



AI 바이어 심층 분석 보고서

AI Buyer Analysis Report with Deep Insights

1. 바이어 프로필 분석
2. 바이어 무역 실적 요약

Comprehensive Company Profile

Report: CÔNG TY TNHH YASKAWA ELECTRIC VIỆT NAM

1. Company Name

CÔNG TY TNHH YASKAWA ELECTRIC VIỆT NAM (Yaskawa Electric Vietnam Co., Ltd)

2. Country of Operation

Vietnam

3. Company Website

<https://yaskawavn.com/>

4. Company Overview (Summary)

CÔNG TY TNHH YASKAWA ELECTRIC VIỆT NAM, also known as Yaskawa Electric Vietnam Co., Ltd, is a subsidiary of the globally renowned Yaskawa Electric Corporation, headquartered in Kitakyushu, Fukuoka, Japan. Established in Vietnam in 2010 as a representative office, the company transitioned into a limited liability company in 2015. It operates as a key player in the automation machinery manufacturing sector, specializing in robotics, motion control, and system engineering solutions.

Yaskawa Electric Vietnam is part of the Yaskawa Electric Corporation, which was founded in 1915 and has over 100 years of experience in developing cutting-edge automation technologies. The company is a global leader in industrial automation, offering products such as servo drives, AC drives, machine controllers, and

MOTOMAN industrial robots. Yaskawa's solutions are widely applied across industries like automotive, packaging, mining, steel, semiconductors, and more ([Yaskawa Electric Corporation, LinkedIn](#)).

The company is committed to contributing to the evolution of society by providing innovative automation solutions that enhance productivity, efficiency, and quality for its customers. In Vietnam, Yaskawa Electric Vietnam operates three offices located in Ho Chi Minh City, Hanoi, and Bac Ninh, employing between 30 to 50 staff members ([Yaskawa Electric Vietnam, Official Website](#)).

5. Main Products Manufactured (or Imported)

CÔNG TY TNHH YASKAWA ELECTRIC VIỆT NAM specializes in the following products and solutions:

1. Motion Control (Drives and Motion Control):

- AC servo motors
- Servo drives
- Machine controllers
- AC inverters (variable frequency drives)

2. Robotics:

- MOTOMAN industrial robots
- Robot arms for industrial applications like welding, packaging, and assembly

3. System Engineering:

- Automation solutions for various industries
- Customizable engineering systems for industrial automation

4. Recently Imported Product HS Code:

- HS Code: **8479** (Machines and mechanical appliances having individual functions, not specified or included elsewhere in Chapter 84) ([NBD Trade Data](#)).

Yaskawa Electric Vietnam also imports components such as lithium batteries for industrial robots (HS Code: 85065000) and printed circuit boards for inverters (HS Code: 85049020) ([NBD Trade Data](#)).

6. Company Address

Headquarters (Ho Chi Minh City Office):

- **Address:** Suite 1904A, 19th Floor, Centec Tower, 72-74 Nguyễn Thị Minh Khai Street, Võ Thị Sáu Ward, District 3, Ho Chi Minh City, Vietnam
- **Telephone:** +84 28 3822 8680
- **Fax:** +84 28 3822 8780

Hanoi Office:

- **Address:** 1st and L Floor, Connecting Block, N02-T1 Building, Diplomatic Complex, Xuân Tảo Ward, Bắc Từ Liêm District, Hanoi, Vietnam
- **Telephone:** +84 24 3634 3953
- **Fax:** +84 24 3654 3954

Bac Ninh Office:

- **Address:** MB Building, 24 Lý Thái Tổ Street, Đại Phúc Ward, Bắc Ninh City, Bắc Ninh Province, Vietnam ([Yaskawa Electric Vietnam, Official Website](#)).
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7. Company Phone Number

- **Main Contact Number:** +84 28 3822 8680 (Ho Chi Minh City Office)
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8. Social Media

- **LinkedIn:** [YASKAWA ELECTRIC VIET NAM](#)
 - **Website:** <https://yaskawavn.com/>
-

9. Company Messenger Platforms

- **Email:** info@yaskawavn.com ([Yaskawa Electric Vietnam, Official Website](#))
 - **Inquiry Form:** Available on the official website ([Inquiry Form](#)).
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Additional Information

Corporate Social Responsibility (CSR) Initiatives:

Yaskawa Electric Vietnam actively engages in CSR activities, including sponsoring high-tech laboratories for Vietnamese universities. For instance:

- In 2024, Yaskawa sponsored a laboratory worth \$431,200 for Hanoi University of Science and Technology (HUST) to support the development of Industry 4.0 ([Yaskawa Electric Vietnam, Official Website](#)).
- The company also donated a high-tech laboratory to Ho Chi Minh City University of Technology and Education (HCMUTE) ([Yaskawa Electric Vietnam, Official Website](#)).

