

VIETNAM CONTROL AND
INSTRUMENTATION SERVICE COMPANY

VIETCIS

COMPANY PROFILE

FLY ON 15TH ANNIVERSARY







CONSERVATION OF ENERGY

CONTENTS

01

COMPANY
INTRODUCTION

02

PRODUCTS AND SERVICES
OVERVIEW

03

OUTSTANDING
PROJECTS

THE PROCESS OF FORMATION AND DEVELOPMENT



COMPANY
ESTABLISHED



Became
the official Distributor
of **Fafnir** (Germany)
in Vietnam



Became
the authorized Distributor
of **ABB** for Measurement
and Analytics
Products



Became
the authorized Distributor
of **ABB** for Drives Service

Became
the authorized Distributor
of **L&W** and **KPM** (ABB)



Oper
Regi
in Ky



2015

Became the authorized Distributor of **Pulsar** (UK)

Open the Central Region Branch in Anh, Ha Tinh

2020

Open the South Region Branch in Ho Chi Minh

2021

Became the authorized Distributor of **ABB** for System Intergrator

2024

Became System Intergrator EcoExpert **Schneider Electric**

2025

Became the authorized Distributor **ABB** for Electrification services (ELSE) and the authorized Reseller of **ROTOCK**



TARGETS



ALWAYS LEARNING, ALWAYS GROWING:

At VIETCIS, we believe that learning never stops. With the dream of becoming a leading name in our industry, our team is constantly seeking new knowledge and honing our skills. Our engineers regularly attend specialized training courses both at home and abroad, so we can continue to create and improve the products and services we offer to you—our valued customers.



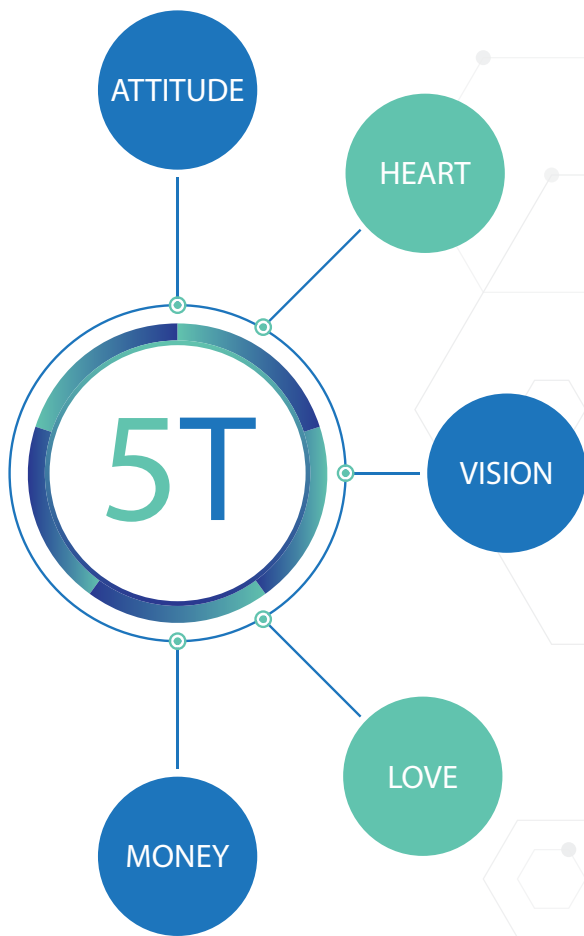
PUTTING OUR CUSTOMERS FIRST:

Your satisfaction is at the heart of everything we do. At VIETCIS, we see your trust as our greatest motivation. That's why we're fully committed to doing our best—with care, dedication, and responsibility—to deliver quality products and services on time, every time.



A SPIRIT OF DYNAMISM AND CREATIVITY:

In a fast-changing, competitive world, staying dynamic and creative is essential. That's why at VIETCIS, we strive to build a workplace where every individual feels comfortable, inspired, and free to shine. Outside our company walls, we stay flexible and ready to adapt to whatever the market brings—so we can always stay one step ahead and serve you better.



