installations requiring high technical standards and long service life. With strong engineering capabilities and in-house production, the company delivers customized system solutions rather than standard products. AGRU operates globally and positions itself as a technology-driven partner for demanding infrastructure projects.

BUSINESS INTEREST

AGRU is exploring opportunities to expand its activities in Laos. The company is interested in connecting with suitable local partners to support market entry and build a long-term presence.

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Peter Diethardt | Sales & Bid Manager Special Markets



MINING, ENGINEERING SUPPLY, CONSULTING

COMPANY PROFILE

Alpine is a specialized engineering, consulting, and equipment provider in the bulk materials handling and continuous mining sector. The company designs, supplies, and supports large-scale equipment and systems for handling bulk materials in mines, terminals, and port facilities worldwide. Alpine offers a full lifecycle approach, from initial consulting and engineering to maintenance, upgrades, parts supply, and decommissioning services. Its solutions include high-capacity stackers, reclaimers, conveyors, shiploaders, and continuous mining machinery tailored to complex project requirements. With deep industry expertise and a globally experienced team, Alpine focuses on delivering reliable, efficient, and customized solutions that reduce total cost of ownership for customers.

BUSINESS INTEREST

Alpine is currently looking into opportunities in Laos. The company aims to engage with appropriate local partners to establish market access and develop a sustainable long-term position.

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Helmut Dietrich | Consultant



**TURNKEY HOSPITALS, MEDICAL EQUIPMENT SOLUTIONS,
DIGITAL HEALTHCARE SOLUTIONS, FINANCIAL ENGINEERING**

COMPANY PROFILE

AME International specializes in integrated healthcare project solutions with a strong international focus. The company develops and delivers turnkey tertiary care hospitals, including complete medical equipment packages and digital healthcare solutions. AME combines technical healthcare expertise with financial engineering to structure complex hospital and healthcare infrastructure projects. The company has extensive experience in Southeast Asia, with activities in markets such as Indonesia, Malaysia, Vietnam, Cambodia, and Laos. AME positions itself as a project partner for public-sector healthcare developments, supported by decades of industry experience.

BUSINESS INTEREST

AME International is assessing potential opportunities in the Lao market. The company is interested in working with reliable local partners to support market entry and future growth.

**Andritz AG**

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Alois Bacher | Sales Director Southeast Asia, Pumps



PLANT ENGINEERING

COMPANY PROFILE

Andritz is an international technology group providing plants, equipment, systems, services, and digital solutions for a wide range of industrial sectors. Within its Pumps division, Andritz has more than 170 years of experience in developing and manufacturing high-performance pumps and complete pumping systems. The company delivers customized solutions for applications such as water and wastewater management, irrigation and flood control, municipal water transport, desalination, power generation, and industrial processes. Andritz covers the full project lifecycle, from engineering and manufacturing to project management, after-sales service, and training.

BUSINESS INTEREST

Andritz is exploring possibilities to introduce its solutions to the Lao market. The company seeks cooperation with suitable local partners to enable market access and long-term cooperation.

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Alexander Bihlmayer | VP Business Development SEA & Pacific

Mohit Gupta | Deputy General Manager, Market Management



ELECTROMECHANICAL EQUIPMENT FOR HYDROPOWER PLANTS

COMPANY PROFILE

ANDRITZ Hydro is one of the world's leading suppliers of electromechanical equipment and services for hydropower stations in the dynamically growing global renewable energy market. Based on 180 years of experience and a global installed capacity of 492 gigawatts, we offer innovative solutions for new and existing hydropower stations, from small hydropower to large-scale plants. State-of-the-art digital solutions, comprehensive services for the operation and maintenance of entire hydropower plants, and turbo generators for the thermal industry complete the portfolio.

Andritz Hydropower operates globally across six continents and has extensive experience in Southeast Asia, including an existing presence in Laos. The company supports large-scale infrastructure projects with a strong focus on reliability, efficiency, and long-term performance. Andritz Hydropower positions itself as a strategic partner for complex hydropower developments and regional energy infrastructure initiatives.

BUSINESS INTEREST

ANDRITZ Hydro is evaluating opportunities to expand into Laos. The company is interested in identifying local partners who can support market access and long-term collaboration.

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Florian Lis-Srajer | VP Operations Thailand



AVIATION, SAFETY, QUALITY AND RISK MANAGEMENT

COMPANY PROFILE

ASQS is a provider of digital solutions for the aviation industry, supporting airlines, airports, and MROs in improving operational safety, compliance, and efficiency. The company delivers tools for safety, compliance, and risk management that help aviation operators reduce operating costs and enhance daily operations. In 2025, ASQS was acquired by Comply365, a global provider of operational content, safety, and training management solutions across aviation and related industries. With regional offices in Bangkok and Calgary, ASQS serves customers in more than 70 international markets. The company positions itself as a technology-driven partner for safety-critical aviation operations.

