



German Business Delegation Trip to Malaysia - Aerospace industry

Kuala Lumpur
26th – 30th May 2025

Company Products and Services Catalogue

In collaboration with



Project of



German Business Delegation Malaysia 26th-30th May 2025



German Companies

AID GmbH

August Rüggeberg GmbH & Co. KG

FlexiCAM GmbH

Herzog GmbH

Hufschmied Machining Systems

Inspire Aircraft Services

KDR Luftfahrttechnik GmbH

MKV GmbH

SBS systems for business solutions (SBS) in collaboration with the Malaysian-German Chamber of Commerce and Industry (MGCC) will be conducting a business delegation of German technology providers to Malaysia in May 2025 with a focus on the Aerospace & Aviation Industry.

This project is supported by the German Federal Ministry for Economic Affairs and Climate Action (BMWK) within the framework of the BMWK Market Development Programme. It aims to showcase some of Germany's best solution providers in the field of aerospace & aviation. Project partners in Malaysia include National Aerospace Industry Association Malaysia (NAICO) and Malaysia Aerospace Industry Association (MAIA).

The aerospace & aviation industry in Germany is a cornerstone of the country's economy, renowned for its innovation, engineering excellence, and global influence. As Europe's largest economy, Germany plays a pivotal role in both the manufacturing, operation and maintenance of aircrafts. Germany is known for its high-quality engineering and precision manufacturing with companies at the forefront of innovation in aircraft design, maintenance, and production technologies. The focus on quality and reliability helps ensure that products meet the highest safety and performance standards.

MGCC is coordinating a **Conference and Business Matching Event on 27th May 2025** offering presentations, expertise sharing, and individual business meetings with the German solution providers in this particular sector.

If your company is from the aerospace and aviation-related industries, join us for an exchange of knowledge and collaboration with German experts at the Conference on 27th May 2025 and at **individually arranged Business Matchings on 27th and 28th May 2025**, which provide excellent platforms for stakeholders to meet.

Participation is free of charge but subject to previous registration.



Federal Ministry for Economic Affairs and Climate Action (BMWK)

Sabine Honer

Deputy Head of Division –
Aviation, Office of the Coordinator of Aerospace Policy
Federal Ministry for Economic
Affairs and Climate Action

Dear Participants,

A warm welcome to all participants of the German Business Delegation to Malaysia regarding Aerospace. This business delegation is taking place as part of the Market Entry Programme launched by the Federal Ministry for Economic Affairs and Climate Action in 2012 to support German companies in exploring foreign markets. Since the inception of the programme, over 10,000 SMEs have taken part in its projects, thus gaining access to new markets, securing existing markets and establishing networks.

The aviation industry is an internationally oriented sector facing major global challenges. It guarantees value creation and highly qualified jobs and is a driver of innovation. The global growth in air traffic poses major industrial and infrastructural challenges worldwide and at the same time requires the transformation towards sustainability and climate protection. International cooperation is the key to overcoming these challenges.

Malaysia is an important partner for Germany in South East Asia and our number one trading partner in the region. Its aviation industry is impressing with remarkable growth in the manufacture of parts and components as well as in the MRO sector. The attractiveness is due, among other things, to its strategic location, its skilled workforce, a supportive government, an established infrastructure and a growing manufacturing sector. Malaysia offers a wide range of cooperation possibilities for German aerospace companies, for example, in manufacturing technologies, MRO and sustainable solutions for the aviation industry.

German aerospace companies, on the other hand, are valued partners worldwide, as they are highly efficient and competitive and characterized by great innovative strength. In many areas, these companies are technology and market leaders internationally. They benefit from the overall strength of Germany as a production location, the high level of expertise of the skilled workforce and an excellent network of university and non-university research institutions.

There is great potential for enhancing bilateral business cooperation and I wish all participants every success.