1. ATTITUDE (THÁI ĐỘ) – The Foundation of All Things

For every member of VIETCIS, attitude comes first. It's more important than talent, experience, or status. A sincere, open-minded, and respectful attitude creates connection and harmony, no matter where you are or who you're with. Whether you're exceptional or still learning, a positive attitude opens hearts and builds trust.

2. HEART (TÂM) – Kindness at the Core

"Heart" is how we treat others—with warmth, honesty, and compassion. It's the willingness to help when we can, to respect both the rights and feelings of others, whether they are close or new acquaintances. When we put our heart into something—no matter how small—we believe it will bring back meaningful and deserved results.

AT VIETCIS, OUR UNIQUE 5T CULTURE HAS SHAPED OUR IDENTITY SINCE THE VERY BEGINNING. IT IS NOT JUST A SET OF VALUES—WE LIVE IT, EVERY DAY.

3. VISION (TÂM) – Wisdom, Courage, and Capability

Vision here is not just about seeing far—it's about the depth of knowledge, strength of character, and the ability to act decisively. To grow, we must constantly expand our understanding, sharpen our skills, and stay adaptable in a changing world. Vision must be nurtured over time, through learning and reflection.

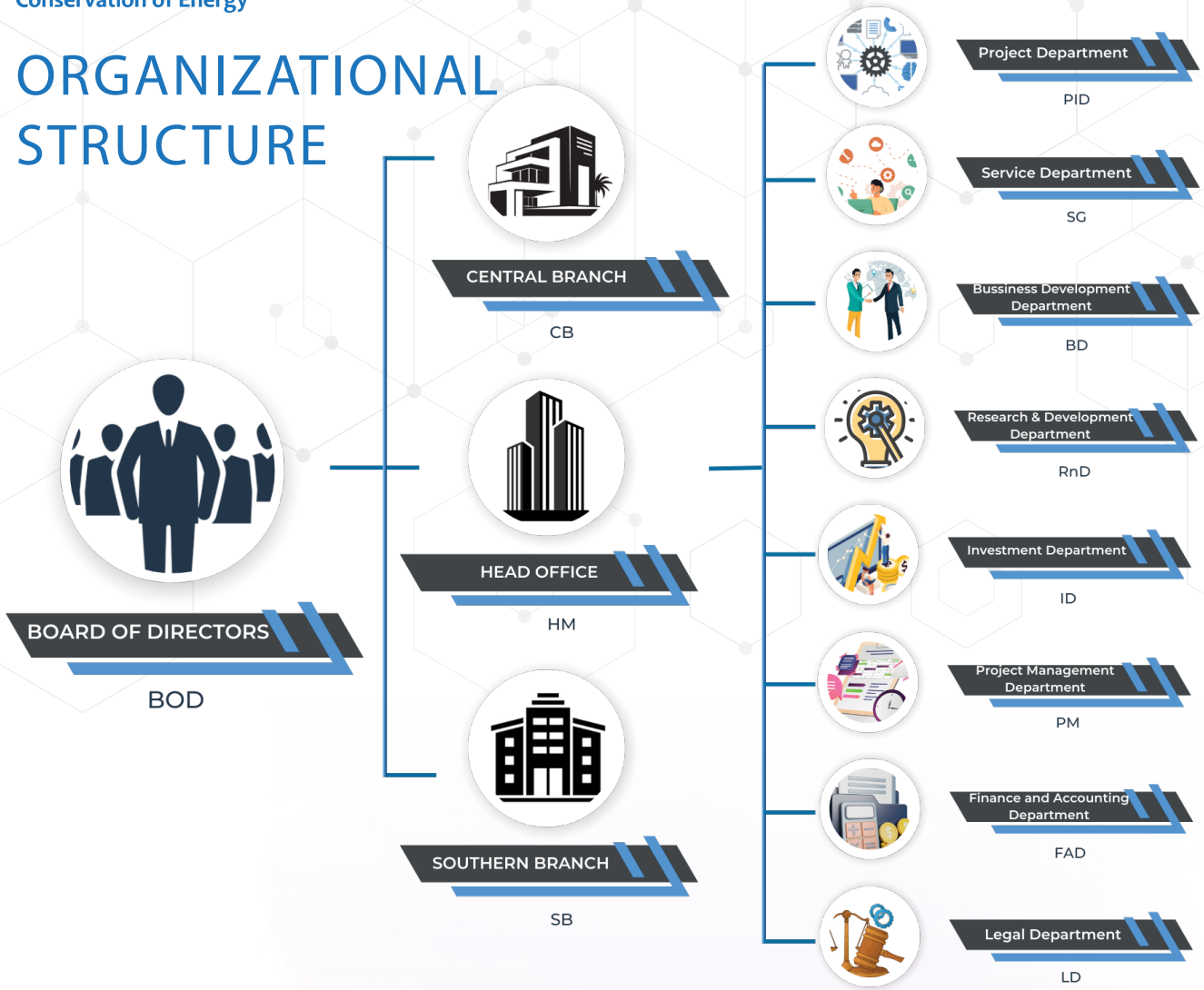
4. LOVE (TÌNH) – Building Bonds that Last

