

**EBC - Companies Portfolio Market Expansion/Investment for China/04/2019**  
**欧采会 - 市场扩张/投资合作意向的欧洲企业 - 中国/04/2019**



No.	Case / Industry 企业/行业	Company Type 企业类型	Cooperation Mode 合作模式	Current Situation 企业阶段	Cooperation Requirements on Chinese Partner 中方合作伙伴需求	Preferred Partners in the area 落地区域的意向合作伙伴	Time Schedule 时间规划	Company Strengths 企业特点
1	EUROPEAN AUGMENTED REALITY (AR) SOLUTIONS & INDUSTRIAL WEARABLE COMPANY 欧洲现实增强技术(AR)和工业可穿戴设备提供商  - For Real-world Physical Tasks & Smart Manufacturing - 专注于现实场景工作和智能制造	Medium-sized  中等体量	1. Partial Acquisition 部分股权转让  2. Enter Chinese Market (Office, Joint Venture depending on Chinese Partner) 进入中国市场 (设立办公点 或合资企业等选项基于中国 合作伙伴意见)	Growth & Market Expansion  企业成长&拓展市场	1. Financial Power to make investment 具备投资所需的财务条件  2. Ability to support the Market Expansion to China (Access to Chinese potential clients) 具备协助拓展中国市场的能 力 (接触中国的潜在客户)	Financial Investors interested in AR industry (Venture Capital, Private Equity, Investment Group) 对AR行业感兴趣的财务投资者 (风险投资, 私募 股权, 投资集团等)  Companies with demand of massive AR glasses for industrial improvement or with strong distributing channels identifying market needs 具有广泛运用AR眼镜并用于工业改进, 或识别市 场AR需求、具有强大分销渠道的公司	Till End April (proposals for potential cooperative Chinese partners)  至4月底 (获取中国合作 伙伴的合作意向)	- Market leader with the combination of soft- and hardware solutions 软件和硬件解决方案相结合的市场 领导者  - Global companies in several kind of industries are long- term clients 长期客户包括多个行业的全球公司
2	GERMAN ROBOTIC AUTOMATION COMPANY 德国机器人自动化程序技术服务提供 商  - For Industrial & Collaborative Robotics, Automated Production System and Image Processing - 专注于工业协作机器人、自动生产 系统和图像处理	Medium-sized  中等体量	1. Partial Acquisition 部分股权转让  2. Enter Chinese Market (Already made several Chinese projects and now have fixed plan to open a new location in China Q3 2019) 进入中国市场 (已经有数个 中国项目, 目前已计划在19 年第三季度在中国选址落地 )	Growth & Market Expansion to China  企业成长&拓展市场	1. Financial Power to make investment 具备投资所需的财务条件  2. Partner should have strategic goal or projects cooperation 伙伴应具有战略协同目标或 项目合作	Robotics Companies with demand of technical improvements or strategic cooperation with German company. 机器人行业的企业, 并需要技术改进或与德国公司 的战略合作。  Industrial companies with own bigger-sized production and robotic use for direct projects cooperation. 拥有自己的大型生产及机器人使用需求的工业公司 。 Financial Investors interested in Robotics Industry (venture Capital, Private Equity, Investment Group). 对机器人行业 (风险投资, 私募股权, 投资集团) 感兴趣的财务投资者。	Till End April (proposals for potential cooperative Chinese partners)  至4月底 (获取中国合作 伙伴的合作意向)	- Top technology 顶尖技术  - Huge Know-how 企业技术附加值高
3	GERMAN RAILWAY KNOW- HOW SYSTEM ENTERPRISE 德国轨道交通独立技术系统企业  - Fast Speed Trains, Metro and Monorails - 高铁、地铁及单轨车辆系统	Medium-sized  中等体量	Majority Acquisition 多数股权收购  2. Enter Chinese Market (Office, Joint Venture depending on Chinese Partner) 进入中国市场 (设立办公点 或合资企业等选项基于中国 合作伙伴意见)	Growth & Market Expansion  企业成长&拓展市场	1. Financial Power to make investment 具备投资所需的财务条件  2. Partner should have strategic goal or projects cooperation 伙伴应具有战略协同目标或 项目合作	Company with demand of engineering support and technical upgrade in the railway industry. 在轨道交通行业具有工程技术支持和技术升级需求 的公司。 Financial Investors interested in Railway Industry (Venture Capital, Private Equity, Investment Group). 对轨道交通行业感兴趣的金融投资者 (风险投资, 私募股权, 投资集团)。	Till End April (proposals for potential cooperative Chinese partners)  至4月底 (获取中国合作 伙伴的合作意向)	- World leading technology 世界领先技术  - Global projects with all major train developers 与各主流整车商在全球市场有合作 项目
