

Building Vietnam with Danish Technologies

- focusing on energy, building materials & construction, food processing equipment, and the maritime industry

Visit to Hanoi and Ho Chi Minh City

11 - 15 September 2006

of a Danish business delegation

**headed by Deputy Prime Minister
Bendt Bendtsen**

Participants

Trade Council of Denmark

Ministry of Foreign Affairs of Denmark

Asiatisk Plads 2

1448 Copenhagen K

Denmark

Tel.: +45 3392 0000

Fax: +45 3254 0533

www.exportraadet.dk

The Trade Council of Denmark is the export and investment organisation within the Danish Ministry of Foreign Affairs comprising all activities to promote Danish Export and foreign investments in Denmark.

We are constantly striving to be the qualified partner preferred by enterprises in international trade and investment activities in a globalised and ever-changing world.

The Trade Council of Denmark provides both individual consultancy to enterprises and general business service directed both at enterprises and the public at large.

The Trade Council of Denmark assists enterprises in attracting investments to Denmark and Danish enterprises in getting across the border both through consultancy at home and through the missions abroad offering complete, all-round consultancy on political, economic and commercial issues.

Abroad you will find our commercial staff posted at the Danish embassies, consulates and trade offices. We have commercial staff on 92 representations in 62 countries. The staff at the representations will be able to assist you in identifying Danish suppliers of goods and services.

Please contact our embassy in Hanoi or our trade commission in Ho Chi Minh City for further information about Danish industry and Danish exporters or visit the homepage of the embassy www.ambhanoi.um.dk, where you can get direct access to potential Danish business partners and information about investments in Denmark.

You may also visit our homepage at www.exportraadet.dk.

Embassy of Denmark

19 Dien Bien Phu

Hanoi

SR Vietnam

Tel.: +84 8 8231 888

Fax: +84 8 8231 999

hanamb@um.dk

www.ambhanoi.um.dk

It is a main objective of the Embassy of Denmark in Hanoi and the Danish Economic and Commercial Office in Ho Chi Minh City to further develop and strengthen the economic ties and business cooperation between Danish and Vietnamese companies and organisations.

We have solid experience in assisting Danish exporters and investors in their business activities in Vietnam. And we assist Vietnamese companies looking for Danish business associates or suppliers of goods and services.

We are pleased to welcome the impressive group of Danish companies and organisations visiting Vietnam on the occasion of the visit by the Danish Deputy Prime Minister, H.E. Mr. Bendt Bendtsen. Representatives from the Embassy and the Economic and Commercial office will be present at the business conferences and we will be happy to assist you in making contacts.

We are convinced that contacts made during the events will be of great importance in extending and deepening relations, not only between companies and organisations, but also between our two countries.

Danish Economic & Commercial Office

Sun Wah Tower # 1801

115 Nguyen Hue

District 1

Ho Chi Minh City

SR Vietnam

Tel.: +84 8 8219 373

Fax: +84 8 8219 371

daneconomic@hcm.vnn.vn

Confederation of Danish Industries

H.C. Andersens Boulevard 18

1787 Copenhagen V

Denmark

Tel.: +45 3377 3377

Fax: +45 3377 3300

di@di.dk

www.di.dk

The Confederation of Danish Industries is the central private organisation of the Danish manufacturing and service industry. Membership of the Confederation is comprised by more than 6,400 private enterprises through a number of sectoral employers' associations and branch federations within DI's framework.

The Confederation represents the member companies in collective bargaining with the Danish trade unions and promotes the political interests of business vis-à-vis Government, Parliament and local authorities i.e. policy advocacy at local, national and international level.

The Confederation also offers a full range of services to member companies within the following areas:

- Export promotion, conferences, seminars and round table discussions
- Market information, counselling and consulting
- Business economics, analysis and statistics
- Network relations - between members and society at large
- Industrial & labor law, and industrial disputes.

