



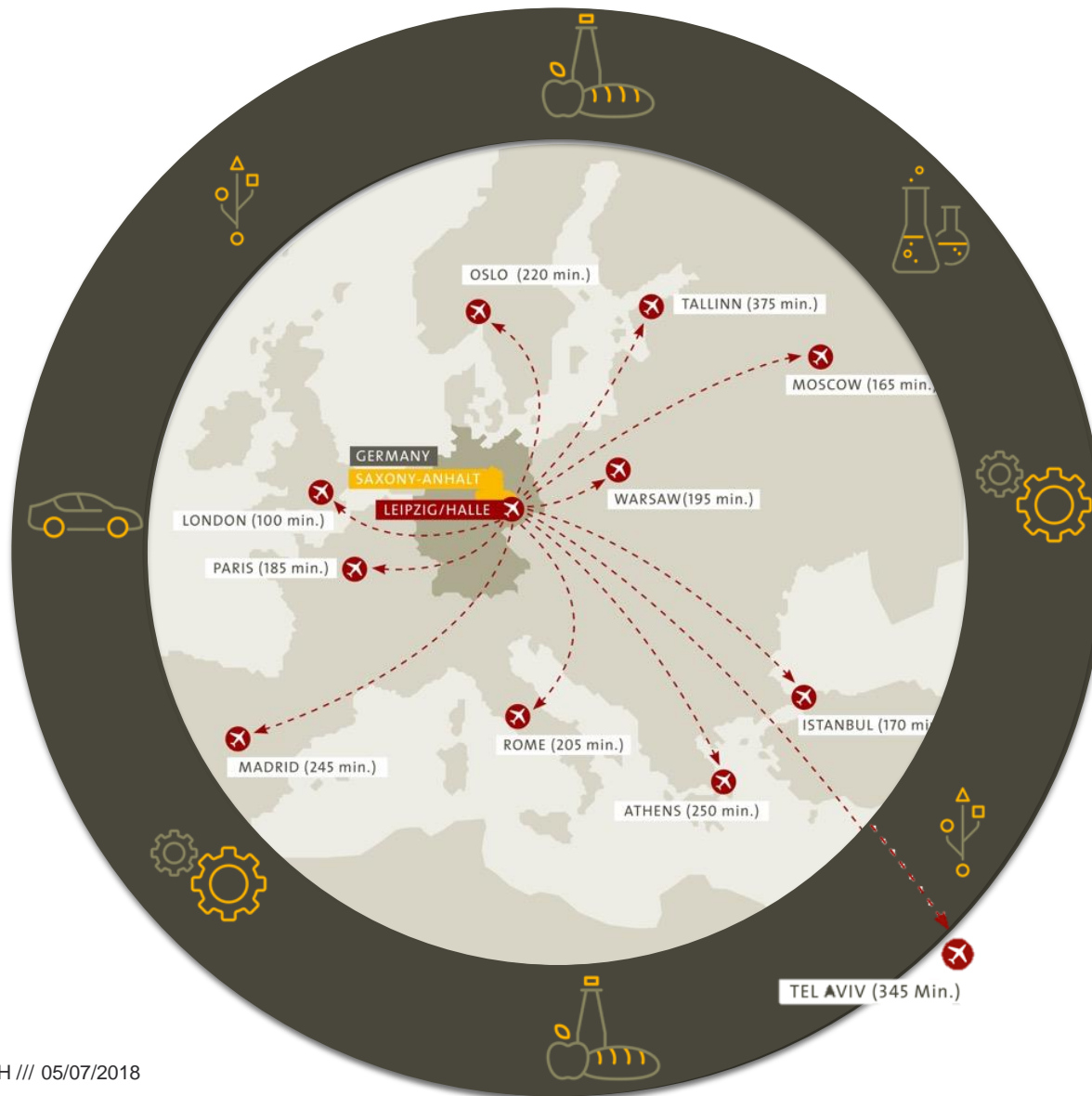
SACHSEN-ANHALT

Investment and Marketing
Corporation

SCALE UP YOUR BUSINESS IN SAXONY-ANHALT!



01 / WELCOME TO THE HEART OF EUROPE!