Aerospace & Aviation Industry – Solutions from Germany

CONFERENCE – Tuesday, 27. May 2025, EQ Kuala Lumpur

09:30 **Registration & Welcome Coffee**

10:00 **Welcome Address** by *Ms. Tara Méité*, Deputy Executive Director, Malaysian-German Chamber of Commerce and Industry (MGCC)
Opening Remarks by *Ms. Sabine Honer*, Deputy Head of Aerospace Division and Representative of Market Entry Programme of the German Federal Ministry of Economic Affairs and Climate Action (BMWK)
Opening Remarks by *Mr. Thomas Nytsch*, Managing Partner, SBS Systems for Business Solutions

10:15 **Potential and Challenges of the Aviation and Aerospace Industry in Malaysia** by *Prof. Ts. Shamsul Kamar Abu Samah*, Chief Executive Officer, National Aerospace Industry Corporation Malaysia (NAICO Malaysia)

10:45 **What are Companies in the Malaysian Aerospace Sector Looking For?**
by *Mr. David Jones*, Managing Director, Malaysian Aerospace Industry Association (MAIA)

11:15 Q&A Session

11:30 **Company Presentations & Panel Discussion: “Production Technologies and Tools for the Aerospace Industry”**

Moderator: *Dr. Michael Bartelt*, Managing Director, Airfoil Services Sdn Bhd

- 3, 4 and 5 Axis CNC Routers, Milling Machines and Special Solutions for the Aerospace Industry
by *Mr. Alexander Vogel*, General Manager, FlexiCAM GmbH
- Carbon Fiber Braiding of Structural Parts and Textile & Wire Braiding of Electrical Harnesses
by *Mr. Sebastian Stolle*, Sales Manager, Herzog GmbH
- Efficient Solutions, Elevated Performance: Hufschmied Machining Tools in the Aviation Industry
by *Mr. Thomas Niefenecker*, Sales Director Overseas, Hufschmied Zerspanungssysteme GmbH
- Cutting-Edge Solutions Boosting Aerospace Productivity
by *Mr. Fabio Di Stasi*, Sales Manager Southeast Asia, August Rüggeberg GmbH & Co. KG

Q&A session



Aerospace & Aviation Industry – Solutions from Germany

CONFERENCE – Tuesday, 27. May 2025, EQ Kuala Lumpur

12:45 Networking Lunch

14:00 **Company Presentations & Panel Discussion:**
“Aerospace Parts, Services and MRO – Trends & Latest Technologies”

Moderator: *Ts. Ahmad Kamal Mohamad Lazi*, Manager, Technology & Supply Chain, NAICO Malaysia

- Lightweight Construction and Safety Combined
by *Mr. Marcus Hilbig*, Head of Sales, KRD Luftfahrttechnik GmbH
- Equipment for Aviation – Cleaning Lines, Electroplating Lines, TSA / BSA Anodizing, NDT – Shops
by *Mr. Steffen Klocke*, Technical Director, MKV GmbH
- EASA Part 145 Maintenance for Aircraft Cabin and Aircraft Structure
by *Mr. Fahd Hayat*, Managing Director, Inspire-ssa GmbH
- Optionally Piloted Aircraft for Integrated Development - A Future Proofed Platform
by *Mr. Maximilian List*, Managing Director, AID GmbH

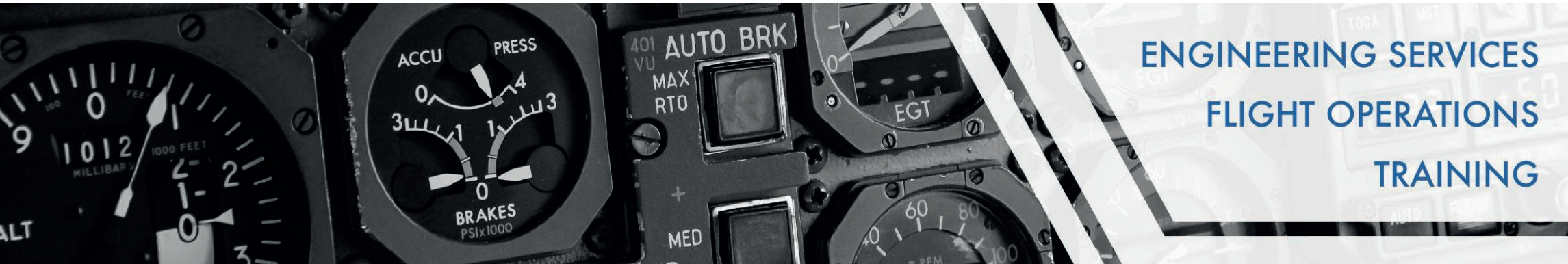
Q&A session

15:15 Wrap-up and closing remarks by MGCC

15:30 –
17:00 Networking & Individual B2B-Meetings



ENGINEERING SERVICES FLIGHT OPERATIONS TRAINING



Summary

AID specialises in developing and certifying safety-critical systems and implementing QM systems in aviation organisations.




made in
Germany

www.aid-innovation.de

Company profile

We are an innovative engineering company and experts in technical system development, safety engineering, software and hardware development as well as process and quality management. Our team specialises in the development and certification of aircrafts, safety-critical components and the approval of aviation organisations. We handle everything from individual work packages to the development of complete systems.

