Delegation Visit to Great Britain
Sectoral Focus: Automotive Industry and Electric Mobility

London · Coventry · Warwick · Birmingham
29th November – 2nd December 2015
Foreword.

Germany enjoys an excellent reputation as a successful export nation. The federal state of Baden-Württemberg is proud of its role as a major contributor to this success story. During the past year, companies within Baden-Württemberg achieved record exports of 181.4 billion Euros.

Large globally recognised companies, such as Daimler, Porsche, Bosch, Zeiss and SAP, determine the status of our economy and our success with regard to exports as well as numerous small and medium-sized companies. Their ideas and innovations make a decisive contribution to the international competitiveness of Baden-Württemberg.

Nowhere else in Europe do companies invest more in research and the development of innovative products than in Baden-Württemberg. In addition, nowhere else is it possible to find so many active cluster initiatives and industry-specific networks, which additionally boost the innovative strength of the companies in the state.

The international success of our clusters and technology enterprises is, however, not taken for granted. Using this knowledge, the state government of Baden-Württemberg and the companies are doing everything in their power to continually expand this leading international position in all forward-looking areas of industry. We want to continue producing sustainable solutions and cutting-edge technology worldwide in order to help deal with the social and ecological challenges the world is currently facing.
As you can see from this event and this brochure, we are seeking to make personal contact with you here in Great Britain. The state government, the economic and industrial organisations, science and, above all, the companies within Baden-Württemberg are interested in long-term partnerships with your country, creating lasting perspectives for the development of joint projects.

I hereby invite you to take part in this dialogue with Baden-Württemberg, and I look forward to welcoming you as guests in our federal state.

Dr. Nils Schmid MdL

Deputy Minister President and Minister of Finance and Economics of the State of Baden-Württemberg
Baden-Württemberg –
The German Southwest: Where ideas work.

Baden-Württemberg is one of the most important economic centres in Europe, having become one of the leading investment locations on the continent. Bordering on France, Austria and Switzerland, Baden-Württemberg is situated right at the heart of Europe. Moreover, its outstanding infrastructure makes it an ideal gateway to the markets of the European Union – the world’s economically strongest single market with around 500 million consumers.

In addition to internationally renowned global players such as Daimler, Bosch, SAP, GFT Technologies and Porsche, it is mainly small and medium-sized enterprises that form the backbone of our economy. In 2014, the gross domestic product generated by Baden-Württemberg companies amounted to 438 billion euros, higher than Belgium, Sweden or Austria. What’s more, our federal state is the EU’s top region for innovation. When it comes to its research expenditure, amounting to 4.8 per cent of GDP (2014), Baden-Württemberg also occupies a leading position in Europe. The innovativeness of business and industry is supplemented by a dense network of universities, research institutions and transfer agencies. Many leading German institutions such as the Fraunhofer-Gesellschaft or the Max-Planck-Gesellschaft have substantially more facilities in Baden-Württemberg than in any other state in Germany.
The federal state in the German southwest has an excellent global reputation as a location for the automotive industry. Baden-Württemberg is home to both car manufacturers and car parts suppliers that have crucially influenced and advanced the ongoing history of the automobile – and they are still doing so today. As a highly innovative automotive region, our state is in the process of coping with the changeover to e-mobility and is opening itself up for one of the most important technologies of the future in the area of mobility. To this end, it is pooling its strengths and generating a powerful synergetic boost by means of cooperative efforts that are based on the different relevant technologies.

With its large corporations and the many small and mid-sized companies from a variety of technological sectors such as automotive, power engineering as well as information and communications technology, Baden-Württemberg is in an excellent starting position to develop solutions and products for electro-mobility. The areas of activity belonging to e-mobility, especially battery cell production, promise substantial growth. But our state is not only strong when it comes to battery research.
In other strategically important fields of innovation such as lightweight construction and innovative production technologies, the southwest also possesses outstanding expertise. In German laboratories, especially those in Baden-Württemberg, research on new technologies for all aspects of electro-mobility is much more intensive than in most other competing states. Notable in this respect are the state’s institutions of applied research such as the institutions of the Fraunhofer organisation, the Helmholtz Association, the Max Planck Institute for Solid State Research and the Innovation Alliance Baden-Württemberg.

