



奥地利中资企业协会

Vereinigung Chinesischer Unternehmen in Österreich

Grußwort des Präsidenten der VCUOe

Herzlich Willkommen auf der Website der Vereinigung Chinesischer Unternehmen in Österreich!

Die Vereinigung Chinesischer Unternehmen in Österreich wurde am 27. April 2017 in Wien gegründet und steht unter der Schirmherrschaft von Herrn Li Xiaosi, der außerordentliche und bevollmächtigte Botschafter der Republik China in Österreich. Die Vereinigung bezweckt, das Interesse von in Österreich ansässigen chinesischen Unternehmen und Organisationen zu vertreten; chinesische Unternehmen, Unternehmen mit chinesischer Beteiligung und Niederlassungen solcher Unternehmen in Österreich zu fördern, die Kommunikation mit Behörden aus China und Österreich zu intensivieren und maßgeblich zur Vertiefung des gegenseitigen Verständnisses und der Integration beider Völker sowie zum Ausbau der bilateralen Wirtschaftsbeziehungen beizutragen.

Österreich ist ein wichtiger Handelspartner Chinas in Europa, es ist ein Mitgliedstaat der Asiatischen Infrastrukturinvestmentbank (AIIB) und ein Beobachter der „16 + 1“ Zusammenarbeit zwischen China und den osteuropäischen Ländern. Im Dezember 2017 nahm Österreich die Initiative des „One Belt One Road“ in dessen Regierungsprogramm auf und im April 2018 unternahm Van der Bellen selber einen Besuch im Land der Mitte. Zwischen China und Österreich kann man bereits vom Aufbau eines freundschaftlichen Verhältnisses zwischen zwei strategischen Partnern sprechen.

Wir können sagen, dass die Vereinigung zum idealen Zeitpunkt gegründet wurde. Die wirtschaftliche Zusammenarbeit zwischen China und Österreich besteht schon lange und auch in Zukunft nimmt sich die Vereinigung vor, aktiver voranzugehen.

Xu Jiandong

April 2018

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主席致辞

奥地利中资企业协会于2017年4月27日在维也纳成立，中华人民共和国驻奥地利共和国大使李晓驷先生担任协会监护人。协会不以盈利为目的，宗旨是代表在奥中资企业和机构的利益，促进中资控股企业及其分支机构在奥地利的发展，加强与中奥两国政府部门的联系和沟通，为增进两国人民之间的理解和融合、深化双边经贸关系做出贡献，并促进协会会员及其雇员融入奥地利社会和文化生活。

随着我国提出“一带一路”倡议、提出实施可持续发展计划、不断加快对外开放步伐，地处欧洲中部的奥地利也积极响应。奥地利是中国在欧洲的重要合作伙伴，是亚投行创始会员国、中国与中东欧国家“16 + 1”合作观察员。2017年12月奥地利政府将“一带一路”纳入其施政纲领，2018年4月奥地利总统访问中国，中奥两国建立了友好战略伙伴关系。这为两国企业共同开拓第三方市场提供了难得的机遇。奥地利中资企业协会的成立和发展恰逢其时。

中奥经贸合作源远流长。未来协会将更加积极地行动，充分发挥自身作为沟通桥梁、合作平台和友谊使者三种角色的作用，积极担当“民间大使”，实现中奥企业和经贸交流的共同发展！

许建东

2018年4月

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Chairman of VCUOe

Bank of China (Hungary) Close Ltd. Vienna Branch (hereinafter referred to as “Vienna Branch”) was established 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 functions as a bridge designed for the economic and trade exchanges between China and Austria in the financial sector.

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

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

Based on the global network of Bank of China Group, Vienna Branch provides a comprehensive range of services for its clients, including Chinese companies, foreign companies, Fortune 500 companies and hidden champions. 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 such as corporate credit, RMB products, international settlement, trade finance and money market transactions.

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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协会主席单位



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

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

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

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

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

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ZTE Corporation is a global leading provider of integrated telecommunications solutions. Founded in 1985 and listed on both the Hong Kong and Shenzhen Stock Exchanges, the company has been committed to providing global operators and enterprise network clients with innovative technologies and solutions, enabling global users to access the comprehensive communications of voice, data, multimedia, wireless broadband and so on.

ZTE has complete end-to-end product lines and integrated solutions in the telecommunications industry. By means of all series of wireless, wireline, services, devices and professional telecommunications services, ZTE is capable of flexibly satisfying the diversified requirements and pursuit of rapid innovations as well from global operators and enterprise network clients. As 5G commercialization is drawing near, the company has constantly enhanced its 5G capabilities, aimed to be a core supplier with end-to-end solutions in the industry. With the scale advantage of complete 5G product series and core competency, ZTE has entered into extensive 5G cooperation with 30 global operators.

ZTE insists on creating values for clients with continuous technological innovations. It has established global R&D centers in USA, Sweden, China and so forth while intensifying the independent innovation, so as to maintain the R&D investment in the core areas of 5G wireless, core network, transport, access and chipset.

ZTE has been focusing on key technologies to sustain the technological leadership. It has ranked global No.1 in PCT international patent application for three times, and also ranked among PwC's "Top 70 Global Innovators" as well as "Global ICT 50". To date, the company has filed applications for more than 73,000 patents, with over 35,000 granted. ZTE has been ranked among the world's Top-5 for patent applications under the Patent Cooperation Treaty (PCT) for 9 consecutive years. It has declared over 1,200 families of 3GPP 5G standard-essential patents (SEP) to the European Telecommunications Standards Institute (ETSI), with more than 300 patents related to 5G devices. Meanwhile, the company also takes the reporter positions of several technical standards in 3GPP.

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中兴通讯是全球领先的综合通信解决方案提供商。公司成立于1985年，是在香港和深圳两地上市的大型通讯设备公司。公司通过为全球电信运营商和企业网客户提供创新技术与产品解决方案，让全世界用户享有语音、数据、多媒体、无线宽带等全方位沟通。

中兴通讯拥有通信业界完整的、端到端的产品线和融合解决方案，通过全系列的无线、有线、业务、终端产品和专业通信服务，灵活满足全球不同运营商和企业网客户的差异化需求以及快速创新的追求。在5G商用即将来临之际，中兴通讯5G能力不断增强，成为业界具备5G端到端解决方案能力的核心供应商，具备5G完整产品系列的规模优势及核心竞争力，目前已与全球30家运营商开展广泛的5G合作。

中兴通讯坚持以持续技术创新为客户不断创造价值。公司在美国、瑞典、中国等地设立全球研发机构，同时进一步强化自主创新力度，保持在5G无线、核心网、承载、接入、芯片等核心领域的研发投入。

中兴通讯聚焦关键技术，形成技术领先优势，PCT国际专利申请三度居全球首位，位居"全球创新企业70强"与"全球ICT企业50强"。目前，中兴通讯拥有超过7.3万件全球专利申请、已授权专利超过3.5万件，连续9年稳居PCT国际专利申请全球前五。其中5G专利申请超过3,000件，向ETSI（欧洲电信标准化协会）披露首批3GPP 5G SEP（标准必要专利）超过1200族，在5G技术标准制定的重要国际标准组织3GPP中担任多个技术标准报告人。

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Huawei is a leading global provider of information and communications technology (ICT) infrastructure and smart devices. With integrated solutions across four key domains – telecom networks, IT, smart devices, and cloud services – we are committed to bringing digital to every person, home and organization for a fully connected, intelligent world.

Huawei's end-to-end portfolio of products, solutions and services are both competitive and secure. Through open collaboration with ecosystem partners, we create lasting value for our customers, working to empower people, enrich home life, and inspire innovation in organizations of all shapes and sizes.

At Huawei, innovation focuses on customer needs. We invest heavily in basic research, concentrating on technological breakthroughs that drive the world forward. We have more than 180,000 employees, and we operate in more than 170 countries and regions. Founded in 1987, Huawei is a private company fully owned by its employees.