Danish Commerce & Services

Vester Farimagsgade 19
Postboks 500
1506 Copenhagen V
Denmark
Tel.: +45 3374 6000
Fax: +45 3374 6080
dhs@dhs.dk
www.dhs.dk

Danish Commerce & Services is the leading employers' and trade interest organisation for commercial and knowledge-based service enterprises in Denmark. Amongst other sectors we cover retail, wholesale, IT, advertising and communication, business consulting and accountancy.

The organisation has approximately 6,000 members and represents more than 25,000 enterprises in cooperation with a number of trade associations.

Our members' services and products are highly innovative and based on knowledge. We serve the interests of our members in continuously strengthening these key competencies.

Danish Commerce & Services is a strong advocate for strengthening Denmark as a knowledge-based society in order to succeed in the global competition. International networking, sourcing and outsourcing is important in this process.

Danish Commerce and Services is represented in central European organisations and holds steering committee posts in for example EuroCommerce (main European organisation for retail, wholesale and international trade), European Forum on Business-related Services (Commission think tank) and European Business Services Round Table.

The Danish Construction Association

Nørre Voldgade 106 and Kejsergade 2

Box 2125

1015 Copenhagen K

Denmark

Tel. +45 72 16 00 00

Fax +45 72 16 00 10

www.danskbyggeri.dk

The Danish Construction Association is an employers' organisation for approx. 6,000 companies within the Danish building, construction, and industry sector. The main tasks of the Danish Construction Association are to gain political influence, to be proactive in the public debate, to provide service to its members, and to endeavour to secure collective agreements that allow members to develop their businesses to their fullest potential – for the benefit of employment and competitiveness.

Almost every fourth private sector employee is engaged in building and construction, whether it comes to production of and trade in building materials, new construction and new civil engineering work, consultancy or operation and maintenance of buildings and plants. The construction industry accounts for 10% of Denmark's total export.

Per Aarsleff A/S (PAA)**Việt Nam**

Làng Cấp Nước Quốc Tế

Mai Dịch, Cầu Giấy

Hà Nội, Việt Nam

Tel.: +84 4 837 4849/50

Fax: +84 4 8374840

paaoffice@hn.vnn.vn

www.aarsleff.com.vn

www.aarsleff.com

Company Background

Per Aarsleff A/S (PAA) is a Danish Civil Engineering and General Contracting Company founded in 1947. PAA has 2,000 employees worldwide and yearly turnover of 500 mill. USD. 30% originates from overseas works. PAA has lately been active in Asian countries such as Vietnam, India, Hong Kong, Sri Lanka, Philippines, Thailand and Taiwan.

Company Capacity

PAA is engaged in a wide range of construction activities: civil works, foundation, sheet piling, marine works, road construction, pipelines, and erection of water and wastewater treatment plants. PAA specializes in rehab of underground pipe systems for sewer, drainage, clean water and gas pipelines, using trench-less methods.

Vietnam

PAA's Office in Hanoi, has experiences and knowledge as turn-key contractor for design and construction of water supply, treatment and distribution networks and systems, for surface or wells/underground water and wastewater treatment systems. PAA has since 1997, been active in Hanoi, Son Tay, Nghe An, Vinh Yen, Ha Nam, Hai Phong, Buon Ma Thuot & Da lat.

The BankInvest Group

Sundkrogsgade 7

P.O. Box 2672

2100 Copenhagen O

Denmark

Tel.: +45 7730 9000

Fax: +45 7730 9100

info@bankinvest.dk

www.bankinvest.com

PRIVATE EQUITY NEW MARKETS (PENM)

PENM is a USD 80 mill. Private Equity Fund established by BankInvest in mid 2006. PENM will make minority equity investments in the range of usually USD 1 mill. to USD 12 mill. and focus on Vietnam and a limited number of other markets in Central/South Asia and Africa.

The investors in PENM are two Danish Pension Funds, PKA and PBU. PENM is a Public Private Partnership between the Danish Ministry of Foreign Affairs and the two investors. The Public Private Partnership implies that the companies invested in by PENM can qualify for financial support towards the development of the company. Focus will be on unlisted companies with strong development potential. The following industries will receive special attention: Financial Institutions, Agribusiness, Branded Consumer Goods, Packaging Materials, Tourism, Personal Care and Personal Health Products.