Whether it's friendship, teamwork, or partnership, we believe in the power of genuine human connection. At VIETCIS, we treat colleagues, clients, and partners with sincerity and warmth—so that trust can flourish, and collaboration becomes natural, seamless, and joyful.

5. MONEY (TIỀN) – A Practical Tool, Not the Goal

We acknowledge that money is a necessary and practical part of life—it helps us achieve our goals and sustain our ambitions. But at VIETCIS, money is not the end—it is simply a means to help us live more fully, give more generously, and grow more meaningfully.

ORGANIZATIONAL STRUCTURE



**VIETNAM CONTROL & INSTRUMENTATION
SERVICE COMPANY**



BOARD OF DIRECTORS (BOD)

- VIETCIS was established and operated in accordance with Enterprise Law 2005 and other related laws.
- The Amended Company Charters were approved by the General Meeting of Shareholders on March 15, 2018.
- VIETCIS has the commitments with all brands which VIETCIS is cooperate with as the authorized distributor

BOARD OF DIRECTORS

As the governing body of the company, it holds full authority to represent the company in making decisions related to its goals and interests, setting strategic policies, and executing the resolutions of the General Meeting of Shareholders.

DIRECTOR

Being the legal representative of the Company, responsible to the Board of Directors, deciding all matters related to the daily operations of the Company.

CONTROL BOARD

Elected by the Board of Directors, they represent the shareholders in overseeing all business activities, management, and operations of the company.

FUNCTIONAL DEPARTMENTS AND BRANCHES

Carry out the tasks assigned according to the leadership's decisions.

CUSTOMER



Water & Waste water



Food & Beverage



Cement



Mining



Metals



Chemicals



Oil & Gas



Pulp and Paper



Power Generation



Port



Marine



Building

INDUSTRIES

CUSTOMER

Water & Waste water

Hai Phong Water, Bac Ninh Water, Song Duong Water, Viet Tri Water...

Food & Beverage

Vinamilk, Nestle Lavie, TH milk, Lam Son Sugar Cane, Sơn La Sugar Cane, Nghe An Sugar Cane...

Cement ,Mining

Ha Lam Charcoal, Nui Beo Charcoal, Lao Cai Apatit, Song Gianh Cement ...

Metals Industry

Formosa Steel, Hoa Phat Steel, Thang Long Steel, My Viet Steel...

Oil & Gas

PVOil, Petrolimex, Petimex, Nghi Son Oil Filter, Binh Son Oil Filter, Airliquide, Ca Mau Fertilizer, Micco Chemical, Lix Washing Powder...

Pulp & Paper

An Hoa Paper, Bai Bang Paper, Chengloong Paper, VinaKraft, Wattens Paper...

