ITALIAN TRADE AGENCY

CONFINDUSTRIA

ASEAN EDUCATION AND BUSINESS PROGRAM 2023

Incoming mission to Italy

Milan, Italy, November 2023

COMPANY PROFILES – VIETNAM DELEGATION

Company name	**THIEN MINH INDUSTRAL MACHINES CORPORATION**
Website	www.sunray.com.vn
Name & Title of contact person	Bui Truc Linh - Chairman
Free description in English	We import many kind of machines: industrial pump, harvesting machinery, hydraulic auger, construction machines, agricultural machinery, energy, environment technical, ... from Italia, Korea, Japan, Taiwan, ... We distribute product in Viet Nam, Lao, Cambodia market.
Products & Service	We specialized in importing machines • Agri. Machines: TMR machines, Implements, Mower, harvesters, Tractors,… • Power machines: Gensets, Boilers,…. • Construction machines: Drilling, …
Current business activities with Italy	Our company has established collaboration with Italian since 2000s. We are one of the good partner with ITALIA manufacturers to distribute machines in Vietnam.
Target partners	Currently, there are some projects in filed of Argri and environment which we are looking for potential partners from Italy.

Company name	**NATURAL RENDEZVOUS CO., LTD**
Website	https://www.naturalrdv.co
Name & Title of contact person	Mrs. Tran Thi Thanh Loan - General Manager
Free description in English	Natural Rendez-Vous was established in 2005. We are cosmetic, personal care & hotel amenities manufacturer. Our headquarter locates in Ho Chi Minh City, Vietnam, together with our factory. Our products are distributed to neighboring countries including Japan, Korea, Singapore & Myanmar.
Products & Service	Our products contain no controversial synthetic substances such as parabens, SLS, triclosan & microbeads, which may lead to environmental damages, pollution & health risks. Furthermore, no tests on animals are

	conducted during our production process. Our product portfolios include: • 100% natural skincare and hair care • Hotel amenities design and formulation • Professional spa products • Fast-moving-consumer goods (FMCG) • OEM and ODM
Current business activities with Italy	Our company has established collaboration with Italian since 2010s. WE are purchasing chemicals and fragrance from Italy. We visited a couples of trade event in Italy such as Cosmoprof Bologna, Ipack Ima (Milan).
Target partners	Currently, we are planning a new factory for soap production and looking for Italian suppliers with the following details. **NRDV FACTORY - DETOXIFYING CLEANSING BAR (SOAP BAR)** • Location: Long Hau Industrial Park (Long An province, Vietnam) • Factory site: 2.500 sqm (minimum high 4.5 m) • Capacity: 10,000,000 pcs per year (100gr/pc) • Essential Infrastructure: three phase power system, waste-water treatment system, fire-fighting and prevention, reverse osmosis system • Demand of machinery: Mixer, Cutting, Printing, Packing • Instrument: POM mold (soap), forklift, hand pallet truck, conveyor system • Demand of waste-water treatment: 2860 m3/year • R.O system: 2860 m3/year

Company name	**TAN HIEP LUC ENGINEERING CO., LTD**
Website	www.tanhiepluc.com
Name & Title of contact person	Mrs. Nguyen Thi Kim Loan - Business Development Director
Free description in English	Tan Hiep Luc mechanical company, specialized in producing high tech mechanical machines by combining between hydraulics, electricity, electronics and automation. With the innovations and efforts of shareholders and employees, with the acknowledge and highly appreciate the trust, support and help from investors and our Customers together.
Products & Service	We specialized in producing and distribution of: • Distinctive hydraulic appliance, automation system in shoes, leather goods production • Distribution and producing precision form for rubber and plastics Branch • Assembly lines for shoes and luggage production