Vietnam has been selected as a main target country based on Vietnam's impressive private sector development and the good investment opportunities in the private sector.

PENM consists of an experienced investment management team that brings detailed hands-on experience from senior executive positions in industry and financial institutions. Team members have originated and completed equity and debt capital transactions for a very large number of emerging markets projects. BankInvest is owned by 52 regional Danish small and medium sized banks. It was founded in 1969 with asset management as the sole activity. BankInvest is one of Denmark's leading assets managers with approx. USD 20 billion under management and a client base of more than 160,000 private and institutional investors. BankInvest has offices in Mexico City, Singapore and Ho Chi Minh City.

PKA A/S

www.pka.dk

PBU

www.pbu-pension.dk

Besma International Chem a/s

P.O. Box 145

7100 Vejle

Denmark

Tel.: +45 7585 7433

Fax: +45 7585 7532

besma@besma.dk

www.besma.dk

Progress with Know-how and Experience

Multi-purpose Cleaners

Besma International Chem a/s – a Danish chemical company since 1976.

We comply with the standards set out in the Environmental Management System ISO 14001 within the area of: Development, production and sale of cleaners for the industrial sector and private consumers.

During 20 years we have been cooperating with SHELL, the Faroe Islands, who are the distributor for Besma cleaners to the fish processing industry.

We are working in accordance with the HACCP principles (see www.besma.dk) that means: seek out the critical control points in the production process and control these in order to avoid hazards during the production.

Would you like to cooperate with us?

Business Partner in Vietnam:

Công ty TNHH Kỹ thuật Đại Việt

3/34 Vạn Bảo, Hà Nội, Việt Nam

Tel.: +84 47 629 533

Fax: +84 47 629 534

daiviet_chem@fpt.vn

Carl Bro Vietnam Ltd.

Hanoi office:

No 23, Lane 183 Dang Tien Dong

Dong Da

Tel.: +84 4 537 4861

Fax: +84 4 537 4860

Ho Chi Minh City Office:

222/5 Phan Van Han

Binh Thanh

Tel.: +84 8 899 6175

Fax: +84 8 840 5284

www.carlbrovietnam.com

www.carlbro.com

Carl Bro in Vietnam

Carl Bro Group is an international consultancy company based in Denmark, Sweden, the UK & Ireland, and Vietnam. We provide consultancy services in the fields of building, transportation, water, environment, energy, marine and industry. We export a wide range of our expertise, carry out international projects and have established subsidiaries in various countries and project offices worldwide. Overall, we have more than 45 year's experience in the consultancy sector and have completed projects in over 100 countries.

Carl Bro Group has been represented in Vietnam since 1995. In 2003 we established Carl Bro Vietnam Ltd, a company 100% owned by the Carl Bro Group. The company has offices in Hanoi and Ho Chi Minh City.

During the years, we have provided consultancy services to a large number of projects in the Vietnamese public and private sectors.

The range of our services includes:

- Feasibility Studies
- Surveys
- Detailed Design
- Project Management and Supervision
- Management, Institutional, Financial and Economic Analysis
- Procurement
- Logistic support to international projects and programs

Consia Consultants

Skelbaekgade 4
1717 Copenhagen V
Denmark
Tel.: +45 3316 1302
Fax: +45 3316 1303
consia@consia.dk
www.consia.com

Development Consulting

Consia is a limited registered company based in Denmark, which undertakes international consultancy tasks with transfer of technology to developing countries. Through specific technical assistance services, the company has a vision to contribute to the reinforcement of national capacity and to promote sustainable development within the following core sectors:

- Roads and Highways
- Road Safety
- Urban Transport
- Training & Capacity Building
- Education & Training
- Agriculture and Rural Development
- Social Development
- Water Resource Management

Within these areas, Consia places emphasis at institutional strengthening through participatory and partnership-building processes.

Over the years, Consia has acquired a substantial portfolio of projects in Asia for international donor and UN agencies, providing assistance to the national Ministries.