Products / Services

- System & Safety: Development according to ARP4754 & ARP4761; requirements management, system architectures, safety analyses, validation & verification, certification liaison
- Detailed Design: Development of software (DO-178C), electronic hardware (DO254) and mechanical components.
- Processes & quality: Assessment of your structures with regard to the approval requirements and support during the approval process. From ISO 9001/EN 9100 to EASA requirements for aviation organisations, we have experience with all common standards. With the help of our process management tool "PMBD", your quality management system and thus the approval of your company will be raised to a new level.
- Flight Operations: We provide a platform for flight test campaigns, flight missions and payload demonstrations
- Training: We are also happy to offer various customised training courses for all areas of our technical expertise.

References and export activities

Our customers operate in all sectors – manned & unmanned, civil & military. The interests of our customers are very important to us – which is why we protect your confidential information by all necessary means. Please understand that we do not wish to publish customer names here for reasons of confidentiality. We will be happy to discuss our projects with you on personal request.

Target group

From start-ups to industry leaders – any company involved in the development and certification of (safety-critical) systems (manned/unmanned, civil/military) in the aerospace industry.

Competitive advantages

We are specialists with many years of experience in technical system development and the development of safety-critical components for manned and unmanned aerial vehicles (UAV). Our core competence is in particular the holistic technical development of components and systems over the entire life cycle. We work according to the established industry standards ARP4754A and ARP4761.

Ideal business partners

With the help of our expertise in the areas of product development, system & safety as well as process and quality management, we support our customers in mastering new challenges and help them to push the boundaries of what is possible. Our services are aimed at companies of all sizes (manned & unmanned, civil & military), from small start-ups to industry leaders.



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Project

German Business Delegation
Malaysia
26th-30th
May 2025



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PFERD

TOOLS

Summary

August Rüggeberg GmbH & Co. KG is a manufacturer of high-quality cutting, grinding and polishing tools for metalworking.




made in
Germany



www.pferd.com

Company profile

August Rüggeberg GmbH & Co. KG – PFERD Tools is a family-owned company located in Marienheide with over 225 years of tradition and stands for innovative solutions for surface finishing, machining and cutting metals.

Products / Services

PFERD Tools offers a comprehensive product portfolio for a wide range of applications such as cutting, grinding, filing, milling, machining, brushing and polishing.

Our tools are used in a variety of industries: including aerospace, gas turbine construction, vehicle construction, mechanical engineering, chemical and process industries, steel construction, tool and mold construction, apparatus and container construction, pipeline construction and steelworks.

References and export activities

We manufacture our products globally in nine production facilities and offer a product range that includes over 11,000 tools.

2,100 employees in 24 subsidiaries worldwide ensure proximity to the market, which is ideal for optimal advice and delivery capability.

Target group

Industrial end users in surface treatment, cutting and machining of materials.

Competitive advantages

PFERD Tools offers a comprehensive product portfolio from a single source, which includes both consumables and tool drives, and due to our own production we are able to fulfill individual customer requirements.

Ideal business partners

Demanding end users who value productivity and efficiency.



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May



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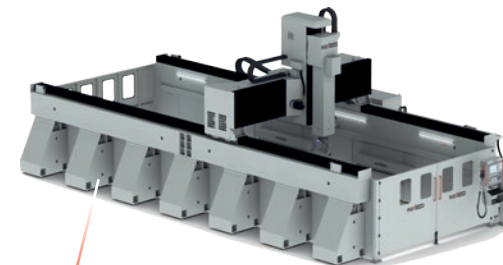