Trade Data and Partnerships:

Yaskawa Electric Vietnam engages in global trade, importing and exporting products primarily from Japan, China, and Singapore. The company has recorded over 594 customs transactions, with 23 buyers and 6 suppliers listed in its trade network. Key trading partners include:

- Yaskawa Electric Corporation (Japan)
- Yaskawa Asia Pacific Pte. Ltd. (Singapore)
- Yaskawa (China) Robotics Co., Ltd ([NBD Trade Data](#)).

Industry Applications:

Yaskawa's products and solutions are utilized in diverse industries, including:

- Automotive
- Steel manufacturing
- Packaging
- Mining

- Semiconductor production
 - Textile and woodworking industries ([Yaskawa Electric Vietnam](#), [LinkedIn](#)).
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Conclusion

CÔNG TY TNHH YASKAWA ELECTRIC VIỆT NAM is a prominent player in Vietnam's industrial automation sector, backed by the expertise and innovation of its parent company, Yaskawa Electric Corporation. With a strong commitment to technological advancement and societal contribution, Yaskawa Electric Vietnam continues to lead in providing high-quality automation solutions tailored to various industries. Its strategic focus on robotics, motion control, and system engineering positions it as a key contributor to Vietnam's industrial growth and the global automation market.

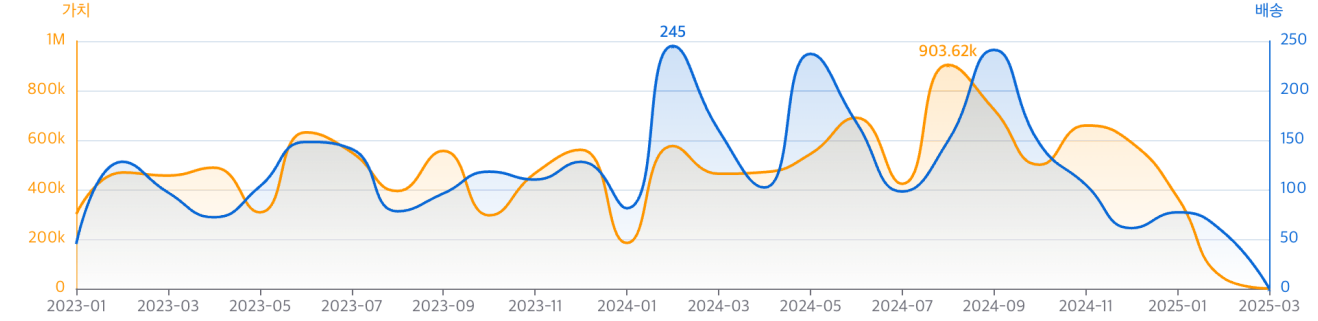
References

1. Yaskawa Electric Vietnam. (n.d.). Official Website. Retrieved from <https://yaskawavn.com/>
2. Yaskawa Electric Vietnam. (n.d.). LinkedIn Profile. Retrieved from <https://www.linkedin.com/company/yaskawa-viet-nam>
3. NBD Trade Data. (n.d.). CÔNG TY TNHH YASKAWA ELECTRIC VIỆT NAM. Retrieved from <https://en.nbd.ltd/trader/info/36VN312596860>
4. Import Genius. (n.d.). Yaskawa Electric Corporation. Retrieved from <https://www.importgenius.com/vietnam/suppliers/yaskawa-electric-corporation>

Trade Summary Report

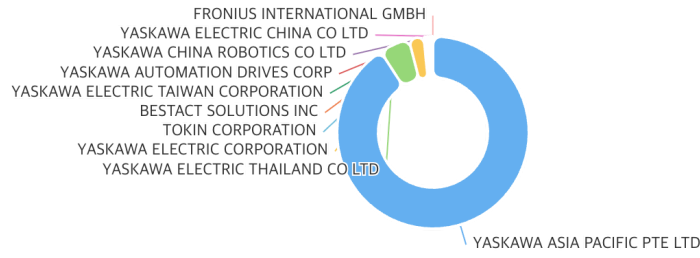
총 발송물	총 가치(US\$)	총 중량(kg)	총 수량	평균 무게당 가격(\$/kg)	평균 품목당 가격(\$/수량)
3,191	12,610,582.2519	5,479,769.9	3,191	10	28,416