Huawei's Austrian subsidiary was officially established in Austria in 2007 and currently has business dealings with three local mainstream operators, with the second mobile market share in Austria. Huawei in Austria cooperates with more than 50 local companies, including media procurement, manpower outsourcing procurement, project delivery and procurement.



华为是全球领先的 ICT（信息与通信）基础设施和智能终端提供商，致力于把数字世界带入每个人、每个家庭、每个组织，构建万物互联的智能世界。华为在通信网络、IT、智能终端和云服务等领域为客户提供有竞争力、安全可信赖的产品、解决方案与服务，与生态伙伴开放合作，持续为客户创造价值，释放个人潜能，丰富家庭生活，激发组织创新。华为坚持围绕客户需求持续创新，加大基础研究投入，厚积薄发，推动世界进步。华为成立于 1987 年，是一家由员工持有全部股份的民营企业，目前有 18 万员工，业务遍及 170 多个国家和地区。

华为奥地利子公司于 2007 年在奥地利正式注册成立，目前与本地三个主流运营商都有业务往来，终端手机市场占有率在奥地利排名第二。奥地利华为和超过 50 家本地公司有合作，合作涉及媒体采购，人力外包采购，工程交付采购等。





FACC AG is a worldwide leading aerospace company in design, development and production of advanced fiber reinforced composite aircraft components and systems. Being the technology partner of all major manufacturers, FACC AG works together with its customers on developing solutions for the mobility of the future.

FACC AG is a supplier to all large aircraft manufacturers such as Airbus, Boeing, Bombardier, Embraer, Sukhoi, and COMAC, as well as for engine manufacturers and subcontractors to the aircraft manufacturers. Every second, there is an aircraft taking off with FACC AG technology on board. As part of the Fortune-500 Group AVIC, FACC AG get access to the largest growth markets within the industry.

In full year 2017/18, FACC AG achieved more than 750 million Euro in revenues. The company is listed in the ATX of the Vienna Stock Exchange. At present FACC AG employs more than 3,400 people from more than 38 nations and working in more than 13 countries worldwide.

In its corporate units Aerostructures, Engines & Nacelles and Cabin Interiors, FACC AG produces a wide array of products for modern aircraft, regardless whether they are aimed at creating aerodynamic lift, supporting the propulsion systems and flight controls of an aircraft, or leading to savings in fuel burn, while enhancing passenger and aircraft crew comfort.

FACC AG's main products include aerospace structural components and systems, aerospace interior products and systems. FACC AG is a major developer and manufacturer of aerospace structural components and systems. FACC AG provides a full range of services including industry design, product development and engineering, tool design and production, qualification, production and installation, product support and after-sales service.



FACC AG 是一家全球领先的航空企业，致力于设计，开发和生产先进的纤维增强复合材料飞机部件和系统，与客户一道为空中出行不断更新解决方案，主要产品包括飞机结构件、内饰系统、发动机部件及短舱系统。

FACC AG 是空客，波音，庞巴迪，巴西航空工业公司，苏霍伊和中国商飞等著名民用飞机公司的供应商，同时也是发动机制造商和飞机制造商的分包商。在全球每一秒就有一架应用 FACC AG 技术的飞机起飞。作为财富 500 强集团中航工业的一部分，FACC AG 已经进入中国这个增长最快的航空市场。

在 2017/18 全年，FACC AG 的收入超过 7.5 亿欧元，是维也纳证券交易所 ATX 指数企业。目前，FACC AG 拥有来自超过 38 个国家的 3400 多名员工，并在全球超过 13 个国家开展业务。

FACC AG 通过为现代飞机研制飞机结构件、内饰产品、发动机部件及短舱产品，不断提高乘客和机组人员的舒适性，不断改进飞机的气动性能、推进系统和飞行控制系统，节省燃料，提高飞机经济性等。

FACC AG 作为航空部件和系统的主要开发商和生产商，可以提供全方位服务，包括技术研究、产品设计、工程化、工业化、工具设计与制作、质量认证、生产与安装、产品支持和售后服务。





The history of ATB Austria Antriebstechnik AG dates back more than 90 years. Today, the Group ranks among the leading global suppliers of electric drive systems for industrial applications and home appliances.

The ATB Group product range extends from 25W to 25MW and includes standard solutions, customised solutions and design-to-order solutions including complete drive systems for a wide range of applications.

The Company, which includes famous brands such as Schorch, Morley, Laurence Scott and Brook Crompton, currently has twelve manufacturing bases – in Spielberg, Welzheim, Moenchengladbach, Nordenham, Leeds, Norwich, Cradley Heath, Tarnow, Subotica and Bor – and employs more than 2,800 people.

With a shareholding of 100 %, WOLONG, the Chinese parent company, is the strategic investor and a strong partner of the ATB Group. The industrial and financial Group WOLONG HOLDING GROUP Co. Ltd. ranks as a top company in China, having received many government business awards, and is one of the leading electric motor manufacturers in the country. Wolong has many years of expertise and works in close cooperation with a number of well-known international companies.

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ATB Austria Antriebstechnik AG 公司的历史可以追溯到 90 多年前。今天，集团已发展成为工业和家用电驱动系统领域全球领先的供应商之一。

ATB 集团的产品范围非常广泛，从 25W 到 25MW 的产品一应俱全，包括标准解决方案、定制解决方案和设计到订单解决方案（包括为广泛的应用提供完整的驱动系统）。

公司旗下拥有众多知名品牌，例如，Schorch、Morley、Laurence Scott 和 Brook Crompton。公司目前拥有 12 个生产基地 – 分别位于施皮尔贝格、韦尔茨海姆、门兴格拉德巴赫、诺尔登哈姆、利兹、诺威奇、克拉德累希斯、塔尔努夫、苏博蒂察和博尔 – 员工人数超过 2800 人。

卧龙作为母公司（中国）持有 100 % 的股权，它不仅是 ATB 集团的战略投资者，也是强大合作伙伴。卧龙控股集团有限公司是中国顶级的工业和金融集团公司，荣获了众多政府企业奖项，是国内领先的电动马达制造商之一。卧龙拥有多年的专业技术，并与多家国际知名公司长期保持密切合作。

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CRRC ZELC Verkehrstechnik GmbH (hereinafter referred to as CRRC ZELC Europe) was founded in Vienna, Austria on Dec. 31, 2015. It is a subsidiary of CRRC Zhuzhou Locomotive Co., Ltd. (hereinafter referred to as CRRC ZELC), a key subsidiary under CRRC Corporation Limited and China's largest research and manufacturing base of electric locomotives with investment of hundreds of billions of RMB Yuan. The businesses of CRRC ZELC Europe cover marketing & sales of railway transportation products, sales of accessories, maintenance services,

market developing and consulting. Meanwhile, it is supporting CRRC ZELC for its projects execution, materials purchasing, homologation and Marketing and Sales in Europe, and serves as a platform for talents recruitment, technical cooperation and cultivation of international talents for CRRC ZELC.

Adhering to the concept of "Innovation Driven, Green Future", CRRC ZELC Europe commits itself to providing European clients with safe, environmental and life-cycle railway transportation system solutions. Currently, CRRC ZELC Europe's projects which are in the stage of the execution include Czech EMU Project, Hamburg Shunting Locomotive Project and Berlin Shunting Locomotive Project.



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中车株机(欧洲)有限责任公司(德语名称: CRRC ZELC Verkehrstechnik GmbH)于2015年12月31日在奥地利维也纳成立,是中国中车股份有限公司旗下核心子公司中车株洲电力机车有限公司(以下称为“中车株机公司”)的一级子公司,经营范围包括轨道交通装备的市场营销、配件销售、维保检修、市场咨询与开发,为中车株机公司在欧洲的项目执行、料件采购、准入认证、后期维保及市场营销提供支持,同时也作为中车株机公司人才引进、技术合作及国际化人才培养的海外平台。



公司自成立以来,秉承“创新驱动,绿色未来”的理念,致力于为欧洲客户提供“安全、环保和全周期”的轨道交通系统解决方案,目前在执行项目包括捷克动车组项目,德铁汉堡调车机项目和德铁柏林调车机项目等。

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Shougang International (Austria) GmbH. was approved by Beijing Municipal Commission of Commerce (Beijing Commerce No. 【2010】 78) in March 25, 2010. The company is the wholly state-owned subsidiary of China Shougang International Trade & Engineering Co.,Ltd. in Austria.

