About GE

GE (NYSE: GE) is the world's Digital Industrial Company, transforming industry with software-defined machines and solutions that are connected, responsive and predictive. GE is organized around a global exchange of knowledge, the “GE Store,” through which each business shares and accesses the same technology, markets, structure and intellect. Each invention further fuels innovation and application across our industrial sectors. With people, services, technology and scale, GE delivers better outcomes for customers by speaking the language of industry. www.ge.com

GE in Vietnam

GE was one of the first American companies established in Vietnam in 1993, even before the U.S. embargo was lifted. GE first set up a representative office in Hanoi that year, and another subsequently in Ho Chi Minh City in 2001, working in partnership with local organizations. In 2003, GE established GE Vietnam Ltd., a 100% GE capital investment that offers a wide range of after-sales services for medical, electrical and energy equipment.

Here and around the world, we’re building for the future – finding solutions to tough problems, investing in people and programs that help improve infrastructure and lives, and which make a difference in the communities we serve.

GE Vietnam currently employs more than 2000 people and offers products and services in Oil & Gas, Power, Renewable Energy, Energy Connections, Healthcare and Aviation sectors.

In 2015, we have begun the alliance that brings Alstom Power and Grid into the GE family. In May 2016, GE acquired the Heat Recovery Steam Generator business of Doosan Engineering and Construction. Today we are a more focused and vital industrial company, better able to provide for our customers’ power needs. It is a huge leap forward in GE’s evolution into a digital industrial company.

At a Glance

Historical Footprint
GE 1993; Alstom 1994

Number of Employees
2,000+

Major Locations
- **Corporate HQ**: Hanoi
- **Hai Phong Multi Modal Facility**: Hai Phong
- **HRSG Facilities**: Dung Quat (Quang Ngai) and Hai Phong
- **Vietnam Engineering Center**: Ho Chi Minh City
- **Power Project Sites**: Long Phu (Soc Trang), Nghi Son (Ha Tinh), Bac Lieu, Lai chau, Thang long (Quang Ninh) and Binh Phuoc
- **Grid Power Services**: Ho Chi Minh City, Hanoi
- **Thermal Power Services**: Ho Chi Minh City
GE works on things that matter to Vietnam

GE Healthcare

GE Healthcare provides transformational medical technologies and services to meet the demand for increased access, enhanced quality and more affordable healthcare around the world. In Vietnam, GE Healthcare provides state-of-the-art medical equipment for large hospitals such as the 108 Hospital, Friendship Hospital, Viet Duc Hospital, FV Hospital, Viet Sing Clinic, Bach Mai Hospital and numerous provincial facilities. More than half of all clinics and hospitals in Vietnam have at least one piece of GE medical technology/equipment.

- In August 2012, GE Healthcare signed a MOU with the Ministry of Health to focus on improving local innovation and building products, resources, and technology for local needs.
- In November 2014, GE introduced a new suite of innovative solutions for the survival and growth of newborns across Vietnam. The new series of “Lullaby” infant care products will increase access to these critical life-saving devices, particularly in primary care or low-resource settings.
- In March 2015, GE Healthcare and Bach Mai Hospital also signed a MOU to introduce a new education program at the Hanoi-based hospital, aimed at improving patient connectivity and clinical decision making. The collaboration includes $250K in patient monitors, which will be used to help train Vietnamese clinicians from across the country on how to better utilize patient monitors to improve patient care, specifically in the Emergency Department and Intensive Care Unit. Also in March, GE Healthcare introduced its new CARESCAPE R860 ventilator, which can help reduce the risk of harming the patients as a result of mechanical ventilation.
- In April 2015, GE Healthcare and Vietnam National Heart Institute co-hosted a medical education seminar with well-known experts in the field. It is the first event hosted by GE Healthcare’s recently launched Ultrasound School, a virtual institution directly under its ASEAN Healthcare Learning Institute, dedicated to the education and training of Vietnamese clinicians in the use of ultrasound equipment.
- In April 2016, GE Healthcare introduced a new CT scanner in its Revolution family of CT scanners, designed to be 40% more affordable than previous generation systems. The portfolio introduces Clarity panel detector, exclusively developed for this product to improve image resolution, along with Smart Dose technologies to lower radiation dose by up to 36% while preserving high image quality.
- In June 2016, in the Vietnam Congress of Anaesthesiology, GE Healthcare introduced 2 new products - GE Carestation 620 and 650 applying advanced technology in perioperative care. Carestation 600 Series is a simple, smart, agile platform which helps to reduce medical errors in operating room, improve patient care and enhance workflow.
- In July 2016, GE Healthcare and Viet Duc Hospital, in collaboration with VSA and Viet Medical, launched the Simulation Training Lab for Anesthesia and Intensive Care at Viet Duc Hospital. This is the first simulation training lab in Vietnam, where medical students, trainees, anesthesiologists have the opportunity to go through a simulation of a real-life situation and practice with modern equipment systems.
- In November 2016, for the first time in Vietnamese market, GE Healthcare's 3D Invenia™ ABUS was launched by Vinmec Hospital in Hanoi and Ho Chi Minh City. The Invenia ABUS (Automated Breast Ultrasound System) is an innovative breast cancer screening solution for women with dense breast tissue. When used in addition to mammography, Invenia ABUS can improve breast cancer detection by 55 percent over mammography alone.
GE Aviation