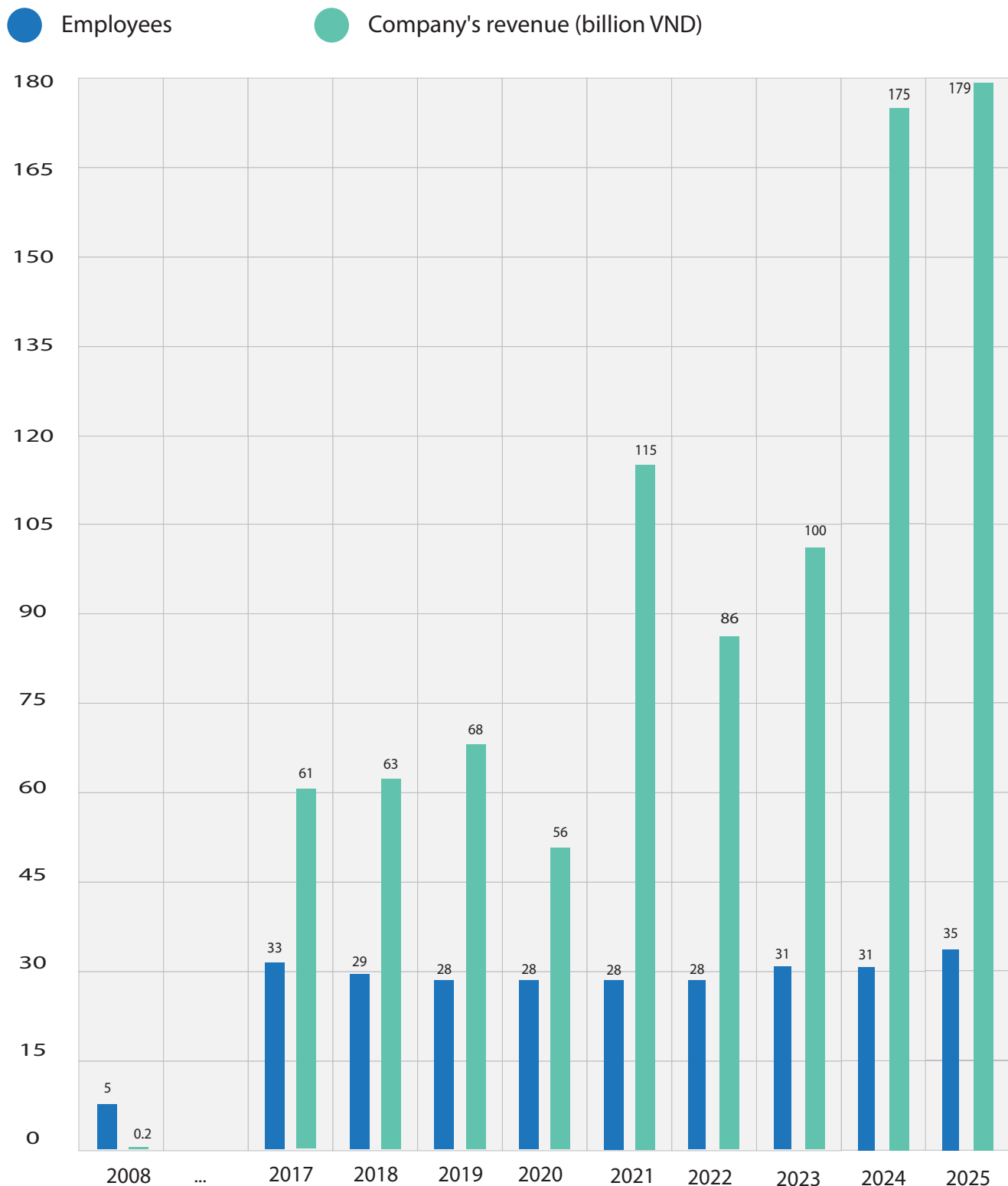
Power Generation

Mong Duong , Uong Bi Thermal, Quang Ninh Thermal, Vinh Tan Thermal,...

FINANCIAL SITUATION

With the expansion of market and the operation scale, from 2008 to 2024, the number of employees and the company's revenue tend to increase year by year.

Starting with only 5 employees, now the number of employees has increased to 35 employees, promptly and fully meeting the increasing needs of customers.



CERTIFICATES OF PRESTIGE PARTNERS

Since its establishment up to now, VIETCIS is honored to become a trusted partner of global firms such as **ABB**, **FAFNIR**, **ROTORK**, **PULSAR**, **Schneider**, **L&W...** VIETCIS has also been granted the official certificates of Authorization.



