

# PRESS RELEASE

## Smart paint shop in Vietnam: Dürr takes advantage of growth opportunities in Southeast Asia

- Industrial Internet of Things for the painting process
- 20 % less space required
- Latest painting robot generation

Bietigheim-Bissingen, October 4, 2018 – Southeast Asia is among the fastest growing markets in the automotive industry. Experts believe that automotive production in countries such as Thailand, Indonesia, Malaysia and Vietnam will increase by an average of 6 to 9 % in the coming years. Local carmakers are also entering the market – among them the Vietnamese company VinFast, for which Dürr is building a space-saving paint shop in Haiphong with smart technologies for the Industrial Internet of Things (IIoT).

VinFast is a subsidiary of the VinGroup, Vietnam's largest non-state-owned listed company, with a market value of 14.6 billion US dollars (July 2018). VinFast plans to establish itself quickly in the growing automotive market by offering different vehicle models. In the Dürr paint shop, which was ordered in the first quarter of 2018, 250,000 cars per year are set to roll off the production line during the first phase – initially they will be equipped with conventional drives, later also with electric motors.

"Our paint shop will be the largest in Vietnam, and highly automated through the integration of numerous IIoT applications. This will make it the benchmark for excellent quality at low operating costs, the highest ecological standards and a high degree of safety at work", says James Deluca, CEO of the VinFast Trading and Production Company.

Dürr Aktiengesellschaft  
Corporate Communications & Investor Relations  
Carl-Benz-Str. 34  
74321 Bietigheim-Bissingen  
Germany

Phone +49 7142 78-1785  
Fax +49 7142 78-1716  
[corpcom@durr.com](mailto:corpcom@durr.com)  
[www.durr.com](http://www.durr.com)

# PRESS RELEASE



One example of smart IIoT technology is the smart **EcoInCure** paint curing oven. Every car body that passes through the oven receives a digital quality certificate. For this purpose, the oven data is evaluated by Dürr's MES software. The youngest generation of Dürr painting robots will also be used at VinFast; its numerous sensors make it Industry 4.0 compatible. The robots provide real-time data, which is analyzed and evaluated using Dürr software.

Thanks to Dürr's patented layout concept, the paint shop in Haiphong requires around 15,000 square meters less space than a comparable factory, making it over 20 % more space-efficient.

A picture can be found [here](#).

*The Dürr Group is one of the world's leading mechanical and plant engineering firms with extensive expertise in automation and digitization/Industry 4.0. Products, systems and services offered by the Group enable highly efficient manufacturing processes in different industries. Dürr supplies sectors like the automotive industry, the mechanical engineering, chemical and pharmaceutical industries, and the woodworking industry. The company has 92 business locations in 31 countries. The Group generated sales of € 3.71 billion in 2017. Dürr has around 15,000 employees and operates in the market with five divisions:*

- **Paint and Final Assembly Systems:** paint shops and final assembly systems for the automotive industry
- **Application Technology:** robot technologies for the automated application of paint, sealants and adhesives
- **Clean Technology Systems:** exhaust-air purification systems and energy efficiency technology
- **Measuring and Process Systems:** balancing equipment as well as assembly, testing and filling technology
- **Woodworking Machinery and Systems:** machinery and equipment for the woodworking industry

Dürr Aktiengesellschaft  
Corporate Communications & Investor Relations  
Carl-Benz-Str. 34  
74321 Bietigheim-Bissingen  
Germany

Phone +49 7142 78-1785  
Fax +49 7142 78-1716

corpcom@durr.com  
www.durr.com

# PRESS RELEASE



Contact:

Dürr AG

Günter Dielmann / Mathias Christen

Corporate Communications & Investor Relations

Phone +49 7142 78-1785 / -1381

Fax +49 7142 78-1716

E-Mail [corpcom@durr.com](mailto:corpcom@durr.com)

*This publication has been prepared independently by Dürr AG/Dürr group (“Dürr”). It may contain statements which address such key issues as strategy, future financial results, events, competitive positions and product developments. Such forward-looking statements are subject to a number of risks, uncertainties and other factors, including, but not limited to those described in Dürr’s disclosures, in particular in the chapter “Risks” in Dürr’s annual report. Should one or more of these risks, uncertainties and other factors materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performances or achievements of Dürr may vary materially from those described in the relevant forward-looking statements. These statements may be identified by words such as “expect,” “want,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. Dürr neither intends, nor assumes any obligation, to update or revise its forward-looking statements regularly in light of developments which differ from those anticipated. Stated competitive positions are based on management estimates supported by information provided by specialized external agencies.*

*Our financial reports, presentations, press releases and ad-hoc releases may include alternative financial metrics. These metrics are not defined in the IFRS (International Financial Reporting Standards). Dürr’s net assets, financial position and results of operations should not be assessed solely on the basis of these alternative financial metrics. Under no circumstances do they replace the performance indicators presented in the consolidated financial statements and calculated in accordance with the IFRS. The calculation of alternative financial metrics may vary from company to company despite the use of the same terminology. Further information regarding the alternative financial metrics used at Dürr can be found in our financial glossary on the Dürr web page (<https://www.durr-group.com/en/investor-relations/glossary/>).*

Dürr Aktiengesellschaft  
Corporate Communications & Investor Relations  
Carl-Benz-Str. 34  
74321 Bietigheim-Bissingen  
Germany

Phone +49 7142 78-1785  
Fax +49 7142 78-1716

[corpcom@durr.com](mailto:corpcom@durr.com)  
[www.durr.com](http://www.durr.com)