02 / SAXONY-ANHALT'S FAVOURABLE BUSINESS ENVIRONMENT



INDUSTRY ACCEPTANCE

97% OF THE
POPULATION THINK
INDUSTRY IS VERY
IMPORTANT



MOST CONCENTRATED RESEARCH ENVIRONMENT

29 RESEARCH
INSTITUTES AND
UNIVERSITIES



FAST APPROVAL PROCEDURES

(CONSTRUCTION
PERMISSION
GENERALLY ISSUED IN
6 WEEKS)



QUALIFIED SKILLED LABOUR

90% OF WHOM HAVE
A VOCATIONAL- OR
UNIVERSITY
QUALIFICATION



ENTREPRENEUR- FRIENDLY ENVIRONMENT

16\$ Ø PRICE/M² FOR
COMPLETELY
DEVELOPED SMART
INDUSTRY PARKS



ATTRACTIVE COMBINATION OF FEDERAL AND EU STATE AID:

GRW
FUNDING SCHEMES,
IPCEI FUNDING
SCHEMES



CHILDCARE RATE

57% OF CHILDREN
UNDER 3 RECEIVE
CHILDCARE



PLUG-IN INFRASTRUCTURE IN SMART INDUSTRY PARKS

FOR CHEMICAL
INVESTMENT
PROJECTS



LOGISTICS HUB

2ND BIGGEST CARGO
AIRPORT AND INLAND
PORT IN GERMANY
2,535 MILES OF MULTI-
MODAL CHANNELS



EASY: IMG – YOUR BUSINESS PARTNER:

A PARTNER WHOM
YOU CAN 100%
TRUST!

03 / GET INVOLVED IN BERLIN'S METRO AREA SAXONY-ANHALT!

TOP CITIES FOR SCIENCE, RESEARCH AND TECHNOLOGY



MAGDEBURG

- the state capital
- population: 238,275
- +2.4 % DYNAMIC ECONOMIC GROWTH (2014-2015)