Current business activities with Italy	Our company has established collaboration with Italian since 2000s. We have participated in many promotional initiatives by ICE Ho Chi Minh so far, particularly in footwear and plastics. Then, we found out couples of potential Italian partners for our customers.
Target partners	Currently, there are 2 projects which we are looking for potential partners from Italy. **1. Semi-leather and PVF fabric production line:** In 2022, we had an opportunity to visit Simac Tanning Tech in Milan and we understand that there are many Italian partners in this field, and we would like to get in touch with them. **2. Recyled wastes into environmental friendly products** One of our customers is looking for potential technology and machinery suppliers from Italy for their waste recycling project with main information as follows: • Input Materials: plastic waste, waste wood, plywood, long fiber material (sugar cane bagasse, wheat straw, etc.), waste leather • Output (final product): pallets, furniture, tiles, etc. • Technology and machinery: Chipping/Crushing, Drying, Mixing, Pressing, Stacking

Company name	**TURF CARE SPORTS TRADING AND SERVICES COMPANY LIMITED (TCS)**
Website	https://turfcaresports.com.vn/
Name & Title of contact person	Mr. Kieu Nguyen Quang Minh - Director
Free description in English	We have a lot of experience about golf industrial , sports are constantly improving in providing solutions and services turf sports and golf course in Vietnam
Products & Service	We are specializing in lawn care equipment, golf course equipment and sport construction. • Lawn care equipment: Lawn Mower Equipment, Manure Spreading and Spraying Equipment, Chiseling and Sand Spreading Equipment • Golf course equipment: UTV Vehicles, Electric vehicles • Sport construction: tennis course, football courses and running (athletic) tracks
Current business activities with Italy	Our company has already established business collaborations with Italian players in sector like lawnmower and irrigation piping.

Target partners	In 2022, we had an opportunity to visit EIMA Bologna and realized that there are still many potential suppliers for our projects, especially in football construction and equipment. We are looking for potential Italian suppliers for the following fields. • Irrigation equipment for sports construction, including football and tennis courses (pump, fitting, etc.) • Spraying/spreading equipment (drone) for water, manure • Lawn mower equipment

Company name	**DOWON IMS VIETNAM CO.,LTD**
Website	http://www.dowon.com.vn/ www.thanhhuongshop.com
Name & Title of contact person	Ms. TRAN THI THANH HUONG- Vice Director
Free description in English	Dowon is a trading and service company. We specialized in distribute of functional food products and cosmeceuticals. We always aim to protect health and provide beauty solutions from the body's inner health. Our company providing products made from medicinal herbs with superior benefits and are friendly to the body. The users will no longer have to worry about unwanted effects due to chemicals from modern medicines.
Products & Service	In the current social context, protecting health and beauty are issues of greatest concern. By that reason, Dowon IMS Vietnam Company participates in the business of products for human health, products of reputable origin to bring true values to customers. Become one of the leading companies importing and distributing health and beauty products in Vietnam with a dedicated - reputable - professional service style. With the mott "For Health and Beauty", Dowon constantly strives to find and provide reliable quality products and the best service to satisfy customers. Maximize investment value, maintain profit growth and healthy financial situation.
Current business activities with Italy	Mainly relying on Mother Nature, the company sets its own trends, importing functional products with medicinal properties of plants extracted and applied to the product, helping to enhance natural health and beauty. Inside and out with little use of chemicals. Our company previously specialized in importing products from Taiwan and Korea at affordable prices, but now to meet the diverse needs of

	consumers, our company currently would like to expand our search for more healthy functional foods originating from Europe such as Italy with better grade.
Target partners	***** **WHY YOU SHOULD DO BUSINESS COOPERATION WITH DOWON.** - **TRUST**: Always value credibility in all commitments to customers, partners, agents and social relationships - **HEART**: Tireless effort to bring the most optimal products to customers. We are looking for potential partners from Italy. We are importer and distributor, so we would like looking for target partners who are factories that directly produce products and they could provide full certificates, not through a trading vendor – this cause leads to increased costs. And all products must be of good quality and reasonably priced. 1. Our target partners are factories, not a trading vendor because it will increase prices and reduce competitive advantage. 2. Our target partners are Italian partner potential supply functional foods under style OTC drugs form (Over – the – counter that can be used safety and effectively without a doctor's instructions or supervision. 3. With many years in the macrobiotic industry proactive health care. Our dearm in the near future, we can cooperate with Italian partners potential to organize medical treatment and beauty tours for Vietnamese people abroad.