CERTIFICATE AUTHORIZED CHANNEL PARTNER

THIS IS TO CONFIRM THAT **Vietnam Control and Instrumentation Service Joint Stock Company**

is authorized by ABB for the following: **Drives and Motors Service**

This certificate no. 031305 is valid until: January 31st, 2027.



TRAN ANH XUAN
Local Divisions Manager
Induction Motor and Motion Service
ABB Motion Vietnam

ENGINEERED TO OULTRUN



CERTIFICATE AUTHORIZED CHANNEL PARTNER

THIS IS TO CONFIRM THAT **Vietnam Control and Instrumentation Service Joint Stock Company**

is authorized by ABB for the following: **Low Voltage AC Drives Medium Voltage Drives**

This certificate no. 031261 is valid until: January 31st, 2028.



TRAN HUNG HAI
Local Division Manager
Drive Products & High Power
ABB Motion Vietnam

ENGINEERED TO OULTRUN



Distribution Certificate

Pulsar Measurement are pleased to award this Certificate to: **VIETNAM CONTROL & INSTRUMENTATION SERVICE JOINT STOCK COMPANY (VIETCIS)**

We confirm that **VIETNAM CONTROL & INSTRUMENTATION SERVICE JOINT STOCK COMPANY (VIETCIS)** is authorized distributor to distribute our range of Pulsar Measurement Products in the territory of Vietnam.



Jacky Cheong
Asia Director of Sales
jcheong@pulsarmeasurement.com
Date: 1st JAN 2026 (Valid for one year)



Cardinal Building, Engima Commercial Centre, Seng's Road, Malvern VIC 3194
Tel: 02 46 01 1684 891 311
Fax: 44 (0)1604 171080
www.pulsarmeasurement.com



Pulsar Process Measurement Ltd
Registered Address: 1 Chislehurst Square, Chislehurst, Essex, UK
Registered No: 2234888 England & Wales



Certification – Power Management Certified

This is to certify that **CÔNG TY CỔ PHẦN DỊCH VỤ THIẾT BỊ ĐO VÀ HỆ THỐNG ĐIỀU KHIỂN (VIETCIS)**
No 97 Lacasta, Van Phu Urban Area, Kien Hung ward, Hanoi city, Vietnam
is an Official Power Management Certified of Schneider Electric Vietnam
(Effective from 01st January 2026 to 31st December 2026)




Dang Nguyen Ngu - General Director



Certificate of Authorization

This is to certify that the company FAFNIR GmbH authorizes the company **VIETCIS, JSC**
No 97 Lacasta, Van Phu Urban Area, Phu La Ward, Ha Dong District, Hanoi VIETNAM


to carry out supply, installation, adjustment, repair and maintenance concerning FAFNIR's Automatic Tank Gauging System VISY-X and Process Industry product range.

This authorization is valid until 31 December 2026.

Date: 31st March 2025



FAFNIR GmbH
Schrodenburgallee 146c • 22525 Hamburg, Germany • Phone: +49(40)93 02 07 0 • Fax: +49(40)93 03 30 • E-mail: info@fafnir.de • Internet: www.fafnir.com




CERTIFICATE ABB Cooperation Distributor



Vietnam Control & Instrumentation Service JSC
No. 97 Lacasta, Van Phu Urban Area, Kien Hung Ward, Hanoi, Vietnam.

is authorized by ABB for the following: **Product & Service**
Measurement and Analytics

This certificate no. 027280 is valid until: 31/12/2026



Tu Nguyen Van
Local Division Director

September 19, 2024

Confirmation Letter of Distributor in Vietnam


To whom it may concern,

We are pleased to confirm that the company **VIETNAM CONTROL AND INSTRUMENTATION SERVICE JOINT STOCK COMPANY** with details as below, is the authorized distributor for **ABB / Lorentzen & Wetter** products in Vietnam.