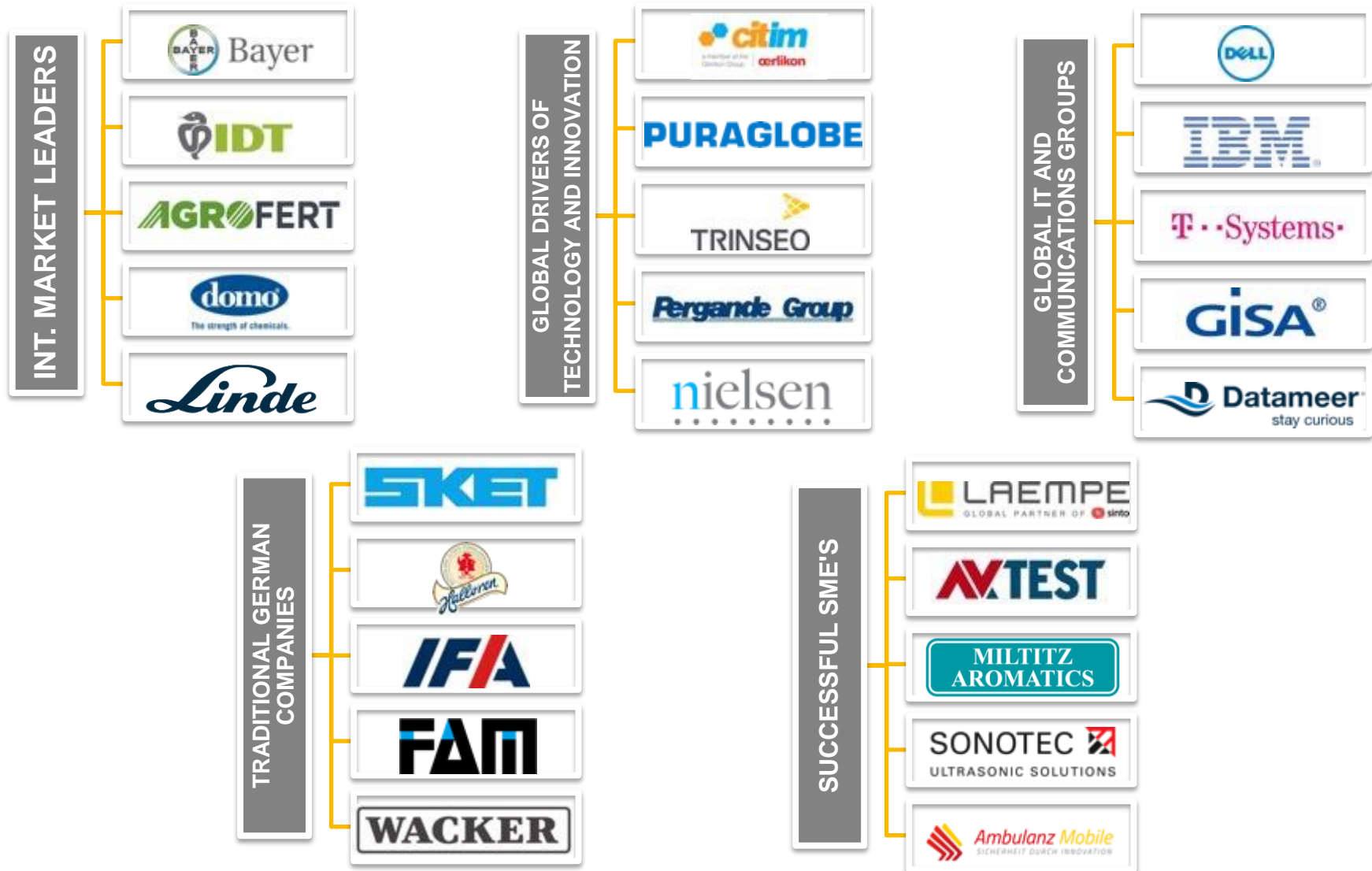


HALLE

- population: 237,842
- **TOP** LOCATION FOR HIGHER EDUCATION AND BUSINESS AND LOGISTICS HUB

- // Saxony-Anhalt: population **2.2 mio.**
- // **90%** of all employed people have gained a vocational or university qualification, OECD average: 71%
- // high company loyalty - staff turnover <1%
- // **10,000** university graduates per year
- // **13%** international students (over 7,000 students) in winter semester 2016/2017
- // biggest group of **foreign students** comes from China (1,471), India (733), Ukraine (383)
- // **>150** municipal partnerships with 30 countries worldwide (top 3: France: 43, Poland 33, Czech Republic: 11)
- // **~500** international university cooperations

04 / LEADING LOCATION FOR INTERNATIONAL GROUPS TO SCALE UP THEIR BUSINESS



05 / SCALE-UP PERSPECTIVES: MEDICAL TECHNOLOGIES

75 COMPANIES

APPROX. 2,200 EMPLOYEES



KEY FACTS

- /// highly innovative, high-tech sector
- /// research driver in oncology, neurology and cardiovascular diseases
- /// beacon research campus STIMULATE: Internationally established as the “German centre for image-supported medicine”.
- /// concentrated expertise at the location in the area of manufacturing, hardware, software and services
- /// national and international companies, such as Primed, Nielsen Tele Medical GmbH, EKF Diagnostics, Sonotec, Cardinal Health (Covidien), Hasomed, Novoplast Schlauchtechnik and more

06 / SCALE-UP PERSPECTIVES: BIO-ECONOMY

75 PLAYERS IN THE BIOECONOMY CLUSTER



FACTS & FIGURES

- /// objective: international model region for the bio-economy
- /// cluster USP: development, scaling and application of new technical processes for the industrial creation of value from non-food biomass
- /// ideal conditions: renewable raw materials and chemical industry on the doorstep
- /// participating partner companies, for example, Global Bioenergies, DOMO, Schüco, HOMATHERM, Zellstoff Stendal/Mercer International, Knauf Gips, Fraunhofer Institute
- /// save the date / 6th June 2018: The 7th International Bioeconomy Conference @ Leopoldina, Halle (Saale), Germany
- /// meet us @ Bio World Congress 2018 on Industrial Biotechnology, Philadelphia, USA

07 / SCALE-UP PERSPECTIVES: CHEMICAL INDUSTRY

206 COMPANIES

APPROX. 23,000 EMPLOYEES



KEY FACTS

- /// Middle German Chemical Triangle - excellent chemical know-how: Traditional and innovative location for chemicals and plastics
- /// Home of the chemical park concept: Bitterfeld-Wolfen is the oldest chemical park in Germany
- /// Central: at the heart of the western and eastern European markets and supplier networks
- /// networked: 5 chemical parks with an integrated feedstock integration
- /// Efficiency principle: chemical park concept in enables comparatively reduced costs for supplying media and raw materials
- /// Highest concentration of experts with chemical expertise in Central Germany
- /// Highest turnover industrial sector in Saxony-Anhalt: approx. 10,5 million USD p.a.
- /// Widespread industrial acceptance (89%) (Cologne: 56%)