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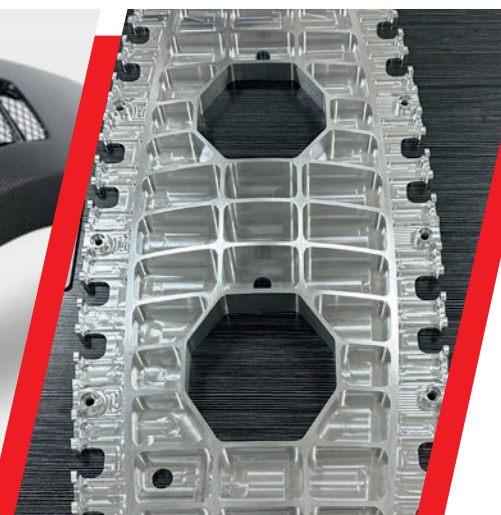
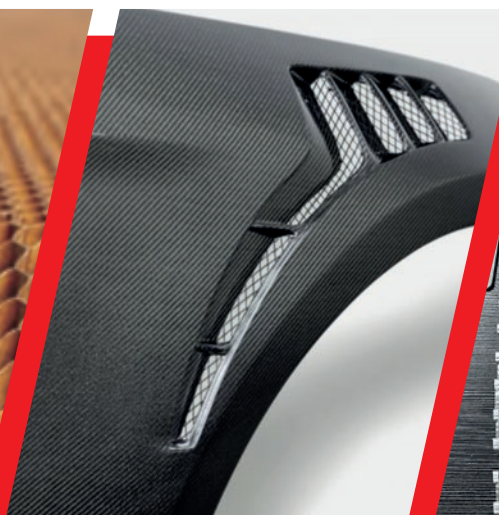
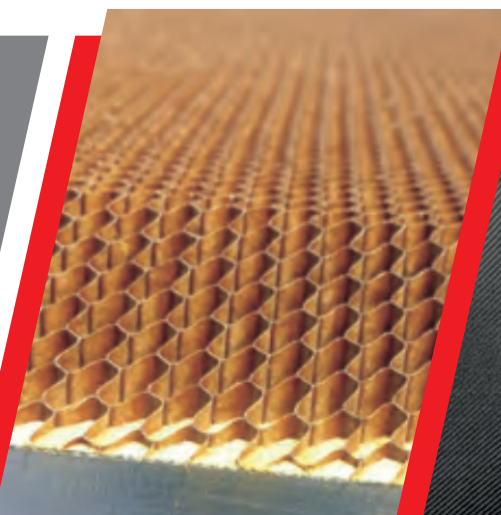


FlexiCAM Ultimate



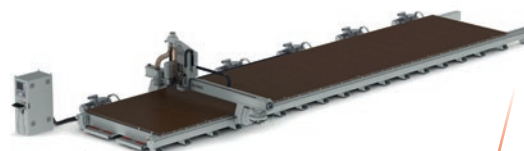
FlexiCAM Piranha

CNC MACHINING SOLUTIONS FOR AEROSPACE APPLICATIONS



Summary

FlexiCAM designs and manufactures advanced CNC machining centers, specializing in custom 3-, 4-, and 5-axis CNC machines for many sectors.



FlexiCAM Xtreme



made in
Germany



www.FlexiCAM.com

Company profile

FlexiCAM is one of the industry leaders in CNC machining solutions, specializing in custom 3-, 4-, and 5-axis machining centers. We serve industries like aerospace, automotive, boat building, railways, and more, delivering precise and efficient solutions. Our machines handle various materials, including aluminum, composites, plastics, foams, and specialized materials for model and pattern making.

FlexiCAM excels in aerospace manufacturing, delivering precision and efficiency for intricate geometries and advanced materials. Our machines specialize in high-speed aluminium machining, composite panel and honeycomb core processing, advanced composite part trimming, aluminium extrusion shaping, and titanium parts machining. They also support pattern, Mold, jig, and prototype production, meeting the sector's demand for lightweight, durable, and high-performance components.

Products / Services

FlexiCAM offers state-of-the-art 3-, 4- and 5-axis CNC machining centers for the aerospace sector, such as:

- Processing of Stacked Aluminum Sheets with Automatic Removal of Bridges or Tags (Stacking / Detagging Option)
- High-Speed-Cutting of Small Parts from Sheet Materials (such as Aluminum, Copper, Plastics or Composites) using the Vilmill™ Vacuum Clamping Technology
- High-Speed-Machining of Aluminum Structural Components
- Machining Composite Sandwich Panel and Honeycomb Core Materials (Nomex)
- Trimming, Drilling and Cutting of Advanced Composite Parts
- Machining Aluminum Extrusions
- Manufacturing of Patterns, Molds, Jigs and Prototypes
- Machining Titanium Parts and many more..

