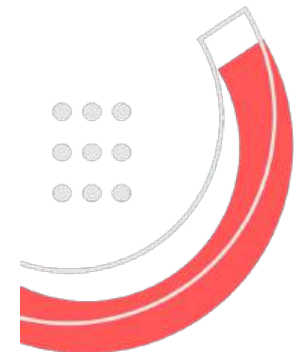


VIET NGUYEN

Technology Service Trading Co., Ltd

Hotline: +84 (0) 817 663300
Web: www.vietnguyenco.vn
Email: info@vietnguyenco.vn



I. Introduction VN

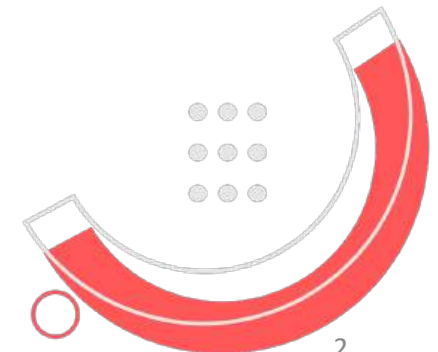
- History and Organizational Structure
- Marketing/ Business Development activities
- All brands distributed by VN
- **vietCALIB®** ...
- VN Strengths and Opportunities

II. Vietnam business culture

- Viet Nam Economy
- Government Projects
- Private Projects
- Dealers/ Main contractors

III. Viet Nguyen Co.,Ltd SWOT

IV. DISCUSSION



I. Introduction

VIET NGUYEN CO.,LTD



We commit to comply with legal regulations, with the slogan "**More Than Just a Contract**"



History and Organizational Structure



We commit to comply with legal regulations, with the slogan "**More Than Just a Contract**"



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

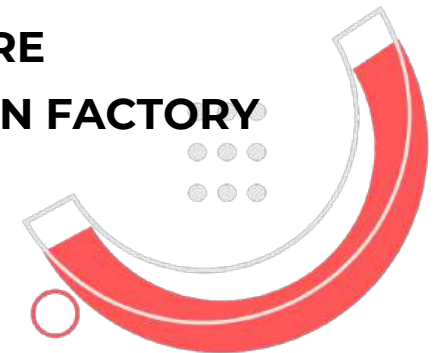


WELCOME VIET NGUYEN CO.,LTD!

Our company includes members who used to be key personnel and technical experts with many years of experience in the field who have been performing the installation, warranty, repair, and application training for customers.

We specialize in consulting, providing solutions for scientific and technical equipment to meet the requirements of customers for research, analysis, measurement, quality control, etc, for customers in the following areas.

- **EDUCATION**
- **SCIENCE AND TECHNOLOGY**
- **ENVIRONMENT**
- **CRIMINAL SCIENCE**
- **MEDICAL**
- **AGRICULTURE**
- **PRODUCTION FACTORY**



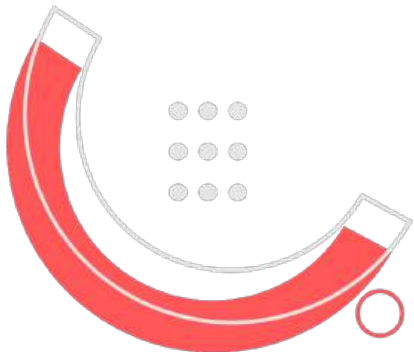
VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

VIET NGUYEN Co.,Ltd was established in January 2012 in Ho Chi Minh City and officially operated professionally since June 2016.

The high quality of the consulting, services, and other related products propelled our company into expanding business on a national scale in 2018. The second office opened in Ha Noi in 2018, and the third one in Da Nang in 2022.

Now, our team can cover the whole country, and we can provide the best solutions and services to all customers.



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

HCM Office:

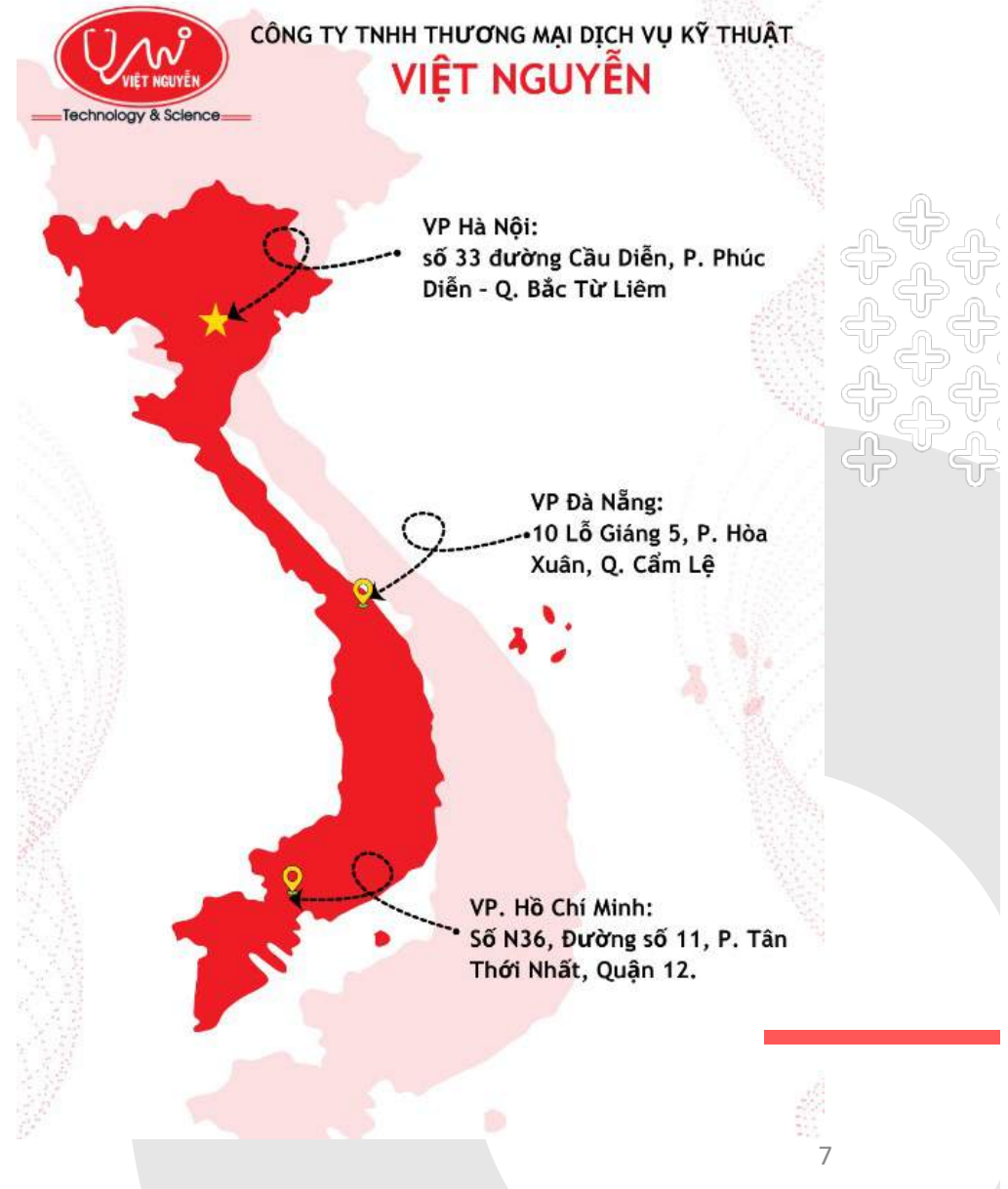
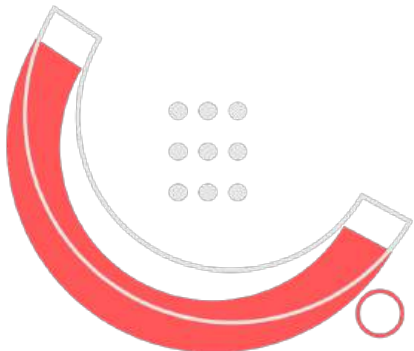
N36 Street 11, Tan Thoi Nhat Ward, 12 Dis.,
HCM City

Hanoi Office:

1st Floor, Intracom Building, 33 Cau Dien
str., Bac Tu Liem Dis., Ha Noi City

Da Nang Office:

10 Lo Giang 5 Str., Hoa Xuan War., Cam Le
Dis., Da Nang



REGISTER CERTIFICATE IN HCM – HA NOI – DA NANG

line: 1900 066 870

SỞ KẾ HOẠCH VÀ ĐẦU TƯ
THÀNH PHỐ HỒ CHÍ MINH
PHÒNG ĐĂNG KÝ KINH DOANH

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập – Tự do – Hạnh phúc

**GIẤY CHỨNG NHẬN ĐĂNG KÝ DOANH NGHIỆP
CÔNG TY TRÁCH NHIỆM HỮU HẠN MỘT THÀNH VIÊN**

Mã số doanh nghiệp: 0311462335
Đăng ký lần đầu, ngày 03 tháng 01 năm 2012
Đăng ký thay đổi lần thứ: 3, ngày 18 tháng 01 năm 2023

1. Tên công ty
Tên công ty viết bằng tiếng Việt: CÔNG TY TNHH THƯƠNG MẠI DỊCH VỤ KỸ THUẬT VIỆT NGUYỄN
Tên công ty viết bằng tiếng nước ngoài: VIET NGUYEN TECHNOLOGY SERVICE TRADING COMPANY LIMITED
Tên công ty viết tắt: VIET NGUYEN TECHNOLOGY SERVICE TRADING CO., LTD

2. Địa chỉ trụ sở chính
211/10/1 Vĩnh Viễn, Phường 04, Quận 10, Thành phố Hồ Chí Minh, Việt Nam
Điện thoại: 0933 048 840 Fax:
Email: nguyenvhantuyettrinh@gmail.com Website: http://vietnguyenstore.com

3. Vốn điều lệ 9.000.000.000 đồng

Bằng chữ: Chín tỷ đồng

4. Thông tin về chủ sở hữu
Họ và tên: NGUYỄN PHAN TUYẾT TRINH Giới tính: Nữ
Sinh ngày: 15/09/1988 Dân tộc: Kinh Quốc tịch: Việt Nam
Loại giấy tờ pháp lý của cá nhân: Thẻ căn cước công dân
Số giấy tờ pháp lý của cá nhân: 056188010721
Ngày cấp: 04/05/2022 Nơi cấp: Cục Cảnh Sát Quản Lý Hành Chính Về Trật Tự Xã Hội

Địa chỉ thường trú: Thôn Suối Môn, Xã Cam Phước Đông, Thành Phố Cam Ranh, Tỉnh Khánh Hòa, Việt Nam
Địa chỉ liên lạc: 163A Trường Chinh, Phường Tân Thới Nhất, Quận 12, Thành phố Hồ Chí Minh, Việt Nam

5. Người đại diện theo pháp luật của công ty

SỞ KẾ HOẠCH VÀ ĐẦU TƯ
THÀNH PHỐ ĐÀ NẴNG
PHÒNG ĐĂNG KÝ KINH DOANH

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập – Tự do – Hạnh phúc

**GIẤY CHỨNG NHẬN ĐĂNG KÝ HOẠT ĐỘNG
VĂN PHÒNG ĐẠI DIỆN**

Mã số văn phòng đại diện: 0311462335-003
Đăng ký lần đầu, ngày 09 tháng 04 năm 2020
Đăng ký thay đổi lần thứ: 1, ngày 25 tháng 03 năm 2022

1. Tên văn phòng đại diện:
VĂN PHÒNG ĐẠI DIỆN TP ĐÀ NẴNG - CÔNG TY TNHH THƯƠNG MẠI DỊCH VỤ KỸ THUẬT VIỆT NGUYỄN
Tên văn phòng đại diện viết bằng tiếng nước ngoài:
Tên văn phòng đại diện viết tắt:
2. Địa chỉ:
Số 10 đường Lê Giảng 5, Phường Hoà Xuân, Quận Cẩm Lệ, Thành phố Đà Nẵng, Việt Nam
Điện thoại: 028.66570570 Fax:
Email: Website:

3. Thông tin về người đứng đầu
Họ và tên: NGUYỄN ĐỨC CHÍ Giới tính: Nam
Sinh ngày: 14/05/1995 Dân tộc: Kinh Quốc tịch: Việt Nam
Loại giấy tờ pháp lý của cá nhân: Chứng minh nhân dân
Số giấy tờ pháp lý của cá nhân: 215344555
Ngày cấp: 17/09/2010 Nơi cấp: Công an Tỉnh Bình Định
Địa chỉ thường trú: Thôn Công Lương, Xã Hoài Mỹ, Thị xã Hoài Nhơn, Tỉnh Bình Định, Việt Nam
Địa chỉ liên lạc: Thôn Công Lương, Xã Hoài Mỹ, Thị xã Hoài Nhơn, Tỉnh Bình Định, Việt Nam

4. Hoạt động theo ủy quyền của doanh nghiệp
Tên doanh nghiệp: CÔNG TY TNHH THƯƠNG MẠI DỊCH VỤ KỸ THUẬT VIỆT NGUYỄN
Mã số doanh nghiệp: 0311462335
Địa chỉ trụ sở chính: 211/10/1 Vĩnh Viễn, Phường 04, Quận 10, Thành phố Hồ Chí Minh, Việt Nam

TRƯỞNG PHÒNG

Đoàn Việt Tiến

SỞ KẾ HOẠCH VÀ ĐẦU TƯ
THÀNH PHỐ HÀ NỘI
PHÒNG ĐĂNG KÝ KINH DOANH

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập – Tự do – Hạnh phúc

**GIẤY CHỨNG NHẬN ĐĂNG KÝ HOẠT ĐỘNG
VĂN PHÒNG ĐẠI DIỆN**

Mã số văn phòng đại diện: 0311462335-002
Đăng ký lần đầu, ngày 29 tháng 01 năm 2019
Đăng ký thay đổi lần thứ: 2, ngày 09 tháng 02 năm 2023

1. Tên văn phòng đại diện:
VĂN PHÒNG ĐẠI DIỆN TẠI HÀ NỘI - CÔNG TY TNHH THƯƠNG MẠI DỊCH VỤ KỸ THUẬT VIỆT NGUYỄN
Tên văn phòng đại diện viết bằng tiếng nước ngoài:
Tên văn phòng đại diện viết tắt: REPRESENTATIVE OFFICE IN HANOI – VIET NGUYEN TECHNOLOGY SERVICE TRADING COMPANY LIMITED

