



SAXONY-ANHALT

Investment and Marketing  
Corporation

AUTOMOTIVE SAXONY-ANHALT

**WE HEAD THE FIELD IN AUTOMOTIVE  
INNOVATION. TIME TO GET ON BOARD.**



[www.invest-in-saxony-anhalt.com/automotive](http://www.invest-in-saxony-anhalt.com/automotive)

## LOCATION WITH POTENTIAL

### FIVE GREAT REASONS FOR INVESTORS IN THE AUTOMOTIVE INDUSTRY TO GET TO KNOW SAXONY-ANHALT:

/// **Location:** Short distances due to the proximity to large automotive manufacturers and a central location within both Germany and Europe. Factories of OEMs such as Volkswagen, Daimler, BMW, Opel and Porsche are all less than 100 miles away.

/// **Close R&D cooperation:** The best possible conditions for technological companies through optimum science and research structures and business cluster management by MAHREG Automotive ([www.mahreg.de](http://www.mahreg.de)).

/// **Productivity:** Rise early, be more productive – thanks to a flexible and qualified workforce, Saxony-Anhalt has the highest productivity in eastern Germany. The component supply industry has traditionally been a major part of the state's industrial makeup.

/// **Flexibility:** Fast-track approval procedures and the swift realisation of projects with the support of authorities and ministries.

/// **Promotion:** Investment costs eligible for funding, graded according to company size.

### CORE AUTOMOTIVE COMPETENCIES IN SAXONY-ANHALT

- /// Aluminium alloy casting
- /// Plastics engineering
- /// Engineering services
- /// Powder metallurgy
- /// High-performance compound materials
- /// Special purposes machinery manufacture
- /// Lightweight construction

## WE GET GERMANY MOVING

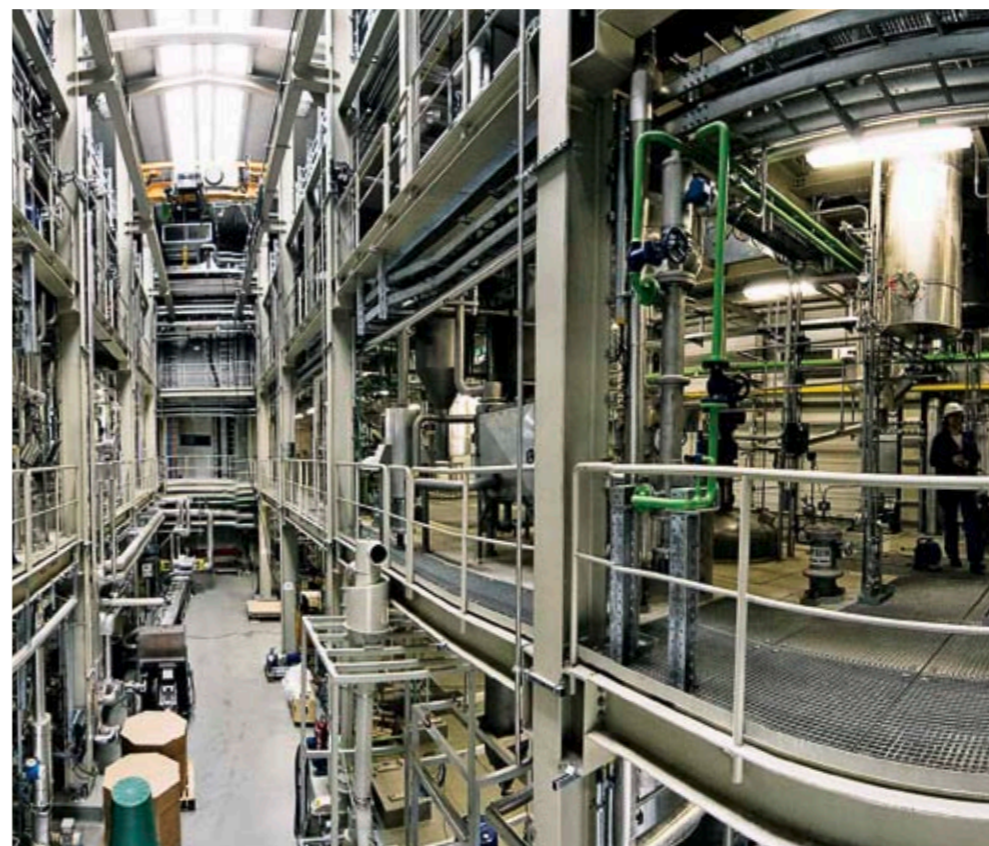
SAXONY-ANHALT IS A STRONG AUTOMOTIVE COMPONENTS SUPPLIER