References and export activities

Worldwide reference in aerospace or other applications are available upon request. Some of the aerospace references include:

SME Aerospace Sdn. Bhd. | Universal Alloy Corporation
Gardner Aerospace | TATA Advanced Systems
Mahindra Aerostructures Pvt. Ltd. | Carbo Spacetechn
TATA Sikorsky Aerospace Ltd | Saudi Arabian Military Industries (SAMI) | Indian Space Research Organization (ISRO) | BEML Limited.

Target group

- Aerospace Manufacturers
- Composites and Material Specialists for Aerospace
- Engineering Firms and Prototyping Companies

Competitive advantages

FlexiCAM delivers custom CNC machines within short timeframes, ensuring an outstanding price-performance ratio for the aerospace industry.

With a global presence, including offices and technology centers in Germany, United Arab Emirates and India, FlexiCAM provides comprehensive pre- and post-sales technical consultancy, customer training, responsive after-sales support, and fast spare parts supply.

Ideal business partners

We collaborate with aerospace manufacturers, MRO companies, tooling & fixture manufacturers, and composite material processors that require specialized CNC machining centers or customized modifications for optimized machining solutions. Our expertise extends to precision milling, composite processing, and structural part machining for the aerospace industry.



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Malaysia
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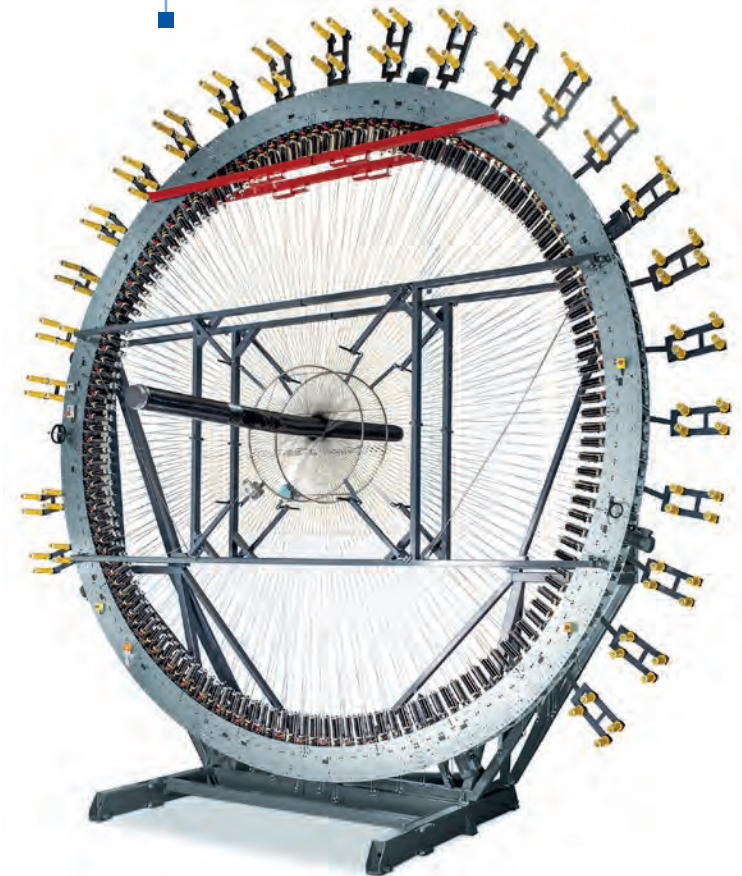
MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

Project of:



systems for business solutions





Summary

A leading manufacturer of braiding and winding machines for technical textile and wire applications.



made in
Germany

Company profile

HERZOG is a family owned company, founded in 1861 with a long tradition and at the same time one of the most innovative developer and manufacturer of braiding- and winding machinery. We make machines that make our customers successful. As the worldwide technology and market leader we produce more than 600 custom made machine types for any kind of application with 150 people in Oldenburg, Germany.

Products / Services

In aviation industry we are well known for composite braiding machines for making structural avionic parts like propeller blades as well as for textile- and wire braiding machines for manufacturing wire harness cables and – looms for all kind of electronic applications.