08 / SCALE-UP PERSPECTIVES: FOOD INDUSTRY

190 COMPANIES

APPROX. 22,000 EMPLOYEES



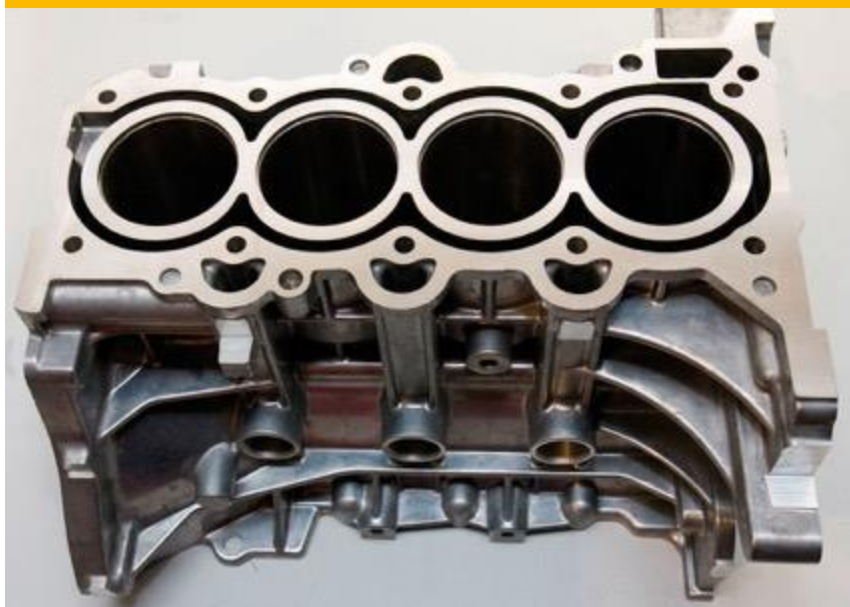
FACTS & FIGURES

- /// The foodstuffs industry is the fastest growing market
- /// and second for turnover in Saxony-Anhalt: 7.7 bn. p.a.
- /// Germany's breadbasket: approx. 2.9 million hectares of land which is used agricultural purposes, 85% of which is arable land – the highest share in Germany
- /// The most fertile soil in Germany – many areas have the maximum soil value of 100
- /// The main sugar beet growing area in Germany
- /// National and international companies such as Südzucker, Ditsch, Zuegg, Unilever, Coca Cola, Cargill, B.C. Tönnies, Rotkäppchen-Mumm and Aryzta

09 / SCALE-UP PERSPECTIVES: AUTOMOTIVE

270 COMPANIES

APPROX. 23,000 EMPLOYEES



FACTS & FIGURES

- /// There's a component from Saxony-Anhalt in almost every car that is built in Germany.
- /// Easy access and capacity for growth: OEM assembly plants such as VW, Daimler, BMW, Opel and Porsche are less than 150 km away
- /// Topic leadership at the "Aluminium – alloys development and innovative moulding processes" cluster for expertise in the ACOD
- /// Automotive developments of the future: expertise in batteries/fuel cells, lightweight engineering, fixture design and new drive technologies
- /// Beacon Galileo test site: one of the most modern integration platforms and testing environments for transport and logistics research in Germany
- /// Beacon Centre for Method Development (CMD) @ OvGU Magdeburg: forward-looking development centre for e-mobility

10 / SCALE-UP PERSPECTIVES: SPORT TECH

**3,147 SPORTS
ASSOCIATIONS IN THE
FEDERAL STATE OF SAXONY-
ANHALT**



FACTS & FIGURES

- /// Saxony-Anhalt as an Olympic training centre/
focus: Handball, judo, canoeing, athletics,
rowing, swimming, gymnastics, disabled
sports
- /// More than 60 Olympic athletes are presently
training in Saxony-Anhalt (04/2018)
- /// 1 Federal League for SCM Handball Team
SCM and 2nd Federal League for FCM
Football Association
- /// Expertise in sports- and performance
medicine at the University Clinic in
Magdeburg
- /// Performance Lab Incubator at the OvGU for
areas of neuro-psychology, psychological
tests and sports science diagnostics
- /// Optimum evaluation and settlement
conditions for businesses from the areas of
sports & technology

11 / SCALE-UP LOCATION

VOICES FROM THE MEDIA

GLASWELT 08/2016

Guus Boekhoudt, Vice President of Guardian Glass, Thalheim: “Guardian’s considerable investments in this plant confirm our commitment to the location and our confidence in the future economic development of the glass industry in this federal state ...”