**Saxony-Anhalt is also one of the reasons why there is such high, global demand for German vehicles.**

After all, at least one part in every German-made car was manufactured in Saxony-Anhalt. Our federal state has strengthened its pioneering role in production and application thanks to the constant development of core automotive competencies. Here, we really have made "speedy" progress with

new technologies, as the processes involved in the establishment of business locations and research have been accelerated. With political backing and support from the best industry promotion in the whole of Germany, 250 innovative and flexible medium-sized companies have successfully established themselves in Saxony-Anhalt, employing over 18,500 people in the components supply industry.

/// Success in Saxony-Anhalt: IFA-Gruppe – One of the largest producers of longitudinal shafts in the world, producing more than two million units per year.



## LIGHTNESS MEANS MOBILITY AND SUCCESS

THE IFA-GRUPPE IS ONE OF THE MANY SUCCESS STORIES FROM INVESTMENT IN THE SAXONY-ANHALT AUTOMOTIVE INDUSTRY.

The IFA-Gruppe – closely linked with the Von Nathusius name – can trace its roots back 250 years in Saxony-Anhalt. The name IFA has been a byword for automotive technology for 50 years now. In 1992, the Von Nathusius family took over the fortunes of the then nationalised company and today, with 3 production locations in Saxony-Anhalt and one in the USA, IFA is the European market-leader in drive shaft technology and one of the top 50 German component suppliers, employing 1,300 people.

The funding structures and logistical conditions in our federal state are the foundations of this success, putting the IFA-Gruppe in the position to act responsibly and sustainably on a long-term basis. Looking into the future, the latest drive shaft technology and light-

weight construction technology is developed fully, right through to the start of production phase. A great example of this is the car seat model which, instead of consisting 180 different parts like your average car seat, only consists of around a dozen – all thanks to the carbon-fibre framework structure. This means that the weight of the finished seat can be reduced to less than 10 kg.

**Innovative lightweight construction takes many different forms in Saxony-Anhalt.** For example, high-quality aluminium casting made in Saxony-Anhalt is not just found in engines made by German car manufacturers, but also on an increasing basis in aircraft and rail vehicles. In the AL-CAST network and at CCC Harzgerode, researchers and companies such as trimet Aluminium AG

are developing new alloys and production methods for harder and lighter aluminium components. This has resulted in the state taking on a leading role in the “Aluminium – Alloy development and innovative casting processes” competency cluster.

### LIGHTER WITH CCC HARZGERODE

The Creativitäts- und Kompetenz-Centrum Harzgerode (Harzgerode creativity and competency centre) is a technology and start-up centre in the state of Saxony-Anhalt. It provides medium-sized companies without their own R&D department with high-quality laboratories for the analysis and evaluation of components and materials and all the associated services. At the heart of the centre is a demonstration laboratory with automated cell casting equipment.

/// Mastering industry-leading technology: lightweight aluminium construction at trimet AG (left)  
/// “Innovation der Vernunft” (rational innovation award): premiered and presented at the IAA International Motor Show – the IFA RCS seat.

## OPTIMAL CONDITIONS FOR GOOD LINKS

COMPOSITE MATERIALS ARE OF INCREASING IMPORTANCE IN CARS. WE’VE KNOWN THIS IN SAXONY-ANHALT FOR A CONSIDERABLE AMOUNT OF TIME.