As the representative of China Shougang International Trade & Engineering Co.,Ltd.in Europe, it engages in the development and sales of Shougang steel in Europe, Middle East and Africa, relying on Shougang brand to develop the high-end market to supply the Shougang high-end electrical steel, automotive steel plate, home appliance steel plate and other to European high level customers, famous customers including BMW, FIAT, ABB and SIEMENS, etc. As the platform for Shougang Steel Sales, we are pledged to provide the classic products and the best service.

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首钢国际(奥地利)有限公司2010年3月25日经北京市商务委员会批准设立(京商务经字【2010】78号), 是中国首钢国际贸易工程有限公司在奥地利的国有全资子公司。

该公司代表中国首钢国际贸易工程有限公司在欧洲、中东和非洲地区从事首钢钢材销售的开发工作, 依托首钢的品牌, 大力发展该区域高端市场, 将首钢的高端电工钢、汽车用板、家电用板等直供给欧洲一流的制造商, 客户包括宝马、菲亚特、ABB和西门子等。公司作为首钢钢材在欧洲、中东和非洲市场销售的平台, 努力为客户提供优质的产品和一流的服务。

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VISIONEN IN FORM GEBRACHT FORMED VISIONS

With more than 45 years of worldwide experience, Zenith Formen Produktions GmbH (hereinafter referred to as ZENITH Formen) is a renowned international firm specializing in research, design and manufacturing of concrete product mould, whose head office is situated at Feistritz, Carinthia, in the sunny south of Austria. Adhering to the concept of "It is our passion to combine the shape of concrete products with our moulds perfectly", ZENITH Formen always insists on customer-centric and is dedicated to offer the optimal and most economical and practical solutions for our customers.

It clearly goes without saying that our systems are being steadily adapted to the growing strength and capacity of modern concrete production facilities, which place increasingly higher demands on the mould design and installation. Benefit from decades of experience in concrete mould research and development, design and manufacturing, ZENITH Formen takes the lead in the perfect combination of skilled handcraft and modern CNC machine technology, which not only enhances the core competitiveness of the company but also guarantees high quality, great flexibility and high durability of each product.

ZENITH Formen has a complete customer service system which secures the best solution for the customer's individualized and actual requirements. For instance, mould designing can adopt the most advanced welding technology as well as the screwed implementations for convenient installation and maintenance, or adopt its self-developed changeable modular system.

Our production line covers a broad range of concrete mould applications, e.g. mould for floor-layer and stationary machines, we have also acquired know-how and experience over decades in very specific fields, such as mould for Lego block, tilt stone, split block, and mould with pressure head preheating device, mould with hydraulic device, and casting mould production technologies and are therefore clearly in a position to be able to convince you with top-quality and top-solutions. In the segment of wood concrete production our customers not only benefit from our expert knowledge, but also have a competitive advantage in the market by profiting from our already approved solutions. Special moulds for small production series, even in the field of sight concrete are part of our production range as well and are manufactured by us in the usual ZENITH top quality.

In April of 2016, ZENITH Formen was incorporated into China's leading manufacturer of concrete block machine—Quangong Machinery. We share resources to achieve the goal of complementing each other's strengths. In response, while enhancing the market competitiveness of both sides, we at ZENITH are always here to provide even better products and services to global customers.

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VISIONEN IN FORM GEBRACHT FORMED VISIONS

奥地利策尼特模具制造有限公司，拥有超过 45 年的历史，总部位于奥地利克恩顿州的法伊斯特里茨，是一家国际知名的专业从事混凝土产品模具研发、设计和制造的企业。秉承“将混凝土产品形状与模具完美结合，是我们的热情所在！”的理念，奥地利策尼特模具制造有限公司以客户为中心，致力于为客户寻找最佳、最经济实用的解决方案。

随着时代的不断进步，混凝土产品的生产对于模具设计和安装要求越来越高，得益于四十年的混凝土产品模具研发、设计与制造经验，奥地利策尼特模具制造有限公司率先将熟练的手工艺和现代数控机床技术完美结合，在提升公司核心竞争力的同时，也保证了公司产出的每件产品，都具有高质量、高度灵活性和高耐用性。

奥地利策尼特模具制造有限公司拥有完善的客户服务体系，可根据客户的个性化要求和实际需求，制定最适合的解决方案，例如，模具的设计，可采用最先进也焊接技术，也可采用方便安装、维护的螺纹连接方式，又或者采用策尼特自主研发的可更换模块化系统。数十年来，奥地利策尼特模具制造有限公司在致力于模具应用实践的过程中，不断积累经验和探索创新，自主研发出乐高砖模具制造、栅栏砖模具制造、带有压头预热装置的模具制造及带有液压装置的模具制造等国际顶尖制造技术。目前，公司拥有完整的产品线，已覆盖广泛的混凝土产品模具实际应用项目。

2016 年 4 月，公司并入中国混凝土砌块成型机制造行业龙头企业——福建泉工股份，达到资源共享、优势互补。在增强双方市场竞争力的同时，奥地利策尼特模具制造有限公司也将以其数十年的研发、设计和制造经验，为全球客户提供更多、更好的产品和服务！

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Today's Air China can trace its origins to 1988 when Air China International Corporation was established. Air China is China's sole flag carrier and a member of the world's largest airline alliance, Star Alliance. It was previously the official airline partner for the Beijing 2008 Olympic and Paralympic Games, and has been selected as an official partner for the Beijing 2022 Olympic and Paralympic Winter Games.

As of December 31, 2018, Air China (including holding companies) had a total of 684 Boeing and Airbus aircrafts with an average age of 6.73 years. 754 routes are being operated, which include 138 international, 27 regional and 589 domestic ones, cover 42 countries and territories, 184 cities, of which 66 are international, 3 are regional, and 115 are domestic. Through partnerships with Star Alliance members, Air China has extended its services to 193 countries and 1,317 destinations.

Air China Vienna Town Office was established in year 1992. In 2014, Air China re-operated non-stop service from Vienna to Beijing and transports about 50,000 passengers annually between two cities, which has made a major contribution to the communication and cooperation between Austria and China, strongly benefits the economy development of both countries.



中国国际航空股份有限公司简称“国航”，英文名称为“Air China Limited”，简称“Air China”，其前身中国国际航空公司成立于1988年。国航是中国唯一载国旗飞行的民用航空公司以及世界最大的航空联盟——星空联盟成员、2008年北京奥运会和残奥会官方航空客运合作伙伴、2022年北京冬奥会和冬残奥会官方航空客运合作伙伴。截至2018年12月31日，国航（含控股公司）共拥有以波音、空中客车为主的各型飞机684架，平均机龄6.73年；经营客运航线已达754条，其中国际航线138条，地区航线27条，国内航线589条，通航国家（地区）42个，通航城市184个，其中国际66个，地区3个，国内115个；通过与星空联盟成员等航空公司的合作，将服务进一步拓展到193个国家的1317个目的地。

国航维也纳营业部设立于1992年，自2014年北京-维也纳航线复航以来，平均每年在奥中两国间运输旅客约5万人次，为两国商业以及各领域合作与交流做出了重要贡献。

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China Electronic Technology Group Corporation (CETC) has become a large-scale technology corporation in China covering all fields in electronic information and has entered the Fortune Global 500. It is guided by the national “the Belt and Road” initiative and multilateral cooperation mechanism and has regarded Austria, known as the “European Heart”, as the bridgehead in Europe. In November 2016, CETC Europa Innovation Industry & Technology GmbH was established in Graz, Austria. This overseas (Europe) base of CETC, which radiates the

Pan-German and other member states of Europe, is designed to be the Innovation Collaboration Center, Technology Incubation Center, Training Exchange Center and Product Display Center of CETC in Europe.