- GE Aviation is a world-leading provider of commercial, military and business and general aviation jet and turboprop engines and components as well as avionics, electrical power and mechanical systems for aircraft with a global service network to support these offerings. GE's advanced aircraft engines power more than half the aircraft in ASEAN and Vietnam is no exception. Utilizing proprietary modern technologies, GE is able to provide Vietnamese airlines with the same reliability, quality, and assurances equally enjoyed by other top airlines in the region—making flying safe and comfortable for passengers, and air travel gentle on the environment. One of our earliest customers, Vietnam Airlines, used CFM International's (a joint venture between Safran and GE) CFM56-5B engines to power 10 of its Airbus A320 aircraft since the mid-90's. As a testament to its quality and reliability, the engines have logged over 129,000 flight hours with no in-flight shutdowns and have a 99.9% dispatch reliability rate besides being the most economical of the A320 power plants to operate.
- In late 2013, GE signed a contract to supply 40 GEnx engines for the Boeing 787 Dreamliner fleet of Vietnam Airlines, and a contract to supply 40 CFM engines (a product of GE & Safran joint venture) for the A320 / 321 CEO of VietJet Air.
- In 2015, Vietnam Airlines plans to take a bold step forward when it receives the first of its 19 Boeing 787-9 Dreamliner aircraft, powered by GE's new GEnx jet engine. The GEnx, among the world's most fuel efficient engines, is also the world's only jet engine to feature a carbon fiber front fan system and other unique technology features. Seven Boeing 777 aircraft powered with GE90-94B engines were leased by Vietnam Airlines, of which 5 are still in operation. Vietnam Airlines’ GE90-94B-powered Boeing 777 aircraft is the first longer-range aircraft to enter service with the airline with unmatched flexibility and reliability to undertake non-stop extended-range twin-engine operations (ETOPS) for non-stop flights from Hanoi and Ho Chi Minh City to Paris.
- VietJet already operates 15 single-aisle Airbus A320 aircraft, powered by CFM56 engines produced by CFM International. VietJet also has another 21 CFM-powered A320/A321 and 42 A320neo aircraft on order. The best-selling CFM56 engine is the propulsion workhorse of the airline industry, powering most single-aisle airplanes. During President Obama’s visit to Vietnam, VietJet also signed a deal to purchase 100 B737-MAX aircraft equipped with LEAP-1B engines of CFM International.

GE Oil & Gas

GE positions itself as one of the world’s leading equipment and services’ providers in the oil and gas space. With unique capabilities across the entire value chain—from oil and gas drilling equipment and subsea systems, to turbomachinery solutions and downstream processing. The oil and gas industry in Vietnam is major contributor to its GDP, and the country is itself the third largest producer in ASEAN.