BUSINESS INTEREST

ASQS is reviewing opportunities for future activities in Laos. The company is open to cooperating with relevant local partners to establish a presence in the market.

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Gernot Grasser | Managing Director



E-MOBILITY, SOFTWARE, AUTOMATED AND CONNECTED MOBILITY

COMPANY PROFILE

AVL is one of the world's leading mobility technology companies specializing in development, simulation, and testing solutions. The company supports customers in the automotive industry as well as in sectors such as rail, marine, and energy. Leveraging extensive in-house research, AVL delivers advanced technology solutions, methodologies, and development tools for efficient, safe, and sustainable systems. The SEA & Australia organization coordinates activities across 17 countries, with a strong regional base in Bangkok. AVL positions itself as a high-end engineering and technology partner for complex industrial and energy-related applications.

BUSINESS INTEREST

AVL is looking into potential business opportunities in Laos. The company is interested in building relationships with suitable local partners for long-term cooperation.

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Tibor Zala | International Sales Manager



HIGH-CAPACITY ELECTRIC BOILERS AND HOT WATER SYSTEMS

COMPANY PROFILE

Ecotherm is a manufacturer of high-capacity electric boilers and hot water systems for industrial, district heating, hospitality, and healthcare applications. The company delivers complete solutions ranging from system design support and project engineering to equipment supply and technical assistance during commissioning and operation. Ecotherm's technologies are used in large hotels, hospitals, and industrial facilities with high demand for reliable and efficient hot water and heating systems. With international project experience across Europe, Asia, and other global markets, the company positions itself as a specialized provider for electrified thermal systems. Ecotherm focuses on technically robust, project-oriented solutions for demanding infrastructure environments.

BUSINESS INTEREST

Ecotherm is exploring potential opportunities to expand its operations in Laos. The company is interested in cooperating with suitable local partners to establish market access.

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Markus Fuchs | President SEA



**PLASTIC INJECTION MOLDING MACHINES AND INTEGRATED
PRODUCTION SOLUTIONS**

COMPANY PROFILE

Engel is a global manufacturer and supplier of plastic injection molding machines and integrated production solutions. The company offers advanced machinery combined with automation and AI-based software systems to support efficient, high-quality plastics processing. Engel serves a wide range of industries, including construction, logistics, medical, and packaging. With a strong presence across Southeast Asia through multiple subsidiaries and sales representatives, the company brings extensive regional market experience. Engel positions itself as a technology-driven partner for industrial manufacturing and plastics processing applications.

BUSINESS INTEREST

Engel is exploring potential cooperation opportunities in Laos. The company is interested in identifying partners who can facilitate market access and future collaboration.

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Arnd Grill | CEO



WEALTH MANAGEMENT, PRIVATE INVESTMENT ADVISORY

COMPANY PROFILE

Mag. Arnd Grill is an objective Austrian investment advisor and sole entrepreneur focusing on the preservation and growth of private wealth for his clients. His activities include securities brokerage, investment fund mediation, and strategic advisory services for private investors. He supports clients in identifying suitable investment opportunities across international markets, with a growing interest in Southeast Asia. His work is advisory in nature and not linked to operational business activities or market entry projects.

BUSINESS INTEREST

Mag. Arnd Grill is reviewing the Lao market for potential opportunities. The company aims to engage with appropriate local partners to support a long-term presence.

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Christian-Petru Ciochirca | Managing Director



SPORTS CONSULTING & ENTREPRENEURIAL BUSINESS DEVELOPMENT

COMPANY PROFILE

M8 M8ximize operates at the intersection of sports consulting and entrepreneurial business development, with a strong focus on strategy, performance, and operational excellence. The company provides strategic and performance consulting services for professional football organizations, including governance, competitive strategy, performance analysis, and organizational development. It currently supports Visakha FC in Cambodia across sporting, structural, and operational dimensions. In parallel, M8 M8ximize develops and operates boutique hospitality and serviced-apartment concepts, covering property development, operations, digital distribution, and guest experience management. Across both fields, the company focuses on building sustainable, scalable models through clear strategy execution and continuous performance optimization.

BUSINESS INTEREST

M8 M8ximize is assessing Laos as a potential market for its activities. The company is interested in establishing connections with suitable local partners.

Plasser & Theurer

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Emmanuel Hahn | Head of Sales, Plasser Far East



RAILWAY MAINTENANCE MACHINES

COMPANY PROFILE

Plasser & Theurer is a global manufacturer of specialized railway engineering vehicles for railway construction maintenance. The company designs and produces high-performance machinery used in track construction, renewal, and maintenance projects worldwide. With strong engineering expertise and long-standing international experience, Plasser & Theurer supports large-scale railway infrastructure development and modernization. The company operates globally and has prior experience and partnerships across Southeast Asia. Plasser & Theurer positions itself as a technology-driven supplier for demanding railway infrastructure projects.