The state government of Baden-Württemberg is actively supporting this technological and structural transformation and is investing in selected structural measures and projects that are improving the climate of innovation for speedy implementation of environmentally compatible electro-mobility concepts. In order to exploit the benefits of synergy, small, mid-sized and large companies in Baden-Württemberg have linked up with numerous research institutions locally to form clusters such as „Electro-Mobility Southwest – Road to Global Market“.
Over 4,000 foreign companies have already decided in favour of Baden-Württemberg. Anyone who invests in the state as a location for their company automatically profits from a growing pool of potential industrial customers, from the highly developed parts-supplier structure, from cooperation with companies that are related or in the same sector, but above all from the know-how and skills of our highly qualified workers. Our state is international, cosmopolitan and tolerant. People from 188 different countries contribute to our innovativeness and cultural charm.

For all questions relating to Baden-Württemberg as a location for science and industry, Baden-Württemberg International (bw-i) is your first point of contact. Go to www.bw-invest.de to find details of the opportunities for cooperation and investment that abound in Baden-Württemberg!
One region. 1000 strengths.

Area
35,741 km² – approx. 10 % of Germany

Inhabitants
10.6 million – approx. 13 % of Germany

Urban centres
Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen

The economy
• Gross domestic product (GDP): 438 billion Euros – 15.1 % of German GDP
• GDP per inhabitant: 41,067 Euros
• Exports: 181.4 billion Euros
• Export volume / inhabitant: 17,100 Euros
• Research and development spending (in 2014): 4.8 % of GDP (German average: 2.8 %)

Leading sectors
• Engineering: 30.2 % of total German mechanical engineering industry
• Automotive industry: with almost one third of turnover generated by the whole sector and around 40 per cent of the automotive workforce in Germany Baden-Württemberg is the German “car state”
• Medical technology / measuring and control systems / optics: Baden-Württemberg is market leader in the export of medical technology
• Health care
• Life sciences
• ICT industry
• Research & development: Baden-Württemberg is Europe’s number one in innovation
• Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry
• Environmental technology and renewables

Data for 2014
Participant  Heike Passauer, Regional Manager Western Europe, Department International Economic Cooperation and Location Marketing

Baden-Württemberg International – Your one-stop agency on the way to success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalisation, promotion and development of business, science and research. We lend support to domestic and foreign companies, clusters and networks, research institutions and universities by serving as the central first point-of-contact in all questions relating to internationalisation.

Our main objectives are:

• Strengthening contacts between foreign and local companies, universities and research institutions
• Supporting the endeavours of Baden-Württemberg companies, universities and research institutions to enter foreign markets
• Positioning Baden-Württemberg as an excellent location for business and science

Our support services include:

• Provision of general information on Baden-Württemberg as a location for business and science, as well as specific location and structural data
• Supply of general information on the legal framework and social insurance as well as support with administrative procedures
• Identification of suitable business and scientific partners for your company, university or research institution
• Identification of potential sites and organisation of site visits in cooperation with regional and local business-promotion agencies
• Support in the organization of delegation visits, cooperative projects and information events for universities and research institutions
• Gateway to all actors in the field of business promotion and development, such as technology-oriented industrial institutions and sector-specific networks
e-mobil BW GmbH
Leuschnerstr. 45
70716 Stuttgart, Germany
Phone +49 711 892385-0
Email info@e-mobilbw.de
Web www.e-mobilbw.de

Participants
Franz Loogen, President
Stefan Büchele, International Cooperation, Funding Policy

Number of employees
13

Sector
Services, public sector

Offered services / product range
e-mobil BW is an innovation agency of the State of Baden-Württemberg and central contact and consultancy agency for all issues related to e-mobility and fuel cell technology. As State Agency for Electric Mobility and Fuel Cell Technology, e-mobil BW supports the change in technology and society for more electric mobility and utilization of renewable energies for mobility.