2. Địa chỉ:
Tầng 1 Tòa nhà Intracom Cầu Diễn, số 33 Cầu Diễn, Phường Phúc Diễn, Quận Bắc Từ Liêm, Thành phố Hà Nội, Việt Nam
Điện thoại: 0984 901 617 Fax:
Email: Website:

3. Thông tin về người đứng đầu
Họ và tên: NGUYỄN PHAN TUYẾT TRINH Giới tính: Nữ
Sinh ngày: 15/09/1988 Dân tộc: Kinh Quốc tịch: Việt Nam
Loại giấy tờ pháp lý của cá nhân: Thẻ căn cước công dân
Số giấy tờ pháp lý của cá nhân: 056188010721
Ngày cấp: 04/05/2022 Nơi cấp: Cục Cảnh Sát Quản Lý Hành Chính Về Trật Tự Xã Hội

Địa chỉ thường trú: Thôn Suối Môn, Xã Cam Phước Đông, Thành Phố Cam Ranh, Tỉnh Khánh Hòa, Việt Nam
Địa chỉ liên lạc: 163A Trường Chinh, Phường Tân Thới Nhất, Quận 12, Thành phố Hồ Chí Minh, Việt Nam

4. Hoạt động theo ủy quyền của doanh nghiệp
Tên doanh nghiệp: CÔNG TY TNHH THƯƠNG MẠI DỊCH VỤ KỸ THUẬT VIỆT NGUYỄN
Mã số doanh nghiệp: 0311462335
Địa chỉ trụ sở chính: 211/10/1 Vĩnh Viễn, Phường 04, Quận 10, Thành phố Hồ Chí Minh, Việt Nam

TRƯỞNG PHÒNG

Đỗ Thanh Huyền



VIET NGUYEN CO.,LTD



vietCALIB®
Done Differently
Bảo Trì - Hiệu Chuẩn - Đào Tạo

Technology & Science



066 870

I. Introduction VIET NGUYEN CO.,LTD



HCM Office

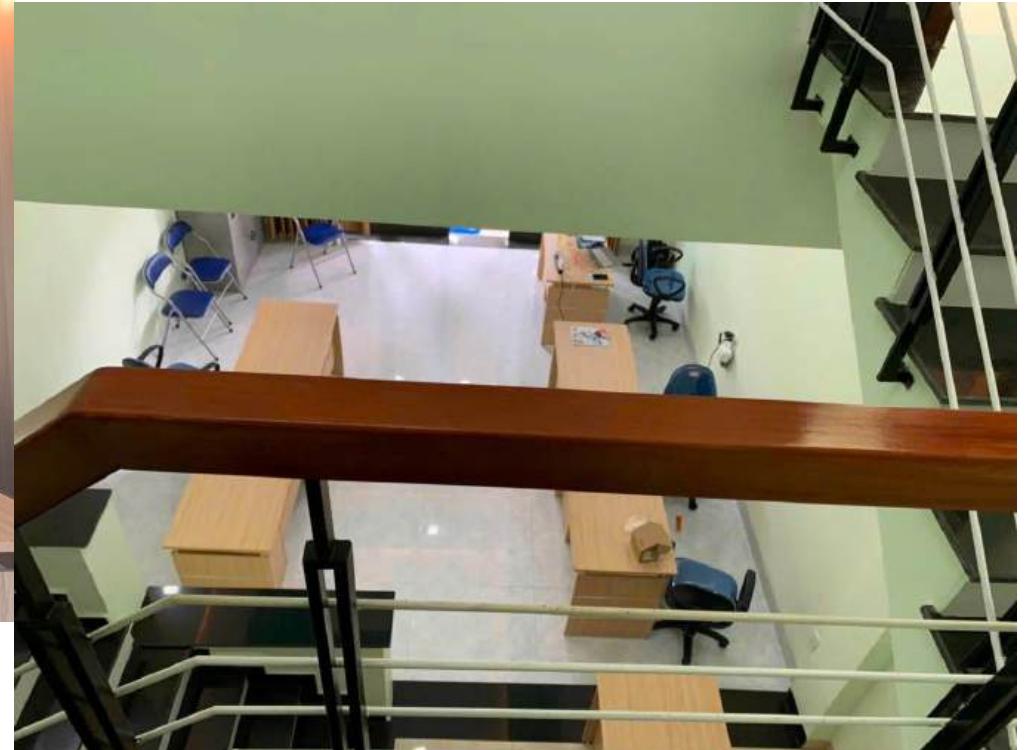
VIET NGUYEN CO.,LTD

I. Introduction Viet Nguyen Co.,Ltd

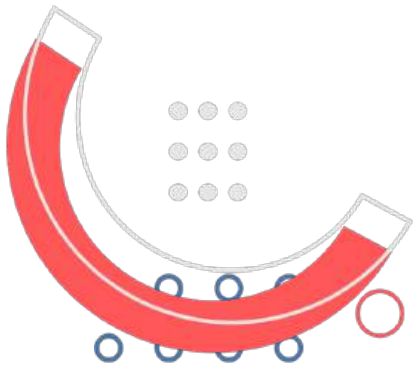


VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

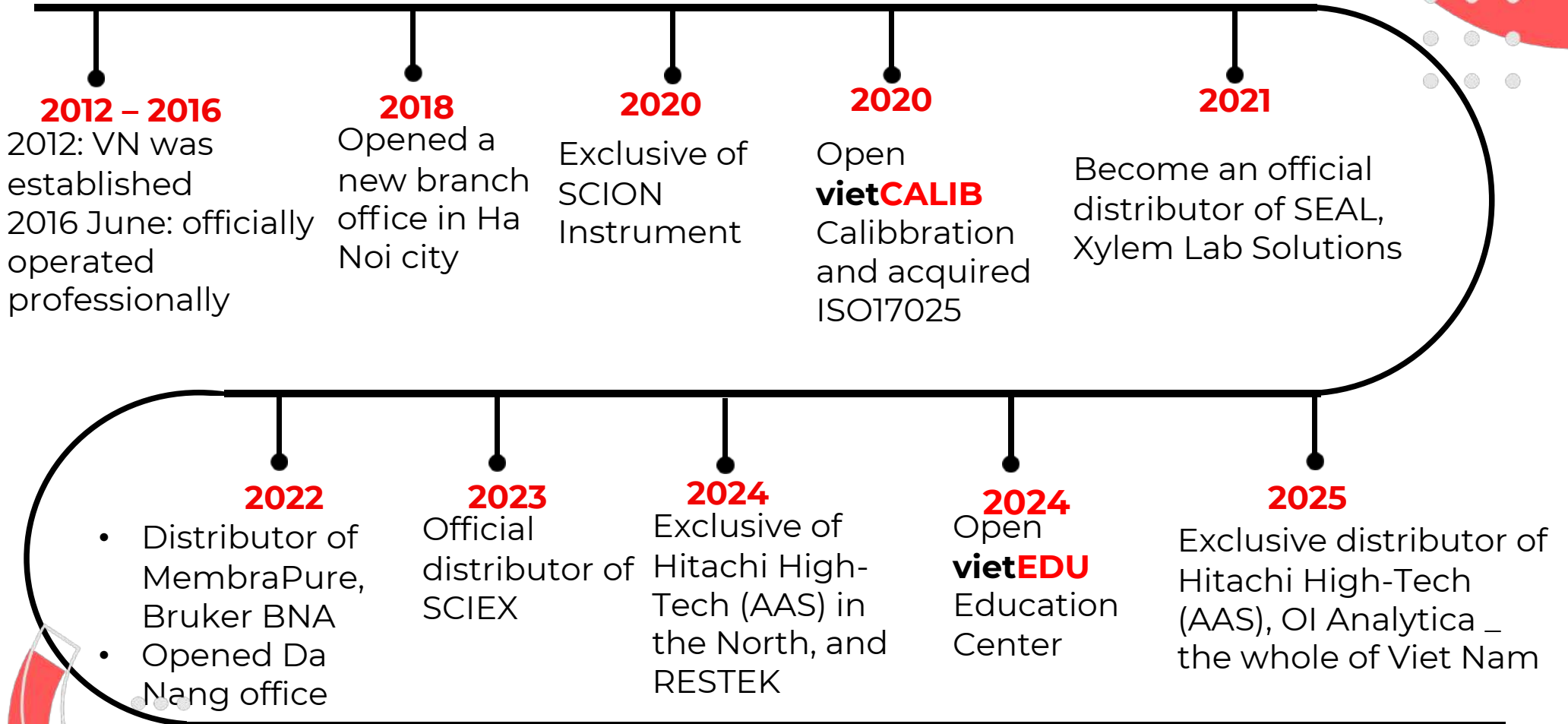


Da Nang Office



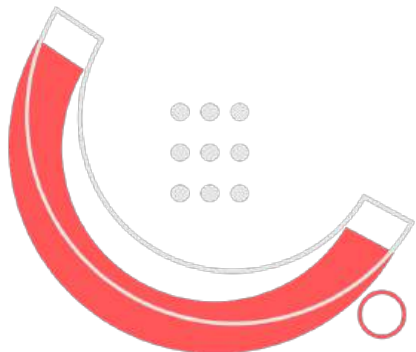
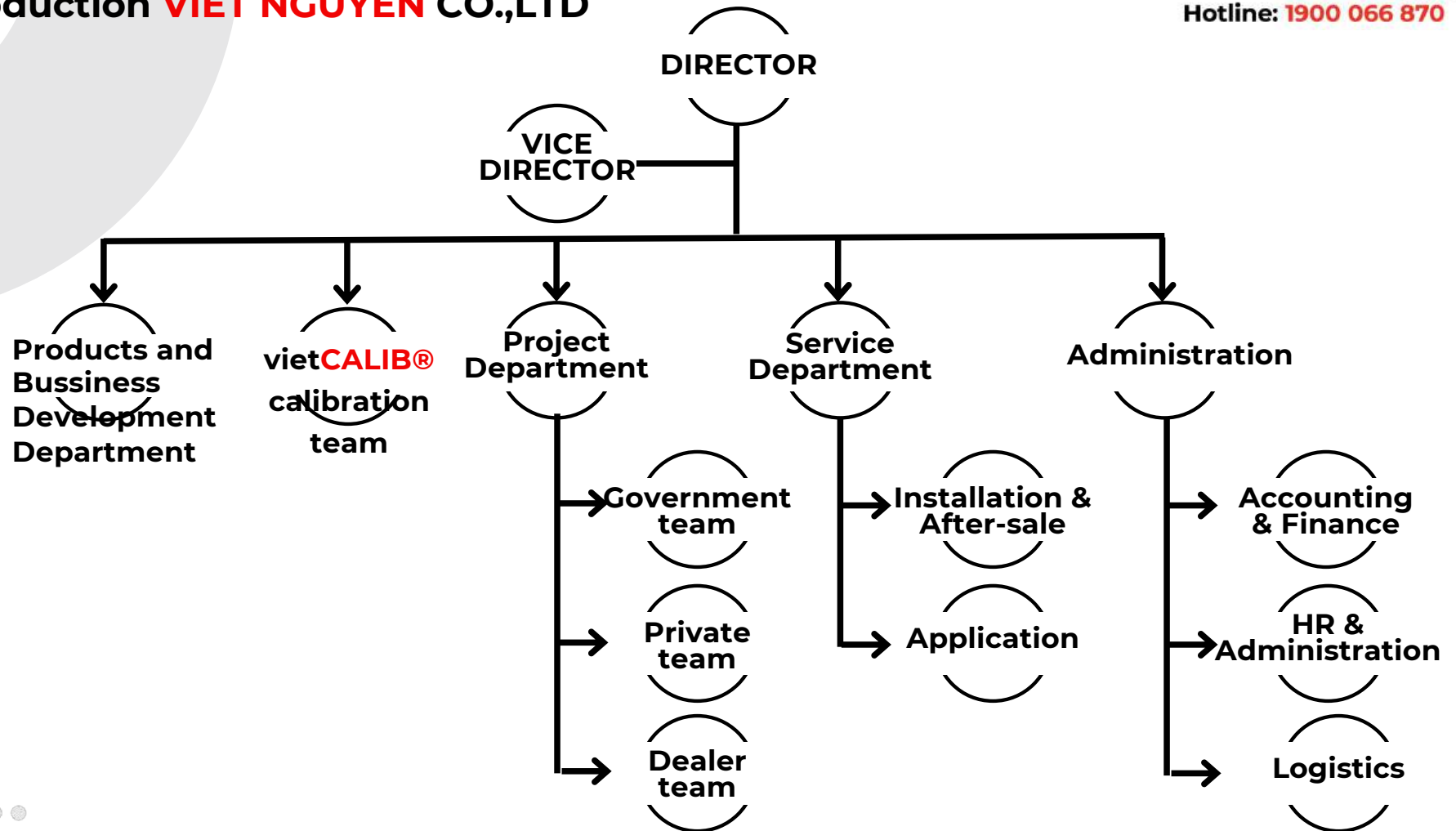
VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

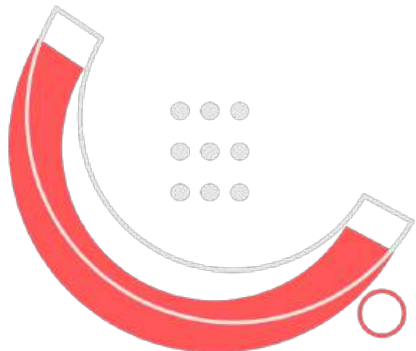


VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

Total: 52 personnel, includes:

- Director: 01
- Vice Director: 01 (Service and Application)
- Sales/ Project Department: 18
 - (1) Government sale team: 07 (HA NOI: 03 – HCM: 03 – DA NANG: 01)
 - (2) Private sale team: 09 (HA NOI: 04 – HCM: 04 – DA NANG: 01)
 - (3) Dealer: 02 (HA NOI: 01 – HCM: 01)
- Product and Business Development Department: 04 (HA NOI: 02 – HCM: 02)
- Tender team: 01
- IT team: 01
- Application: 03 (HA NOI: 01 – HCM: 02)
- Service Department: 11 (HA NOI: 05 – HCM: 05 – DANANG: 01)
- **vietCALIB®** technical team: 05
- Purchasing & Logistics: 02
- Administration: 05



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD



Customers segmentation:

- Government: Directorate, Committee, Department, Institute, Research Center
- Private: Factories and relevant industrial fields; Testing Labs
- Dealers, Trading companies, Main Contractors



Private



Dealer



Government

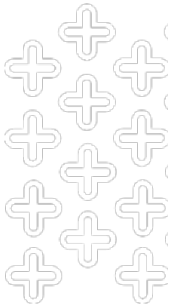
VIET NGUYEN CO.,LTD



I. Introduction VIET NGUYEN CO.,LTD

Customers are:

- (1) EDUCATION:** HCM University of Science and Technology, Natural Resources and HCM Natural Sciences, Hanoi University of Science and Technology, Da Nang Pedagogical University, Vietnam-France University, etc
- (2) SCIENCE AND TECHNOLOGY:** Department of Quality Measurement, Center for Application of Science and Technology, Technical Center for Standards and Quality Measurement, etc
- (3) ENVIRONMENT:** Laboratory of General Department of Environment in Central and Southern Regions, CEM in provinces...
- (4) Testing Lab:** TUV SUD, SGS, Intertek, Eurofins, Warrantek, etc
- (5) Criminology:** Environmental Police C09 (~20 provinces), Forensic Technical Department of provinces, Criminal Science Viet Nam Da Nang, HCM,
- (6) HEALTH & MEDICAL:** Center drug testing, NIFC, Hanoi Food Safety and Hygiene Institute, provincial testing centers, CDC in provinces (Many projects are about to replace old machines)
- (7) AGRICULTURE:** Department of Plant Protection, NAFI Brands, seafood centers in regions and provinces
- (8) MANUFACTURING FACTORY:** Companies- manufacturing **Pharmaceuticals (Bidiphar, FKB, Traphaco....)**, and cosmetics, (~80 companies each has relationships with and has worked with), Fertilizer (Phu My Fertilizer, Ca Mau Fertilizer, Binh Dien Fertilizer,..)