- With a strong presence in Vietnam for turbo-machinery, drilling and production equipment, and services support, GE Oil & Gas is poised to deliver technologically-advanced projects of significant scale to meet the growing energy needs of Vietnam and the region.
- In 2010, a MOU signed with PetroVietnam allowed GE Oil & Gas to provide advanced oil and gas equipment, services, and spare parts to optimize the total life-cycle value of its key oil and gas projects to make oil extraction feasible and cost effective.
- Furthermore, PetroVietnam’s refinery & petrochemical projects, like its Nghi Son and Long Son refineries, will also benefit from these technologies. Along with the long-term partnership with PetroVietnam in provision of technical support, GE Oil & Gas Drilling and Production Systems (Vetco Gray) has also been awarded the contract to supply 16 sets of High Pressure, High Temperature (HPHT) surface Wellhead and Christmas trees, which can operate at 350°F and 15,000 psi, combined with associated equipment and services for Hai Thach - Moc Tinh project.
operated by Bien Dong POC Vietnam. This equipment is the first in Vietnam and reinforces GE’s position as a leading supplier of surface HPHT and ultra HPHT wellheads and trees in Asia.

- In late 2012, GE opened its first GE Vietnam Engineering Centre (GE VEC) in Vietnam which currently employs about 40 engineers. Located in District 7 in Ho Chi Minh City, the center provides product design and applications services that focus on the oil and gas sector in Vietnam and the around the world.

**GE Power**

GE Power is a world leader in power generation with deep domain expertise to help customers deliver electricity from a wide spectrum of fuel sources. GE Power is transforming the electricity industry with the digital power plant, the world’s largest and most efficient gas turbine, full balance of plant, upgrade and service solutions as well as our data-leveraging software. Our innovative technologies and digital offerings help make power more affordable, reliable, accessible and sustainable.

- In 1995, GE signed its first heavy duty gas turbines for Phu My 2-1 power plant followed by some additional equipment contracts for Phu My 4, Phu My 2-1 add on, Phu My 2-1 ext add on and Nhon Trach 1 combined cycle power plant.
- In 2015, GE signed a contract to supply two circulating fluidized bed boiler (CFB) to Thang Long power plant. These are the largest CFB boilers in Vietnam providing clean coal power to the Vietnam grid.
- In 2015, Petrovietnam had selected two sets of high-efficiency steam turbines and generators from GE for the new Long Phu 1 coal-fired thermal power plant in Soc Trang. Once online, the plant can generate 1,200 MW, the equivalent power needed to supply approximately four million Vietnamese homes.
- In November 2015, GE’s Power Services business announced the upgrading of GT13E2 MXL2 gas turbine at Phu My Power Plant in Vietnam which marks GE’s first services order after acquiring Alstom’s Power and Grid businesses.
- In May 2016, GE Power acquired the Heat Recovery Steam Generator (HRSG) business of Doosan Engineering & Construction for $250 million. The Doosan Engineering & Construction HRSG acquisition will help GE Power meet the growing demand for its combined cycle power plant solutions, which utilize HRSG technology, and continue to leverage its expanded customer offerings.

**GE Renewable Energy**

GE Renewable has one of the broadest and deepest renewables portfolios in the industry, with one of the world’s largest installed bases of renewable power generation. From single components to turnkey projects, GE is deploying its century worth of experience in renewable power generation to help customers improve the performance of their assets over their entire lifecycle. GE is also leading the digital industrial revolution in renewable energy by utilizing big data and analytics to improve performance and create new value for our customers. With global scale and local capability, GE can deliver for customers anywhere in the world. GE is powering the world with the largest renewable energy installed base of more than 370 GW worldwide.