VIETNAM CONTROL AND INSTRUMENTATION SERVICE JOINT STOCK COMPANY
No 97 Lacasta, Van Phu Urban Area, Phu La Ward, Ha Dong District, Hanoi, Vietnam
Tel: +84 24 35402885
Email: aab@vietcis.com.vn

Should there be any further information required, please do not hesitate to contact the undersigned.

Yours sincerely,



Prash Tamsuwanpanich
Regional Sales Manager
L&W and KPI Products
South East Asia + Korea and Taiwan

ABB AUTOMATION (THAILAND) CO., LTD.
Process Automation Division
22nd Floor, Chitrea Lumpini Building,
1 South Sathorn Road, Thungmahavek,
Sathorn, Bangkok 10120, THAILAND
Phone: +66 2 685 3300
Mobile: +66 91 575 3138
email: prash.tamsuwanpanich@abb.com

| | | |
|--|------------------------|--------------------|
| Product Group: ABB AB automation & i-locks | Product: VarioSigner 2 | Product: 1000 |
| Model: 254-40-000 | Series: 254-40-000 | Series: 254-40-000 |
| Country: Sweden | Country: Sweden | Country: Sweden |

1/1



ROTORK AUTHORISED RESELLER CONFIRMATION

Date: 01 November 2025
To Whom It May Concern

Rotork Controls (Singapore) Pte Ltd hereby confirms that: **Vietnam Control And Instrumentation Service Joint Stock Company (VIETCIS)**
9th Floor, Cotana Group Building, Linh Dam Peninsula, Hoang Liet Ward, Hanoi, Vietnam
is our authorized non-exclusive Reseller in Northern Vietnam effective from 1 November 2025.

The Reseller Agreement was signed on 1 November 2025 between Rotork Controls (Singapore) Pte Ltd and VIETCIS and remains valid (with automatic annual renewal unless terminated). VIETCIS is fully authorised to promote, quote, supply and support genuine Rotork products within the appointed territory and industries.

For any verification, please contact:
Rotork Singapore: ben.doon@rotork.com or kt.koh@rotork.com
VIETCIS: roger.nguyenv@vietcis.com.vn / +84976061601

Yours sincerely,
Signed for and on the behalf of Rotork



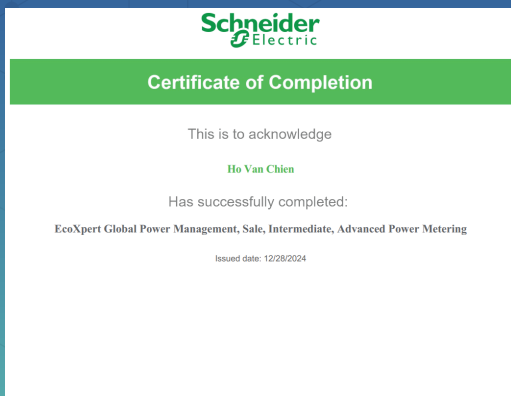
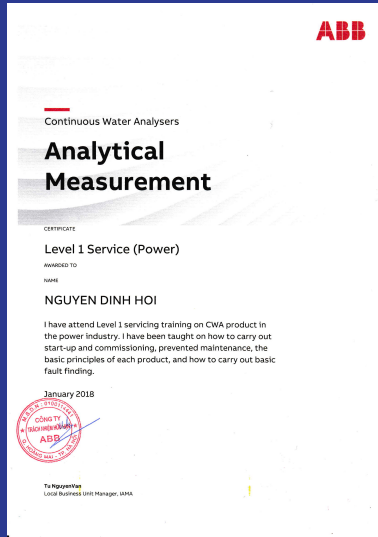
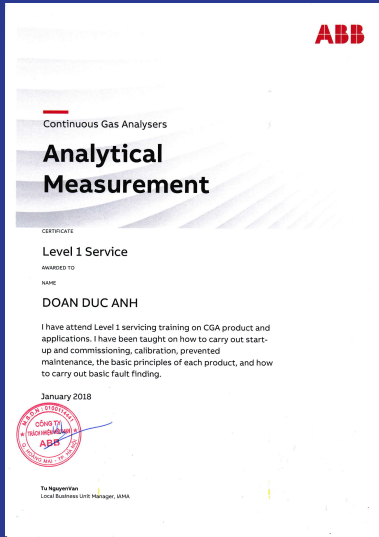
Mr. KT Koh
Title: Sales Manager, Rotork Singapore