4	GERMAN AUGMENTED REALITY (AR) & 3-D SOLUTION 德国现实增强技术(AR)和3D显示 方案提供商  - Software & Implemenation for Digitalization In Manufacturing - 配合数字化生产的AR软件开发和 应用	Start-up  初创企业	1. Open for Disussion 与合作方共同商定  2. Enter Chinese Market (Office, Joint Venture depending on Chinese Partner) 进入中国市场 (设立办公点 或合资企业等选项基于中国 合作伙伴意见)	Growth & Market Expansion  企业成长&拓展市场	1. A project to start the market expansion (Chinese cooperation partner)  2. Preferred Partner should be a machine manufacturer (for example CNC) or having a big production 理想的合作伙伴应该是机械 设备制造商 (如数控机床) 或拥有大型生产产能	Preferred companies with demand of AR & 3D technology mostly for training use or self- programming of software. Big-sized companies with own improvement need within the group would be good way to start the Chinese market. 首选公司为需要AR和3D技术用于职业培训或软件 自编程。集团内部将有改进需求的大型公司将是德 国公司落地中国市场的好对象。  Secondly, Financial Investors interested in AR Industry (venture Capital, Private Equity, Investment Group). 其次, 对AR行业 (风险投资, 私募股权, 投资集 团) 感兴趣的金融投资者。	Till End May (proposals for potential cooperative Chinese partners)  至5月底 (获取中国合作 伙伴的合作意向)	- Innovative solutions For AR Industry software and application AR行业软件和应用创新解决方案  - AR & 3D technology for training use or self- programming of software 用于培训的AR和3D技术或软件的 自编程
5	ENERGY RECOVERY SOLUTION FOR MACHINES & ENTIRE SMART FACTORIES 欧洲机器及智能工厂能源储存解决 方案企业  - Energy Efficiency & Reduce Emission based on Industry 4.0 & IIoT - 基于工业物联网技术实现能源高效 利用&低排放+CS	Start-up  初创企业	Open for Disussion 与合作方共同商定  2. Enter Chinese Market (Office, Joint Venture depending on Chinese Partner) 进入中国市场 (设立办公点 或合资企业等选项基于中国 合作伙伴意见)	Growth & Market Expansion  企业成长&拓展市场	1. A project to start the market expansion (Chinese cooperation partner) 与中方开展项目, 从而实现 市场拓展  2. Preferred Partner should be a machine manufacturer (for example CNC) or having a big production 理想的合作伙伴应该是机械 设备制造商 (如数控机床) 或拥有大型生产产能	A company which should be a machine manufacturer (for example CNC) for technical cooperation and direct installment of the device into the machines to become more engery efficient. In the future a cooperation for access the whole Chinese market could be discussed. 机器制造商 (例如数控机床) 的公司, 出于技术合 作和利用德国公司产品设备直接安装到机器中从而 以变得更加高效。 未来可以讨论进入整个中国市场的合作。  Industrial companies with own bigger-sized production and huge machine park for upgrading the whole factory to be more engery efficient. 拥有自己的大型生产产能和机械园区的工业公司, 从而可以提升整个工厂的能源效率。	Till End May (proposals for potential cooperative Chinese partners)  至5月底 (获取中国合作 伙伴的合作意向)	- Sustainable solutions 可持续的运作方案  - Applicable for machine manufacturers & factories 适于机械生产商及工厂