월간 거래 인포그래픽



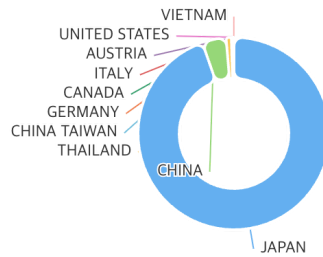
#	월	배송	가치 (US\$)	무게 (kg)	수량
1	2025-03	-	-	-	-
2	2025-02	57	42,826.99	-	311
3	2025-01	77	368,579.01	-	916
4	2024-12	61	589,571.53	65,245	469
5	2024-11	105	658,566.07	160,925.1	1,463
6	2024-10	146	500,129.91	225,600.3	1,370
7	2024-09	241	723,779.92	727,790.5	1,529
8	2024-08	149	903,620.56	289,027.7	2,769
9	2024-07	98	422,827.53	115,906.5	507
10	2024-06	168	689,780.19	427,591.6	1,517
11	2024-05	237	543,291.08	521,889.5	1,203
12	2024-04	102	470,110.29	306,560.9	659
13	2024-03	160	463,720.47	226,611.2	990
14	2024-02	245	575,793.86	460,865.2	2,175
15	2024-01	81	183,932.7	133,956.9	399
16	2023-12	128	560,341.2	208,842.1	884
17	2023-11	110	465,688.01	145,802.7	1,082
18	2023-10	118	295,550.71	184,988.1	1,296
19	2023-09	96	555,967.64	161,142.7	1,075
20	2023-08	78	393,682.18	84,877.6	826
21	2023-07	141	550,309.93	229,613.7	1,289
22	2023-06	148	630,838.18	195,777.2	1,649
23	2023-05	103	307,640.24	95,412.2	1,141
24	2023-04	72	488,166.66	84,105.8	741
25	2023-03	97	456,285.39	162,857.7	829
26	2023-02	128	468,684.22	246,026.4	1,131
27	2023-01	45	300,897.77	18,353.3	196

상위 수출국



#	내보내기 이름	배송	가치 (US\$)	무게 (kg)	수량
1	YASKAWA ASIA PACIFIC PTE LTD	2,899	8,164,312.61	5,163,236.4	27,262
2	YASKAWA ELECTRIC THAILAND CO LTD	162	4,190,223.76	311,294.8	394
3	YASKAWA ELECTRIC CORPORATION	81	88,083.03	3,194.1	478
4	TOKIN CORPORATION	14	7,071.29	160	29
5	BESTACT SOLUTIONS INC	11	1,126.63	122.1	20
6	YASKAWA ELECTRIC TAIWAN CORPORATION	9	1,111.66	38.1	9
7	YASKAWA AUTOMATION DRIVES CORP	6	7,009.06	174	10
8	YASKAWA CHINA ROBOTICS CO LTD	6	294.45	19.8	7
9	YASKAWA ELECTRIC CHINA CO LTD	2	104.75	1.6	197
10	FRONIUS INTERNATIONAL GMBH	1	151,245	1,529	10

상위 원산지 국가



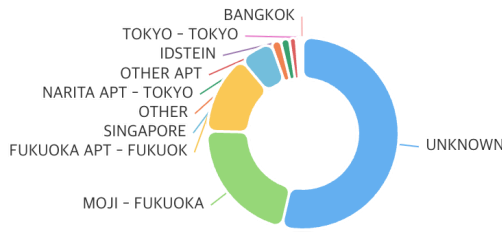
#	국가 이름	배송	가치 (US\$)	무게 (kg)	수량
1	JAPAN	3,020	11,856,806.56	5,336,868	26,491
2	CHINA	129	565,147.71	140,134.6	1,487
3	THAILAND	28	22,272.1	990	357
4	CHINA TAIWAN	4	738.36	45.2	7
5	GERMANY	3	3,713.08	116	13
6	CANADA	2	888.15	2.4	2
7	ITALY	2	6,535.66	64	21
8	AUSTRIA	1	151,245	1,529	10
9	UNITED STATES	1	2,842.76	9.3	27
10	VIETNAM	1	392.87	11.4	1

목적지 상위 국가



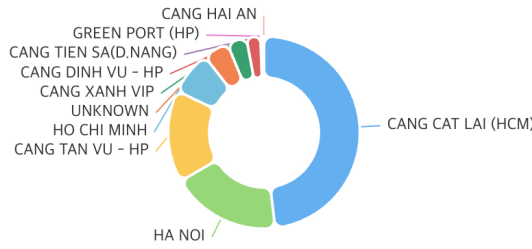
#	국가 이름	배송	가치 (US\$)	무게 (kg)	수량
1	VIETNAM	3,191	12,610,582.25	5,479,769.9	28,416