Signed for and on the behalf of VIETCIS



Mr. Duong Hoi Nam
Title: Director

VIETCIS MEMBERS' CERTIFICATES





PRODUCTS - SERVICE

PARTNERS



SOLUTIONS



FIELDS OF OPERATION

VIETCIS REGISTERS TO PROVIDE GOODS AND SERVICES IN THE FIELDS:

MEASUREMENT AND ANALYSIS EQUIPMENT

1. SUPPLY OF INSTRUMENTS AND MONITORING SYSTEM FOR INDUSTRIAL APPLICATIONS: Flowmeter, pressure, temperature, level measurement, etc.
2. SUPPLY OF SOLUTIONS FOR WATER/AIR QUALITY MONITORING (ONLINE)
 - Clean water VCAS, wastewater VWAS, surface water VSAS
 - Emissions analysis CEMS
3. SUPPLY OF TECHNICAL SERVICES
Consulting, installation, configuration, calibration, periodic maintenance, preventive maintenance

DRIVES AND MCB

1. SUPPLY OF MEDIUM-VOLTAGE DRIVES
2. SUPPLY OF LOW-VOLTAGE DRIVES
3. SUPPLY OF SOFT STARTERS
4. SUPPLY OF TECHNICAL SERVICES
Consulting, installation, configuration, periodic maintenance, preventive maintenance

OTHER FIELDS

1. SUPPLY OF PAPER AND PULP QUALITY TESTING EQUIPMENT
2. SUPPLY OF LEVEL AND FLOWMETER EQUIPMENT FOR OPEN CHANNELS BY PULSAR
3. SUPPLY OF CHEMICALS FOR ANALYSIS MACHINES

SYSTEM INTEGRATION

1. SUPPLY OF DIGITAL SOLUTIONS FOR THE OIL AND GAS INDUSTRY
 - Tank management system VTMS
 - Terminal Automation system VTAS
 - Petro Station System VPTS
2. SUPPLY OF ECO - SCHNEIDER ELECTRIC SOLUTIONS
 - Power Monitoring Expert PME
 - Power SCADA Operation PSO
 - Active Harmonic Filter ACCUSINE
 - EcoStruxure Asset Advisor EAA
3. SUPPLY OF SCHNEIDER ELECTRIC EQUIPMENT
 - Low Voltage/High Voltage Cabinet
 - Power meter, Power quality meter
 - Power quality improvement equipment: capacitors, reactors, harmonic filters, etc
 - Spare parts
4. SUPPLY OF INDUSTRIAL MEASUREMENT AND CONTROL SYSTEMS
 - DCS systems
 - PLC - SCADA systems
 - Control and power distribution cabinet
 - Measurement devices
5. SUPPLY OF IOT SCADA SOLUTIONS
 - IoT Monitoring System VIMON
 - Energy monitoring system VEMS

OUTSTANDING PROJECTS



Supplying ABB flow meter for Song Duong water plant DN350, DN400, DN600, DN1000 and DN1600

Supplying SWAS furnace water analysis equipment for Uong Bi thermal power plant

Analysis of criteria: pH, conductivity, dissolved oxygen, Silica, Hydrazine



Supply of medium-voltage Drives for Vung Ang Thermal Power Plant

Supply of medium-voltage drives for ID fans and FD fans at Mong Duong Thermal Power Plant





Provision of drives preventive maintenance services for Formosa Ha Tinh Port

Provision of maintenance and retrofit services for drives system at Hoa Phat Steel – Hung Yen

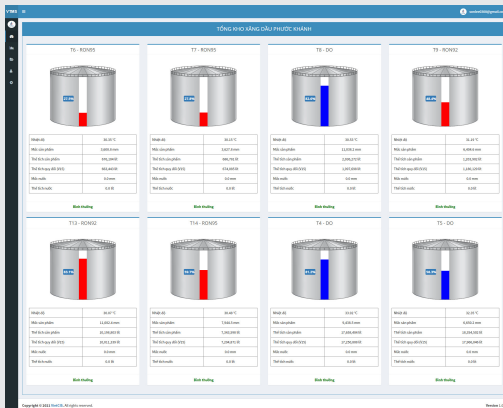


Turnkey supply of DC/AC Insulation Monitoring System (Schneider) for Nghi Son 2 Thermal Power Plant