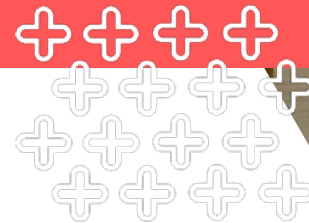
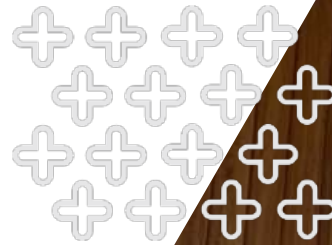
THE WORLD BANK



Marketing & Business Development Activities



We commit to comply with legal regulations,
with the slogan ***"More Than Just a Contract"***



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

- Workshop about **Education - Can Tho University**



vietCALIB®
Done Differently
Bảo Trì - Hiệu Chuẩn - Đào Tạo



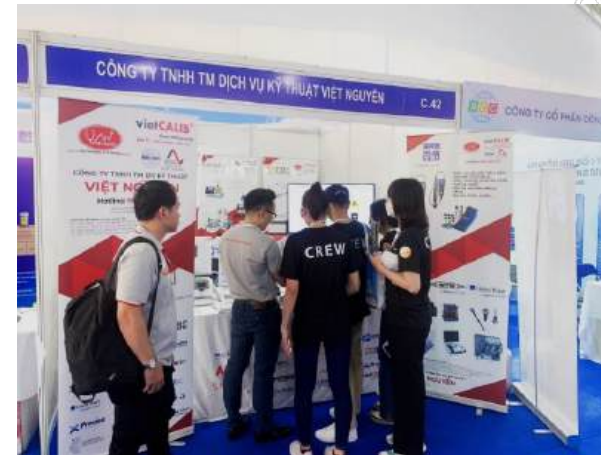
Hotline: 1900 066 870



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

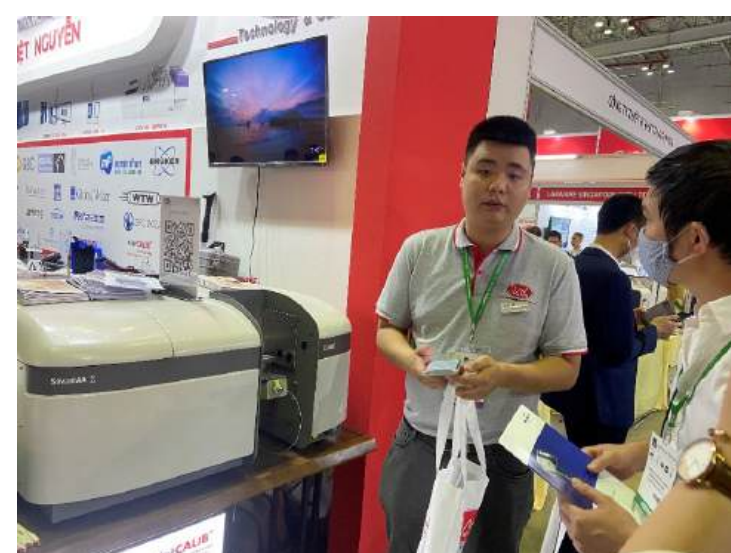
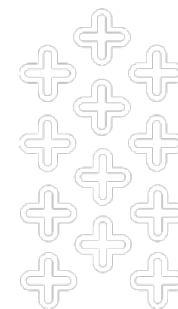
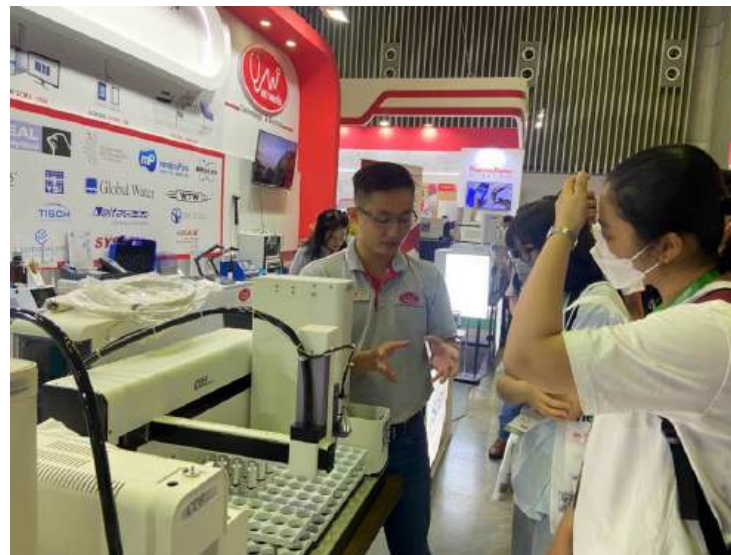
- Exhibition VIETSHRIMP in Can Tho province



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

- Exhibition Analytica 2023 Vietnam



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

- Viet Nguyen Co., Ltd. at The 6th Rencontres de Quy Nhon: International Biology Conference



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

- Viet Nguyen Co., Ltd. at **The 6th International Conference on Chemical Engineering, Food and Bio-Technology and the 27th Regional Symposium on Chemical Engineering** was held in Ho Chi Minh City, Vietnam



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

- Viet Nguyen Co., Ltd. at **The OPPORTUNITIES AND CHALLENGES IN APPLYING FUNCTIONAL OMICS RESEARCH FOR BIOMEDICAL AND PHARMACEUTICAL SCIENCES**, hold at TDT University



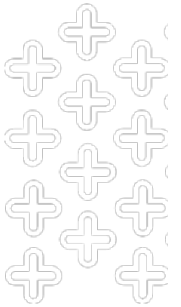
VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

Business Development Activities



Hotline: 1900 066 870



Presentation at CONTROL UNION
TESTING LAB



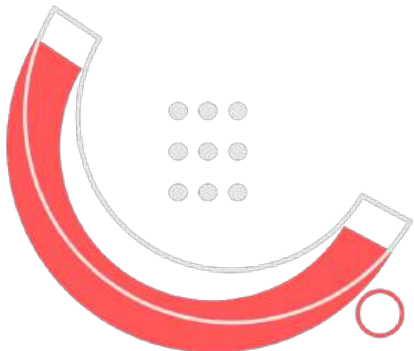
Presentation at WARRANTEK



Seminar at HUE UNIVERCITY
_EDUCATION



Workshop at LAM DONG TECHNOLOGY and SCIENCE
DEPARTMENT
_GOVERNMENT



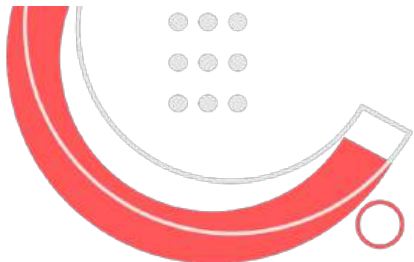
VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

Business Development Activities



**Seminar at UNIVERSITY of Science
PFAS Application – Market Educate**

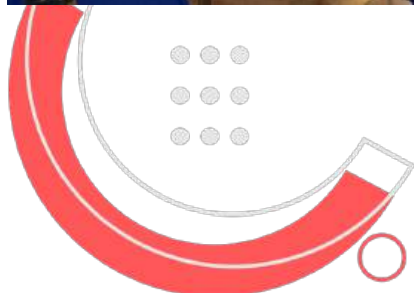
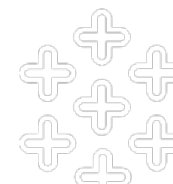


VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD



Hotline: 1900 066 870



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD Introduce LCMSMS and Nitrosamin Analysis at Pharma Day

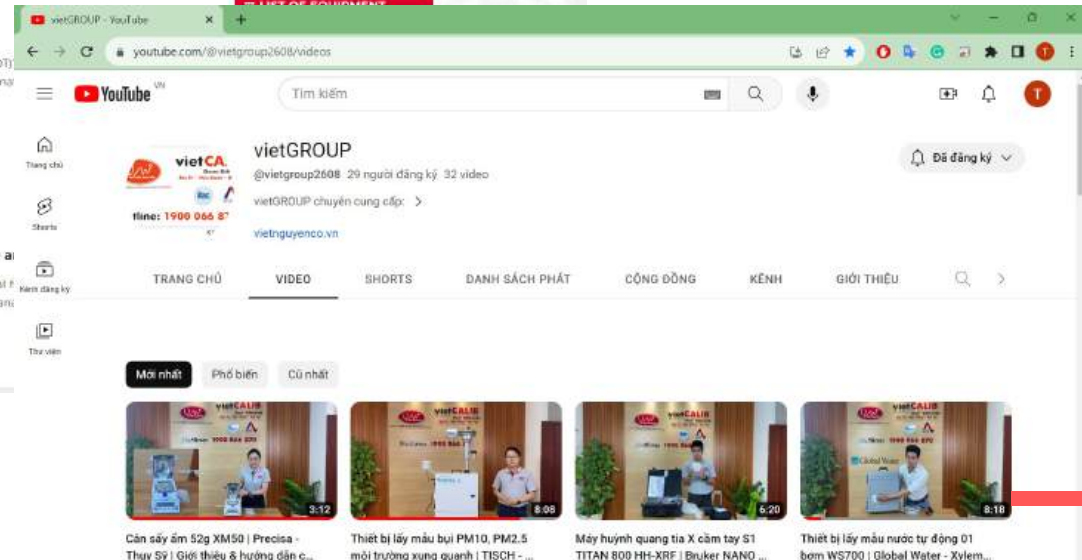
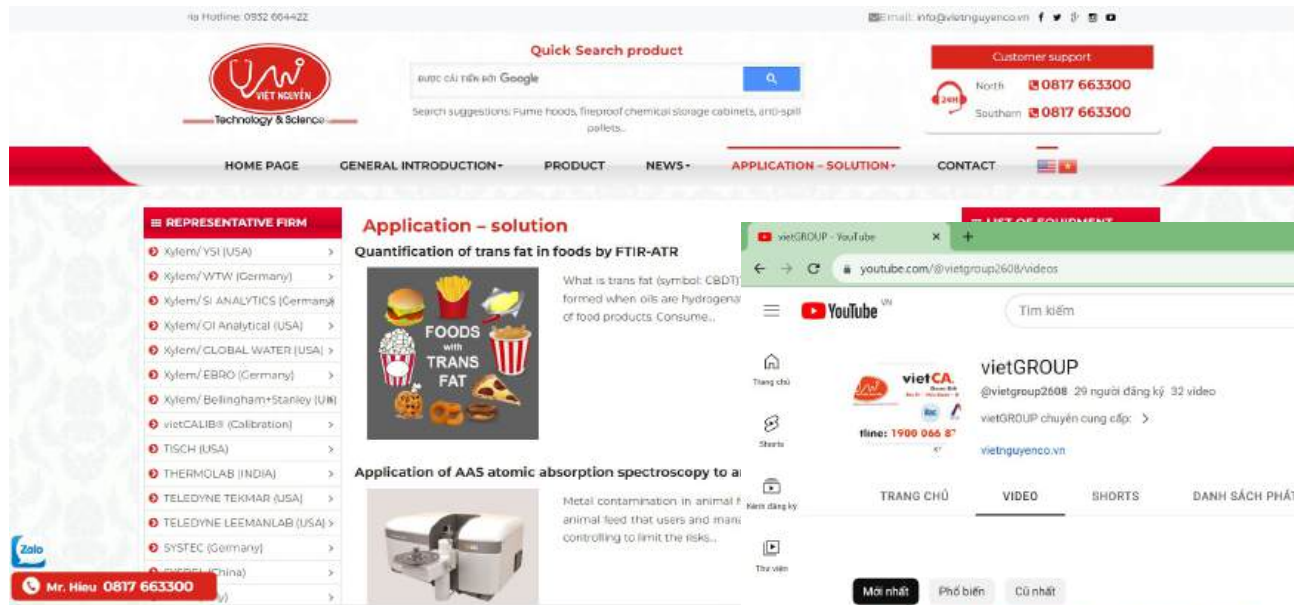
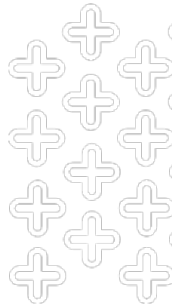


VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

Online Marketing Activities

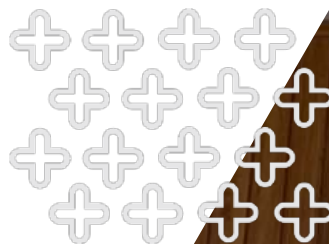
- Website: <https://vietnguyenco.vn>
- Fan pages: Facebook, Linked In
- Youtube: <https://www.youtube.com/@vietgroup2608/videos>
- Email Marketing



All brands are distributed by Viet Nguyen Co.,Ltd



We commit to comply with legal regulations, with the slogan ***"More Than Just a Contract"***



Brands distributions by Viet Nguyen



LETTER OF AUTHORIZATION (LOA)

DocuSign Envelope ID: 7D31FDA7-21AB-46CF-B268-F34FF169D308



LETTER OF AUTHORIZATION

19 March 2025

To Whom It May Concern

We, AB ScieX Pte. Ltd. ("SCIEX"), hereby certify that

Viet Nguyen Technology Service Trading Company Limited
N36 Street 11, Tan Thoi Nhat Ward, 12 Dis., Ho Chi Minh City, Vietnam

is distributor of SCIEX, and is authorized to market and sell the following SCIEX products and provide service, installation and training for customers in Vietnam ("Territory")

- Mass Spec and CE/Separations product portfolios including instruments, software, accessories, spare parts, reagents and consumables and third-party products
- Service Plans ("Products").

pursuant to the parties Distributor Agreement dated 1 April 2023. This authorization is valid through March 31, 2026 or such earlier time as you are notified by SCIEX.