상위 로딩 포트



#	로딩 포트	배송	가치 (US\$)	무게 (kg)	수량
1	UNKNOWN	1,695	5,534,735.48	3,827,274.2	14,639
2	MOJI - FUKUOKA	689	5,664,943.7	1,474,197.3	8,428
3	FUKUOKA APT - FUKUOK	426	358,049.5	24,627.1	2,086
4	SINGAPORE	180	144,007.14	19,406.5	1,159
5	OTHER	52	299,780.81	88,307.3	871
6	NARITA APT - TOKYO	47	91,961.57	10,193.9	526
7	OTHER APT	36	146,912.64	9,385.4	284
8	IDSTEIN	15	14,681.13	480	119
9	TOKYO - TOKYO	12	26,456.35	6,756	13
10	BANGKOK	10	6,487.57	363.4	18

최고 배출 포트



#	배출 포트	배송	가치 (US\$)	무게 (kg)	수량
1	CANG CAT LAI (HCM)	1,532	5,566,474.7	3,927,052	14,225
2	HA NOI	587	625,196.66	39,282.2	3,126
3	CANG TAN VU - HP	493	1,989,508.2	872,469.9	6,701
4	HO CHI MINH	234	432,058.11	38,608.4	1,348
5	UNKNOWN	137	412,384.31	-	1,253
6	CANG XANH VIP	105	473,967.17	326,632	1,060
7	CANG DINH VU - HP	75	2,277,275.77	223,953.4	246
8	CANG TIEN SA(D.NANG)	11	562,080.73	28,251	38
9	GREEN PORT (HP)	6	51,773.73	7,248	377
10	CANG HAI AN	2	86,738.47	1,471	9

상위 대륙

#	대륙	대륙	가치 (US\$)	무게 (kg)	수량
1	ASIA	3,182	12,445,357.59	5,478,049.2	28,343
2	EUROPE	6	161,493.75	1,709	44
3	NORTH AMERICA	3	3,730.91	11.7	29
Sum		3,191	12,610,582.25	5,479,769.9	28,416

상위 개 HS 코드

HS 6자리 (배송 데이터는 포함되지 않음)

850440	2,011(63.02%)	Transformers, static converters (for example, rectifiers) and inductors:
854442	222(6.96%)	With connectors:
850151	167(5.23%)	Motors and generators (not including generator sets):
847950	115(3.60%)	Nuclear reactors, boilers, machinery, mechanical appliances and their parts
853890	98(3.07%)	Parts of units of heading 8535, 8536, 8537
850490	95(2.98%)	Transformers, static converters (for example, rectifiers) and inductors:
853710	79(2.48%)	Power control or distribution device
848340	65(2.04%)	Transmission and transmission
850152	50(1.57%)	Motors and generators (not including generator sets):
854233	25(0.78%)	Amplifier:

#	HS 6자리	HS 설명	배송	가치 (US\$)	무게 (kg)	수량
1	850440	Transformers, static converters (for example, rectifiers) and inductors:	2,011	7,337,308.12	4,625,255.2	21,269
2	854442	With connectors:	222	55,486.96	15,953.4	1,412
3	850151	Motors and generators (not including generator sets):	167	318,692.35	166,956.7	874
4	847950	Nuclear reactors, boilers, machinery, mechanical appliances and their parts	115	4,174,941.69	287,872.6	249
5	853890	Parts of units of heading 8535, 8536, 8537	98	90,503.26	4,546.1	362

6	850490	Transformers, static converters (for example, rectifiers) and inductors:	95	101,213.31	155,074.3	2,138
7	853710	Power control or distribution device	79	86,497.9	51,560.6	260
8	848340	Transmission and transmission	65	94,753.37	2,483.3	132
9	850152	Motors and generators (not including generator sets):	50	53,626.97	66,198.7	80
10	854233	Amplifier:	25	13,189	1,063.1	28

HS 4자리 (배송 데이터는 포함되지 않음)

8504		2,111(66.15%)	Transformers, static converters (for example, rectifiers) and inductors:
8544		222(6.96%)	Insulated (including enameled or anodized) wires, cables (including coaxial cables) a...
8501		217(6.80%)	Motors and generators (not including generator sets):
8479		122(3.82%)	Machines and mechanical appliances with independent functions that are not listed i...
8538		103(3.23%)	Parts dedicated or mainly used for devices listed in tariff heading 85.35, 85.36 or 85...
8537		79(2.48%)	Panels, boards, tables, cabinets and other bases used for electrical control or power ...
8483		65(2.04%)	Transmission shafts (including camshafts and crankshafts) and cranks; bearing hou...
8542		31(0.97%)	integrated circuit:
7318		28(0.88%)	Screws, bolts, nuts, lag screws, hook screws, rivets, pins, split pins, washers (includi...
8536		28(0.88%)	Electrical devices for switching, protecting or connecting circuits (for example, switc...