**In Saxony-Anhalt, composites and hybrid applications are playing an increasing role in the industry.** The system is simple, but cannot be transferred into production without targeted research. A minimum of two different materials are combined and the result-

/// An impressive example of the benefits of linking up research and industry in Saxony-Anhalt: the Fraunhofer pilot plant centre in Schkopau (top). /// Mass-produced competency: AKT altmärker Kunststoff-Technik GmbH produces sophisticated components using specialised plastics. Gardelegen offered AKT fantastic opportunities for development. Today, AKT works as a certified components supplier for Volkswagen, Audi, Seat, Skoda, General Motors, DaimlerChrysler and BMW, employing a total of 1,300 people.

ing composite has improved properties in comparison with its component parts. The automotive industry in particular has put its faith in carbon fibre reinforced, high-performance plastics. The Fraunhofer-Gesellschaft operates a pilot plant centre for polymer synthesis and polymer processing (PAZ) at the Schkopau ValuePark. This has resulted in an expansion of the research and development capacity in the central German region and the creation of links between research facilities and the rest of the industry. Here, there is a perfect testing environment for tailor-made solutions involving raw materials synthesis, polymers and high-performance components.

THE INDUSTRY CENTRES IN SAXONY-ANHALT, SUCH AS THOSE FOR ENGINE CONSTRUCTION AND TECHNOLOGY APPLICATIONS, LOOK BACK ON OVER

**100** YEARS OF TRADITION.

**18,500**

PROFESSIONALS WORK IN THE AUTOMOTIVE INDUSTRY IN SAXONY-ANHALT. THESE SPECIALISTS ARE HIGHLY-MOTIVATED AND POSSESS OUTSTANDING QUALIFICATIONS.

THE AUTOMOTIVE INDUSTRY IN SAXONY-ANHALT IS CENTRED AROUND

**250** COMPONENT SUPPLIERS.

THE FAVOURABLE CONDITIONS MEAN THAT THIS NUMBER IS CONSTANTLY GROWING.

AT LEAST

**1** PART

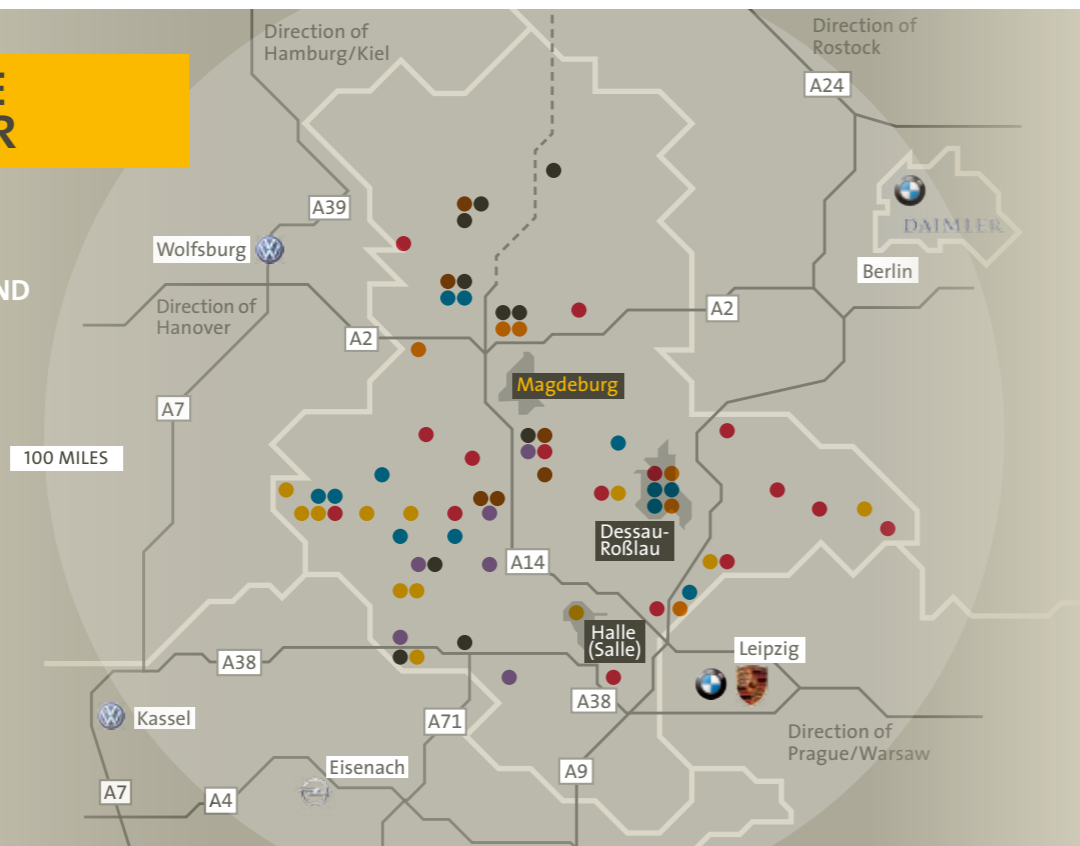
OF ALL GERMAN-BUILT CARS WAS MANUFACTURED IN SAXONY-ANHALT.