SCIEX warrants the goods offered in accordance with the scope, terms and conditions of our applicable standard limited product warranty of twelve (12) months or such longer period as set out in an extended warranty purchased by the customer. For confirmation of Distributor's status as an authorized distributor in this Territory, kindly email such request to: legalrequests@scieX.com.

Sincerely,

DocuSigned by:
Micael Morvik
AFF9F8EE295C4E0

Micael Morvik

Authorized Representative

33 Marsiling Industrial Estate Road 3 #04-06, 739256, Singapore



Hotline: 1900 066 870

HITACHI
Inspire the Next

Date: 20/1/2025

To whom it may concern.

Letter of Authorization

We, Hitachi High-Tech Scientific Solutions Co., LTD, registered the address below and hereinafter referred to as sole distributor of Hitachi High-Tech in Asia Pacific.

This is to certify that

Viet Nguyen Technology Service Trading Co., LTD

Address: 211/10/1 Vinh Vien Str, Ward 4, Dia 10, Ho Chi Minh City

is our exclusive distributor for sales, marketing, bids and technical service of Hitachi High-Tech Atomic Absorption Spectrophotometer products and their accessories in **WHOLE** Vietnam.
This certificate will be valid until 31st Dec 2025.

Your faithfully,

For and on behalf of Hitachi High-Tech Scientific Solutions Co., LTD

For and on behalf of
Hitachi High-Tech Scientific Solutions Co., Limited
日立科学儀器有限公司

Authorized Signature

Name: Raymond Lai

Position: Product Manager

Hitachi High-Tech Scientific Solutions Co., Ltd.
Unit 01, 20/F, Tower 1, Ever Gain Plaza, 89 Container Port Road, Kwai Chung, N.T.
Phone no. 3841 1200 Fax no. 3841 1222
www.hitachi-hightech.com
https://www.hitachi-hightech.com/global/product_list/754ems1

LETTER OF AUTHORIZATION (LOA)



Hotline: 1900 066 870



LETTER OF AUTHORIZATION

Date: 3rd November, 2023

To whom it may concern

We, Scion Instruments (NL) B.V. who are having head office at Amundsenweg 22-24, 4462 GP Goes

We herewith confirm that the following company, named:

VIET NGUYEN TECHNOLOGY SERVICE TRADING Co.,LTD

Head office : 211/10/1 Vinh Vien Str., 4th Ward, Dist. 10, Ho Chi Minh City, Viet Nam
HANOI office : 1st Fl., Intracom Building, No.33 Cau Dien str., Cau Dien ward, Nam Tu Liem Dist
HCM Office : N36 - 11 Street, 38 ha Resettlement Area, TanThoi Nhat ward, District 12, HCM
DaNang office : 10 Lo Giang 5 Str., Hoa Xuan ward, Cam Le Dist., Da Nang city
Tel : (+84).28 66 570570 | (+84).24 32 009276 | (+84). 23.66 565570
Website : www.vietnguyenco.vn

Is the official authorized distributor for the supply and service of the entire range of, Scion Instruments products of HPLC, GC, GCMS, GCMSMS, Columns, spares, and consumables in Vietnam..

VIET NGUYEN TECHNOLOGY SERVICE TRADING Co.,LTD is also an authorized service partner; trained and certified by the factory to provide after-sales technical support and repair services for our products.

This letter is valid through December 31st, 2025.

Sign :



Name: Ray Wong

Title: Export Manager

membraPure GmbH, Wolfgang Künzter Strasse 14, 16761 Hennigsdorf, Germany

Authorization Letter

10th, Jan 2025

We, M/s membraPure GmbH, having our registered office at Wolfgang Künzter Str 14, 16761 Hennigsdorf, Germany, do hereby declare that we are the manufacturer of the following items:

**Amino Acid Analyzer
Ion Chromatograph
TOC Analyzer
Water Purification Systems**

We do hereby appoint

Viet Nguyen Technology Service Trading Co., LTD

Website: www.vietnguyenco.vn
Email: info@vietnguyenco.vn
Head Office: 211/10/1 Vinh Vien Str., 4th Ward, Dist. 10, HCMC, Viet Nam
Tel: 028.66 570 570

As our **authorized agent** for sales and service of **Water Purification Systems and TOC Analyzer for all Market** in Vietnam and therefore, they are authorized to submit quotes, participate in bids and tenders, and provide both warranty and post-warranty service on behalf of membraPure GmbH.

membraPure GmbH
Dr. Erdmann Flindt
Director International Sales

Effective: 01st Jan 2025 – 31st Dec 2025

SCION Instruments HQ
Livingston Business Centre,
Kirkton Road South, Livingston,
EH54 7FA, Scotland, UK.
Tel: +44 1506 300 200
sales-eu@scioninstruments.com
www.scioninstruments.com

SCION Instruments NL BV
4462, Goes,
Amundsenweg 22-24,
The Netherlands
Tel: +31 113 348 926
sales-eu@scioninstruments.com
www.scioninstruments.com

Tel: +49 3302 201 20 0
Fax: +49 3302 201 20 21
info@membraPure.de

Geschäftsführer: Dr. E. Flindt
HRB-Nr.: 9604 Amtsgericht Neunuppin
Umsz. ID: DE160260388

Bankverbindung:
Volksbank Alzey-Worms eG
IBAN: DE02 5509 1200 0099 179802

LETTER OF AUTHORIZATION (LOA)

Edinburgh Instruments Ltd
2 Bain Square,
Kirkton Campus,
Livingston,
West Lothian
EH54 7DQ
United Kingdom

Telephone
+44(0) 1506 425 300
Facsimile
+44(0) 1506 425 320

Email
enquiries@edininst.com
Website
www.edininst.com



3rd July 2023

LETTER OF AUTHORIZATION

To Whom It May Concern,

We, Edinburgh Instruments Ltd. who are established and reputable manufacturers of laboratory equipment, having office at 2 Bain Square, Kirkton Campus, Livingston, EH54 7DQ, hereby authorize:

VIỆT NGUYỄN TECHNOLOGY SERVICE TRADING Co. Ltd
ID TAX: 0311 462 335

Head office: 211/10/1 Vinh Vien Str.,
4th Ward, Dist. 10,
Ho Chi Minh City,
Viet Nam

HCM office: N36 - 11 Street, 38 ha Resettlement Area,
TanThoi Nhat Ward,
District 12, HCM City

Ha Noi office: 1st Fl., Intracom Building,
No.33 Cau Dien str.,
Cau Dien Ward, Nam Tu Liem Dist,
Ha Noi City

DaNang office: 10 Lo Giang 5 Str.,
Hoa Xuan ward, Cam Le Dist.,
Da Nang City

Can Tho office: 275 Xuan Thuy Str.,
An Binh ward, Ninh Kieu Dist,
Can Tho City

Tel: (+84).28 66 570570 | (+84).24 85 871871 | Hotline: +84817 663300
Contact: Mr. Nguyen Hoang Long – Managing Director
Email: long@vietnguyenco.vn | info@vietnguyenco.vn
Web: www.vietnguyenco.vn

; as an authorized agent and distributor of Edinburgh Instruments Ltd. products in Viet Nam.

Edinburgh Instruments Ltd. Registered in England and Wales No: 902331. VAT No: GB 271 7379 37



Hotline: 1900 066 870



Bruker Nano GmbH - Am Studio 2D - 12489 Berlin - Germany

To whom it may concern

Bruker Nano GmbH
Am Studio 2D
12489 Berlin
Germany
Tel: +49 (30) 870990-0
Fax: +49 (30) 870990-30
info.bn@bruker.com
www.bruker.com

Letter of Appointment

We, Bruker Nano GmbH, Am Studio 2D, 12489 Berlin, Germany herewith confirm that

VIET NGUYEN TECHNOLOGY SERVICE TRADING CO., LTD
211/10/1 Vinh Vien Street,
Ward 04, District 10, Ho Chi Minh City
Vietnam

has been appointed as our authorized Distributor in the territory of

Vietnam

of our handheld and mobile XRF Spectrometers

S1 Titan series, Tracer series, CTX series, incl. spare parts and accessories.

This letter of Appointment is valid calendar year 2025. Bruker Nano GmbH will give full support to enable our Distributor to sell, install, maintain and service our products.

Berlin, January 8th, 2025

Bruker Nano GmbH

Thomas Schuelein
Managing Director

Bruker Nano GmbH
Am Studio 2D
12489 Berlin - Germany

Geschäftsführer
Dipl.-Ing. Thomas Schuelein

Bankverbindung
Sparbank Berlin AG
BIC: SBW1333
SWIFT BIC: DEUT33HAN33

USt-IdNr.: DE 250443248
Steuernr.: 234505280
Angebot Berlin-Charlottenburg
HTB 0040

LETTER OF AUTHORIZATION (LOA)



LETTER OF EXCLUSIVE AUTHORIZATION

Date: 01st Jan, 2025

TO WHOM IT MAY CONCERN,

We, **SEAL Analytical**, are established and reputable manufacturers of laboratory equipment, having factory at:

- Werkstrasse 5, D-22844 Norderstedt Germany,
- 6501 West Donges Bay Road Mequon, Wisconsin 53092 USA
- Provincienbaan 4 5121 DL Rijen The Netherlands

hereby authorize

VIET NGUYEN TECHNOLOGY SERVICE TRADING Co.,LTD

Head office : 211/10/1 Vinh Vien Str., 4th Ward, Dist. 10, Ho Chi Minh City, Viet Nam
HANOI office : No. 33 Cau Dien Street, Ward. Phuc Dien – Q. Bac Tu Liem, Hanoi
HCM Office : N36 - 11 Street, 38 ha Resettlement Area, TanThoi Nhat ward, District 12, HCM
DaNang office : 10 Lo Giang 5 Str., Hoa Xuan ward, Cam Le Dist., Da Nang city
Tel : (+84).28 66 570570 | (+84).24 32 009276 | (+84). 23.66 565570
Website : www.vietnguyenco.vn | www.vietcalib.vn

Is authorized to distribute, store, and sell our products for final users/end users for projects in Vietnam.

VIET NGUYEN TECHNOLOGY SERVICE TRADING Co., LTD is also an authorized service partner, trained and certified by the factory to provide after-sales technical support and repair services for our products.

This letter is valid through December 31st, 2026

For and on behalf of Seal Analytical GmbH.



Laurent CLOUSIER
EMEA & Asia Sales Director

SEAL Analytical GmbH
Werkstrasse 5
D-22844 Norderstedt

SEAL Analytical GmbH - Werkstrasse 5 - 22844 Norderstedt - Germany
Phone +49 40 620 29 20-00 | Fax +49 40 620 29 20-02 | info.germany@seal-analytical.com | www.seal-analytical.com | Part of the Ponsair plc group
Managing Directors: Holger Eachert, Mark Osborne, Ben Slocka, Chris Tyler - HRB-Nr. 8665 KI - WEEE Reg. Nr. DE 49882194

Page 2/2



Xylem Water Solutions Singapore Pte Ltd
3A International Business Park
#10-10/18 ICOM@IBP
Singapore 609935
UEN: 1962D4618G

Date: 10 August 2023

TO WHOM IT MAY CONCERN

We hereby confirm that **VIỆT NGUYỄN TECHNOLOGY SERVICE TRADING Co.LTD** is the **exclusive distributor** for the following range of products under OI Analytical, a Xylem company for the country of Vietnam.

- 1) Laboratory and Online TOC and Solids module

They are authorized to sell and provide services related to these product ranges and use the OI Analytics, a Xylem Company, its logo for sales, marketing and promotion in Vietnam.

This letter is valid until 31st December 2027 and will be renewed annually thereafter.

Yours sincerely,



Benjamin Chiang
Business Development Manager
Lab, Process, System and Service
SEA Xylem Analytics
Benjamin.chiang@xylem.com

LETTER OF AUTHORIZATION (LOA)



Scientific Production Company "Doza", Ltd

Date: July 31, 2023

LETTER OF AUTHORIZATION

We, Scientific Production Company "Doza", Ltd., being an established and reputable manufacturer of radiation monitoring equipment founded in 1991 with headquarters at Georgievskiy prospekt 5, Zelenograd, Moscow 124498, Russia; Tel : +7(495) 777-84-85, e-mail: info@doza.ru, do hereby declare

VIET NGUYEN TECHNOLOGY SERVICE TRADING Co., LTD

Head office: 211/10/1 Vinh Vien Str., 4th Ward, Dist. 10, Ho Chi Minh City, Viet Nam
HANOI office: 138 Phuc Dien str., Xuan Phuong ward, Nam Tu Lien Dist., HaNoi
HCM Office: N36 -11 Street, 38ha Resettlement Area, TanThoi Nhat ward, Dist 12, HCM
DaNang office: 59 Phạm Tu str., Phuoc My ward, Son Tra Dist., Da Nang
Tel: (+84).28 66 570570 | (+84).24 32 009276 | (+84). 23.66 565570
Website: www.vietnguyenco.vn | www.vietcalib.vn

to be an authorized agent and distributor of SPC "Doza", Ltd. product Alpha/beta radiometer UMF-2000 for low level activity measurements in the Country of Viet Nam. VIET NGUYEN TECHNOLOGY SERVICE TRADING Co., LTD are authorized by us to participate in tenders and offer our equipment manufactured by SPC "Doza", Ltd., installation, technical training and support. We hereby commit that SPC "Doza", Ltd. will furnish our products under the highest level of quality standards.
Valid until December 31, 2024

Best regards,
Commercial Director
SPC "Doza", Ltd.