References and export activities

Herzog delivers custom made braiding- and winding machine in over 120 countries. With close agents network we understand the market first hand, offering you the best machine solution.

Target group

Herzog looks for customers in the structural manufacturing industry of composite parts as well as for wire harness manufacturers and harness repair- and service companies using braiding and winding machines.

Competitive advantages

Herzog offers custom made solution machines solving your production needs. Our machines are well known in the market for excellent braiding results, good machines operation and sturdiness.

Ideal business partners

Herzog looks for customers in the structural manufacturing industry of composite parts as well as for wire harness manufacturers and harness repair- and service companies using braiding and winding machines.



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Malaysia
26th-30th
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Aerospace Industry



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systems for business solutions

SBS



HUFSCHMIED

ZERSpanUNGSSYSTEME

GERMAN INNOVATION - ONE CUT AHEAD

Summary

Hufschmied Machining Systems is Europe's leading manufacturer of material-related tools.



www.hufschmied.net

Company profile

Hufschmied Machining Systems has over 30 years of experience in the development and production of process-optimizing, material-related tools. Our strength is to advise our customers in their efforts to achieve the best possible manufacturing process and to optimize the processes in partnership with tools such as milling cutters and drills of the highest precision.

This is not just about the pure tool geometry, but we also advise, develop, program, train and commission the tools with our customers and establish significantly more efficient processes both on the machines and in the mindset of our customers.

Hufschmied specialized early on in the machining of plastics, glass fibre materials and carbon fibre.

Products / Services

Our mills, drills and ultrasonic cutting blades are in the production lines for i.a. the fuselage, nacelles, HTP/VTP, interiors, doors, floor panels, wing parts. Apart from aerospace our core industries are: automotive, medical technology, dental, tool and mould, maritime, defence.

Together with you, we research innovative, lightweight materials, highly efficient CAD/CAM processes, high-speed machining and the tools optimized for this. So that you can prove again and again that the art of engineering is an art: what was unthinkable yesterday will roll off the assembly line tomorrow.

The Fiber-Line drilling and milling tools deliver optimal results when roughing and finishing CFRP, GFRP and SMC. They guarantee a perfect edge quality that does not require any post-processing.

References and export activities

Hufschmied Machining Systems is on the road to success: The manufacturer of material and process-optimized cutting tools recorded a 22 percent increase in sales compared to the previous year. International business currently accounts for 30 percent and is now being expanded further. Hufschmied has two subsidiaries in Mexico and the US, distribution partners in several countries and was a member of the Singapore Composite Clus.

Target group

Hufschmied customers are OEM, big suppliers and SME, as well as research organisations with dedicated CNC machine shops for part manufacturing. All conceivable materials.

Competitive advantages

Sustainability offensive at Hufschmied Machining Systems: In 2022, the manufacturer of process-optimized precision tools has started balancing the product carbon footprint (PCF). Using software based on the Product Life Cycle Accounting and Reporting Standard of the Greenhouse Gas Protocol, the greenhouse gas emissions for the production of Hufschmied milling tools are determined.

Ideal business partners

Our goal is to have satisfied customers who value us as a partner. Every employee at Hufschmied is committed to this. We are committed to finding the optimum solution for our customers every day, both in terms of the quality of our products and our service. We have already received several awards for this.

HUFSCHMIED

ZERSpanungSSYSTEME

Hufschmied Machining Systems

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Aerospace Industry

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systems for business solutions





MAINTENANCE & REPAIR OF

Aircraft Seats Composite
Radome Galleys
Lavatories Sheet Metal
Panels
Cabin Storage Carpet
NTF Wings
All Interiors & Structures

Summary

EASA Part 145 Maintenance
Organisation for Aircraft Cabin and
Aircraft Structure.



made in
Germany



www.inspire-ssa.com

Company profile

Welcome to Inspire Aircraft Services, your reliable EASA Part 145 maintenance organization. We specialize in providing services for cabin interiors and aircraft structures. With over 25 years of experience, we successfully support airlines, aircraft manufacturers, aviation suppliers, and MROs (Maintenance, Repair, and Overhaul).

Products / Services

As an EASA Part-145 certified organization with C6 and C20 ratings, we ensure the highest quality and safety standards in all our services. Our workshop is equipped to repair and certify a wide range of aircraft components, including aircraft seats, galleys, radomes, nacelles, winglets, ailerons, spoilers, and wing-to-body fairings. The dedicated team at Inspire Aircraft Services is available worldwide 24/7 and can undertake complete projects on-site, often within 24 hours.