## TOP AUTOMOTIVE BUSINESS CLUSTER

IN SAXONY-ANHALT, DIVERSITY IN TRADITION AND INNOVATION IS BASED AROUND A WHOLE RANGE OF RE-NOWNED MANUFACTURERS

Companies involved in:

- ENGINEERING
- POWER TRAINS
- CHASSIS
- INTERIORS
- INSTRUMENTS AND ELECTRONICS
- BODYWORK AND FUNCTIONAL ELEMENTS
- ENGINES AND ENGINE COMPONENTS



GERMAN OEMS ARE A MAXIMUM OF

**100** MILES

AWAY FROM THE CENTRE OF SAXONY-ANHALT.



/// Virtual training: the Virtual Development and Training Centre VDTC in Magdeburg specialised in 3d test set-ups. /// Mobile electro-design: The "safefloor" design study was developed at the Magdeburg-Stendal University of Applied Sciences.

**100** %

ORIENTATION TOWARDS TECHNOLOGY AND EXPERTISE MAKES SAXONY-ANHALT A SOUGHT-AFTER AUTOMOTIVE LOCATION.

## THE MOBILITY OF TOMORROW – TODAY IN SAXONY-ANHALT.

THROUGHOUT THE FEDERAL STATE, ELECTRIC MOBILITY IS SEEN AS MORE THAN JUST A TREND.

When it comes to opportunities for a "mobile" future in the automotive industry, electric mobility is just as important as other kinds of research. Saxony-Anhalt wants to play a major role in this form of development and, with this in mind, it's worth being in close proximity to important manufacturers and OEMs. Long-standing contacts and trustworthiness really do pay off. Electricity is the fuel of the future and medium-sized companies in Saxony-Anhalt have put electric mobility right at the top of their list of priorities. There is huge potential for growth in this industry.

Economic and scientific partners are working together on the "Harz.EE-mobility" project, where the network has put its faith in renewable energy. A fleet of electric cars fuelled by renewable energy shall prove that modern mobility

is a sensible solution in rural and urban areas. ERO Edelstahl-Rohrtechnik GmbH based in Salzwedel has developed charging stations for electric cars, with over 200 currently in operation throughout Germany. The system has a modular structure and is able to be upgraded for any future requirements.

One of the leading manufacturers of test facilities for fuel cells, batteries and hybrid components, FuelCon AG from Barleben near Magdeburg, has supplied Evaluator C600 testing equipment to Volkswagen AG. With this testing equipment, fuel cell developers have a great deal of flexibility in testing the static and dynamic characteristics of PEM fuel cells. The goal here is the continuous optimisation of fuel cell technology and the future entry of this technology onto the market.



/// Fuelling up: A car from the "HarzEE" fleet is charged up at the Magdeburg Science Port. /// Saxony-Anhalt testing grounds: FuelCon checks the performance of future drive technology.

## NETWORK WITH A VISION FOR INNOVATIONS

IN SAXONY-ANHALT, MORE THAN 250 COMPONENT SUPPLIERS WORK SUCCESSFULLY FOR THE AUTOMOTIVE INDUSTRY. THEIR SUCCESS IS ALSO A RESULT OF CLOSE NETWORKING AND COOPERATION:

Renowned automotive manufacturers such as Volkswagen, BMW or Porsche manufacture cars in our federal state.

Due to the medium-sized character of the component suppliers here in Saxony-Anhalt, the industry is able to react extremely flexibly to the latest tendencies.