BUSINESS INTEREST

Plasser & Theurer is exploring potential opportunities to expand its operations in Laos. The company is interested in cooperating with suitable local partners to establish market access.

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Manfred Dorner | Founder

Renate Hombauer | Managing Director



CONSULTING

COMPANY PROFILE

Public Domain Consulting is a consulting firm specializing in international market entry and expansion support. The company provides advisory services including potential and market analysis, funding and financing solutions, innovation and R&D program support, and internationalization strategies. Public Domain Consulting supports clients throughout the full process, from identifying suitable funding instruments and partners to structuring financing and market access. The firm works across multiple sectors, including healthcare, wellness, smart packaging, finance and banking, and manufacturing. It positions itself as a strategic and operational partner for companies entering new international markets.

BUSINESS INTEREST

Public Domain Consulting is assessing opportunities for cooperation in Laos. The company is interested in identifying local partners to facilitate market access and future collaboration.

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Truyen Nguyen | Chief Representative Vietnam

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BANKING

COMPANY PROFILE

Raiffeisen Bank International (RBI) is one of the leading financial institutions in Central and Eastern Europe, serving 18 million customers across 13 markets with around 43,000 employees and around 1,400 business outlets. As an internationally active bank, RBI supports its clients in their investment and export activities abroad with trade finance, export finance, international payments & cash management, and FX transactions. In Southeast Asia, RBI operates as a service branch in Singapore and a representative office in Vietnam, covering the wider region. The bank positions itself as a strategic financial partner for corporates with cross-border activities between ASEAN and Austria/CEE. RBI acts as a bridge between Austria/CEE and ASEAN aiming to support companies in both directions i.e. support corporates from Austria and CEE in their business in ASEAN markets and support ASEAN companies in their activities in Austria/Central and Eastern Europe.

BUSINESS INTEREST

RBI is interested in developing contacts in Laos and exploring opportunities for cooperation with suitable local partners.

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Klaus Ferk | Sales Director Asia and Pacific



IRRIGATION AND WASTEWATER TREATMENT SYSTEMS

COMPANY PROFILE

Röhren- und Pumpenwerk Bauer is a manufacturer specializing in turnkey irrigation and wastewater treatment systems for agriculture. The company provides efficient solutions for both large-scale farms and smallholder operations, covering system design, equipment supply, and implementation. Bauer's irrigation technologies are used worldwide and support modern, resource-efficient agricultural production. With export activities in around 90 countries, the company has extensive international experience, including a strong presence across Asia. Bauer positions itself as a reliable technology partner for agricultural water management projects.

BUSINESS INTEREST

Röhren- und Pumpenwerk Bauer is assessing the Lao market and is interested in identifying suitable local partners for possible cooperation.

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Bernhard Scheureder | Regional Sales Manager



FIREFIGHTING VEHICLES, EQUIPMENT, INTEGRATED SAFETY SOLUTIONS

COMPANY PROFILE

Rosenbauer is a global provider of firefighting vehicles, equipment, and integrated safety solutions for professional, industrial, and volunteer fire services. The company develops and manufactures fire engines, firefighting and rescue equipment, digital solutions, and systems for preventive fire protection. Rosenbauer operates worldwide, serving customers in approximately 110 countries and maintaining sales and service activities across Southeast Asia. Its solutions support public authorities, industrial facilities, and emergency services in enhancing operational readiness and safety. Rosenbauer positions itself as a long-term technology and system partner for modern fire and rescue services.

BUSINESS INTEREST

Rosenbauer is looking into opportunities to become active in the Lao market and is interested in establishing contacts with relevant local partners.

**Schiebel Antriebstechnik GmbH**

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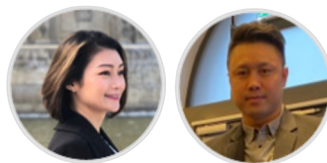
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Natakrita Piroon | Sales Manager

Piyapong Piroon | Sales Manager



DEVELOPMENT AND PRODUCTION OF ELECTRIC ACTUATORS

COMPANY PROFILE

Schiebel is a manufacturer specializing in the development and production of electric and failsafe actuators. Headquartered in Vienna, the company provides automation solutions for demanding industrial applications, particularly in energy and infrastructure sectors. Schiebel serves customers worldwide and supports valve automation and process control in critical environments. The company is currently establishing a new subsidiary in Thailand to serve the Southeast Asian and Australian markets. Its products are designed for reliability, safety, and long-term industrial operation.