Consia has vast experience of project management, with key competencies ranging from project design and implementation to the monitoring and evaluation, applying global approaches at every stage of action.

CRECEA A/S

International Department

Kongsvang Allé 25

8000 Aarhus C

Denmark

Tel.: +45 8733 1100

Fax: +45 8733 1111

aarhus@crecea.dk

www.CRECEA.dk

Corporate Social Responsibility, CSR – the way to good business

CSR is becoming an increasingly important competitive component especially for companies working in the developing countries. Therefore Occupational Health and Safety (OHS), Environment and Social Accountability (SA) should be included in your future businesses and projects.

In the long run commitment to working with the health and safety of your employees will turn out to be both economically and ethically sustainable.

The expertise of CRECEA A/S is intervention close to practice, and our experts represent a wide range of professions.

CRECEA A/S was founded in 1980 as a Danish Occupational Health and Safety Company.

With a total of 110 employees, seven national branches, one in Vietnam and activities all over the world, CRECEA A/S is the largest of its kind in Denmark.

For further information please contact Managing Director Poul M. Schmidt CRECEA A/S - Phone number: +45 70 10 86 00

CSR Việt Nam

Suite 6.1, 12 M Nguyễn Thị Minh Khai, Quận 1

TP Hồ Chí Minh, Việt Nam

Tel.: +84 8 9103 717

Fax: +84 8 9104 665

contact@csvietnam.com

www.csvietnam.com

EKSPORT KREDIT FONDEN

Dahlerups Pakhus
Langelinie Allé 17
2100 Copenhagen
Denmark
Tel.: +45 3546 6100
Fax: +45 3546 6111
ekf@ekf.dk
www.ekf.dk

Introducing the Danish Export Credit Agency - Eksport Kredit Fonden

The Danish export credit programme was established in 1922. Today, the programme is administered by Eksport Kredit Fonden (EKF).

EKF offers insurance cover for companies, financial institutions and others that take risks in connection with Danish export. Goods, capital goods, services and investments are covered by the guarantees, as are many risks not covered by private insurance. In most cases, like Vietnam, EKF will cover both political and commercial risks in connection with credit periods of over one year.

It is EKF's aim to be our customers' professional insurance partner. Therefore, we will endeavour to continue to develop new products and services. Developments will be based upon a close dialogue with our customers. EKF's vision is to anticipate our customers' requirements by co-operating closely with them. This close co-operation will provide us with specific expertise in the individual customer's business area. Our ambition is to expand our network of international partners continuously in order to meet our customers' requirements.

Flexibility and innovation are important concepts for EKF. We are here to conquer our customers' problems and to make sure that their problems do not conquer them.

**HSH Nordbank AG
Copenhagen Branch**

Kalvebod Brygge 39 – 41
1560 Copenhagen V
Denmark
Tel.: +45 3344 9900
Fax: +45 3344 9999
www.hsh-nordbank.dk

HSH Nordbank AG Copenhagen Branch

- **Business responsibility** for
 - Helsinki and Stockholm Branches
 - The Rep. Offices in Oslo, Tallinn, Riga
 - The business areas Faroe Islands, Iceland and Greenland
- **Wholesale bank** to large and medium sized corporate and institutional clients; providing a number of special banking products, e.g. real estate financing, syndications, funding, risk management
- **Employees:** approx. 200 staff members in the Nordic Area
- **Market position:** measured in total assets, Copenhagen Branch is one of the largest banks in Denmark

HSH Nordbank Nordic Area

- **Establishment:** in 1997 in order to offer innovative structured finance solutions to Nordic companies
- **The team:** 25 experienced structured finance specialists in Copenhagen, Helsinki and Stockholm Branch.
- **The Products:** focus on the following structured finance products:
 - Acquisition Finance
 - Asset Backed Structures
 - Export and Project Finance
 - Financial Engineering (Off balance sheet financing / Leasing)
- **The approach:** We don't want to be a classical "house-bank". Our intention is to provide high sophisticated, individual solutions in close relation with the current "house-banks"