CHEMMANAGER EUROPE 03/2017

“A quarter of a century after the start of the privatisation process, the chemicals location of Leuna now occupies a leading position in terms of competitiveness in Europe.”

KM KUNSTSTOFF MAGAZINE 06/2016

“Saxony-Anhalt has a long tradition as a location for plastics manufacturing, particularly in the ‘Leuna-Buna-Bitterfeld Chemicals Triangle’. From this basis, over the past 25 years, an ultra-modern centre for the plastics sector has developed which is home to both small and medium sized businesses and multinational corporations.”

SITE SELECTION MAGAZINE 2016

“The expertise with the care of international investors, the reputation as an agency for economic support, and the professional employees with their global networks proved to be a great help with the process of nomination ...”

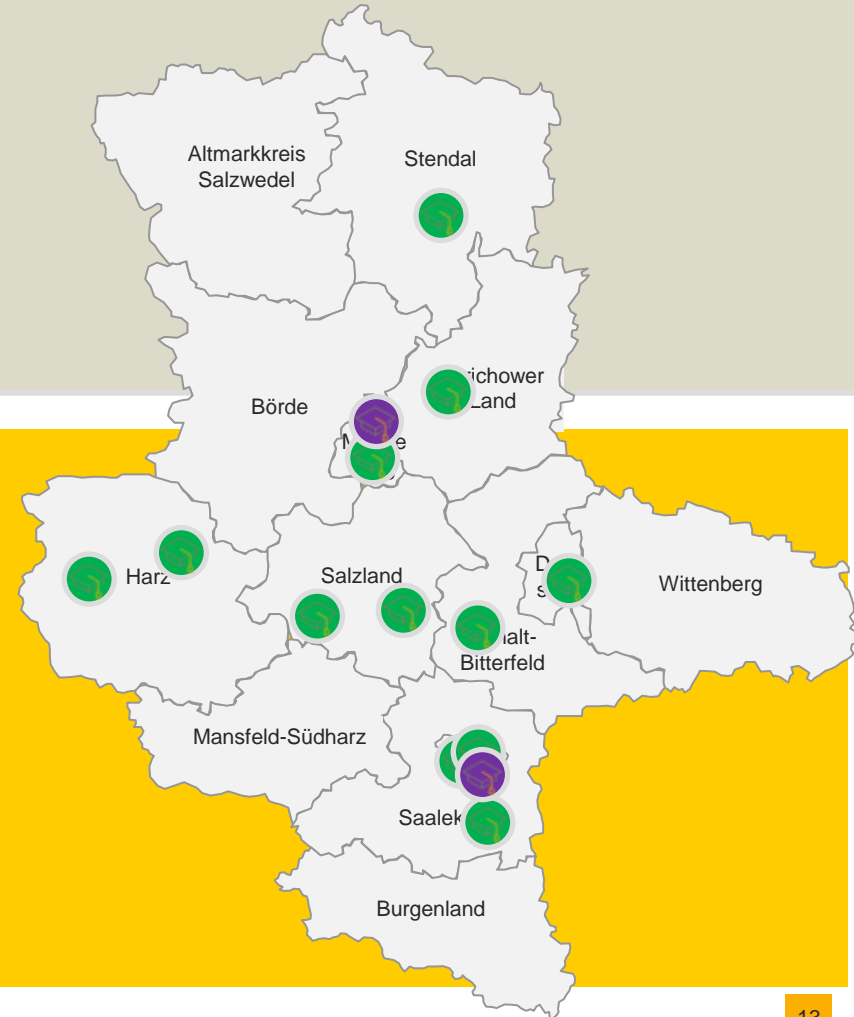
(Adam Jones-Kelley, “Best to Invest - Top Investment Promotion Agency Award 2016”)