- In 2007, GE signed a contract to supply electromechanical equipment for the largest hydro power plant in South East Asia—the 2,400 MW Son La hydro power plant that came into operation three years earlier than planned. Subsequently, GE also signed a number of contracts for hydro power plants that make GE a leading company in the hydro market in Vietnam.
- In 2009, GE established a manufacturing plant in the seaport city of Hai Phong in response to
the growing global demand for power generation equipment and in support of cleaner energy production. The factory’s operation runs the gamut of the production line, from the 1.X Wind Turbine Generator and 2.X Wind Turbine Generator to electrical control systems components as well as fabrication components. The multiple production lines in the factory continue to grow steadily from year to year. The factory is a significant contributor to the GE’s localization strategy and has, to date, accounts for 20% average of the local content produced at the Hai Phong plant. Since early 2016, GE had to transform GEHP into a Brilliant Factory with baseline 2.5 Lean x 2.0 Digital. In late 2016, the factory achieved 4.0 Lean x 3.5 Digital, the productivity increased by 15%, manufacturing output increased by 10%. It is 1 of 7 Brilliant Factories and the first one the APAC region.

- GE Renewable plays a key role in the development of Vietnam's first wind farm in Bac Lieu province, Mekong Delta. GE supplied 62 wind turbines, totaling over 99 MW of power generation capacity. The first phase of this wind farm was connected to the national grid in June 2013.
- In March 2015, GE was officially chosen as the provider of 14 turbines in Phase I of Tay Nguyen Wind Farm project, located in Dak Lak province. The project will be the largest capacity wind farm in Vietnam with total capacity up to 120 MW, after its three phases are completed in 2020.
- In May 2016, GE signed a MOU with The Ministry of Industry and Trade to accelerate the development of renewable energy in Vietnam. This collaboration aims to develop a minimum of 1,000 MW of new wind farms by 2025, enough to power approximately 1.8 million Vietnamese homes. Vietnamese President Tran Dai Quang and U.S. President Barack Obama witnessed the signing ceremony.
- In August 2016, GE signed contract to supply and install electromechanical equipment for Da Nhim Hydropower Station Expansion project. Accordingly, a new generator unit with the rated capacity of 80 MW installed will help increase the station's capacity from 160 MW currently to 240 MW. Expected to start commercial operation in Q4/2018, Da Nhim hydropower plant is calculated to provide additionally 99 million kWh per year to national power grid compared to the current power output of 1,026 kWh per year.
- In September 2016, GE Energy Financial Services signed a term sheet with Mainstream Renewable Power to develop, build and operate large scale wind power plants in Vietnam. The aim of the agreement is to compliment the 1GW initiative that GE and Ministry of Industry and Trade signed in May 2016 to accelerate large-scale Vietnamese wind project build-out. In response to the agreement, in mid-November, GE and Mainstream signed a cooperation agreement with Phu Cuong Group to jointly develop, build, and operate 800MW Phu Cuong wind farm in the Mekong Delta province of Soc Trang.
- In November 2016, GE completed Unit 3 of Lai Chau hydropower plant in which the team was responsible for the design, supplying, guiding the installation, and commissioning of three 400MW Francis hydro turbines, the generator, speed governor, as well as the static excitation and plant control systems one year ahead of schedule.

**GE Energy Connections**

GE Energy Connections designs and deploys industry-leading technologies that turn the world on. The business transports, converts, automates and optimizes energy to safe, efficient and reliable electrical power. Uniting all the resources and scale of the world's first digital industrial company, Energy Connections connects brilliant machines, grids, and systems to power utility, oil & gas, marine, mining and renewables customers, that keep our world running.

- GE Energy Connections partners with National Power Transmission Corporation, NPT/EVN, for power transmission improvement. Greater emphasis will be placed on upgrading the country’s power infrastructure through advanced solutions of GE Grid Solutions, a division under GE.
Energy Connections, such as the capacitors fuseless technology which will enable 100% increase in the current capacity of the existing transmission line and installed infrastructure, state-of-the-art HV equipment, substation automation system, Telecom-SCADA equipment that help to increase the network stability and reliable.