We also offer cabin maintenance during Base Maintenance, i.e. 2- or 3 years check. We manage in time, budget and with quality. Acting as a partner is one of our core competencies.

Additionally we delivery high-quality refurbished and removed cabin equipment such as aircraft seats, panels, galleys etc.

References and export activities

Our references includes Air France B777, A380 Projects at Elbe Flugzeugwerke, CDB Leasing etc.

Target group

Our target group are Airlines and Maintenance Organisation. We deliver services and refurbished interior with high quality.

Competitive advantages

More than 25 years experience in cabin and structure maintenance. Using manpower in repair as well for cabin maintenance at base maintenance station on international basis.

Ideal business partners

Airlines and MRO.



Inspire Aircraft Services

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Malaysia
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SBS
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KASIGLAS®

Flying high with safety

Summary

The Company specializes in transparent lightweight materials.



www.kasiglas.de

Company profile

KRD Luftfahrttechnik GmbH is a leading provider of innovative aviation solutions, specializing in high-performance glazing and interior components for the aerospace industry. Part of the KRD Group, a family-owned business with over 50 years of experience, we combine advanced research, development, and manufacturing to deliver customized aviation technology solutions. Our proprietary KASIGLAS® technology offers lightweight, impact-resistant, and highly transparent cockpit windows that meet the highest safety and design standards. In addition, we develop premium interior components such as switchable partitions, display and projection solutions, bar paneling, and lamp and camera covers. With sustainable production processes, energy-efficient materials, and advanced coatings, KRD Luftfahrttechnik sets new standards for safety, comfort, and design in aviation.

Products / Services

Specializing in high-performance aviation products, KRD Luftfahrttechnik GmbH focuses on advanced glazing and premium interior components. Our proprietary KASIGLAS® technology provides lightweight, impact-resistant, and highly transparent cockpit and cabin windows, including heated, switchable, and specially coated glazing for enhanced safety and durability.

In addition to aircraft windows, we offer custom switchable partitions, display and projection surfaces, bar paneling, and precision-crafted lamp and camera covers, blending aesthetics with functionality. Our expertise extends to complexly shaped cockpit canopies, optimizing aerodynamics and visibility.

Serving ultralight aircraft, helicopters, and urban air mobility, our products meet the highest aviation standards. Through continuous innovation, we develop solutions that enhance safety, comfort, and efficiency in modern aviation.

References and export activities

KRD Luftfahrttechnik GmbH is a global aerospace supplier, recognized with the Airbus Supplier Award for its excellence in cockpit glazing. The company provides advanced glazing for Embraer's Eve eVTOL and, in collaboration with Sekisui Kydex, developed Kydex FST CLR with KASIGLAS®, a compliant transparent thermoplastic for aircraft interiors. KRD delivers innovative, high-performance solutions to key aviation markets worldwide.

Target group

KRD Luftfahrttechnik GmbH's target group includes aerospace manufacturers, aircraft interior designers, and OEMs in the aviation industry. This includes companies involved in eVTOLs, commercial aviation, and defense sectors, seeking innovative glazing and thermoplastic solutions that meet high-performance, safety, and compliance standards for aircraft interiors.

Competitive advantages

Our competitive advantages lie in strong industry recognition, including the prestigious Airbus Supplier Award, and extensive expertise in aerospace technology. With a global presence, innovative solutions, and the ability to meet high-performance and compliance standards, the company stands out in the competitive aviation market, providing tailored solutions for a wide range of aviation needs.

Ideal business partners

Ideal business partners for KRD Luftfahrttechnik GmbH include aerospace manufacturers, Tier 1 suppliers, and companies specializing in aircraft interiors, glazing, and composite materials. This includes OEMs, eVTOL developers, and industry leaders in aviation innovation, looking for high-quality, compliant solutions for advanced aircraft interiors and cockpit systems.