Alexey Andreev

Georgievskiy prospekt 5,
Zelenograd, Moscow, 124498, Russia

Tel: +7 (495) 777 8485
www.doza.ru

VAT no. 7735542228
Certified ISO 9001, ISO / IEC 17025



Leaders in GC Sample Introduction Technology

Date: 14, 07, 2020

LETTER OF AUTHORIZATION

TO WHOM IT MAY CONCERN,

We, **CDS Analytical, LLC.**, who are established and reputable manufacturers of laboratory equipment, having its principal office and place of business at **465 Limestone Road, P.O. Box 277, Oxford, Pennsylvania 19363-0277 USA**, hereby authorize

VIỆT NGUYỄN TECHNOLOGY SERVICE TRADING Co.,LTD

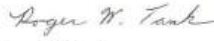
Head office: 211/10/1 Vinh Vien Str., 4th Ward, Dist. 10, Ho Chi Minh City, Viet Nam
(1) HANOI office: 138 Phuc Dien str., Xuan Phuong ward, Nam Tu Lien Dist., HaNoi
(2) HCM Office: N36 -11 Street, 38 ha Resettlement Area, TanThoi Nhat ward, District 12, HCM
(3) DaNang office: 59 Phạm Tu str., Phuoc My ward, Son Tra Dist., Da Nang
Tel: (+84).28 66 570570 | (+84).24 32 009276 | (+84). 23.66 565570
Contact: **Mr. Nguyen Hoang Long - Managing Director**
Email: long@vietnguyenco.vn | info@vietnguyenco.vn
Web: www.vietnguyenco.vn

Is an authorized agent and distributor of **CDS Analytical, LLC.**, products in the Country of Viet Nam

They are authorized by us to participate in this Project in Viet Nam, offer **CDS Analytical, LLC.**, instruments, installation, technical training, and support.

We hereby commit that **CDS Analytical, LLC.**, will furnish our products under the highest level of quality standards.

For and on behalf of **CDS Analytical LLC.**

Sign: 
Name: Roger W. Tank
CDS Sr. Sales Manager

465 Limestone Road, P.O. Box 277, Oxford, PA 19363-0277 USA
Phone: 610.932.3638 • Toll Free (USA and Canada): 800.541.6593 • Fax: 610.932.4158
Web: <http://www.cdsanalytical.com>



SCIEX Triple Quad™ Systems (QQQ)

- Triple Quad 3500 LC-MS/MS
- Triple Quad 4500 LC-MS/MS
- Triple Quad 5500+ LC-MS/MS\
- Triple Quad 6500+ LC-MS/MS Triple Quad 7500 LC-MS/MS

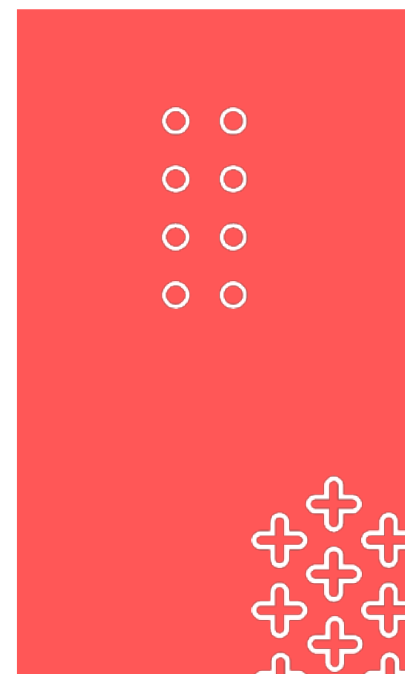
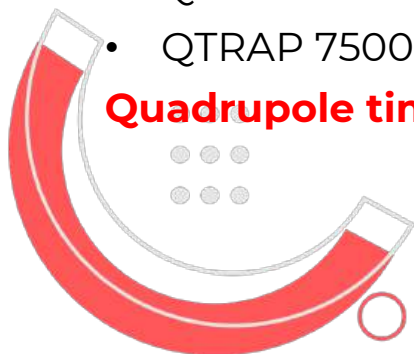
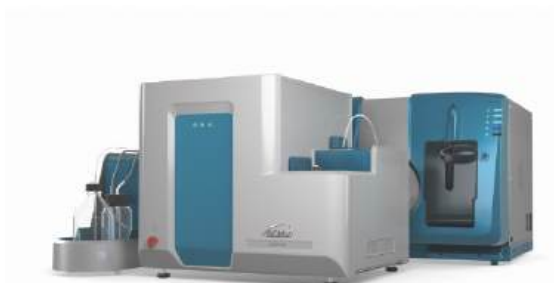
SCIEX QTRAP® Systems (linear ion trap)

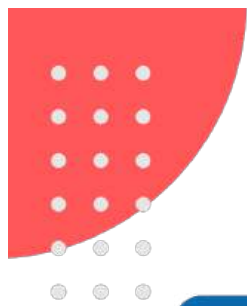
- QTRAP 4500 LC-MS/MS
- QTRAP 5500+ LC-MS/MS
- QTRAP 6500+ LC-MS/MS
- QTRAP 7500 LC-MS/MS

Quadrupole time-of-flight (QTOF)

Systems

- SCIEX X500R QTOF System
- SCIEX X500B QTOF System
- ZenoTOF® 7600 QTOF System

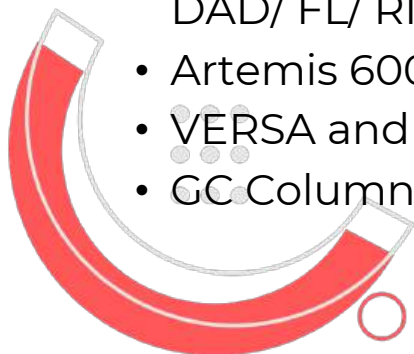




SCION INSTRUMENTS

A Techcomp Company

- Gas Chromatography SCION 8300-GC
- Gas Chromatography SCION 8500-GC
- MS Gas Chromatography 01 Quadrupole GCMS SCION SQ8700
- MS Gas Chromatography 03 Quadrupole GCMSMS SCION TQ8900
- GC Analysers
- High-pressure liquid chromatography HPLC SCION LC 6000 with various kinds of detectors UVVIS/ DAD/ FL/ RI/ ELSD
- Artemis 6000 Amino Acid Analyzer A6000
- VERSA and HT3 Headspace Sample
- GC Columns

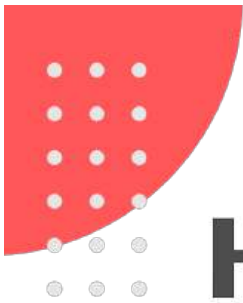


Gas Chromatography SCION 8300-GC & 8500-GC



SCION LC6000 & detectors





HITACHI

Inspire the Next

- AAS Spectrophotometer



ZA4000
(Flame/Graphite Tandem)

New line-up



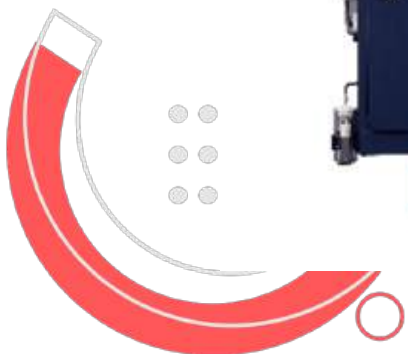
ZA4800
(Rapid Sequential Flame)

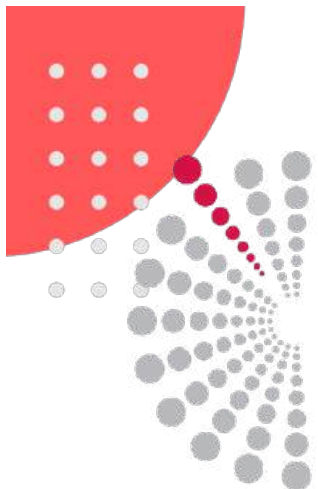


ZA4300
(Flame)



ZA4700
(Graphite)





EDINBURGH INSTRUMENTS

- Dual Beam UV-Vis Spectrophotometer
- Transient absorption spectrometers
- Fluorescence Spectrometers
- Raman Microscopes
- FTIR



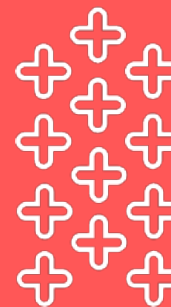
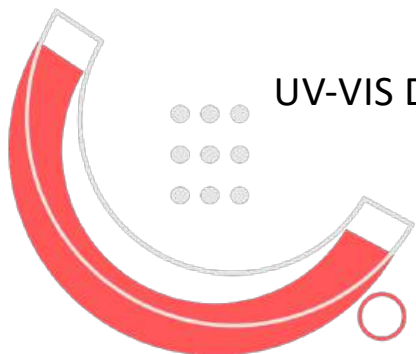
UV-VIS D55

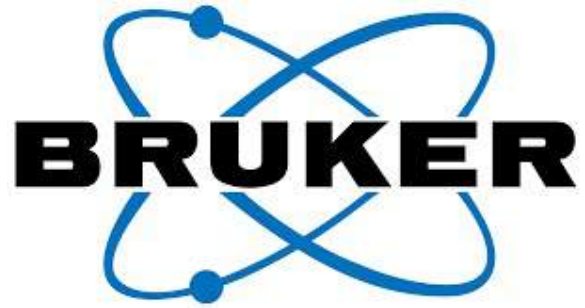
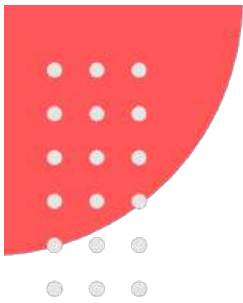


Fluorescence Spectrometers

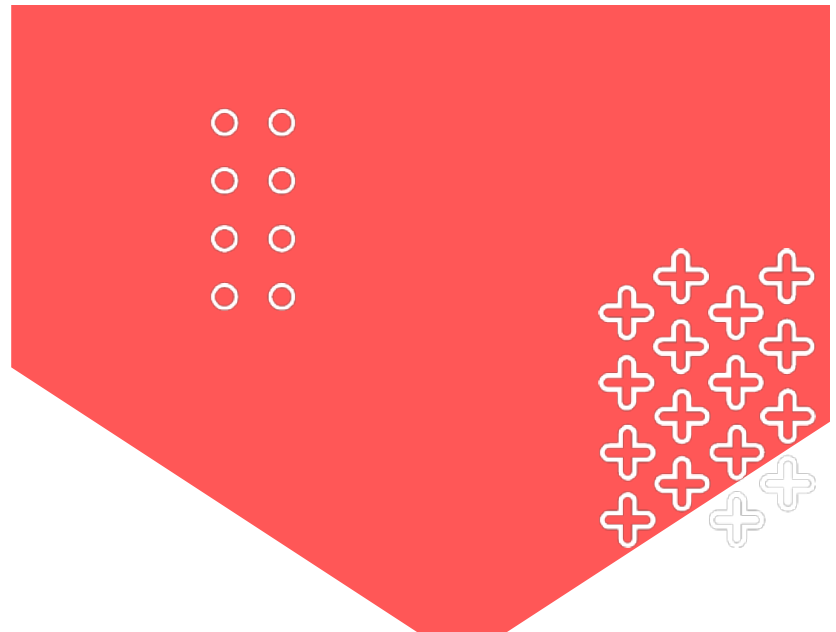


Raman Microscopes





- Handheld XRF
- Bendtop XRF



S1 Titan



Tracer



CTX

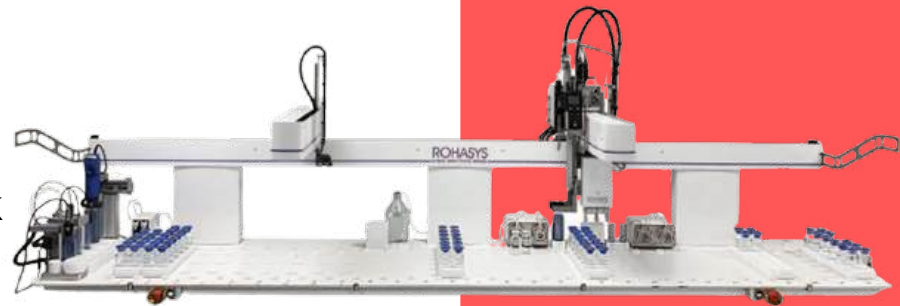
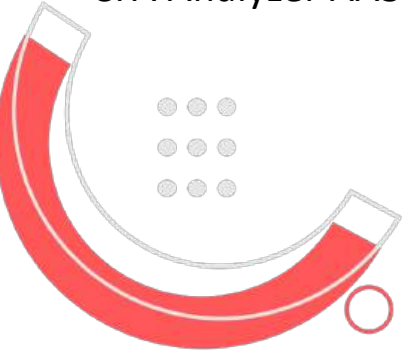




- Segmented Flow Analyzers CFA Analyzer
- Discrete Analyzers
- Automated Analysis BOD System
- Automated Analysis COD System
- Automated Mentals Digestion Block



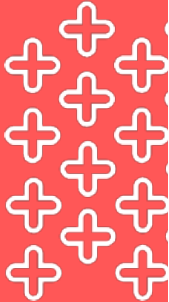
CFA Analyzer AA500 systems



BOD Robot systems



Discrete Analyzer & Digestion system

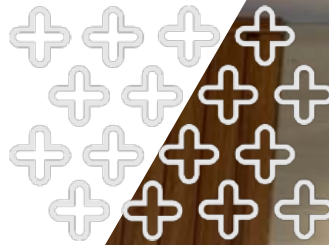


viet**CALIB**[®]

Done Differently

Bảo Trì - Hiệu Chuẩn - Đào Tạo

We commit to comply with legal regulations, with the slogan **"More Than Just a Contract"**



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

vietCALIB®

Done Differently

Bảo Trì - Hiệu Chuẩn - Đào Tạo

CENTER VIETNAM CALIBRATION - SCIENCE AND TECHNOLOGY **vietCALIB®** specializes in providing the following services:

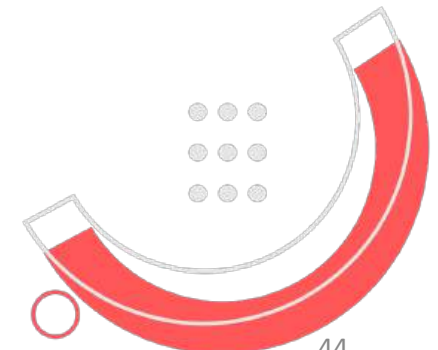
(1) CALIBRATION:

- Volume – Physicochemical – Heat – Pressure - Optical – Flow – MEDICAL
- LCMSMS; HHPLC; GCMS; GCMSMS; GC; AAS; UVVIS; ICPMS; ICPOES; TOC...