With the goal of “excellence and first-class”, “CETC Day”, “Sino-Austrian Electronic Technology Innovation Forum”, Austrian Technology Day and other activities have become an important carrier of CETC Europa to promote two-way exchanges and cooperation between China and Austria. It is committed to advancing the two-way transfer and industrialization of scientific and technological achievements between China and Europe, strengthening scientific and cultural communications, and achieving a win-win situation.

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中国电子科技集团有限公司是覆盖电子信息技术全领域的大型科技集团，也是世界 500 强企业。在国家“一带一路”倡议和多边合作机制引领下，将素有“欧洲心脏”之称的奥地利作为其在欧洲的桥头堡，于 2016 年 11 月在奥地利格拉茨设立中国电科海外（欧洲）基地即中国电科欧洲创新园（以下简称欧创园），辐射泛德语区及欧洲其他成员国，打造中国电科在欧洲的创新协作中心、技术孵化中心、培训交流中心以及产品展示中心。



以建设“卓越、一流”企业为目标，“中国电科日”、“中奥双边科技论坛”、“奥地利科技日”等活动，已经成为欧创园致力于中奥与中欧之间的国际合作与交流、促进中欧之间开展科技成果的双向转移与产业化、加强两国之间的科技文化交流、实现合作共赢的重要载体。

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Founded in 1952, China Council for the Promotion of International Trade (CCPIT) is a national foreign trade and investment promotion agency.

The major responsibilities of the CCPIT include: implement relevant major national development strategies, and promote foreign trade, bilateral investment and economic & technological cooperation; carry forward cooperation with overseas trade promotion counterparts; receive overseas high-end trade and economic delegations; organize Chinese trade and economy delegations to visit foreign countries; manage overseas trade exhibitions organized by Chinese agencies, participate in affairs of Bureau of International Expositions (BIE) and World Expo on behalf of the Chinese government; hold or organize Chinese companies to attend trade and economic exhibitions, forums, fairs and other international conferences; represent domestic industry and commerce in the field of foreign trade, and involve into the formulation of trade and economic policies and rules, foreign trade negotiation and making of international commercial rules; carry out legal consulting, commercial conciliation, trade and maritime arbitration; sign and issue certificates of origin for export products and other certificates and documents related to foreign trade, provide intellectual property services such as patent application, trade mark registration, litigation and rights safeguarding; organize industries and enterprises to cope with trade disputes; provide trade and economic information, training services etc.

The CCPIT will establish wide connections with relevant international organizations, trade & investment promotion agencies, commercial associations and business circle, to organize various forms of communication and cooperation. It is committed to enhancing services for companies and making positive contributions to development of bilateral and multilateral trade relationships, promotion of world economic prosperity and improvement of the well-being of all mankind.

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中国国际贸易促进委员会(简称:中国贸促会)成立于1952年,是全国性对外贸易投资促进机构。

中国贸促会的主要职责是,落实国家有关重大发展战略,促进对外贸易、双向投资和经济技术合作;推进与境外对口机构机制化合作;接待境外高层次经贸代表团来访,组织中国经贸代表团出访;管理全国出国举办经贸展览会,负责中国参加国际展览局和世界博览会事务;举办和组织企业参加经贸展览会、论坛、洽谈会及有关国际会议;在外经贸领域代言工商,参与经贸政策法规制定、对外经贸谈判和国际商事规则制定;开展法律顾问、商事调解、经贸和海事仲裁等工作,签发和出具出口商品原产地证明书、对外贸易有关文件和单证,提供专利申请、商标注册、诉讼维权等知识产权服务;组织产业和企业应对经贸摩擦;提供经贸信息、经贸培训等服务。

中国贸促会将与各有关国际组织、各国各地区贸易投资促进机构、商协会组织和工商企业界建立广泛联系,组织开展多种形式的交流合作,加大对企业服务的力度,为推动多双边经贸关系发展、促进世界经济繁荣、造福各国人民做出积极贡献。

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AIHAI MINERALS EUROPA GMBH was founded in 2015 as LIAONING AIHAI TALC CO., LTD aims to become a global market leader in talc supply. LIAONING AIHAI TALC CO., LTD located in Haicheng City, Liaoning Province of China, is one of the largest talc producers in China, possessing one of the largest mines in the world.

Aihai Talc is a joint venture company that was developed from the well-known state owned enterprise named Haicheng Talc Mine which had a talc mining history of more than 70 years.

It owns 2.5km² of mining area, with proven reserve of more than 50 million tons, 7 mines and 4 talc powder processing plants. It has annual capacity of 400,000 tons, with more than 1,000 employees, exporting more than 20 countries in the world including Asia, Pacific, Europe and American. It has sales company in Malaysia and Korea.



艾海欧洲矿物有限责任公司是辽宁艾海滑石有限公司在 2015 年成立的全资子公司，是辽宁艾海走向全球化战略的重要举措。辽宁艾海公司的前身海城滑石矿具有 70 余年的历史，艾海自 1997 年成立以来，秉承“资源有限、智慧无限、和谐发展、共享成功”的经营理念，积极促进企业管理进步，狠抓管理创新；以科学的态度和可持续发展的战略思想，以优秀的企业文化为基础，全力打造和谐艾海。

辽宁艾海公司拥有世界上优质的滑石原料，开采区域 2.5 平方公里，已探明储量 5000 多万吨，共有四个矿区、四个粉体加工厂，其中，艾海公司与国际滑石知名企业——意大利意米法比公司组建的辽宁艾海意米矿业有限公司致力于高附加值滑石产品的深加工，技术力量处于国际、国内领先水平，员工人数 1000 人以上。

艾海公司视产品质量和信誉为生命。企业技术力量雄厚，拥有从欧洲引进先进的超微细加工设备配备了完善的检测设备，与国内外专家和科研单位合作，不断研发新产品。每年可生产高质量的滑石粉系列产品 40 余万吨，出口到世界 20 多个国家，在马来西亚和韩国都有销售公司；在中国境内艾海商标被授予“中国驰名商标”称号。

公司 1999 年获得 ISO9001:2000 国际质量管理体系认证。通过引进先进的管理模式，建立和健全现代企业制度，公司采掘规划、选矿作业、粉体加工、物流管理、到售后技术服务，实行严格有效的系统管理。产品广泛应用于造纸、塑料、油漆、涂料、橡胶、陶瓷、电缆、医药、化妆品等众多领域。

艾海公司将紧紧依托宝贵的矿产资源，以“科学、求真、务实”的态度和精神，以“诚信、责任、创新”的企业文化为指导，为国内外客户提供优质的产品和服务！

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ICBC Austrian Bank GmbH (hereinafter referred to as ICBC Austria), a wholly-owned subsidiary of Industrial and Commercial Bank of China, is a commercial bank registered in Republic of Austria with a full banking license.

As the regional headquarter of the ICBC Group in Central and Eastern Europe, ICBC Austria is based in Austria, radiating the Baltic, CEE and the Balkan countries. Our vision is to become a bridge between CEE and China. Leveraging Austria's regional strengths, our mission is to ensure that our clients receive extensive financial services under the support of ICBC's global network covered 47 major countries and regions around the world.

China is the fifth largest trading partner of Austria, and its largest trading associate in Asia. Austria and China have extensive cooperation potential in many fields, such as economy, trade, investment, environmental protection, clean energy, advanced manufacturing, etc. ICBC Austria will further strengthen collaboration in various fields with the Austrian government, enterprises and financial institutions. Do our best to push the economic and trade exchanges between Austria and China to a higher level.

ICBC Austria is committed to further improve the layout of ICBC in the European market, especially in Central and Eastern Europe, and enhance cross-border financial services capabilities.

Welcome to share your needs and ideas with us.