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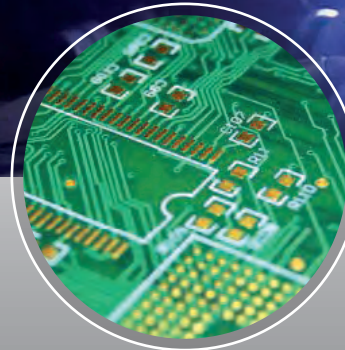


systems for business solutions





SURFACE
FINISHING



CIRCUIT BOARD
PRODUCTION



AVIATION
TECHNOLOGY



SPECIAL AND
CUSTOMISED SYSTEMS

Summary

MKV GmbH in Allersberg is a manufacturer of specially manufactured electroplating and industrial systems according to customer and process.



Company profile

Since its foundation in 1992, MKV GmbH has been implementing specially manufactured electroplating and industrial systems according to Customer request and process specifications. Experience and extensive detailed knowledge were integrated from several decades in plant engineering for a wide variety of industries.

MKV's core competence is the development and implementation of systems that precisely meet all the requirements of our customers. Our high level of vertical integration enables the greatest possible flexibility regarding process engineering, safety-relevant or quality assurance criteria.

Products / Services

From design in the planning department up to installation on site, we offer plant technology from a single source. Project planning – starting with the overall concept – is always checked and optimized. This is how our design department creates solutions even before problems arise.

MKV at a glance

- Wet Chemical Vertical Plants
- Electroplating systems for metal coating
- Electroplating systems for plastic coating
- Electroplating systems for printed circuit boards
- Cleaning and etching systems
- Crack testing systems for non-destructive testing of components

References and export activities

MKV GmbH has a steady growth with a focus on aviation technology. Here, MKV acts as a partner of Rolls Royce, Airbus Helicopters, Lufthansa Technik, Premium Aerotech, MTU, N3, EME PL, Hamilton Sundstrand, UTC Aerospace, Aerotech Peissenberg and many more.

Target group

MKV GmbH is well known as a planner and manufacturer of special systems in the field of electroplating. Expertise, reliability, customer orientation and the consistently high level of commitment of our employees are the factors with which we have developed this position.

Competitive advantages

MKV GmbH designs, manufactures and installs special electroplating systems for all processes of surface finishing of metal and plastic individually for your process specifications.

We take over the complete project responsibility, including the peripherals, from planning to commissioning.

Ideal business partners

MKV primarily works with aerospace manufacturers and MRO companies which use a variety of electroplating equipment for their processes – coating, cleaning, and etching of metals and plastics; non-destructive crack testing – and preventive maintenance accordingly.

The cooperation extends from complete project responsibility, including peripherals, to production and commissioning.



MKV GmbH

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Languages: English, German

Project

German Business Delegation
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MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

Project of:



systems for business solutions



SBS systems for business solutions is a private consulting agency founded in 1999, with over two decades of experience in the planning, development and implementation of international projects. The company offers services such as workshops, events, individually organized B2B meetings, customized market entry strategies and support in the coordination of international teams for the Italian and German-speaking markets.

Since 2006, SBS has organized more than 300 internationalization projects, ranging from delegation trips abroad to large virtual conferences on behalf of several German ministries and other foreign government institutions.

In addition, SBS has been awarded the title of "Temporary Export Manager" by the Italian Ministry of Economic Development. A highly skilled team of project managers with multinational backgrounds at the Berlin and Rome offices is sensitized to the issue of cultural differences and therefore knows how to approach difficult cultural issues. SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for its clients. Thanks to a strong partner network and more than 1,000 German and international customers, SBS can facilitate a successful market entry in emerging and most attractive markets worldwide.



Malaysian-German Chamber of Commerce and Industry

The Malaysian-German Chamber of Commerce and Industry (MGCCI) is Germany's official representative for industry and trade in Malaysia, and has been active in Malaysia since 1991, successfully fulfilling our role as service provider, membership organization and voice of the German industry in the country. MGCCI currently has ca. 400 member companies. MGCCI is part of the German Chambers network under the umbrella organization of the Association of the German Chambers of Industry and Commerce (DIHK). The network of the German Chambers is the most important partner for the promotion of foreign trade. Together with

German diplomatic representations (embassies and consulates), they represent the interests of the German economy in the host country. This function commits the German Chambers to neutrality and objectivity. MGCCI is a reliable partner, providing a wide range of services to assist companies in the establishment and development of business activities in Malaysia. Market entry services such as market research, market studies, company representation solutions, and business partner search activities are tailor-made specifically for small and medium-size German companies for the initial market entry phase.

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