- GE Grid Solutions has been providing power transmission equipment to many important projects of EVN and its subsidiaries since 1995 such as all the 500 kV substations along the second transmission line linking North to South Vietnam, 500 kV Pleiku-My Phuoc-Cau Bong transmission line, 500 kV Vinh Tan substation, 500 kV My Tho substation, etc.
- GE Grid Solutions also provide turnkey substation and eBOP for many industrial and power generation projects such as SVC for Vinakyoei Steel, Ha Tien Cement, eBOP for Nghi Son 1, Nhon Trach 1, Uong Bi 2 power plant, etc.
- GE's series capacitor banks were installed as part of the upgrade of the 500 kV Pleiku–Phu Lam transmission line increase power capacity from 1,000 amps to 2,000 amps. The Pleiku-Phu Lam transmission line, which spans 500 km, is the backbone of Vietnam's North-to-South power transmission. Increasing the capacity of transmission line enabled the national power utility company, EVN, to mobilize generation sources to more effectively meet power demand, which varies from region to region.
- In 2013, GE's Energy Consulting, along with the Electricity Regulatory Authority of Vietnam (ERAV) and Ministry of Industry and Trade (MOIT), also completed a year-long “renewable energy integration study” aimed at developing wind power as a reliable energy source into the national grid, a project funded by the U.S. Trade and Development Agency (USTDA) under the Grant Agreement between the U.S. Government and the ERAV.
- In May 2015, GE Grid Solutions announced it successfully upgraded and energized 14 of the 18 series capacitor banks at the Da Nang–Ha Tinh, Phu Lam–Pleiku and, most recently, the Nho Quan–Ha Tinh transmission lines.
- In 2016, the team successfully closed 500kV Quang Ninh 2, 500kV Quang Ninh – Mong Duong and 220kV Duc Hoa substations projects as well as completion of equipment and services delivery to energize Formosa 220kV GIS substation, 500kV Quang Ninh – Hiep Hoa and 500kV Hiep Hoa extension.

**GE Lighting**

GE Lighting specializes in lighting solutions around the world, helping advance new technologies such as fluorescents and light-emitting diodes (LEDs) that operate with more efficiency, less cost and less environmental impact than ever before. It has credited itself by lighting some of the world's most recognized landmarks and places such as Olympic and World Cup Stadiums, London's Tower and Golden Gate Bridges, among others.

**GE Transportation**

GE Transportation is a global digital industrial leader and supplier to the rail, mining, marine, stationary power and drilling industries. Our solutions help customers deliver goods and services with greater speed and greater savings using our advanced manufacturing techniques, industry expertise and connected machines.
We value partnerships

Partner for Innovation:

- GE has long-term partnerships with Vietnam local companies and organizations such as Ministry of Industry and Trade, Vietnam Airlines, Vietnam Electricity, Vietnam Railways, Petro Vietnam, state-owned and private hospitals.

- In May 2015, as part of the continuing celebration of the 20-year anniversary of the normalization of bilateral relations between the United States and Vietnam, GE co-organized with U.S. Consulate General and Vietnam Investment Review a clean energy conference themed “Smart Solutions for Vietnam” in Ho Chi Minh City. With the participation of over 200 government officials, business leaders, investors and experts from both countries, the conference created an open dialogue for participants to discuss challenges, benefits and solutions in pursuing green energy sustainability in Vietnam.

- In 2015, GE signed a MOU with Vietnam Electricity (EVN) to cooperate in developing capabilities and resources to help Vietnam develop its energy infrastructure.

- In 2015, GE Hitachi Nuclear Energy (GEH) signed a Memorandum of Understanding (MOU) with the Vietnam Atomic Energy Agency (VAEA) aimed at enhancing the agency's understanding of light water reactor technology and nuclear project management. The agreement calls for GEH and VAEA to cooperate in promoting the training and development of qualified human resources associated with the civilian nuclear power program in Vietnam.

- GE signed a MOU with Vietnam Ministry of Industry and Trade on cooperation of a study to assess the feasibility of local manufacturing of steam turbine and leadership development.

- A Joint Venture agreement was signed in 2012 with Electricity of Vietnam (EVN) to establish a state-of-the-art gas turbine reconditioning workshop in the Phu My Power Complex making it the first of such partnership for GE in Asia. The workshop commenced operations in May 2014.