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工商银行奥地利银行股份有限公司（工银奥地利）是中国工商银行股份有限公司的全资子公司，在奥地利拥有完整的银行牌照。工银奥地利作为工商银行集团的中东欧区域总部，立足奥地利，辐射波罗的海国家、中欧、东欧及巴尔干国家和地区。工银奥地利的愿景是成为中东欧与中国之间的桥梁，利用奥地利的区域优势，结合工商银行覆盖 47 个国家与地区的全球网络，确保我们的客户得到广泛的金融服务支持——无论是与中国有联系的欧洲客户，还是希望向中东欧迈出第一步的中国客户。

中国是奥地利在亚洲最大的贸易伙伴，也是奥地利全球五大贸易伙伴之一。两国在经贸、投资、环保、清洁能源、先进制造业等领域都存在广泛的合作潜力。未来，工商银行将与奥地利政府、企业和金融机构进一步加强各领域合作，努力发挥好中奥经贸合作的桥梁纽带作用，推动两国经贸投资往来向纵深发展；进一步完善集团在欧洲市场及中东欧区域的网络布局，提升跨境金融服务能力。

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Founded in June 2007, Eurocrane(China) Co., Ltd. is located in Fenhu Economic Development Zone, Wujiang, Suzhou, which is the core area of Yangtze River Delta integrated development. Eurocrane has an area of 187,000 hectares with employs of 950 people. Eurocrane is the world's leading professional manufacturer and service provider of crane and material handling products. The main products are crane, electric hoist, transmission equipment and engineering machinery components. The products and service network, covering more than 50 countries and regions, are widely used in more than 20 professional fields, serving more than 5,000 high-end customers worldwide.

Eurocrane was listed on the Shanghai Stock Exchange since Jan 2017. The security code is 603966. Benefitting from capital market, Eurocrane takes market demand as its orientation and technological innovation as its basis to improve the distribution of production capacity and services networks. Meantime, Eurocrane actively takes part in the international competition, and further strengthens the brand advantage and specialization advantage of the company in the intelligent material handling field.

In Dec 2018, Eurocrane acquired a 100% stake in Voith-Werke Ing. A. Fritz Voith Gesellschaft m.b.H & Co KG (hereinafter referred to "Voithcrane") in Austria.

Headquartered in Linz, Austria, founded in 1947, Voithcrane is a company mainly engaged in the R&D, manufacture, installation and after-sales services of special cranes and material handling solutions. The main products include metallurgical cranes, electromagnetic cranes, vacuum lifters, stacking cranes and grab bucket cranes, etc.

As a leader in the niche markets of special crane and material handling industries, Voithcrane has industry-leading automatic and intelligent material handling technologies. The products can better satisfy the trends of automation, intelligence and unmanned of future factories and the demands for professional services.

After the acquisition, Eurocrane and Voithcrane integrated smoothly, to have created significant synergies. As a result, the Eurocrane group has gradually developed into a leading enterprise with an advantaged global layout, sustained innovation and unique technical competence.

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法兰泰克重工股份有限公司成立于2007年6月，坐落于长三角一体化发展核心区域苏州吴江汾湖经济开发区，占地面积约280亩，员工总数950人。法兰泰克是全球领先的起重机及物料搬运产品的专业制造和服务供应商，致力于起重机及物料搬运技术的发展和研究，提供产品全生命周期服务，产品主要有起重机、电动葫芦、传动设备和工程机械部件等，产品系列全面，质量可靠，性能领先，实现了核心技术突破和拥有核心部件制造能力，产品和服务网络覆盖俄罗斯、哈萨克斯坦、巴西、菲律宾、印尼、泰国等50多个国家和地区，广泛应用于高端装备制造、交通物流、造纸、能源电力、汽车船舶、金属加工、航空航天等二十多个专业领域，服务全球中高端客户超过5000家。

法兰泰克2017年在上海证券交易所上市，证券代码603966。借助资本市场的力量，法兰泰克以市场需求为导向，以技术创新为根本，完善全国产能和服务布局。以一带一路为契机积极参与国际化竞争，进一步加强公司在智能物料搬运领域的品牌优势和专业化优势，努力使公司成为产品领先、技术先进、效益突出、管理一流的智能物料搬运解决方案提供商。

2018年12月，法兰泰克收购了奥地利福伊特起重机有限公司100%股份。福伊特成立于1947年，总部位于奥地利的林兹，专注于为客户提供定制化的特种起重机及自动化、智能化的物料搬运解决方案，主要产品为冶金起重机、电磁吸盘起重机、真空吸盘起重机、堆垛起重机、抓斗起重机等。公司产品以技术创新、安全可靠享誉欧洲市场，在汽车、金属、钢铁、木材等行业中享有良好的口碑，是细分市场的领导者，在欧洲地区拥有广泛且稳定的客户群：西门子、宝马、奥迪、舒乐、蒂森克虏伯、维斯塔斯、福伊特造纸、阿尔斯通、瓦锡兰等众多国际知名企业均为公司长期用户。

收购后法兰泰克和福伊特顺利整合对接，形成法兰泰克现有产品和区域的有利补充。随着协同效应的显现，法兰泰克进一步扩大在中高端起重机及物料搬运设备市场的原有优势，满足未来工厂自动化、智能化、无人化的发展方向需求，实现品牌与行业资源合作延伸，提升品牌国际影响力和竞争力，逐渐成为全球起重机及物料搬运行业中布局合理、持续创新、具有独特竞争优势的领导型企业。

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Hainan Airlines Holding Co., Ltd. (hereafter referred to as "Hainan Airlines") was founded in January, 1993 in Hainan Province, the largest special economic zone in China. As one of the fastest developing airlines in China, Hainan Airlines is committed to providing passengers with holistic, seamless and high-quality service.

Since 1993, Hainan Airlines has achieved 25 years of safe operations equivalent to more than 6.6 million hours of safe flights. Hainan Airlines' fleet is composed mainly of Boeing 737s and 787s as well as Airbus 330s. As of June 30, 2018, Hainan Airlines and its holding subsidiaries had over 400 aircraft in operation and 24 bases/branch companies established in Beijing, Guangzhou, Shenzhen, Sanya, Chengdu, Chongqing, Hangzhou, Changsha, Zhengzhou, Huhhot, Guiyang and other points. Hainan Airlines and its holding subsidiaries' extensive network of routes covers China, numerous points in Asia and extends to Europe, North America and the South Pacific, operated on over 1700 domestic and international routes to nearly 220 cities worldwide. Its renowned international business class service features comfortable lie-flat seats, fine cuisine and the latest in inflight entertainment.

Since 2011, Hainan Airlines, with its high-quality service standards and continuous years of service innovation, has won SKYTRAX World's 5-Star Airlines rating for eight consecutive years. After joining the roster of SKYTRAX World's Top10 Airlines for the first time in 2017, Hainan Airlines moved up the rankings to claim eighth place this year, becoming the first mainland China-based airline to win the honour for the second year in a row.

"Fly Your Dreams". Hainan Airlines aspires to be a world-class airline company and the prominent airline brand of China.



海南航空控股股份有限公司（以下简称海南航空）于1993年1月成立，起步于中国最大的经济特区海南省，致力于为旅客提供全方位无缝隙的航空服务。

1993年至今，海南航空连续安全运营25年，累计安全运行超过660万飞行小时，拥有波音737、787系列和空客330系列为主的年轻豪华机队。截至2018年上半年，海南航空及旗下控股子公司共运营飞机400余架，在北京、广州、深圳、三亚、成都、重庆、杭州、长沙、郑州、呼和浩特、贵阳等24个城市建立航空营运基地/分公司，航线网络遍布中国，覆盖亚洲，辐射欧洲、北美洲、大洋洲，开通了国内外航线1700余条，通航城市近220个，致力于为旅客打造安全舒适的旅行体验。

自2011年起，海南航空凭借高品质的服务及持续多年的创新，已连续八年荣膺SKYTRAX“世界五星航空公司”称号。此外，在2017年基础上，海南航空再度入围SKYTRAX“全球航空公司TOP10”，并上升至第8位，成为中国内地首个入围并蝉联该项荣誉的航司。

“相伴相惜 梦享飞行”，海南航空立志成为中华民族的世界级卓越航空企业和航空品牌。



China Development Bank (CDB) was founded in 1994 as a policy financial institution under the direct leadership of the State Council. It was incorporated as China Development Bank Corporation in December 2008, and officially defined by the State Council as a development finance institution in March 2015. CDB has a registered capital of RMB 421.248 billion.