(2) MAINTENANCE

(3) REPAIR LAB EQUIPMENTS

(4) CONSULANT



CALIBRATION SERVICE

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Bảo Trì - Hiệu Chuẩn - Đào Tạo



BỘ KHOA HỌC VÀ CÔNG NGHỆ CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
TỔNG CỤC TIÊU CHUẨN ĐO LƯỜNG CHẤT LƯỢNG Độc lập - Tự do - Hạnh phúc

Số 1981 /TDC-DL

Hà Nội, ngày 31 tháng 05 năm 2024

GIẤY CHỨNG NHẬN ĐĂNG KÝ CUNG CẤP DỊCH VỤ KIỂM ĐỊNH, HIỆU CHUẨN, THỬ NGHIỆM PHƯƠNG TIỆN ĐO, CHUẨN ĐO LƯỜNG

Căn cứ Luật Đo lường ngày 11 tháng 11 năm 2011;

Căn cứ Nghị định số 105/2016/NĐ-CP ngày 01 tháng 7 năm 2016 của Chính phủ quy định về điều kiện hoạt động của tổ chức kiểm định, hiệu chuẩn, thử nghiệm phương tiện đo, chuẩn đo lường;

Căn cứ Nghị định số 154/2018/NĐ-CP ngày 09 tháng 11 năm 2018 của Chính phủ sửa đổi, bổ sung, bãi bỏ một số quy định về điều kiện đầu tư, kinh doanh trong lĩnh vực quản lý nhà nước của Bộ Khoa học và Công nghệ và một số quy định về kiểm tra chuyên ngành;

Căn cứ Quyết định số 08/2019/QĐ-TTg ngày 15 tháng 02 năm 2019 của Thủ tướng Chính phủ Quy định chức năng, nhiệm vụ, quyền hạn và cơ cấu tổ chức của Tổng cục Tiêu chuẩn Đo lường Chất lượng trực thuộc Bộ Khoa học và Công nghệ;

Theo đề nghị của Vụ trưởng Vụ Đo lường.

Tổng cục Tiêu chuẩn Đo lường Chất lượng chứng nhận:

1. Tên tổ chức: Công ty TNHH Khoa học Công nghệ VIETCALIB.
Địa chỉ trụ sở chính: N36, Đường số 11, phường Tân Thới Nhất, Quận 12, Thành phố Hồ Chí Minh.

Điện thoại: 1900066870

Email: info@vietcalib.vn

Đã đăng ký cung cấp dịch vụ kiểm định, hiệu chuẩn, thử nghiệm phương tiện đo, chuẩn đo lường đối với lĩnh vực hoạt động ghi trong Phụ lục kèm theo Giấy chứng nhận này.

Địa điểm hoạt động: Tại địa chỉ trụ sở chính của Công ty TNHH Khoa học Công nghệ VIETCALIB và tại hiện trường.

2. Số đăng ký: ĐK 540.

3. Giấy chứng nhận đăng ký được cấp lần thứ ba (03) thay thế Giấy chứng nhận số: 3235/TDC-DL ngày 10 tháng 11 năm 2022 của Tổng cục trưởng Tổng cục Tiêu chuẩn Đo lường Chất lượng J.

Nơi nhận:

- Công ty TNHH KHON VIETCALIB;
- Chi cục TCDLCL TP. Hồ Chí Minh;
- Lưu: VT, DL.

Q. TỔNG CỤC TRƯỞNG

[Signature]
Hà Minh Hiệp



CALIBRATION SERVICE



vietCALIB®
Done Differently
Bảo Trì - Hiệu Chuẩn - Đào Tạo



Hotline: 1900 066 870



CALIBRATION SERVICE



vietCALIB®

Done Differently

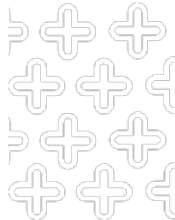
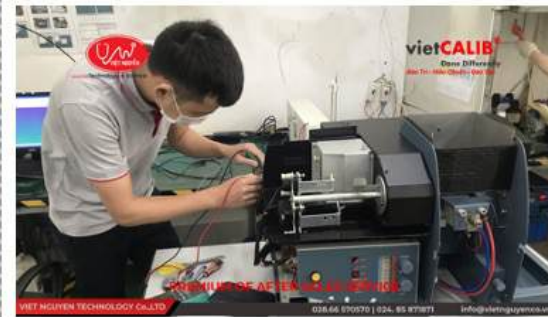
Bảo Trì - Hiệu Chuẩn - Đào Tạo

Technology & Science

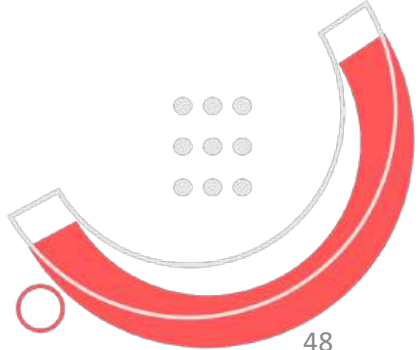


VLAC-1.0413
ISO/IEC 17025:2017

1900 066 870



CONSULANT SERVICE



vietEDU[®]
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Đào Tạo LABs Thực Chiến

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vietEDU SERVICE

vietEDU® Practical Spectrochromatography Analysis Training Service:

1. Practical training according to the specific requirements of each agency and unit: conduct training courses according to customer requirements with specially designed content and organize training at the customer's laboratory (or at vietEDU®). The course is suitable for the learner's capacity.
2. Short-term basic and in-depth training in the field of PTN, especially in the field of quality control such as GC, GC/MS, GCMSMS, HPLC, LC/MS, LCMSMS, AAS, IC, ICPOES, TOC, FTIR, UVVIS...

KHÓA ĐÀO TẠO GIẢI PHỔ
NHẬN DANH CHẤT BẰNG KHỐI PHỔ MS (GC-MS, LC-MS)

Chuyên gia đào tạo Sắc ký
BCU: ThS. Nguyễn Khắc Mạnh

Thời lượng: 10 tiết

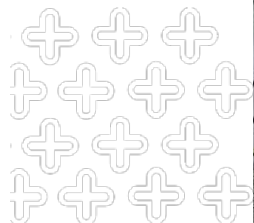
9 BƯỚC XÂY DỰNG QUY TRÌNH PHÂN TÍCH SẮC KÝ HIỆU QUẢ

- 1 Cách xây dựng một quy trình phân tích từ khi nhận mẫu.
- 2 Hướng dẫn chọn lọc phương pháp phù hợp với chất phân tích
- 3 Hướng dẫn thẩm định phương pháp phân tích

Chuyên gia sắc ký
ThS. Nguyễn Khắc Mạnh

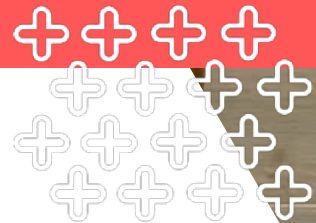
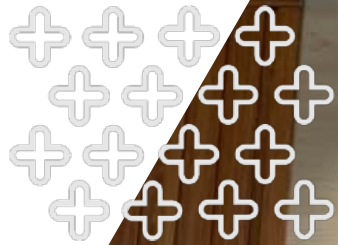


vietEDU SERVICE



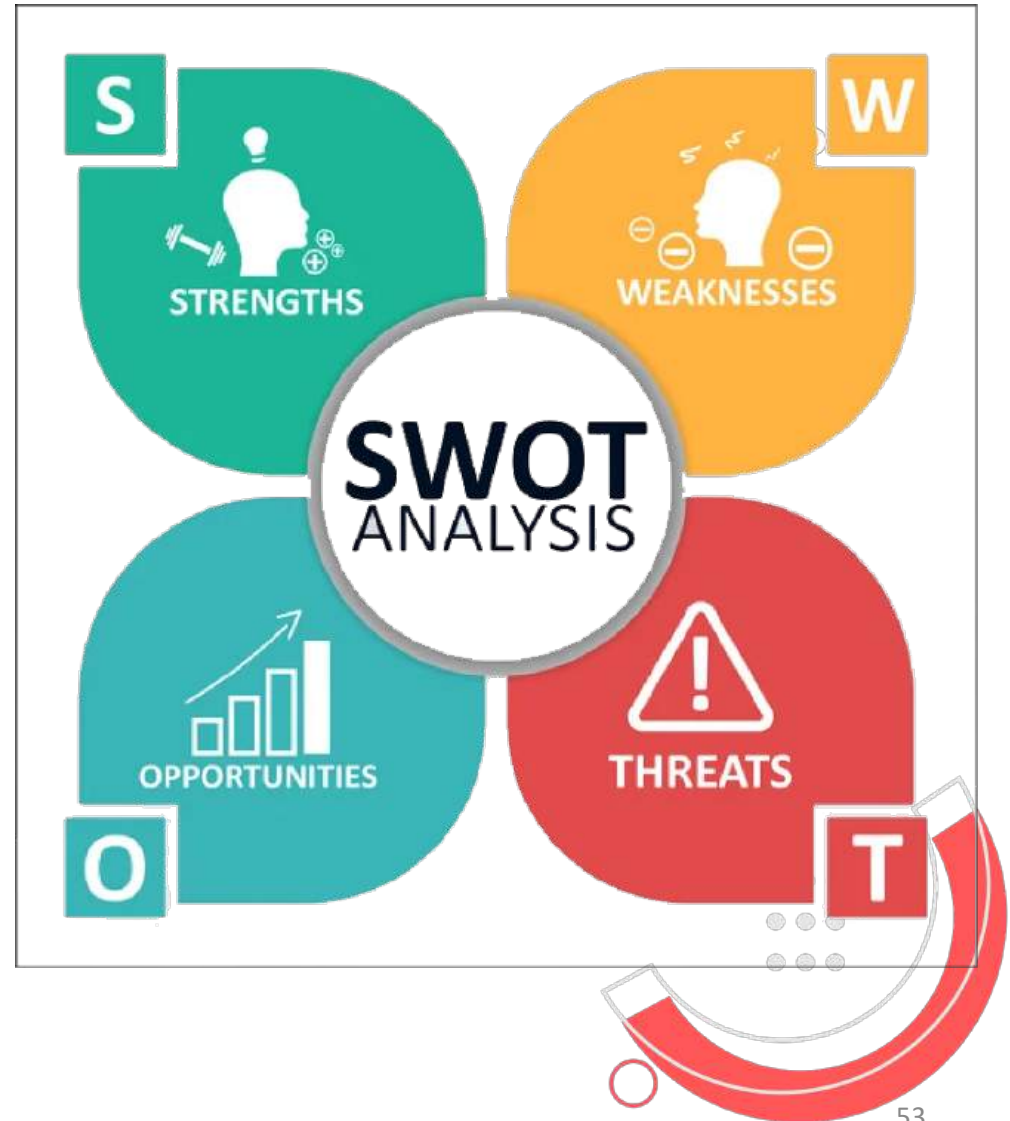
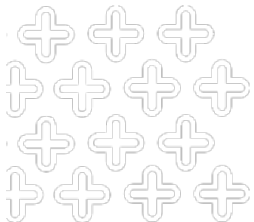
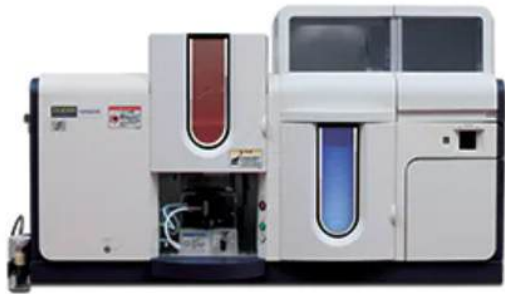
VIET NGUYEN CO.,LTD SWOT ANALYSIS

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VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD



I. Introduction VIET NGUYEN CO.,LTD

STRENGTHS

- VNC has three offices in major economic hubs of Vietnam, ensuring broad market coverage with 22 sales representatives focused on state, private, and commercial sectors.
- A strong technical team with 12 service engineers and 3 application engineers provides fast and professional customer support.
- Extensive experience in market analysis, consulting, and application techniques for analytical instruments such as HPLC, LCMS, AAS, and GC.
- VNC offers comprehensive solutions, covering everything from high-tech analytical instruments (GC, LCMS) to basic lab equipment (multi-parameter meters, balances, UPW systems).
- In-depth market analysis for each province, with a clear approach to target customers, supported by a young, dynamic, and proactive sales team.
- Strong relationships with dealers and contractors, with expertise in supporting tender processes and government projects
- **vietCALIB® and vietEDU** serves as a unique channel to connect with customers and enhance satisfaction.

OPPORTUNITIES

- This Collaboration strengthens VNC's ability to offer complete solutions when engaging with customers.
- Increased brand credibility and market penetration through successful partnerships.
- Enhanced synchronization and synergy, leveraging proven cooperative success.
- Broader access to diverse customer segments across different industries.



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD OUR SERVICE & APPLICATION TEAM

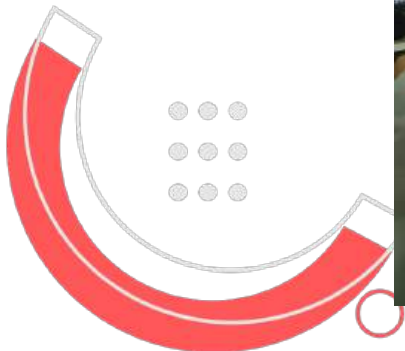
We have a total of 12 people in the Service Department

- 05 engineers in Ha Noi office
- 06 engineers in Ho Chi Minh office
- 1 engineer in Da Nang office

We have 02 people on the Application Department



office
ce



VIET NGUYEN CO.,LTD

I. Introduction VIET NGUYEN CO.,LTD

Application and Consulting Support Staff:

- They are different from the Service technicians.

vietEDU Education center:

- Chromatography Education Center/ A division of Viet Nguyen Co.,td _ focus stronger on application activities
- Web: www.viet-edu.com.vn



I. Introduction VIET NGUYEN CO.,LTD

OUR SERVICE TEAM

- **Mr. Tran The Duy**
- Position: Vice Director
- Mail: duy.tran@vietnguyenco.vn
- Specialization: Chemical Engineering
- Experience: 19 years of experience in Chromatography and Spectrometry with Shimadzu, Hitachi, Analytik Jena, Bruker, SCION, and SCIEX...