Core competencies
e-mobil BW coordinates a network of industry, science and the public sector and enhances the required convergence of the key industries for e-mobility: automotive, energy as well as information and communication technology. The technology turnaround is shaped through concrete projects as well as targeted studies and public relations. e-mobil BW follows an approach open to all technologies.

Cooperation objectives
Looking for relevant UK clusters / networks and institutions in the field of future transport technologies
Gudula Deiringer, Project Manager
Approx. 22,400
Worldwide
Automobile industry, services
Dr. Ing. h. c. F. Porsche AG is the leading global producer of sports cars in the premium segment. One of the most important development goals is the combination of sports car performance (sportiness) and everyday driveability – in all model ranges: from the iconic 911 models to the Cayenne, Macan, Panamera, Boxster and Cayman.
**ALTIOS Germany GmbH**

Hölderlinplatz 5  
70193 Stuttgart, Germany  
Phone  +49 711 997 101-0  
Email  germany@altios-international.com  
Web  www.altios-international.com

<table>
<thead>
<tr>
<th>Participant</th>
<th>Céline Eheim, CEO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>160</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Altios UK in London</td>
</tr>
<tr>
<td>Sector</td>
<td>Services</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Altios International is a company specializing in international business development. A leading group in international business support, we have 13 of our own branches worldwide as well as a network of partners in 80 countries, helping companies to accelerate their performance in growing international markets. In our 24 years of existence, over 3,500 companies have used our services for some of their most complex export operations, whether this is through sales development, creation of a subsidiary, or acquisition. By mobilizing the resources needed to fulfill your international ambitions, we are committed to saving you time and money, bringing you our unique experience and obtaining tangible results in markets that to us are like home.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for partners for the mutual use of the distribution network</td>
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</tbody>
</table>
Erhardt GmbH Fahrzeug + Teile

Nellingerstr. 17 A
70619 Stuttgart, Germany
Phone  +49 711 838881-3
Email  info@erhardt-fahrzeugbau.de
Web    www.erhardt-fahrzeugbau.de

Participant     Jürgen Erhardt, General Manager
Number of employees  25
Activities in the following countries  Germany, Austria, Switzerland
Sector           Automobile industry, services
Offered services/product range        Bodybuilder for trucks
Core competencies      Light weight constructions for truck bodies
Cooperation objectives  Looking for customers, partners for the mutual use of the distribution network, joint venture partners, production possibilities, suppliers/subcontractors
König Metall GmbH & Co. KG

Josef-König-Str. 1
76571 Gaggenau, Germany
Phone +49 7225 6803-0
Email zentrale@koenigmetall.com
Web www.koenigmetall.com

Participant
Michael Fischer, Department Head

Number of employees
550

Activities in the following countries
Germany, Poland, Italy, Croatia, Russia, Canada

Sector
Automobile industry, electrical and electronic industry, metal processing, engineering

Offered services/product range
We are able to manufacture parts out of sheet metal (strips or coil from 0,5 mm to 6 mm) and tubes from Ø 20 mm to Ø 140 mm. We are working with common steels and stainless steels.