Hanoi Representative Office:

Hanoi Central Office Building
Suite 4 - 03, 4 Floor
44B Ly Thuong Kiet Str.
Hoan Kiem District
Hanoi
Vietnam
Tel.: +84 4 934 4981
Fax: +84 4 934 4982

HTH Kitchens

Industrivej 6
6870 Oelgod
Denmark
Tel.: +45 7524 4777
Fax: +45 7524 5942
www.hth-kitchen.com

HTH Kitchens

Since the very start, top quality Danish Design has been at the heart of the success enjoyed by HTH, the largest kitchen manufacturer in Northern Europe today.

Danish quality

HTH was founded in Denmark in 1966 by the brothers Hans Henning and Tonny Haahr, who based their new company on the philosophy of "We can do better".

Today, HTH is a market leader and, with an annual production of more than 1 million cabinet units, the largest kitchen manufacturer in Northern Europe.

Nevertheless, the value basis remains the same as when the first kitchen units left the HTH production centre. This commitment is expressed today in the promise: "... you get a little extra from HTH".

Facts

HTH is represented in more than 15 countries. Sales are run through a chain consisting of 141 franchise stores.

The sales network employs around 750 persons (excluding countries outside Northern Europe).

Most of HTH's production is run at HTH's own three factories in Denmark.

Figures

HTH employs around 1,000 persons and generated a turnover of approx. EUR 170 million in 2005.

Every year, HTH manufactures more than 1 million kitchen units.

Hydro-X International A/S

Tylstrupvej 50

9320 Hjallerup

Denmark

Tel.: +45 9828 2111

Fax: +45 9828 3021

info@hydro-x.com

www.hydro-x.com

Water Treatment Saves Energy

The Danish company HYDRO-X International A/S has more than 65 years experience in water treatment on steam boilers and cooling systems, and operates worldwide.

The benefit of correct water treatment is energy saving, and at the same time the plant is protected against corrosion, meaning all parts of the system will have a long life time.

Besides the delivery of chemicals, equipment for dosing, controlling and blow-down can be delivered, and in each country, where the company is represented, an important service organisation is established.

In Vietnam the company will be represented by the following agents:

- Vietnam Engineering & Applied Chemical Corporation. (EACVN)
Ha Noi City, Tel: +84 4 5639822
- Saigon Engineering & Construction Co. Ltd, (S.E.C)
Ho Chi Minh City , Tel: +84 8 9971860
- Join Forces Company,
Nha Trang City, Tel: +84 58 876611

Our aim is to introduce our HYDRO-X Products to Vietnam, to support, teach and service our customers, and in this way assist to save energy, and prolong the life time of the boilers and cooling systems.

Our Vietnamese partners will in the important start-up period be supported by our Philippines partners from HYDRO-X Phils. Inc, and they will be present.

The Industrialisation Fund for Developing Countries (IFU)

Bremerholm 4

1069 Copenhagen K

Denmark

Tel.: +45 3363 7500

Fax: +45 3332 2524

ifu@ifu.dk

www.ifu.dk

The Industrialisation Fund for Developing Countries (IFU)

IFU was established as a self-governing fund by Act of Parliament in 1967 to promote economic activities in developing countries through investments in these countries in co-operation with Danish companies. Since 1967, IFU has participated in 530 projects in 71 developing countries world-wide.

How IFU participates in projects

IFU participates as a partner in the project companies with equity capital and/or loans.

Partnership

IFU works in a spirit of partnership with Danish and local companies. Based on many years' experience with a wide range of investments, IFU acts in an advisory capacity during the preparatory and initial phases of investment projects. Once the project is established, IFU takes a seat on the board of directors.

Eligibility

A project has to be financed in part by a Danish business partner and must be commercially viable. Greenfield projects, expansion of existing projects and privatisation of state-owned enterprises are eligible.

In Vietnam, IFU has established 14 joint ventures since 1992, with total investments of approx. USD 22.0m.

Maersk Vietnam Ltd.