6	EUROPEAN ENGINEERING SERVICE PROVIDER 欧洲工程服务提供商  - - 工厂及城市的数字化能源应用	Bigger-sized  相对大型	1. 100 % Acquisition 全资收购  2. Upon new Owner how to develop the Chinese Market 基于新股东对发展中国市场的 意见	Retirement of Owner  企业所有者退休	1. Financial Power to make investment 具备投资所需的财务条件  2. Preferred Partner should be a machine manufacturer (for example CNC) or having a big production 理想的合作伙伴应该是机械 设备制造商 (如数控机床) 或拥有大型生产产能	Financial Investors interested industrial engineering Industry for several applications (Venture Capital, Private Equity, Investment Group). 对欧洲先进工业工程感兴趣的金融投资者 (风险投 资, 私募股权, 投资集团)。  Companies interested on having on Central European location of engineering and IT in several industrial fields like Industry 4.0, software, 3D, etc. 在工业4.0, 软件, 3D等工业领域有兴趣拥有欧洲 工程技术、市场的公司。	Till End May (proposals for potential cooperative Chinese partners)  至5月底 (获取中国合作 伙伴的合作意向)	- Excellent engineering know- how 突出的工程技术  - Long history 企业发展历史悠久
7	IOT-SOLUTIONS FOR A DIGITAL ENERGY WORLD 德国物联网智能电网开发企业 - 工厂及城市的数字化能源应用	Start-up 初创企业	Partial Acquisition 部分股权转让	Growth & Market Expansion 企业成长&拓展市场	Ability to support the Market Expansion to China (Access to Chinese potential clients) 具备协助拓展中国市场的能 力 (接触中国的潜在客户)	Companies interested to bring the energy system on the level of IoT and are willing to develop the company further in entire China through its network. 有兴趣将能源系统纳入物联网水平的公司, 或有意 发展该智能电网技术相应市场的公司。  Financial Investors interested in city development or energy Industry (Venture Capital, Private Equity, Investment Group). 对城市发展或能源产业感兴趣的金融投资者 (风险 投资, 私募股权, 投资集团)。	Till End June (proposals for potential cooperative Chinese) 至6月底 (获取中国合作 伙伴的合作意向)	- Significantly lowering Energy cost 显著降低能源费用

8	DATA SCIENCE (BIG DATA) FOR SMART FACTORY AND INDUSTRY 4.0. 欧洲数据科学（大数据）公司  -Deep Learning and errors prognosis supporting SMART FACTORY AND INDUSTRY 4.0. - 支持智能工厂及工业4.0的深度学习和错误预测	Medium-sized 中等体量	Open for Disussion 与合作方共同商定	Growth & Market Expansion 企业成长&拓展市场	1. A project to start the market expansion (Chinese cooperation partner) 可与中国伙伴合作的项目，从而实现市场拓展  2. Ability to support the Market Expansion to China (Access to Chinese potential clients) 具备协助拓展中国市场的潜力（接触中国的潜在客户）	Companies with the demand of integrating Big Data Science for Smart Factory Solution. A starting project with the cooperative partner should be the starting point, afterwards a entire Chinese market expansion could be discussed. 需要将大数据科学整合到智能工厂解决方案的公司 * 合作伙伴的项目合作应作为开始，之后可以讨论整个中国市场的扩张。	Till End June (proposals for potential cooperative Chinese) 至6月底（获取中国合作伙伴的合作意向）	Data Science Enablement for example for Machine Learning and Predictive Maintenance 数据科学支持，例如机器学习和预测
9	EUROPEAN INDUSTRY 4.0 SYSTEM PROVIDER 欧洲工业4.0系统交钥匙式企业  - Development of Complex Automation Solutions (Smart Factory) - 整合自动化（智能工厂）的完整解决方案	Medium-sized  中等体量	Partnership for China 寻求中国合作伙伴	1. Market Expansion to China  2. Open Chinese Operation (office) 3. Joint Venture (possible)	1. A project to start the market expansion (Chinese cooperation partner) 与中方开展项目，从而实现市场拓展  2. Ability to support the Market Expansion to China (Access to Chinese potential clients) 具备协助拓展中国市场的潜力（接触中国的潜在客户）	Companies with the demand of whole factory automation and get the upgrade to Industry 4.0. After a starting project, the company is looking forward to find a strong partner to access whole Chinese market. A Joint Venture could be a possibility  需要实现全厂自动化并升级到工业4.0的公司。 在初始项目启动后，德国公司期待找到一个强大的合作伙伴来进入整个中国市场。 合资企业可能是一种可能性	Till End June (proposals for potential cooperative Chinese)  至6月底（获取中国合作伙伴的合作意向）	Excellent engineering know-how for smart factory and industry 4.0 solutions 智能工厂和工业4.0解决方案的出色工程技术  Whole solution provider, which can overtake the entire factory automation 整个解决方案提供商，可以承担整个工厂自动化