CDB provides medium- to long-term financing facilities that serve China's major long-term economic and social development strategies. By the end of 2017, its assets grew to RMB 15.96 trillion, a balance of loans of RMB 11.04 trillion. Professional credit rating agencies including Moody's and Standard & Poor's have rated CDB at the same level as China's sovereign rate.

CDB is the world's largest development finance institution, and the largest Chinese bank for financing cooperation, long-term lending and bond issuance.

CDB currently has 37 primary branches and 3 secondary branches on the Chinese mainland, one offshore branch in Hong Kong and 10 representative offices in Cairo, Moscow, Rio de Janeiro, Caracas, London, Vientiane, Astana, Minsk, Jakarta and Sydney, with about 9,000 staff. Its subsidiaries include CDB Capital Co., Ltd., CDB Securities Co., Ltd., CDB Leasing Co., Ltd., China-Africa Development Fund and CDB Development Fund.

Currently CDB is cooperating closely with Raiffeisen Bank International and Hungarian Development Bank as well as major Chinese, Austrian and Hungarian enterprises, and has accumulatively provided loans amounting to EUR320,000,000 to Austrian and Hungarian enterprises.

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国家开发银行成立于 1994 年，是直属中国国务院领导的政策性金融机构。2008 年 12 月改制为国家开发银行股份有限公司。2015 年 3 月，国务院明确国开行定位为开发性金融机构。

国开行注册资本 4212.48 亿元，股东是中华人民共和国财政部、中央汇金投资有限责任公司、梧桐树投资平台有限公司和全国社会保障基金理事会，持股比例分别为 36.54%、34.68%、27.19%、1.59%。

国开行主要通过开展中长期信贷与投资等金融业务，为国民经济重大中长期发展战略服务。截至 2017 年末，资产总额 15.96 万亿元，贷款余额 11.04 万亿元；净利润 1136 亿元，ROA0.75%，ROE9.45%，资本充足率 11.57%，可持续发展能力和抗风险能力进一步增强。穆迪、标准普尔等专业评级机构，连续多年对国开行评级与中国主权评级保持一致。

国开行是全球最大的开发性金融机构，中国最大的中长期信贷银行和债券银行。

国开行目前在中国内地设有 37 家一级分行和 3 家二级分行，境外设有香港分行和开罗、莫斯科、里约热内卢、加拉加斯、伦敦、万象、阿斯塔纳、明斯克、雅加达、悉尼等 10 家代表处。全行员工 9000 余人。旗下拥有国开金融、国开证券、国银租赁、中非基金和国开发展基金等子公司。

国家开发银行奥地利-匈牙利工作组成立于 2007 年，对口服务奥地利、匈牙利有关业务。目前主要通过奥合国际银行、匈牙利开发银行等多家金融机构开展金融合作，通过直贷、转贷和银团等方式支持中资企业在所在国投资兴业和当地骨干企业业务发展，通过中国-中东欧国家银行联合体等合作平台开展第三方市场合作。累计发放贷款 3.2 亿欧元。

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The China-Austria Su-Tong Eco-Park is a cooperative international program confirmed by the former president Hu Jintao during his visit in Austria in October 2011. On March 27 2015, under the witness of President Xi Jinping and former Austrian Federal President Fischer, representatives of China and Austria government officially signed the Memorandum of Understanding on Mutual Support for the Establishment of the China-Austria Su-Tong Eco-Park. The Eco-Park project covers the whole Su-Tong Science & Technology Park with a territory of 50 square kilometers, of which 10.6 square kilometers are used as initial area. The Eco-Park is the first national-level international cooperation platform in the city of Nantong, with the goal of building a "Sino-Austrian cooperation system innovation zone, ecological environment construction pilot zone, international High-end industrial agglomeration area, demonstration zone of sustainable development and comfortable living".

Situated in the north wing of the Sutong River Bridge, the park locates in the center of "Economical Golden Triangle" with Shanghai, Suzhou and Nantong and is the bridgehead of Shanghai and the south of Jiangsu for the connection to the North. With a German-speaking professional service team for the all-round cooperation with Austria's departments, agencies and enterprises, the Park has introduced Austria's dual system training system to Nantong and provides one-stop service for Austrian investors. All the efforts are made for a preferred platform for investment in China.

The park officially established its representative office in November 2013 in Vienna, Austria, and has sent staff to work in the representative office for several rounds.

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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》。生态园整体覆盖苏通科技产业园区 50 平方公里，其中起步区域面积 10.6 平方公里，是南通市首个国家级国际合作平台，目标是建设“中奥合作体制创新区、生态环境建设先导区、国际高端产业集聚区、可持续发展宜居示范区”。

园区位于苏通大桥北翼，地处沪、苏、通“小金三角”的中心点，是上海及苏南联通北方的桥头堡。园区设立德语专业服务团队，与奥地利联邦数字化和经济区位部、联邦商会、各州产业集群等多个部门、机构开展全面合作，引入奥地利双元制培训体系，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。

园区于 2013 年 11 月在奥地利维也纳正式设立驻奥办事处，目前已进行多轮人员派驻。

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China Telecom Global (CTG) is an international business subsidiary of China Telecom Corporation Ltd. CTG is committed to establishing an Information Silk Road that not only links Europe and Asia but also extends across the entire EMEA region and across the globe.

China Telecom has already established offices in 50 countries and regions of the world, as well as 312 cities coverage in China and 176 points of presence (POPs) outside China. In addition, the company provides the world's largest Internet content via its platform ChinaNet and operates several Internet Data Center (IDC) in Hong Kong, Singapore, Los Angeles, San Francisco, Frankfurt and more than 300 in mainland China.

1. Global Networking Solution

Based on the global network of China Telecom, CTG has been providing customers with high-quality and high-efficiency networking solutions by means of network products such as Private Leased line, VPLS and MPLS IP VPN. MPLS VPN product adopts multi-protocol label switching (MPLS) and integrates quality of service and flow control technologies to provide customers with safe data and information transmission services by realizing secure IP VPNs among several nodes.

2. Global Internet Solution

China Telecom owns the richest Chinese Internet resources worldwide, with globally covering network, and operates the Internet broadband worldwide, with strong value-added network service capabilities. As the largest IP network in China, ChinaNet owns 58 million customers and more than 70% of China's Internet network resources.

3. Industry Leading IDC Products and Cloud Services

China Telecom is time-honored in IDC services, and it is a 5-star standard maker and leader in China's IDC industry. CTG operates its own cloud which could be based on Private, Public or Hybrid cloud infrastructure. More information can be obtained at: <http://www.ctclouds.com/>

4. Global ICT Services

Global ICT Service is a professional service of China Telecom for customers based on all the independent networks covering 72 countries and regions and their independently developed communication and information products, in collaboration with several partners. It integrates professional SI system integrators on the basis of a strong global service platform, and supplies customers with more secured managed services and one-stop solutions.