28 Phùng Khắc Khoan
Quận 1, TP Hồ Chí Minh
Việt Nam

Tel.: +84 8 8243 252

Fax: +84 8 8231 395

vnmtop@maersk.com

vnmcombrn@maersk.com

www.maerskline.com

www.maersk-logistics.com

Maersk Vietnam – We create opportunities in global commerce

With more than 100 years of experience in the transportation business, and appearance in 130 countries with a wide network of 325 offices, Maersk Line is the first choice of our valuable customers. We are always willing to serve you, around the world - around the clock. We offer high quality and unique services, whether it is a small shipment or hundreds of containers. Maersk Line is constantly looking to expand the range of services offered to our Vietnamese customers in all destinations on six continents. Maersk Logistics has opened three warehouses in Ho Chi Minh City and Haiphong since 2003, which allows secure and reliable storage facilities for our customers exporting goods out of Vietnam. Maersk Vietnam is proud of creating opportunities in global commerce.

One of the most recent milestones in the history of Maersk in Vietnam has been to obtain the license to setup the first 100% fully foreign owned transportation and logistics company in Vietnam, operating under the name of Maersk Vietnam Ltd.

Through a local partnership the APM-Maersk Group is also involved in building the first deep-sea container terminal in Vietnam in Cai Mep near Ho Chi Minh City. This will be a vital leap forward for the port infrastructure and an important benefit for the Vietnamese importers and exporters.

MAN B&W Diesel Frederikshavn

Niels Juels Vej 15
9900 Frederikshavn
Denmark
Tel.: +45 9620 4100
Fax: +45 9620 4030
sales.alpha@dk.manbw.com
www.manbw.com

MAN B&W Diesel Holeby

Oestervej 2
4960 Holeby
Denmark
Tel.: +45 5469 3100
Fax: +45 5469 3031
gensetmarine@dk.manbw.com
www.manbw.com

MAN B&W Diesel's four-stroke division in Denmark is located at two sites, Frederikshavn and Holeby. About 1200 highly skilled and dedicated people manufacture, service and renovate generating sets, engines and complete propulsion and control systems. The power plants are designed to provide highly reliable and cost-efficient power solutions, both at sea and on land, even in the most remote locations and in the harshest of climates – from Vietnam to Greenland, MAN B&W Diesel has a solution to your power needs. These modern and technically advanced power plants and control systems have been designed from the outset to require low daily maintenance in order to offer continuously high availability. Innovations such as the cylinder unit concept, pipeless designs and system unit end-boxes reduce maintenance time and improve overall plant effectiveness. The successful introduction of the Pit-Stop parts exchange service allows customers streamline overhauls and keep up-to-date with the latest processes and techniques for maintaining their engine in the best possible condition.

Mascot International A/S

Julsoevej 100

8600 Silkeborg

Denmark

Tel.: +45 8724 4700

Fax: +45 8724 4710

info@mascot.dk

www.mascot.dk

MASCOT is Denmark's largest manufacturer of personal protection equipment and is the trendsetter on many European markets. MASCOT is a family-owned Danish company with a long and extensive international experience in supplying personal protection equipment for all industries. MASCOT's basic work philosophy is absolute quality in all areas - from product development, to the purchase of fabrics and rigorous tests, all the way to logistics and service.

For several years MASCOT has co-operated with Vietnamese suppliers with very successful results. MASCOT now plans to expand its presence in Vietnam with own production facilities. The new factory and raw material distribution centre will represent the highest European standards in logistics as well as management. MASCOT's factory and distribution centre will be a 100% export facility.

MASCOT Vietnam will create hundreds of new jobs and training opportunities for Vietnamese workers in a modern technology based production. At MASCOT we are proud of contributing to the economic and social development of Vietnam.

Mascot Việt Nam

108 Xuân Diệu

Tây Hồ

Hà Nội

Việt Nam

Tel./Fax: +84 4 718 2691

tbp@mascot.dk

ORANA A/S

Rynkebyvej 243

5350 Rynkeby

Denmark

Tel.: +45 6362 3575

Fax: +45 6539 1574

orana@orana.dk

www.orana.dk

ORANA A/S is based on more than 70 years of experience in the business of fruit and taste. ORANA A/S is one of the largest Danish suppliers of fruit based raw materials to the beverage industry, dairies and other food producers around the world.