Core competencies
Stamping, welding, laser-technology, tube-manufacturing, surface-coating (KTL)

Cooperation objectives
Looking for customers, production possibilities, suppliers/subcontractors
<table>
<thead>
<tr>
<th>Participant</th>
<th>Dr. Christian Föhl, Senior Manager International Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>11,000</td>
</tr>
<tr>
<td>Activities in the</td>
<td>TRUMPF is present in all major countries in Europe, NAFTA</td>
</tr>
<tr>
<td>following countries</td>
<td>and Asia with more than 60 subsidiaries in total.</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, electrical and</td>
</tr>
<tr>
<td></td>
<td>electronic industry, metal processing</td>
</tr>
<tr>
<td>Offered services/</td>
<td>Machine tools for flexible sheet metal and tube processing,</td>
</tr>
<tr>
<td>product range</td>
<td>lasers for production technology and power supplies for high</td>
</tr>
<tr>
<td></td>
<td>technology processes</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Lasers and machine tools for metal processing</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers</td>
</tr>
</tbody>
</table>
Leichtbau BW GmbH

Breitscheidstr. 4
70174 Stuttgart, Germany
Phone  +49 711 128988-40
Email   info@leichtbau-bw.de
Web     www.leichtbau-bw.de

Participant
Bele Günther, Technology Strategy Manager

Number of employees
7

Sector
Automobile industry, aerospace industry, plastics industry, electrical and electronic industry, metal processing, information technology, engineering, medical engineering, textile industry, services, building, construction, architecture

Offered services/product range
Our non-profit organization Leichtbau BW GmbH is a regional economic development agency with a network of more than 1,000 companies and over 150 research institutions. As a fully state-owned enterprise, it serves as a neutral point of contact for industry, research and society.
The agency supports the transfer of technology and knowledge in the area of lightweight technology, while helping industries and research institutes look for new partners willing to participate in cooperative ventures.
We connect people, companies and research institutions and provide a first port-of-call for anyone interested to get in touch with lightweight industry or research in Baden-Württemberg.
We help to identify business partners and opportunities and support in the development and marketing of lightweight solutions.

Core competencies
Business and research development, partners for our network

Requirements for an ideal business partner
Robert Bosch GmbH

Corporate Research · Future Mobility Systems (CR / AE1)
Postfach 30 02 40 · 70442 Stuttgart, Germany
Phone +49 711 811-34753
Email kerstin.mayr@de.bosch.com
Web www.bosch.com

Participant
M. Sc. Dipl.-Ing. Kerstin Mayr, Senior Expert,
Corporate Sector Research for Future Mobility Systems

Number of employees
360,000

Activities in the following countries
Bosch is represented in roughly 150 countries around the world.

Sector
Automobile industry

Offered services / product range
Automotive Technology is the largest Bosch business sector. Its seven main business areas are: fuel-injection systems for internal combustion engines, peripheral devices for powertrain control, alternative drive concepts, active and passive vehicle safety systems, driver-assistance and other guidance functions, in-car information and communication systems, and a range of after-sales, engineering-support, and service concepts for the automotive aftermarket.

Core competencies
- Bosch systems and services for electrification of the powertrain: eMobility Starter Package, service brokering (roaming), service brokering for intermodal transportation, networked fleet management and a software platform capable of conveying telematics
- Electric powertrain systems for hybrid vehicles and for electric vehicles: Electric drive technology (electric motor, inverter, battery, regenerative braking system)

Cooperation objectives
Looking for partners for the mutual use of the distribution network
Standortagentur Tübingen-Reutlingen-Zollernalb GmbH

Hindenburgstr. 54
72762 Reutlingen, Germany
Phone +49 7121 201180
Email info@neckaralb.de
Web www.neckaralb.de

Participant
Dr. Markus Nawroth, Head of Department

Number of employees
3

Activities in the following countries
USA, Switzerland, Turkey, etc.

Sector
Automobile industry, medical engineering, textile industry, biotechnology, services, site selection

Offered services/product range
Support of your location search in South-Germany

Core competencies
Making contact to businesses in the automotive/e-mobility industry, making them aware of their possibilities in cooperation with businesses from the region Neckar-Alb as well as helping them finding their needs if they are interested in investing in Germany.

