

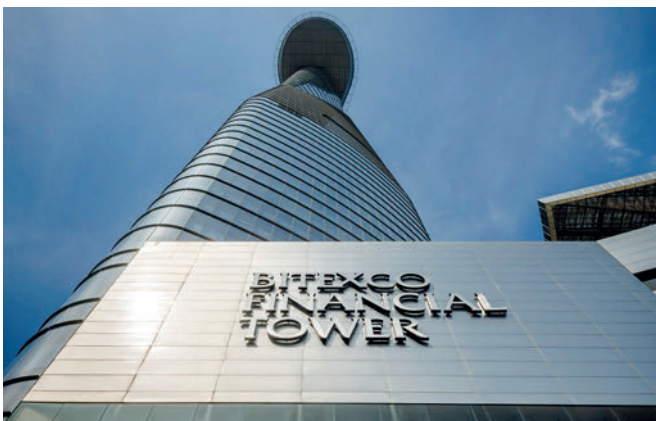
Consistent growth strategy

# Topwerk Group further expands its sales & service network in the Asian market

**To better meet the market requirements in south and east Asia, Topwerk establishes Topwerk Asia in Ho Chi Minh City. With this location in the economic centre of Vietnam, the Group is consistently pursuing its growth strategy and the goal of offering better sales and after sales services in the Asian market.**

With Topwerk Asia the Topwerk Group further expands its network in Asia to respond to the broad and growing customer base in this market region. The Group's well-known product houses, such as Hess Group, SR Schindler, Prinzing Pfeiffer as well as Hess AAC Systems, will be better enabled to react faster to provide better sales and customer services in this strategic region. This regional capability will develop alongside the market performance of Hess Langfang in China.

The management will be taken over by Dios Lappas with his vast experience of the Asian market, who already has been driving the business development for the Topwerk Group in this region for the last 2 years. "Topwerk Asia is the ideal opportunity to better serve the south and east Asian Market. I am pleased that I can now contribute my experience to build an optimal sales and service network in the region and strengthen the presence of the Hess Group and the other product houses within the Topwerk Group."



*Topwerk Asia office in Bitexco Financial Tower*



*Dios Lappas,  
Head of Topwerk Asia*

Robert Gruss, CEO of the Topwerk Group is pleased about the new location: "The economy in Ho Chi Minh City is booming. The city offers an excellent infrastructure and, as a transport hub, guarantees very good connections within the region. Therefore, it is the ideal location, both strategically and in terms of location, to increase our presence in the Asian market and strengthen our proximity to customers. I am happy that we have gained an excellent Head of Topwerk Asia in Dios Lappas, who brings experience as a mechanical engineer to our technical equipment sales, as well as in business development and is very familiar with the region." ■

## FURTHER INFORMATION

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