BUSINESS INTEREST

Schiebel is currently exploring business opportunities in Laos and is interested in connecting with suitable local partners for potential cooperation.

**voestalpine Railway Systems Asia Co., Ltd.**

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Hannes Saurug | Managing Director, CFO/CSO



RAILWAY INFRASTRUCTURE SYSTEMS

COMPANY PROFILE

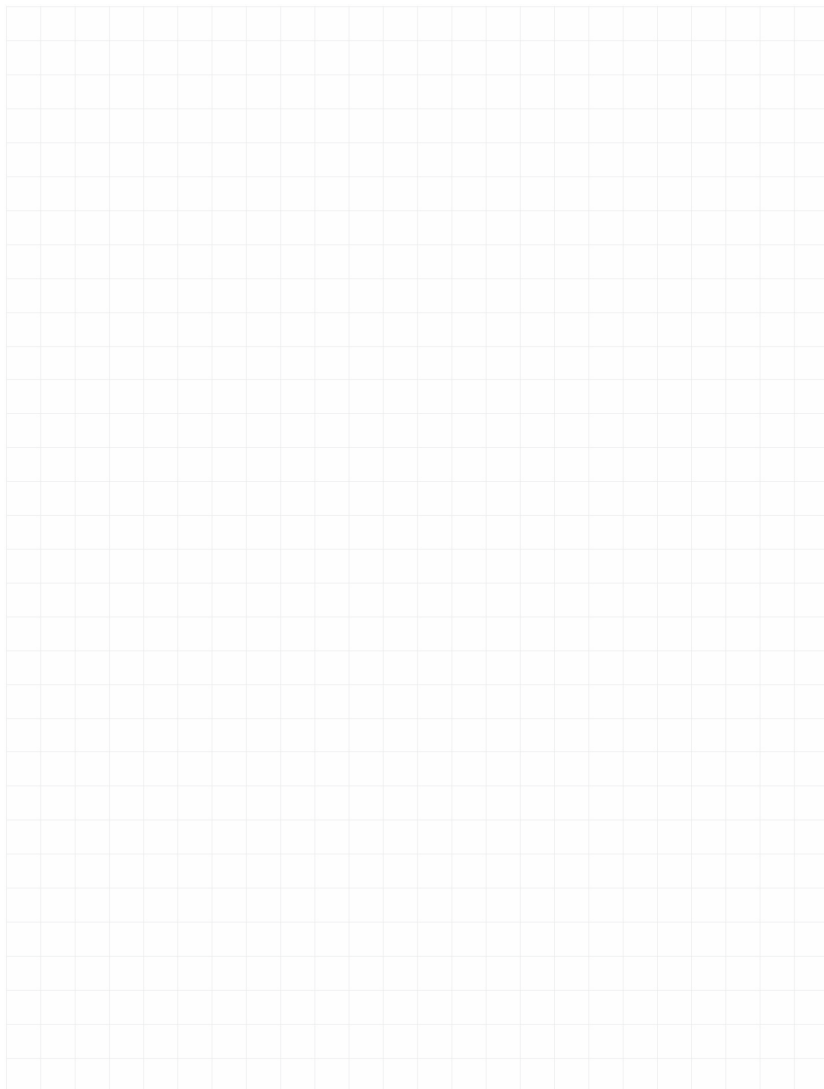
voestalpine Railway Systems, a subsidiary company of voestalpine AG, is the global leader for railway infrastructure system solutions, offering outstanding products, logistics and services for rails, turnouts, signaling and monitoring applications. As the global track technology company and full-range supplier, voestalpine Railway Systems offers its customers throughout the world fully integrated railway solutions for all types of rail traffic. With approximately 8,500 employees, voestalpine Railway Systems is committed to making an important contribution to the mobility of people and the transport systems all over the world. voestalpine Railway Systems has contributed decisively to the development of modern, digital railway systems by deploying modern signaling and monitoring technologies to increase existing capacity and safety as well as lower the costs.

BUSINESS INTEREST

voestalpine Railway Systems is exploring potential opportunities to expand its operations in Laos. The company is interested in cooperating with suitable local partners to establish market access.

NOTES

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ADVANTAGE AUSTRIA is the trade promotion organization of the Austrian Federal Economic Chamber. With around 100 offices in over 70 countries, we provide a broad range of intelligence and business development services for both Austrian companies and their international business partners. Around 800 employees around the world can assist you in locating Austrian suppliers and business partners. We organize about 1,200 events every year to bring business contacts together. Other services provided by ADVANTAGE AUSTRIA offices range from introductions to Austrian companies looking for importers, distributors or agents to providing in-depth information on Austria as a business location and assistance in entering the Austrian market.

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