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中国电信是第一家在欧洲开展业务运营的中国电信运营商。我们致力于构建和运营连接欧洲与中国的信息“丝绸之路”，并将服务延伸至整个欧洲、中东和非洲地区乃至全球各地，为“走出去”的中资企业客户、跨国企业客户和国际运营商合作伙伴提供优质的传输和数据服务。中国电信创新性的基于陆地光缆欧亚通讯解决方案，目前已经拥有 7 条不同方向的陆缆连接欧洲到中国，相比传统的海缆链接速度更快，可靠性更高，同时作为中国最大的固网运营商，中国电信承载并拥有超过 70% 的国内互联网资源，提供从欧洲到中国最优质的端到端网络链接，响应时间达到毫秒级。

中国电信于 2006 年初在英国伦敦设立了中国电信（欧洲）有限公司，并于 2008 年成立德国代表处，截至目前，中国电信欧洲公司员工达到了 220 多人，德语区拥有 45 名在册员工覆盖德国、奥地利和瑞士区域。

奥地利作为一带一路的重要枢纽，中国电信正在大力发展和投入奥地利市场，我们已经正式申请了 VAT，并成功交付了多个奥地利大型中资和银行项目。

综上，在人员配备、基础设施、客户数量和经营收入上，中国电信是西欧地区最具规模的中国运营商，我们能够为客户提供完整的企业级解决方案，业务范围包括：

1. 线路和数据中心业务：提供固定宽带上网，高速回国专线，MPLS VPN/SD-WAN 等业务，基于电信自建的数据中心，可以提供数据中心租赁，托管和灾备中心等相关业务，同时和阿里云、微软云和亚马逊云等长期战略合作伙伴关系，提供整套私有云和公有云解决方案和运维服务；

2. ICT 集成业务和 IT 咨询及外包服务：提供办公智能楼宇、工厂园区、仓储和酒店的 ICT 集成包括综合布线、通用机房 IT 服务器存储、网络交换、Wifi 覆盖、音视频会议、办公网络和电话的梳理优化，并提供专业 IT 咨询和人力外包等，还有办公电脑，打印机等的日常 IT 采购等等；

3. 移动数据和 IoT 业务：提供欧洲各国手机卡和数据卡，同时提供成熟模块化的数据流量卡，车载模块，集装箱物流采集模块等产品，并可以根据客户需求进行灵活定制；

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China Unicom (Europe) Operation Co., Ltd. was established in November 2006, headquartered in Canary Wharf, London's financial district, and mainly undertakes various enterprise-level fixed network data services and ICT system integration projects in Europe and Africa. At present, there are 30 subsidiaries in the world. Since engaging in ICT business in 2006, Unicom Europe has completed a total of over 100 million of ICT projects. By 2006, Unicom Europe has completed a total of 200+ ICT projects, and has rich experience in implementing similar projects for Chinese bank customers and factory customers. Customers are widely covered in various industries, such as Banks, Offices, Factories, Media, Universities, Research institutes and etc.

ICT service scope:

IT mainly provides end-to-end IT architecture design, implementation, 24-hour after-sales service and IT personnel outsourcing technical support services, and engineers with various IT product certification qualifications. IT also plans or reconstructs IT management modes for customers to help them reduce IT operation and maintenance costs and rapidly develop overseas businesses.

It provides value-added service products such as security products, firewall, WIFI, storage and CCTV products, ICT business products such as hosting services, network and video system management, and forms long-term strategic partnership with IT suppliers such as Huawei, Alicloud, Lenovo, HP, IBM, Juniper, Microsoft, Vmware, Citrix, McAfee, Redbox, Cisco and Dahua, and has the qualification of direct supplier channel partner.

Data transmission service scope:

Provide private or public networking products such as IEPL and MPLS-VPN for global network connection. The networking mode is flexible, the lines are protected by multiple routes, and the data transmission is high-speed, safe and stable.

China Unicom Europe has accumulated a large number of practical operations in past system integration projects and has a large number of European supplier resources to provide you with end-to-end ICT consulting and leading ICT system integrator service providers

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中国联通(欧洲)运营有限公司成立于2006年11月,总部位于伦敦金融区金丝雀码头,主要在欧洲和非洲境内承接各类企业级的固网数据业务和ICT系统集成项目。目前在全球有30个子公司,自2006年从事ICT业务至今,联通欧洲共完成ICT项目总额过亿元。至2006年,联通欧洲公司共完成了200+个ICT类项目,拥有丰富的中资银行客户和工厂客户实施同类项目的经验,客户广泛覆盖在各个行业,如银行、办公室、工厂、媒体、高校、科研院所等公司。

ICT 服务范围:

主要提供端到端IT集成方案的设计,实施,24小时售后服务和人员外包技术支持服务,拥有各大IT产品认证资质的工程师。为客户规划或者重新构建IT管理模式,帮助客户达到降低IT运维成本,快速发展海外业务。

提供安全产品、防火墙、WIFI、存储、监控产品等增值服务产品,托管服务、网络、视频系统管理等ICT业务产品,与主要包括华为、阿里云、联想、惠普、IBM、Juniper、微软、Vmware、Citrix、McAfee、Redbox、思科、大华等为厂家直供等形成长期战略合作伙伴关系,并拥直供渠道合作伙伴资质。

固网数据传输服务范围:

提供私有和公有全球网络连接IEPL、MPLS-VPN等组网产品,组网方式灵活,线路带多重路由保护,数据传输高速、安全、稳定,故障率低、故障响应速度快。

中国联通欧洲在过去的系统集成项目中积累了大量的实践经营,拥有大量的欧洲供应商资源,为您提供端到端的ICT咨询和领先的ICT系统集成商服务商。

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Vienna Business Agency – For your successful start in Vienna

Building on 36 years of experience, we are the first point of contact for all investors and entrepreneurs wishing to launch a subsidiary in Vienna. Being part of the City of Vienna, our services are free of charge for you.

We support you personally and comprehensively when settling in Vienna. Our team speaks your language! From the first day on, our team is at your side – dealing with all questions concerning Vienna as a business location.

- Comprehensive information regarding Vienna as a business location
- Facilitation of contacts and support with city and government agencies, banks, national and international chambers in Vienna and other local service centers
- Support with issues related to residential, commercial or tax law
- Information on funding for your business
- Assistance with site selection (overview of offices, properties, business parks and clusters in Vienna)
- Help with recruitment

Furthermore, the Expat Center Vienna was founded in order to ensure a smooth start in both your working life and your personal life in your new hometown. In numerous languages, our team provides expatriates – international specialists and executives – and their families with individual and customized support and advice on all issues of daily life.

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International Business / Regional Manager

Vienna Business Agency.
A service offered by the City of Vienna.

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维也纳商业局是维也纳市政府直属的商业及企业经济促进机构，创建 30 多年来也一直是国内和国际企业的首选接洽机构。其提供金融资金、不动产和城市发展鼓励支持以及免费的服务和咨询项目。其目标为增强维也纳企业实力及其创新能力。最终将促进本经济中心的持续发展，并增强国际竞争力。

维也纳商业局的重点优势领域，即生命科学、城市建设绿色技术、创意产业和信息通讯技术是维也纳政府着力支持和引导的产业。创新是企业成功的关键，也是确保本地经济长远发展的有力保障。

此外，我们的外国企业外派人员服务中心承担着免费服务于来自世界各地的国际组织，企业和个人商务及私人咨询，帮助他们及他们的家属顺利落户维也纳。

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The Austrian Chinese Business Association (ACBA) is an unpolitical, non-profit association.

The ACBA was established in 2010 in Vienna, Austria and has the following missions:

To promote economic and trade relations between Chinese and Austrian entrepreneurs, to implement an information service and to provide support, in order to firstly bring entrepreneurs closer together and to name concrete contact persons for solving problems and secondly to support, improve, promote and deepen the relationship between Austria and China and to third parties generally.

ACBA also provides assistance in building up business relationships as well as to initiate and support concrete projects.

To deepen the relationship between Austria and China, the ACBA invites and receives Chinese delegation for visits and talks about further cooperation opportunities.

The Special focuses of ACBA are the Chinese investment interests in Europe as well as the bilateral business expansion of small and medium-sized enterprises.

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奥中商业协会 (Austrian Chinese Business Association, 简称 ACBA) 是奥地利以中奥关系为重点的商业协会。作为一个非政治性、非牟利性协会, ACBA 为您提供信息、建立关系、促进合作: 我们致力于连接两国工商界, 为企业家造就更多成功机会!

奥中商业协会 (ACBA) 为非政治性、非牟利性组织, 于 2010 年在奥地利维也纳成立, 具有以下使命:

- 协调中国代表团在奥地利的来访活动, 拉近企业家之间的关系, 为他们提供解决实际问题的具体联系人, 增进奥地利 - 中国双边交流合作
- 促进中国与欧洲企业家之间的经济贸易往来, 以诚信为基础, 发展双方关系
- 定期举办活动, 促进信息及经验交流
- 为会员在奥创办公司提供法律支持及商业咨询
- 为有意在欧洲投资以及有意在中国和欧洲发展贸易关系的中小型企业提供咨询服务
- 为会员分析在奥地利或中国市场的投资前景
- 为奥地利和中国的高校建立合作伙伴关系

奥中商业协会作为奥地利与中国经济贸易实务的沟通桥梁, 致力于为双方企业发展提供信息服务与支持, 并发起、推广和协助各种有利于中欧经济关系的合作项目与活动。

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Raiffeisen Bank International AG (RBI) is the leading Austrian bank, its shares are listed on the Vienna Stock Exchange. 58,8% shares are held by the Raiffeisenlandesbanken, with the rest shares in free float.