OVER **54,200** STUDENTS

OVER **5,400** SCIENTIFIC STAFF

RESEARCH AND SCIENCE ARE CLOSELY LINKED AT
TECHNOLOGY PARKS AND BUSINESS INCUBATORS

**OUTSTANDING LOCATION
FOR SCIENCE IN EUROPE**







**OTTO VON GUERICKE
UNIVERSITY MAGDEBURG**

**MARTIN LUTHER UNIVERSITY
HALLE-WITTENBERG**



**8 UNIVERSITIES
OF APPLIED SCIENCE**

13 / LOCATION FOR TOP INTERNATIONAL RESEARCH

	 MAX-PLANCK-GESELLSCHAFT	 Leibniz Gemeinschaft	
Contract research for business and government in Saxony-Anhalt: FC for Silicon Photovoltaics CSP FI for Factory Operation and Automation IFF FI for Micro Structure of Active Agents and Systems IMWS FI for Cell Therapy and Immunobiology IZI FI for Polymer Synthesis and Polymer Processing PAZ FZ for Chemical-Biotechnological Processes	Basic level research in Saxony-Anhalt: MPI for Micro Structure Physics MPI for Dynamics of Complex Technical Systems MPI for Ethnological Research	Advancing science and research: LI for Plant Biochemistry LI for Plant Genetics and Crop Science LI for Agricultural Development in Transition Economies LI for Neurology LI for Economic Research	Advancing and financing and research: Helmholtz Centre for Environmental Research GmbH German Centre for Neurodegenerative Diseases

14 / BUSINESS MEETS SCIENCE: WEINBERG CAMPUS

THE LOCATION FOR SCIENCE, RESEARCH AND BUSINESS IN HALLE



Facts

The second biggest business and technology park in eastern Germany alongside Berlin-Adlershof

>100 companies and institutions

Total area: **331 acres**

Total investment: > \$ **2,3 bn.**

200 business start-ups since 1993

Focal points: Life sciences, material sciences, IT/software

Research Institutes

3 Fraunhofer Institutes

- /// for the Microstructure of Active Agents and Systems
- /// for Silicon Photovoltaics
- /// for Cell Therapy and Immunobiology

2 Leibniz Institutes

- /// for Agricultural Development in Transition Economies
- /// for Plant Biochemistry

Helmholz Centre (UFZ)

Max Planck Institute

Investments at the Weinberg Campus

WACKER

Navigo / Proteins

probiodrug

ontochem
IT SOLUTIONS

H+
MC

Successful Start-Ups

VEROVACCiNES



ENDOMEDICA



Okmed Biotech

ser|mun

INDALYZ
MONITORING &
PROGNOSTICS

15 / BUSINESS MEETS SCIENCE: STIMULATE CAMPUS

SOLUTION CENTRE FOR IMAGE GUIDED LOCAL THERAPIES IN MAGDEBURG



Facts

Technologies for image-guided minimally invasive methods in the field of medicine

Focus: methods for the diagnosis and treatment of age-related widespread illnesses in the areas of oncology, neurology and cardiovascular diseases

Objective: to improve the methods of medical treatment and limit the explosion in costs in the area of healthcare

New investment in the sciences research campus until 2019: **22,1 Mio. USD**

Successful Settlements

NEOSCAN

MedWaves
INCORPORATED

aces

Partners



SIEMENS
Healthineers

16 / YOUR BUSINESS PARTNER IMG: AFTER-CARE SETTLEMENT SERVICES



Site Selection
Services

Funding Services

Personnel Recruiting
Assistance

Cooperation-/
Networking Services

Assistance in Dealing
with Authorities

International
Services

IMG - Your One Stop Agency:

- /// **Top Investment Promotion Agency 2015 + 2016:**
Easing the **settlement process** and highest degree of **efficiency**
- /// IMG is the **official** investment promotion and marketing agency of the German federal State of Saxony-Anhalt
- /// IMG is **100 % owned by the state government** and chaired by the Ministry of Economy, Science and Digitalization
- /// IMG supports investors throughout the **investment lifecycle** – at no charge for the investor
- /// IMG has a track record of more than **200 projects**
- /// IMG is responsible for promoting Saxony-Anhalt as a **tourism** destination
- /// **IMG is a partner, you can 100% trust!**

17 / SAXONY-ANHALT: GERMANY'S TOP TOURISM DESTINATION IN 2018!



**record result:
> 8 mio. guests in Saxony-Anhalt**



**increase of international guests:
above the national average**



**op 3 increase of guests in
Germany**

18 / THE BAUHAUS: OUR SPIRIT.

2019: 100 Years of Bauhaus!



**TIME TO EXPLORE
SAXONY-ANHALT!**

**DANKESCHÖN!
THANK YOU!**



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