Cooperation objectives
Looking for customers, production partners
<table>
<thead>
<tr>
<th>Participant</th>
<th>Leonhard Roedl, Sales Engineer E-Mobility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>1,875</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Germany, Italy, Benelux, Brazil, China, France, Great Britain, Japan, Austria, Romania, Sweden, Switzerland, Spain, United States, Taiwan</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, electrical and electronic industry, measuring and control technology, medical engineering, electric drive technology</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>WITTENSTEIN develops, produces and sells products such as high-precision planetary gearheads, complete electromechanical drive systems and AC servo systems and motors.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Engineering and production of mechatronic drive technology.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, partners for the mutual use of the distribution network</td>
</tr>
</tbody>
</table>
ITS Baden-Württemberg e.V. – Center of Competence for Integrated Telematic Systems

Industriestr. 3 · 70565 Stuttgart, Germany
Phone +49 711 78192910
Email g.sabow@its-bw.de
Web www.its-bw.de

Participant
Prof. Dr.-Ing. Günter Sabow, COO of ITS Baden-Württemberg and President of the Stuttgart Economic and Industry Organisation WIV

Number of employees
40

Sector
Information technology, services, telematic systems

Offered services/product range
• Intelligent Transport Systems
• Traffic and Transport Services and Information
• Tele Medicine-Systems and Health Telematics
• Smart Home/Ambient Assisted Living AAL

Core competencies
ITSBW is a Center of Excellence with 40 members in different branches.

Cooperation objectives
Automobile industry, engineering, information technology, mobility services and e-health services

Requirements for an ideal business partner
Market information, government research or development Programs in transport management and infrastructure, projects and cooperations, also in the field of e-health
## CTC cartech company GmbH

Hanns-Klemm-Str. 40  
71034 Böblingen, Germany  
Phone +49 7031 2040-589  
Email info@cartech-company.com  
Web www.cartech-company.com

<table>
<thead>
<tr>
<th>Participant</th>
<th>Heiner Schmeck, Managing Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>54</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, electrical and electronic industry, measuring and control technology, engineering, services</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Special designs, assignments within series production under challenging timelines, as well as limited-lot production of qualified components, beyond prototype pieces, are part of the core business. ESD-protected areas allow the assembly of electronic devices. The present product range includes control systems for drive units, solutions for automated testing, sensors, controllers for electric motor driven actuators, test and measurement systems, solar and mains powered charging systems, as well as cable harnesses and electromechanical components.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>CTC cartech company is positioned as development service provider for automotive electronics and manufacturer of accordingly complex systems. The focus is on overall vehicle networks and topologies in particular. In order to qualify high voltage e-drive components, CTC operates testing facilities in the power-range required and complies with all safety needs concerned. Furthermore, test stands for internal combustion engines (ICEs) are provided, including test automation and controls.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors, joint venture partners, suppliers/subcontractors</td>
</tr>
<tr>
<td>Participant</td>
<td>Dr. Klaus Schorer, Head Marketing &amp; Sales</td>
</tr>
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<tr>
<td>Number of employees</td>
<td>45</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Germany, France, Italy, Great Britain, USA, Korea, China, Japan, India, Argentina, Brasil, Czech Republic, Slovakia, Sweden, Austria, Switzerland</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, electrical and electronic industry, engineering</td>
</tr>
</tbody>
</table>
| Offered services/product range | Electronically controlled, electro-mechanical standard and special devices for powertrain and transmission test bench applications (R&D, end-of-line):  
- Automatic gearshift control  
- Gearshift equipment  
- Automatic clutches  
- Linear motion actuators  
- Customized devices and components for test bench applications  
- Battery simulators and current sources for electric/hybrid vehicles and high-speed dynamic test bench drives  
- Test bench interfaces for rest-bus simulation  
- Inverters for resistance welding  
- Customized industrial electronics |
| Core competencies | Electrical drive technologies, dynamic inverters, robotics for stationary test benches |
| Cooperation objectives | Looking for customers, partners for the mutual use of the distribution network |
| Requirements for an ideal business partner | Solid knowledge and in respect of automotive testing (powertrain, gearboxes, components) for combustion engines and e-drives. |
The task of economic policy in Baden-Württemberg is to secure the State’s economic strengths, provide support in creating new capabilities and create the framework conditions for successful and productive business in the State.