10	GERMAN HIGH PRECISION INJECTION PARTS MANUFACTURER 德国高精密零部件制造商  ' - Specialized Injection Technology & Carbon Fiber Lightweight Parts - 特殊的注塑工艺&碳纤维轻量部件	Bigger-sized  相对大型	Partnership for China 寻求中国合作伙伴	Market Expansion to China  拓展中国市场	Looking for Cooperation partnership including Production in Chinese Automotive Industry (JV possible)  寻求中国合作伙伴，包括汽车领域的产能合作（或成立合资企业）	Companies with the demand of cooperation regarding technology upgrade for injection industry in the automotive industry. A Joint Venture with own production could be set up and Tier 1 suppliers in China should be aimed as clients.  在汽车行业注塑领域具有技术升级需求的公司。 可在中国建立一个具有独立产能的合资企业，针对中国的一级供应商作为客户。	Till End June (proposals for potential cooperative Chinese)  至6月底（获取中国合作伙伴的合作意向）	High complex injection parts (unique injection machines & know-how) Excellent client base 专长于复杂注塑件制作（独特注塑
11	SAFE HUMAN ROBOT COLLABORATION IN MASS PRODUCTION 欧洲机器人压力传感器开发公司  - Protection under human-robot collaboration - 人机协作场景下的保护	Start-up  初创企业	Open for Disussion 与合作方共同商定	Growth & Market Expansion 企业成长&拓展市场	1. A project to start the market expansion (Chinese cooperation partner) 一个启动市场扩张的项目（中国合作伙伴）  2. Ability to support the Market Expansion to China (Access to Chinese potential clients) 具有支持中国市场扩张的能力（接触中国潜在客户）	Robotics Companies with demand of technical improvements or strategic cooperation with German company. 机器人行业的企业，并需要技术改进或与德国公司的战略合作。  Industrial companies with own bigger-sized production and robotic use for direct projects cooperation. 拥有大型生产能力和机器人投入的工业类公司。 Financial Investors interested in Robotics Industry (venture Capital, Private Equity, Investment Group). 对机器人行业（风险投资，私募股权，投资集团）感兴趣的金融投资者。	Till End June (proposals for potential cooperative Chinese)  至6月底（获取中国合作伙伴的合作意向）	Cost efficiency, higher productivity and simplified risk analysis 节省成本，实现更高的生产力和简化的风险分析  Multiple of robotics application like Pick & Place, Assembly, Packaging, Quality Inspection, Machine Trending, etc. 多种机器人应用，如拾放，装配，包装，质量检验，机器学习等。
12	NORTH AMERICAN DIGITAL TRANSFORMATION SOFTWARE PROVIDER 北美数字管理运营软件开发企业  Flexible platform for the creation and automation of interactive customer communications and documents 灵活的平台，用于创建和自动化交互式客户通信和文档	Big-sized  相对大型	1. 100 % Acquisition 全资收购  2. Upon new Owner how to develop the Chinese Market 基于新股东对发展中国市场的意见	Succession Plan  企业所有者退休	1. Financial Power to make investment 具备投资所需的财务条件  2. Ability to support the Market Expansion to China (Already have big clients in China but still big potential and no active daily operation with an office yet) 拥有支持向中国市场扩张的能力（已经在中国拥有大客户，但仍然有很大的潜力，而且还没有日常运营的中国办公点）	Financial Investors interested in software Industry (Venture Capital, Private Equity, Investment Group). 对软件行业（风险投资，私募股权，投资集团）感兴趣的金融投资者。  Companies with the demand of software development and expanding market share (especially globally). 需要企业管理软件开发和扩大市场份额（特别是全球）的公司。	Till End June (proposals for potential cooperative Chinese partners)  至6月底（获取中国合作伙伴的合作意向）	Covering multiple industries like Financia Services, Retail, Manufacturing, Logistics & Telecommunications 涵盖金融服务，零售，制造，物流和电信等多个行业  Top client-base from all over the world 来自世界各地的顶级客户群