RBI offers large Austrian and international companies a broad range of products in corporate and investment banking. Through an extensive bank network in CEE and CIS markets, the bank group provides local companies of all sizes as well as private customers with high-quality financial products.

RBI maintains representative offices and service branches in selected Asian and Western European locations to support its business activities, the bank group comprises numerous other financial services providers, in the field of leasing, assets management, factoring and M&A advisory.

The consistent quality approach of the RBI bank group is reflected in numerous local and international awards, in particularly from the leading financial publications. RBI was again selected as the 'Best Bank in CEE' by "The Banker" and "Global Finance" in 2018.

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奥合国际银行股份有限公司是奥地利领先的银行集团，是在维也纳证券交易所上市的一家银行，其 58,8% 的股份由 8 家 Raiffeisen 州立银行股东持有，其余股份由市场投资人自由交易持有。

奥合国际银行为奥地利大公司和跨国公司客户提供广泛的商业银行服务和投资银行产品，在中东欧和独联体国家，通过广泛的子银行分支机构网络，为各种规模的当地公司以及私人客户提供高质量的金融产品和综合服务。

奥合国际银行在亚洲和西欧地区设有代表处和服务分支机构，以支持银行业务的拓展。集团还拥有其他金融服务公司，例如租赁、资产管理、保理子公司，以及收购兼并咨询及融资部、证券投资子公司。

奥合国际银行集团一贯的高质量服务，在许多地方和国际性奖项中得到了充分反映，特别是来自金融出版公司评定的奖项，奥合国际银行在 2018 年再次被 "EMEA 金融"、"银行家" 和 "全球金融" 评选为 "中东欧市场最佳银行"。

奥地利维也纳总行

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Deloitte is the number one tax advisor and one of the leading providers of professional services in Austria. With 1,350 employees, Deloitte supports companies in the field of auditing, tax advisory, consulting, financial advisory, and risk advisory. Clients profit from the excellent support by top experts, as well as from their in-depth knowledge about the industries. Furthermore, the cooperation with the Austrian law office Jank Weiler Operenyi that now serves under the International Deloitte Legal Network, allows covering all legal aspects of our clients.

On the global level, Deloitte serves not only 150 countries but also generates more than 43 billion USD revenues. In Austria, Deloitte consults and audits more than 80% of the companies listed at the prime market of the local stock exchange. The revenues of the ten local offices amount to 170 million EUR. Recently, the company was awarded for being the Tax Firm of the Year and being the leading M&A advisor.

What is more, the firm offers a One-Stop-Shop service. The Chinese Services Group (CSG) is the ideal contact person for Chinese companies that are interested in the Austrian and CEE market, as well as for local firms with expansion plans to the world's second-largest economy. Our clients profit from the bilingual professionals by avoiding language and cultural barriers in advance. In particular, we offer consultation in the entire market entry process, the optimal company structure, tax incentives and government aids, as well as support in ongoing tax compliance.

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德勤是奥地利的头号税务顾问，也即为领先的国际性会计审计专业服务公司之一。该公司有 1,350 名员工在不同部门，比如：审计，税务咨询，管理咨询，财务与风险咨询等。客户受益我们专家的优良服务与广泛的产业知识。此外，奥地利律师事务所 Jank Weiler Operenyi 加入了德勤。因此，我们也能提供法律服务。

在全球层面，德勤不但服务于 150 个国家，并且上一财年的收入超过 430 亿美元。在奥地利，80% 以上的上市公司选了德勤当顾问，会计师或审计师。并且，十间办事处的总收入创造了 1.7 亿欧元。最近德勤也被评为年度税务公司，以及领先的并购顾问。

另外，德勤奥地利的中国服务组 (Chinese Services Group) 提供一站式服务。CSG 为在中国投资的奥地利企业，以及在奥地利和东欧的中国公司提供服务。我们的客户能受益双语专业人士，以避免语言和文化障碍。中国服务组开设进入市场全过程的完整顾问，企业结构，以及税务研发激励与税务合规服务

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Saxinger, Chalupsky & Partners (SCWP Schindhelm) is one of Austria's leading law firms with offices in Vienna, Linz, Wels and Graz.

The firm's roots date back to 1946. On the basis of this long-standing tradition, our focus is to provide comprehensive legal advice in all relevant fields of domestic and international business and commercial law through our specialised teams of lawyers. Our legal expertise covers multinational jurisdictions with our teams as international diverse as the corporate landscape. We accompany our clients in growth markets around the world, primarily in the Central and Eastern European states and Asia. Today, more than 210 lawyers in 13 countries and 27 locations worldwide are involved in the Schindhelm Alliance.

CHINA EXPERTISE – INBOUND

- The China Desk, which was founded in 2010, offers an effective "One Stop Shop" for Chinese clients:
- Advising Asian companies on their market entry in Europe.
- "One Stop Shop" in close cooperation with the alliance offices in Shanghai and Taicang.
- Detailed expertise from both markets
- Team of German-speaking experts and Chinese native speakers.

CHINA EXPERTISE – REFERENCES

As an expert in China-related litigation, we were included in the Spotlight Table "Foreign Expert for China" of the Chambers Global Guide 2019. Our clients include numerous Chinese multinationals listed on Forbes Global 2000. With regards to our success we include the following credentials:

- Advising the China International Economic and Trade Arbitration Commission (CIETAC) on the establishment of an association in Vienna as its representation office in Europe to promote the CIETAC Arbitration Rules throughout Europe;
- Legal advice of Luxshare Precision Industry Co. Ltd (China) on the establishment and corporate structure of an Austrian joint venture company;
- The acquisition by Zhejiang Geely Holding Group Co. Ltd ("Geely Group") of 50% of the shares in the Austrian joint venture company including the advice on license agreements.

For further information and references on our Asia expertise, please contact

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Saxinger, Chalupsky & Partner Rechtsanwälte 有限公司 (SCWP- 申特海姆) 是一家一流的奥地利律师事务所，在维也纳，林茨，韦尔斯和格拉茨都设有办公室。

公司的成立可追溯到 1946 年。基于这一悠久的历史，我们服务的重点是在国家和国际经济法的所有领域提供全面的法律咨询。我们的法律专业咨询涵盖跨国司法管辖区，我们的团队具有企业领域及国际多元化。我们在全球快速发展地区陪伴客户进入市场，主要是中欧，东欧和亚洲，特别是中国市场。如今申特海姆联盟的 210 多名律师活跃在全球 13 个国家和 27 个城市。

中国专业知识 – 进入市场

中国业务部成立于 2010 年，为中国客户提供有效的“一站式服务”：

- 为中国公司进入欧洲市场提供咨询
- 与在上海及太仓的申特海姆联盟的办公室密切合作
- 来自欧洲和中国两个市场的专业知识
- 德语专家及中文母语成员组成的团队

中国专业知识 - 参考资料

作为中国相关诉讼的专家，SCWP- 申特海姆被做为 "中国外国专家" 列入了《2019 年商会全球指南》列表。我们的客户包括众多在福布斯全球 2000 强上市的中国跨国公司。以下是我们的部分成功案例：

- 帮助中国国际经济贸易仲裁委员会 (CIETAC) 设立在维也纳的欧洲代表处，以便在整个欧洲推广 CIETAC 仲裁规则
- 向立讯精密工业股份有限公司 (中国) 就奥地利合资公司的组建和公司结构提供法律意见
- 协助浙江吉利控股集团有限公司 (以下简称 "吉利集团") 收购奥地利合资公司 50% 的股份，对协商经营权等提供咨询意见。

有关我们亚洲专业知识的更多信息和参考请联系

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