VIET NGUYEN CO.,LTD

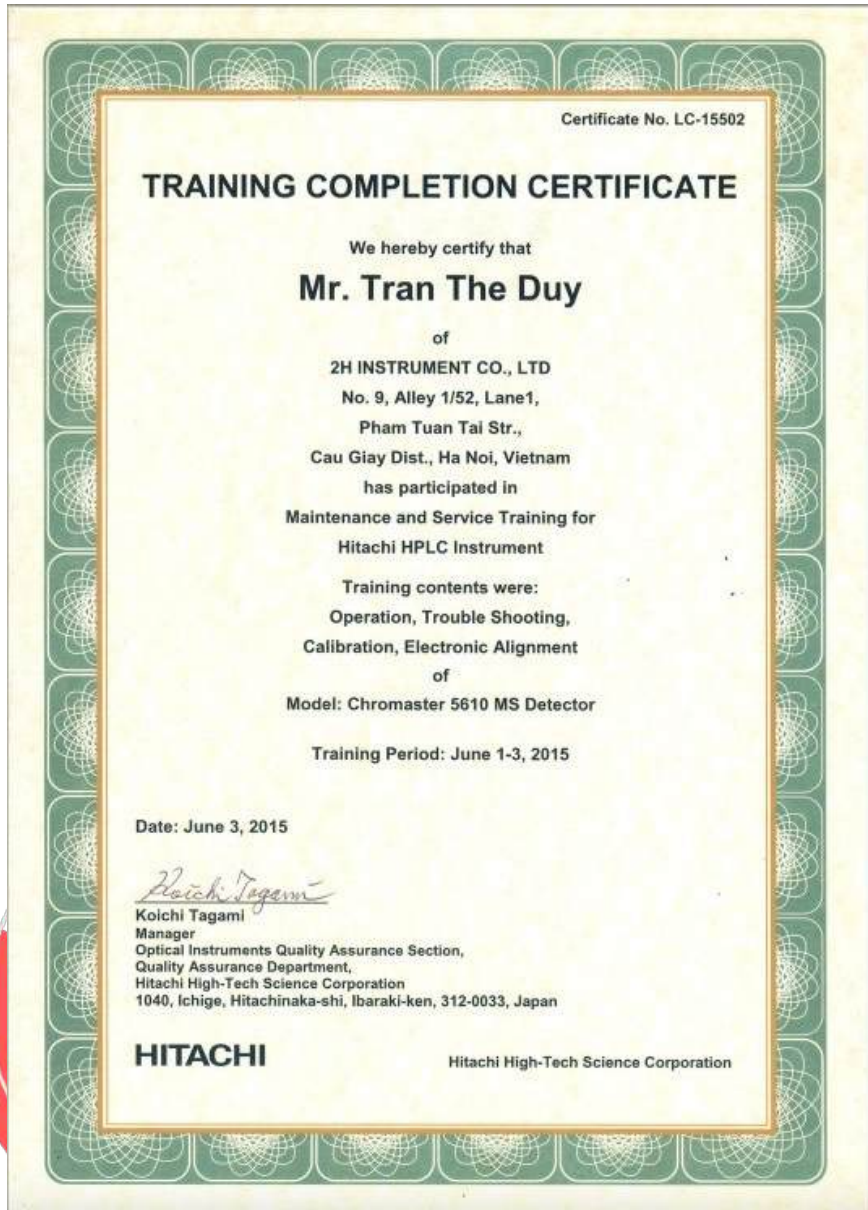
I. Introduction VIET NGUYEN CO.,LTD



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I. Introduction VIET NGUYEN CO.,LTD



• Confirmation of Participation

Mr. Tran The Duy

has successfully completed the course

Basic Training impact and compact

from 20 June – 08 July 2016

Training Topics

- Safety precautions
- "Good Documentation Practice"
- Basic knowledge of ESI-(Q)TOF technology
 - Electrospray ionization, ion optics, time-of-flight
- Software operation
 - tofControl, DataAnalysis, HyStar, Atlas Control
- Installation of impact and compact instruments
 - Site preparation, instrument specification, Bruker installation instruction, customer acceptance report, sample preparation, familiarization
- Preventive maintenance
 - Disassembling, cleaning and assembling vacuum chamber (source, hexapole, funnel, quadrupole, collision cell)
 - Tuning the instrument after PM
- Troubleshooting ESI-(Q)TOF systems
 - Electronics, measurement points, RF-generators, detector exchange

Bruker Daltonik GmbH
Bremen, 08 July 2016


Knut Spengler
Trainer Service Life Science


Sandra Wasmuth
Senior Assistant Technical Training



• Confirmation of Participation

Mr. Tran The Duy

has successfully completed the

Service Training EVOQ LCMS

from 29 February – 11 March 2016

Training Topics

- EVOQ triple stage quadrupole operation
- Safety precautions
- EVOQ installation and acceptance procedure
- IQOQPQ procedures
- Basic maintenance
- Troubleshooting
- MSWS software

Bruker Daltonik GmbH
Bremen, 11 March 2016


Alexandre Collgros
Trainer Service Life Science


Sandra Wasmuth
Senior Assistant Technical Training

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I. Introduction VIET NGUYEN CO.,LTD

trained and is eligible to receive continuing education, and has the ability to train customers on the course of employment with SCIEX or by the latest SCIEX product information, service

remains valid provided that the above-named Field Service Employee remains employed with SCIEX. Please feel free to contact CustomerCare@sciex.com for more information on the validity of this certificate at any time.

The Lyngre
Global Director
Commercial And Service Training

CONFIRMATION OF COMPLETION

Tran The Duy

Installation & PM Services

6/26/2023

Triple Quad Systems: 3500; 4500; 5500; 5500+; 6500; 6500+
QTRAP Systems: 4500; 5500; 6500; 6500+

SCIEX confirms that the above-named Field Service Employee has been trained on the listed devices and services. The Field Service Employee will be eligible to receive continued training on the support of the listed devices and services during their employment with SCIEX. The employee will have access to the latest SCIEX product information, service tools, and spare parts. This Confirmation of Completion is not valid for the support of:

- SCIEX MD Devices
- Qualification Services
- Repair Services

This **Confirmation of Completion** has been issued on the date noted above and remains valid provided that the above-named Field Service Employee remains employed with SCIEX. For additional information on the validity of this document, contact CustomerCare@sciex.com.

The Lyngre
Global Director
Commercial And Service Training



VIET NGUYEN CO.,LTD

III. Viet Nguyen Co.,ltd SWOT analysis OUR SERVICE TEAM

Mr Huynh Thanh Dien

- Position: Service Manager
- Mail: dien.huynh@vietnguyenco.vn
- Specialization :Electrical Engineer
- Experience: 8 years experience of Hitachi's HPLC Chromagraphy and 03 years experience of AAS/GC/GCMS's SCION



OUR SERVICE TEAM

HITACHI Traing Certificate: HPLC



I. Introduction VIET NGUYEN CO.,LTD

OUR SERVICE TEAM

Mr. Mai Thanh Phu

- Position: Service Engineer and Application
- Mail: phu@vietnguyenco.vn
- Specialization: Chemical Engineering
- Experience: 12 years experience on operation of HPLC UVVIS/ DAD/ FL/ RI which brand: Hitachi; Shimadzu; Water; Agilent Hitachi's HPLC Chromagraphy



I. Introduction VIET NGUYEN CO.,LTD OUR SERVICE TEAM

Mr. Nguyen Van Khiet

- Position: Service Engineer and Application
- Mail: khiet.nguyen@vietnguyenco.vn
- Specialization: Chemical Engineering
- Experience: 04 years experience on Installation/ Maintenance/ Repair of HPLC UVVIS/ DAD/ FL/ RI with brands as Hitachi; Shimadzu.



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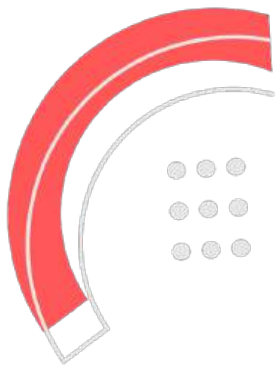
I. Introduction VIET NGUYEN CO.,LTD

OUR APPLICATION/ TRAINING TEAM

Mr. Nguyen Khac Manh

- Position: Service and Application Manager
- Mail: manh.nguyen@vietnguyenco.vn
- Specialization: Chemistry Master
- Experience: 12 years experience on Installation/ Maintenance/ Repair of LCMSMS; HPLC; GCMS; GCMSMS and 10 years at center lab manager of HO CHI MINH UNIVERSITY OF NATURAL SCIENCES





II. Viet Nam business culture



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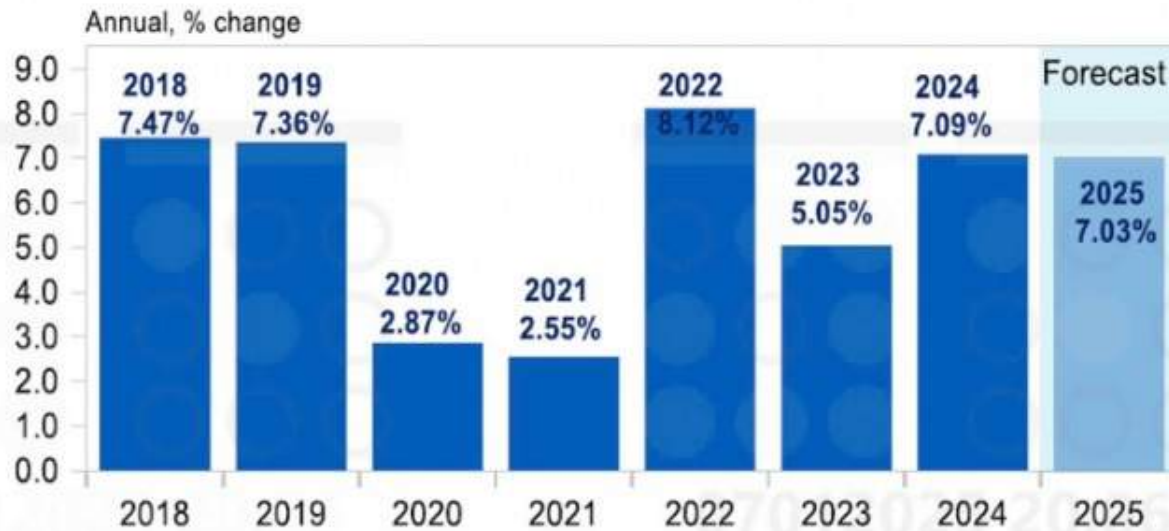
II. Viet Nam business culture

Vietnam's Economy in 2024-2025

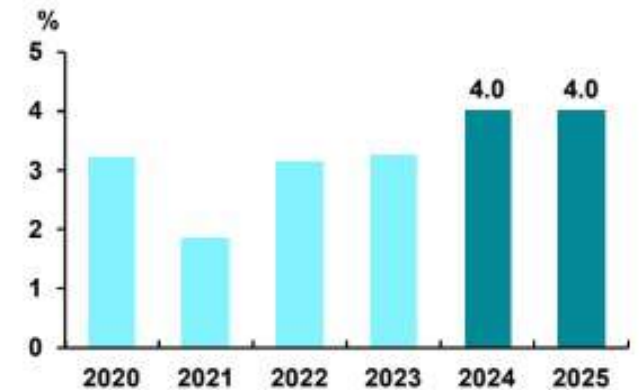
- Vietnam's GOV aims for GDP growth of over 8%, even reach 10%. These are positive goals, but average **inflation is always around 3.63%**, even forecast 4-5% in 2025.