#	HS 4자리	HS 설명	배송	가치 (US\$)	무게 (kg)	수량
1	8504	Transformers, static converters (for example, rectifiers) and inductors:	2,111	7,439,887.21	4,780,474.8	23,418
2	8544	Insulated (including enameled or anodized) wires, cables (including coaxial cables) and other insulated electrical conductors, whether or not there are connectors; optical cables consisting of each coated optical fiber, whether or not assembled with elect	222	55,486.96	15,953.4	1,412
3	8501	Motors and generators (not including generator sets):	217	372,319.32	233,155.4	954
4	8479	Machines and mechanical appliances with independent functions that are not listed in other tax codes in this chapter:	122	4,188,326.13	288,010.6	259
5	8538	Parts dedicated or mainly used for devices listed in tariff heading 85.35, 85.36 or 85.37:	103	92,746.05	4,666.7	371
6	8537	Panels, boards, tables, cabinets and other bases used for electrical control or power distribution are equipped with two or more devices listed in tariff heading 85.35 or 85.36, including instruments or devices listed in Chapter 90, And numerical control	79	86,497.9	51,560.6	260
7	8483	Transmission shafts (including camshafts and crankshafts) and cranks; bearing housings and sliding bearings; gears and gear transmissions; ball or roller screw transmissions; gear boxes and other transmission devices, including torque converters; flywheel	65	94,753.37	2,483.3	132
8	8542	integrated circuit:	31	17,932.65	1,531.5	35
9	7318	Screws, bolts, nuts, lag screws, hook screws, rivets, pins, split pins, washers (including spring washers) and similar products made of steel:	28	687.82	1,235.7	549
10	8536	Electrical devices for switching, protecting or connecting circuits (for example, switches, relays, fuses, surge suppressors, plugs, sockets, lamp holders and other connectors, junction boxes), used for circuits with a voltage not exceeding 1,000 volts ;	28	4,731.9	1,302.1	108

HS 2자리 (배송 데이터는 포함되지 않음)

85		2,860(89.63%)	Motors, electrical equipment and their parts; recorders and players, television image...
84		265(8.30%)	Nuclear reactors, boilers, machinery, mechanical appliances and their parts
73		29(0.91%)	Steel products

39		17(0.53%)
83		6(0.19%)
40		5(0.16%)
35		3(0.09%)
90		2(0.06%)
27		1(0.03%)
48		1(0.03%)

Plastic and its products
Miscellaneous base metal products
Rubber and its products
Protein substances; modified starches; glues; enzymes
Optical, photographic, film, measurement, inspection, medical or surgical instrument...
Mineral fuels, mineral oils and their distillation products; bituminous substances; mi...
Paper and cardboard; pulp, paper or cardboard products

#	HS 2자리	HS 설명	배송	가치 (US\$)	무게 (kg)	수량
1	85	Motors, electrical equipment and their parts; recorders and players, television image and sound recording and playback equipment and their parts and accessories	2,860	8,273,564.81	5,139,082.8	26,761
2	84	Nuclear reactors, boilers, machinery, mechanical appliances and their parts	265	4,323,584.04	338,449.8	722
3	73	Steel products	29	2,743.15	1,299.7	550
4	39	Plastic and its products	17	1,432.47	344.3	38
5	83	Miscellaneous base metal products	6	5,451.2	357.5	11
6	40	Rubber and its products	5	556.37	151	42
7	35	Protein substances; modified starches; glues; enzymes	3	1,912.45	-	26
8	90	Optical, photographic, film, measurement, inspection, medical or surgical instruments and equipment, precision instruments and equipment; parts and accessories of the above items	2	367.79	66	2
9	27	Mineral fuels, mineral oils and their distillation products; bituminous substances; mineral waxes	1	687.84	-	2
10	48	Paper and cardboard; pulp, paper or cardboard products	1	12.1	0.8	192



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