A good economy works only in tandem with good and secure jobs. For this reason, the Ministry of Finance and Economics pursues two fundamental strategic objectives: firstly to strengthen the economy in Baden-Württemberg and secondly to support the people in being able to combine their working and as well as their family life.

A focus on the State’s innovation strategy is the continued expansion to Baden-Württemberg as a location for science in respect of research findings into the economy and society, but also scientific training and qualification of up-and-coming skilled workers. Partners in this process are the chambers of crafts, the chambers of trade and industries as well as the State’s agencies like Baden-Württemberg International (bw-i) and e-mobil BW.

For more information see mfw.baden-wuerttemberg.de/en/ministry/
<table>
<thead>
<tr>
<th>Participant</th>
<th>Tobias Wagner, Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>100</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Worldwide, core business in Europe</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, electrical and electronic industry, engineering, medical engineering</td>
</tr>
<tr>
<td>Offered services/product range</td>
<td>Our know-how is based on now more than 40 years of experience in etching technology. Our etching technology affords maximum profitability when the cost of stamping tools is too high given the size of the required batch. Parts with complicated contours and with perforations that can only be achieved with difficulty by means of punching can often only be produced by making use of etching technology. Design engineers can take advantage of etching technology to create prototypes or pilot series prior to the final tooling production</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, suppliers/subcontractors</td>
</tr>
<tr>
<td>Participant</td>
<td>Dr. Guenter Zahnenbenz, CEO</td>
</tr>
<tr>
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</tr>
<tr>
<td>Number of employees</td>
<td>60</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Worldwide</td>
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<tr>
<td>following countries</td>
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<tr>
<td>Sector</td>
<td>Automobile industry, aerospace</td>
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<td></td>
<td>industry, electrical and electronic</td>
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<td></td>
<td>industry, measuring and control</td>
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<tr>
<td></td>
<td>technology, information</td>
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<td></td>
<td>technology, engineering</td>
</tr>
<tr>
<td>Offered services /</td>
<td>• Custom Power Supplies (low noise,</td>
</tr>
<tr>
<td>product range</td>
<td>remote controlled, special</td>
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<tr>
<td></td>
<td>environment)</td>
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<tr>
<td></td>
<td>• Rugged Customized Computers</td>
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<td></td>
<td>• Backplanes</td>
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<td>• High Current Technology / Equipment</td>
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<tr>
<td>Core competencies</td>
<td>• Custom Power Supplies</td>
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<td></td>
<td>• Remote Control CAN-BUS / Ethernet</td>
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<td>• Industrial Computing</td>
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<tr>
<td></td>
<td>• Software for Controlling and</td>
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<td>Visualisation (Windows, Mac, Linux)</td>
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<td></td>
<td>• Products conforming VPX-Specification (Backplane, ATR-Chassis, CPU, Power Supply)</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network</td>
</tr>
<tr>
<td>Requirements for an</td>
<td>• Experience in power solutions</td>
</tr>
<tr>
<td>ideal business partner</td>
<td>• Experience in Industrial Computing</td>
</tr>
</tbody>
</table>
Participant | Daniel Holder, Regional Manager North America and United Kingdom, Department Science, Research and the Arts

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- Supply of general information on the legal framework and social insurance as well as support with administrative procedures
- Identification of suitable business and scientific partners for your company, university or research institution
- Identification of potential sites and organisation of site visits in cooperation with regional and local business-promotion agencies
- Support in the organization of delegation visits, cooperative projects and information events for universities and research institutions
- Gateway to all actors in the field of business promotion and development, such as technology-oriented industrial institutions and sector-specific networks
Esslingen University of Applied Sciences
Kanalstr. 33
73728 Esslingen, Germany
Phone +49 711 397-3002
Email walter.czarnetzki@hs-esslingen.de
Web www.hs-esslingen.de