The products are exported to more than 30 countries primarily in Asia, the Middle East, Africa and in Europe. Most products are tailor-made – developed in our own laboratories in close co-operation with our customers. ORANA A/S also provides a wide range of services including know how transfers, technical assistance and training with fresh fruit processing.

In 2003, ORANA A/S and PCM Co. Ltd. established the joint venture company: ORANA VIETNAM Co. Ltd. located in Ho Chi Minh City.

Product range:

- Beverages
Concentrates and compounds for juices, nectars, softdrinks, whey drinks and tea drinks.
- Dairy Products
Fruit preparations and compounds for yoghurt, drinking yoghurt, cultured milks, and ice cream.
- Bakery Products
Fruit preparations, toppings and baking jams for bakery products.
- Catering Products
Jams (portion packed and in bulk), breakfast juices and whipping cream for the catering sector.

ORANA VIETNAM Co. Ltd.

Lot 3-5, Area F1

Tan Thoi Hiep Industrial Zone

Hiep Thanh Ward, District 12

Ho Chi Minh City

Vietnam

Tel.: +84 8 717 6310/12

Fax: +84 8 717 6311

orana@orana.com.vn

Pedershaab Concrete Technologies A/S

Saltumvej 25

9700 Broenderslev

Denmark

Tel.: +45 9645 0000

Fax: +45 9645 4040

pedershaab@pedershaab.dk

www.pedershaab.com

Breaking new ground since 1915

Innovation, strength, efficiency and durability have been the hallmarks of Pedershaab products ever since the company was founded in 1915. We offer the widest range of equipment for the production of drycast concrete pipe and manhole products on the market, as well as the most advanced drycast technology.

Choosing Pedershaab as your partner in concrete technology ensures a professional approach. Being an experienced global player, we have in-depth understanding of your particular market and the challenges you face.

Depending on your requirements, we can design and deliver entire turnkey systems or individual machines and components. Regardless of size, we are deeply committed to every one of our projects, and we follow them meticulously from preplanning to installation and implementation.

The quality of Pedershaab machines is unsurpassed, and so is our customer service. If a problem should ever arise, we provide on-line support around the clock and reliable back-up deliveries – often within 24 hours. All this, because our chief goal is the same as yours: to keep down-time to an absolute minimum and enable you to produce pipe that you and your customers will be proud of.

Pedershaab Concrete Technologies A/S

38/18 Lam Sơn, Phường 2,

Quận Tân Bình,

TP Hồ Chí Minh

Tel.: +84 8 8489967

Fax: +84 8 8489968

pedershaab@hcm.fpt.vn

Vestas Towers A/S

Engdraget

6800 Varde

Denmark

Tel.: +45 9730 0000

Fax: +45 9730 0001

vestas@vestas.com

www.vestas.com

Vestas is the world leader in wind technology and a driving force in the development of the wind power industry. Vestas' core business comprises the development, manufacture, sale, marketing and maintenance of installations that use wind energy to generate electricity.

Vestas supplies a full range of products, from individual turbines to the delivery of turnkey wind power systems. Vestas does not participate in the development, financing or ownership of wind turbine projects, but does supply support and guidance in these areas.

Vestas began wind turbine manufacturing in 1979, and has played a major role in the dynamic wind power industry ever since. Through decades of involvement in all aspects of this industry and installing thousands of turbines all over the world, Vestas has built up a wealth of experience and expertise which are used to the benefit of customers worldwide.

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Trade Council of Denmark
Embassy of Denmark
Danish Economic & Commercial Office
Confederation of Danish Industries
Danish Commerce & Services
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Companies:

Per Aarsleff A/S (PAA) Vietnam
BankInvest Group / PENM
Besma International Chem a/s
Carl Bro Vietnam
Consia Consultants
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