Turnkey supply of Power Monitoring Expert PME (Schneider) for a purified water plant



OUTSTANDING PROJECTS



Supply of Tank Management System (VTMS):

- Phuoc Khanh Oil Depot
- Tran Quoc Toan Oil Depot
- Bac Giang Oil Depot - PVOIL Hà Nội

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Supply of Petrol Station Management System VPTS:

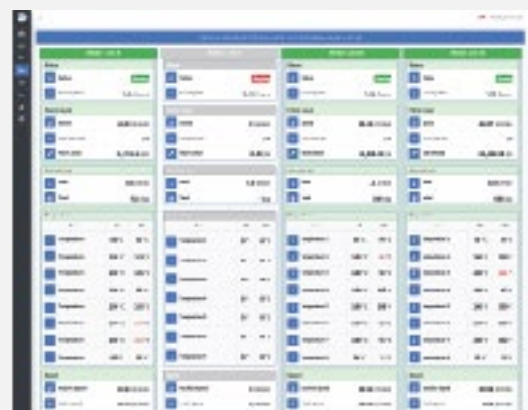
- PVOIL Nam Dinh
- PVOIL Cai Lan
- PETIMEX

.....



Supply of Terminal Automation system VTAS for Phuoc Khanh Oil Depot

Supply of IoT Monitoring System ViMON for textile factories in the 10/10 Textile Factory network





Supply of DCS for Fuel hydrant system at Terminal 2 area of Noi Baif International airport

Supply of open-channel flow measurement solution for the Vung Ang Wastewater Treatment Plant



Supply of automatic paper quality analysis equipment for ChengLoong Paper Mill – Binh Duong

Supply of pulp freeness measurement Freeness Online of ABB L&W for Vina Kraft Paper Mill





Head Office

Address: 9th Floor, Cotana Building, Lot CC5A, Linh Dam Peninsula, Hoang Mai District, Hanoi
Mr. Duong Hoai Nam – Phone: +84 24 3540 2685 / Mobile: +84 976 168 268
Email: nam.duong@vietcis.com.vn

CENTRAL REGION BRANCH

Address: No. 11 Tran Cong Thuong Street, Ky Lien Ward, Ky Anh Town, Ha Tinh Province
Mr. Tran Van My (Mr. Mark) – Phone: +84 977 580 862
Email: mark.tran@vietcis.com.vn

SOUTHERN REGION BRANCH

Address: A15.22 Flora Fuji Tower, Phuoc Long B Ward, District 9, Ho Chi Minh City
Mr. Quang Anh – Phone: +84 865 366 716
Email: quanganh.doan@vietcis.com.vn

PROJECT DEPARTMENT - PID

Mr. Nguyen Ba Ky (Mr. Roger)
Mobile: +84 976 061 601
Email: project@vietcis.com.vn

ABB PRODUCTS SALE

Ms. Nguyen Thi Tuyet Mai
Mobile: +84 906 298 088
Email: mai.nguyen@vietcis.com.vn

PULSAR - ABB L&W PRODUCTS SALE

Mr. Nguyen Phi Luat (Mr. Jack)
Mobile: 0968484939
Email: jack.nguyen@vietcis.com.vn

SERVICE DEPARTMENT - SG

Mr. Doan Duc Anh
Mobile: +84 966 806 828
Email: service@vietcis.com.vn

FAFNIR PRODUCTS SALE

Mr. Nguyen Trong Khoi (Mr Daniel)
Mobile: +84 396 503 554
Email: daniel.nguyen@vietcis.com.vn

SCHNEIDER PRODUCTS SALE

Mr. Ho Van Chien (Mr. Kane)
Mobile: +84 373 287 719
Email: kane.ho@vietcis.com.vn