The automotive network MAHREG, founded in 1990 in Saxony-Anhalt, unites 170 companies and research facilities. Its business cluster management brings together competencies and resources whose innovations are sought-after all over the world. In 2010, the Institute for Automotive Expertise – IKAM was launched in Magdeburg. It will be involved in defining mobility trends and prepare companies for the technological challenges they

will need to face. IKAM focuses on environmentally-friendly drive technology, lightweight construction and electric mobility and provides access to modern university development laboratories.

### RESEARCHED AND PRACTISED

In Saxony-Anhalt, we know how to generate benefits for the automotive industry from the advantages of tradition cooperation between the economy, institutes and universities. Well-known courses of study at two universities and four colleges provide the basis for the expertise of further research at five specialised institutes and four competency centres.

ALL THOSE INVOLVED IN THE INDUSTRY HAVE

**1** GOAL:

TO DRIVE FORWARD SAXONY-ANHALT'S PIONEERING ROLE IN PRODUCTION AND APPLICATION.

**15** CENTRES

FOR AUTOMOTIVE RESEARCH ENSURE THE HIGH LEVEL OF INDUSTRY DEVELOPMENT IN SAXONY-ANHALT.

**DIVERSITY IN TRADITION  
AND INNOVATION –  
A SELECTION OF  
AUTOMOTIVE COMPANIES  
WHO ARE SUCCESSFUL IN  
SAXONY-ANHALT**

- > **AKT altmärker Kunststoff Technik GmbH**  
39638 Gardelegen
- > **Alcan Aluminium**  
39288 Burg
- > **Aleris Aluminium Profiltechnik Bitterfeld GmbH**  
06749 Bitterfeld
- > **Ambulanz Mobile GmbH & Co KG**  
39218 Schönebeck
- > **IFA-Gruppe**  
39340 Haldensleben
- > **Magna Powertrain Germany GmbH**  
06809 Roitzsch
- > **Muhr und Bender KG**  
57439 Attendorn
- > **Novelis Deutschland GmbH**  
06469 Nachterstedt
- > **PILKINGTON Automotive Deutschland GmbH**  
06385 Aken
- > **Recticel Automobilsysteme GmbH**  
39218 Schönebeck
- > **Salzgitter Hydroforming GmbH & Co. KG**  
39240 Brumby
- > **ThyssenKrupp Presta**  
38871 Ilsenburg
- > **ThyssenKrupp Presta SteerTec**  
39218 Schönebeck
- > **TRIMET ALUMINIUM AG**  
06493 Harzgerode
- > **Woodward Governor Germany GmbH**  
06385 Aken

## SAXONY-ANHALT IN EUROPE



### YOUR PARTNER FOR

- /// site selection
- /// subsidy and financing issues
- /// permitting assistance
- /// full line project management

### Investment and Marketing Corporation Saxony-Anhalt mbH

Am Alten Theater 6  
D - 39104 Magdeburg  
Tel. +49 (0) 391 568 990  
Fax +49 (0) 391 568 9950



[www.invest-in-saxony-anhalt.com/automotive](http://www.invest-in-saxony-anhalt.com/automotive)



**Corina Loth**  
Senior Manager  
Tel. +49 (0) 391 568 99 23  
[corina.loth@img-sachsen-anhalt.de](mailto:corina.loth@img-sachsen-anhalt.de)



**Oliver Köhn**  
Senior Manager  
Head of Business Development  
Tel. +49 (0) 391 568 99 30  
[oliver.koehn@img-sachsen-anhalt.de](mailto:oliver.koehn@img-sachsen-anhalt.de)

**LEGAL INFORMATION** Publisher: Investment and Marketing Corporation Saxony-Anhalt mbH /// Conception and design: rothehorn gruppe/genese werbeagentur gmbh, Magdeburg /// Image credits: Investment and Marketing Corporation Saxony-Anhalt mbH, IFA-Gruppe, TRIMET ALUMINIUM AG, Alexander Krause, AKT GmbH, Harz. ErneuerbareEnergien-mobility, FuelCon AG, Peter Ortlieb, fraunhofer iff /// Copy deadline: 07.09.2011 /// 1<sup>st</sup> edition; Subject to changes /// The use of material for the purposes of commercial sale of addresses to third parties or reproduction – even in part – is not permitted.