Vietnam: Annual Real GDP Growth Projection

Source: Macrobond, UOB Global Economics & Markets Research



Inflation forecast



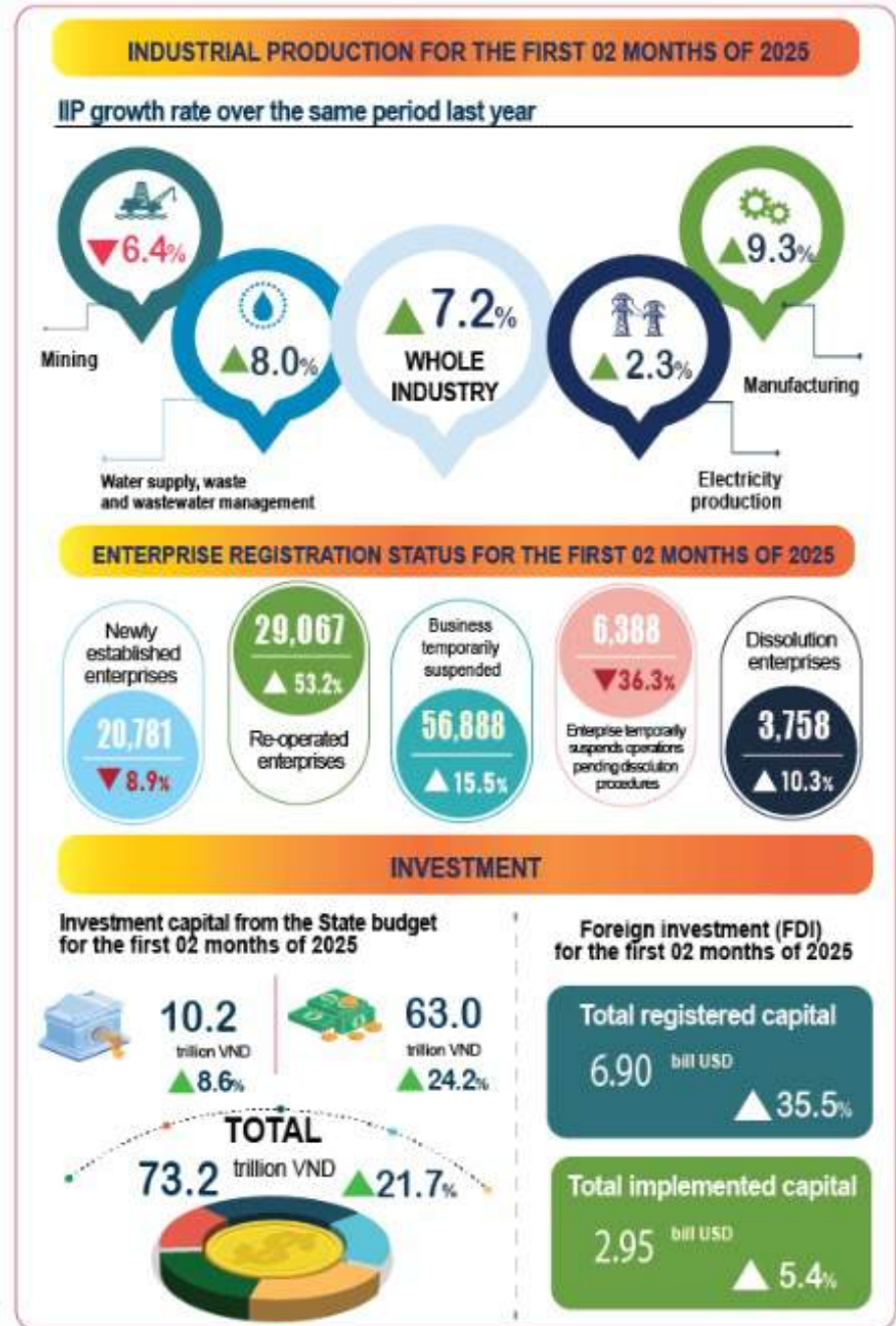
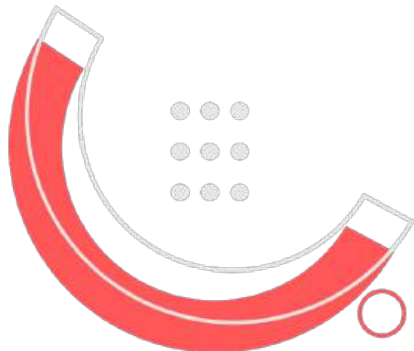
(Source: United Overseas Bank (UOB) and Asian Development Bank (ADB))

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Vietnam's Economy in 2024-2025

- Statistics in 02 months of 2025:
 - Vietnamese industry is developed, but the main industry is mainly simple technology, exploitation of natural resources, export of raw materials, and processing of goods for foreign corporations.

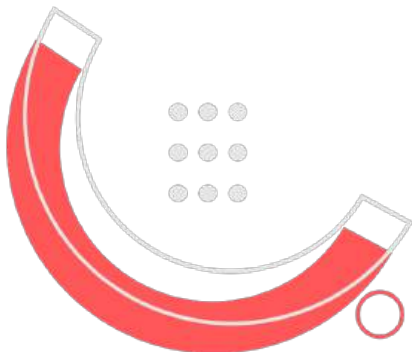


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Vietnam's Economy in 2024-2025

- Statistics in 2024:
 - Exports grew by nearly 8.4%
 - Imports grew by nearly 15.9%
 - The average CPI in 2 months of 2025 is nearly 3.27%

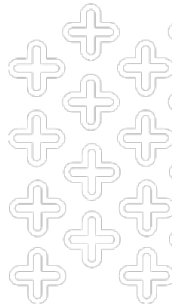


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II. Viet Nam business culture

Vietnam's Political in 2024-2025 have lots of change

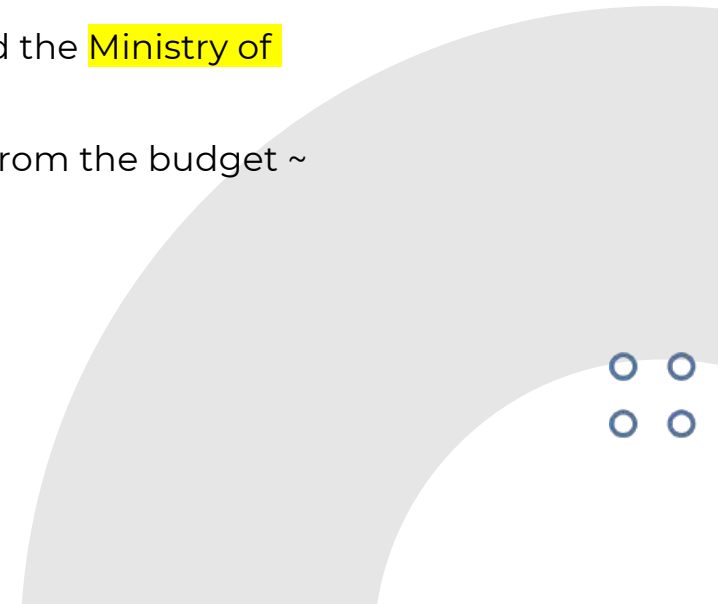
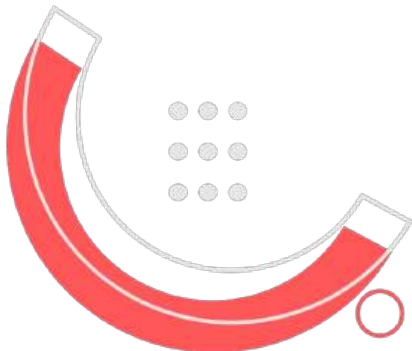
(streamlined Government organization, new President, new focus, ...) => **Strong effect on the GOV Projects**



The government's apparatus will be streamlined from 30 to 21 units (a reduction of 9 units), including 13 ministries, 4 ministerial-level agencies, and 4 government agencies.

Specifically, the **Ministry of Natural Resources and Environment** and the **Ministry of Agriculture and Rural Development** will be **merged**.

Reduce at least 20% of civil servants and officials receiving salaries from the budget ~ 100.000 personnel.



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Vietnam's Political in 2024-2025 have lots of change

On March 11, 2025, the Prime Minister chaired a meeting on the proposal to reorganize administrative units and establish a two-tier local government system. The meeting agreed on a plan to **reduce provincial-level administrative units by about 50%** and **grassroots-level units by 60-70%**.

(From 63 provinces reduce to 31-34 provinces)

The GOV new project will reduce ~40%, and current projects are temporarily postponed after changing?????

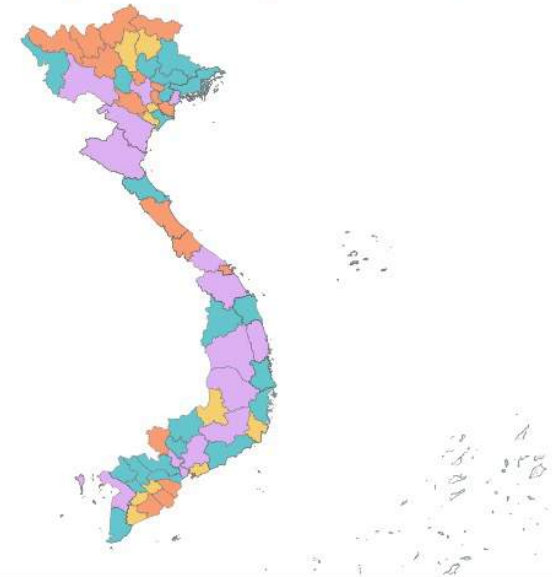
As of the end of the first quarter of 2025, the disbursement rate for public investment projects in Vietnam has been notably sluggish, reaching only about **6.9%** of the allocated budget, a decrease compared to the same period last year.

This slow disbursement is primarily attributed to expenditures related to **compensations for workforce reductions, mergers of various ministries**, and prepare the **upcoming consolidation of provinces**.



The rate of meeting the criteria of provincial administrative units of 63 provinces and cities

Does not meet 1 criteria Does not meet 2 criteria Not meeting all 3 criteria Meet all 3 criteria



Source: General Statistics Office, Ministry of Home Affairs

THANH NIEN

Made with Flourish



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II. Viet Nam business culture

Customer segmentation:

- Government: Directorate, Committee, Department, Institute, Research Center
- Private: Factories and relevant industrial fields
- Dealers, Trading companies, General Contractors



Private



Dealer

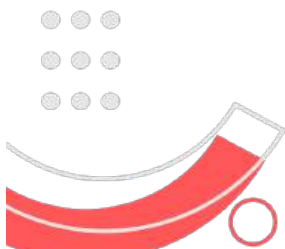
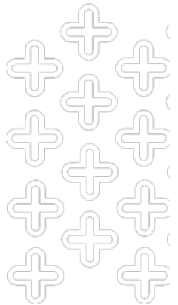
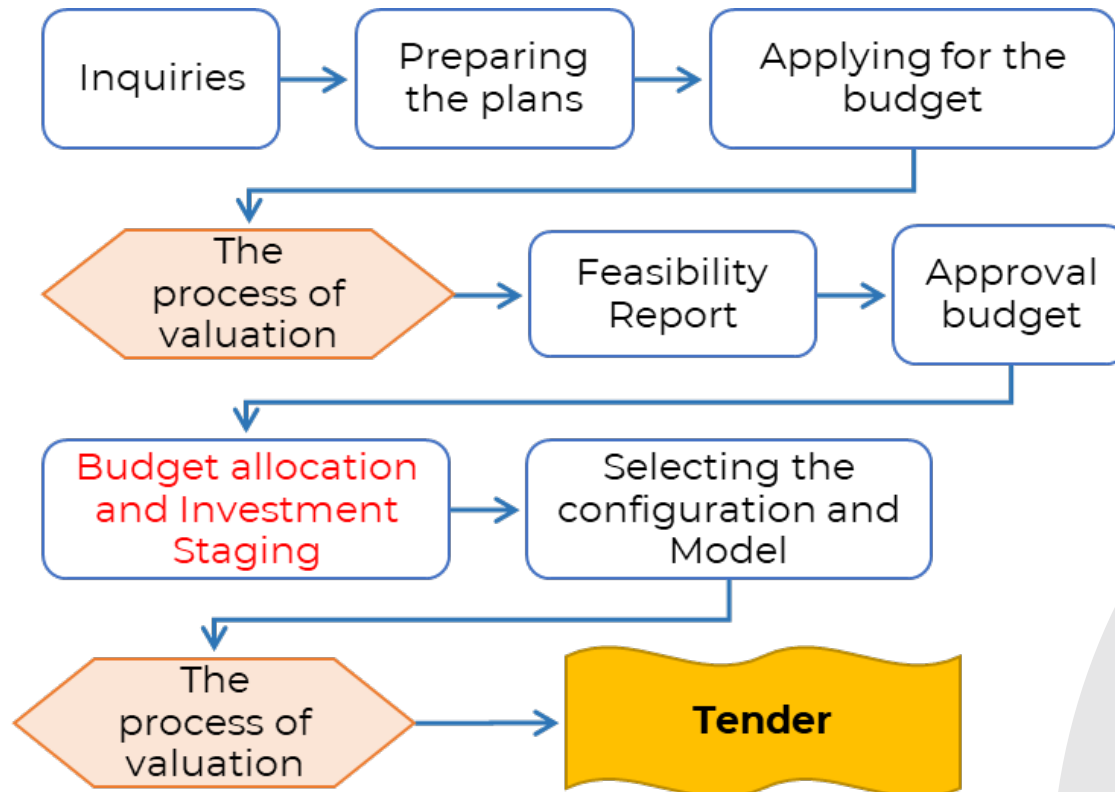


Government

(1) Government Projects

- Annual planning from June to September
- Elaboration of configuration details and bidding procedures
- Bidding is required for projects over \$4000 USD
- Required documents:
 - * Letter of Authorization (From Manufacturer to Distributor)
 - * ISO 9001 or CE (to prove production process compliance)

MAP FOR INVESTMENT PROCESS



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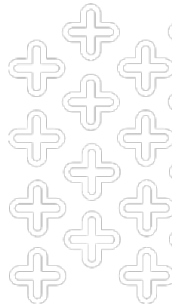
II. Viet Nam business culture

(2) Private Projects

- Investment hesitation and cost considerations
- Intense competition due to limited projects
- Competitors offering lower prices and additional benefits: after-sales service; extended warranty time; application support...



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II. Viet Nam business culture

Hotline: 1900 066 870

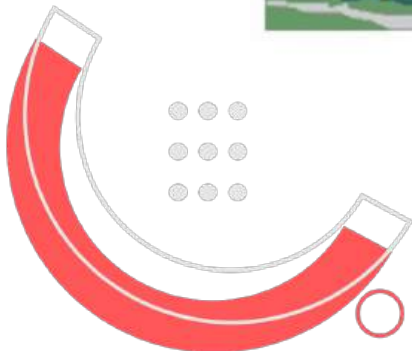
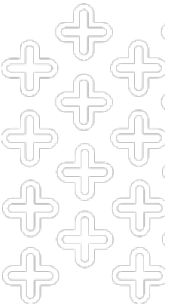


(2) Private Projects

- Investment hesitation and cost considerations
- Intense competition due to limited projects
- Competitors offering lower prices and additional benefits



How to produce ?



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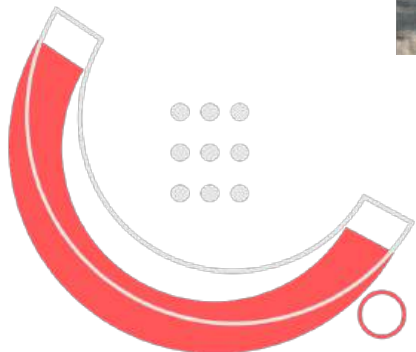
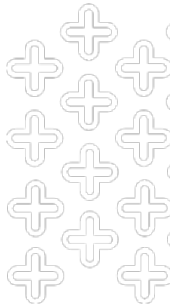
II. Viet Nam business culture



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(3) Dealers/ General Contractors

- Is an important sales channel
- State projects still have a general contractor, but the decisiveness is no longer the same as before the pandemic
- Competitors offering lower prices and additional benefits



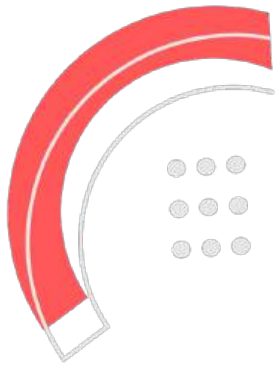


VIỆT NGUYỄN

Technology & Science

THANK YOU
VERY MUCH!





III. Discussion



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