Partner for Talent and Leadership Development:

- During the visit of GE Chairman Jeffrey R. Immelt to Vietnam in August 2012, GE Healthcare signed a MOU with Ministry of Health. Under the MOU, GE will work closely with the Ministry of Health to cooperate on a study to assess the feasibility of local manufacturing of medical devices for the domestic market and the factors necessary to attract large-scale investments. Both parties are working together to offer training and employment opportunities for Vietnamese doctors and medical staff.

- In September 2014, GE and Hanoi University of Science and Technology (HUST) signed a MOU to collaborate on enhancing training opportunities and developing highly qualified human resources in the fields of science and technology. Furthermore, GE Hitachi Nuclear Energy (GEH) signed a sub-MOU with HUST to cooperate in the field of nuclear engineering and technology.

- GE is one of the two U.S. companies funding the Vietnam-U.S. Education Task Force that makes recommendations for both national governments to strengthen Vietnamese-U.S. higher education relations. The main goal of the project is to increase the number of Vietnamese students studying at American universities (especially Vietnamese Ph.D. students) to acquire skills needed to understand and lead Vietnam's modernizing economy. The task force's initial action is to connect Duke University with the Hanoi University of Technology and Ho Chi Minh National University.
In October 2016, GE Oil & Gas University held its first localized training course for 26 young, high potential oil & gas professionals from Petrovietnam. This one-month course was a part of GE’s local commitment to support Vietnam in capability building. Specifically, it was an investment of GE and PetroVietnam to ensure the next generation of oil & gas professionals have the skills, knowledge and insights needed to be able to succeed in an ever-changing environment.

We invest in people

Employee Training: Globally, GE invests $1 billion each year on training and education, making us the world’s best company for leaders in 2015. GE offers numerous development, training and leadership programs to its employees across the region. These opportunities include our Commercial Leadership Program, Financial Management Program, GE Engineering Management Program, internships for undergraduate and graduate students, and technical and soft skill training for businesses personnel.

Balance the Equation campaign: In 2017, GE is launching a global initiative called “Balance the Equation” (BTE) to promote women in STEM (Science, Technology, Engineering and Maths). The program aims at having 20,000 women fill STEM roles at GE by 2020 and obtaining 50:50 representation for all our technical entry-level programs.

GE Foundation: The GE Foundation donated over $211,750 in financial assistance to 15 economically disadvantaged first year Vietnamese university students. GE Foundation also contributed $300,000 while establishing the cooperation program between Vietnam National University’s and Duke University’s Master Program in Public Policy for Environment Protection in Vietnam.

GE Volunteers Network: Every day, GE employees help to improve the communities where we live and work through charitable contributions, mentorship programs and volunteering efforts. In 2011, 200 GE Vietnam employees donated over 1,650 hours across five different projects.

Since 2007, we have organized annual movie night events for underprivileged children from different orphanage in Hanoi and Ho Chi Minh City. Each year, during the Christmas season, our volunteers treat these children to movies, healthy meals, and fun activities. Around 200 GE volunteers and their families participate in this program every year.

On top of that, GE Volunteers Vietnam has also brought the “Comfort4Kids” program (a company-wide volunteer effort supporting pediatric patients, which takes place in over 150 GE locations around the world) to the country since January 2013. The children, ranging from 3 to 8 years old, were treated to a session of enriching activities such as stuffed toy making, storytelling, and received gifts like crayons, coloring books, and other craft-making tools. The program has been implemented at Vietnam National Hospital of Pediatric, National Hospital of Pediatric II, HCMC and the National Institute of Hematology and Blood Transfusion.

The GE Volunteers Council Vietnam encourages members to actively participate in various volunteer programs that benefit the community. These activities include cleaning the campus of Hoa Phuong Orphanage center in Haiphong, conducting a garbage collection campaign at Nha Trang and Da Nang beach, and planting trees at a local school. GE Volunteers also mobilize donation drives during times of calamities. GE has also been a strong supporter of the Blood Donation Drive by Vietnam Red Cross. Aiming at bringing joy to the less fortunate children, GE also presented an indoor playground for Pediatrics Department of Bach Mai Hospital in August 2016.
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