Participant
Prof. Dr.-Ing. Walter Czarnetzki, Vice President for Research and Transfer

Number of employees
571

Activities in the following countries
Germany, Europe, North and South America, Asia

Sector
Automobile industry, environment, electrical and electronic industry, measuring and control technology, engineering

Offered services / product range
• Mobility Concepts
• Electric Mobility
• Fuel Cell Technology
• System Integration

Core competencies
Applied Research, Testing and Consulting

Cooperation objectives
Looking for partners for the mutual use of the distribution network

Requirements for an ideal business partner
Experience in cooperation with Research Institutes
<table>
<thead>
<tr>
<th>Participant</th>
<th>Andreas Koester, CEO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>60</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Worldwide</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, electrical and electronic industry, measuring and control technology, information technology, engineering</td>
</tr>
<tr>
<td>Offered services /</td>
<td>• Custom Power Supplies (low noise, remote controlled, special environment)</td>
</tr>
<tr>
<td>product range</td>
<td>• Rugged Customized Computers</td>
</tr>
<tr>
<td></td>
<td>• Backplanes</td>
</tr>
<tr>
<td></td>
<td>• High Current Technology / Equipment</td>
</tr>
<tr>
<td>Core competencies</td>
<td>• Custom Power Supplies</td>
</tr>
<tr>
<td></td>
<td>• Remote Control CAN-BUS / Ethernet</td>
</tr>
<tr>
<td></td>
<td>• Industrial Computing</td>
</tr>
<tr>
<td></td>
<td>• Software for Controlling and Visualisation (Windows, Mac, Linux)</td>
</tr>
<tr>
<td></td>
<td>• Products conforming VPX-Specification (Backplane, ATR-Chassis, CPU, Power Supply)</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network</td>
</tr>
<tr>
<td>Requirements for an</td>
<td>• Experience in power solutions</td>
</tr>
<tr>
<td>ideal business partner</td>
<td>• Experience in Industrial Computing</td>
</tr>
<tr>
<td>Participant</td>
<td>Prof. Dr. Wolfgang Küchlin, Professor</td>
</tr>
<tr>
<td>-------------------------------------</td>
<td>----------------------------------------</td>
</tr>
<tr>
<td>Number of employees</td>
<td>3</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>USA, Switzerland, Turkey, etc.</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, medical engineering, textile industry, biotechnology, services, site selection</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Support of your location search in South-Germany</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Making contact to businesses in the automotive / e-mobility industry, making them aware of their possibilities in cooperation with businesses from the region Neckar-Alb as well as helping them finding their needs if they are interested in investing in Germany.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, production partners</td>
</tr>
</tbody>
</table>
University of Applied Sciences Ulm

Prittwitzstr. 10
89075 Ulm, Germany
Phone +49 731 50-208
Email info@hs-ulm.de
Web www.hs-ulm.de

Participant
Prof. Dr. Hubert Mantz, Professor

Sector
Automobile industry, measuring and control technology, information technology, engineering, medical engineering

Core competencies
R&D in the fields of
• Fuel cell systems
• Solar cell applications
• New mobility concepts (including e-bikes)

Cooperation objectives
Establish new contacts for exchange in teaching, education and research
Mannheim University of Applied Sciences

Paul-Wittsack-Str. 10
68163 Mannheim, Germany
Phone +49 621 292 6201
Email info@hs-mannheim.de
Web www.hs-mannheim.de

Participant
Prof. Dr.-Ing. habil Torsten Markus, Full Professor

Number of employees
About 5,000 students and 300 staff

Activities in the following countries
France, India, Mexico, USA

Sector
Automobile industry, measuring and control technology, metal processing, chemicals industry, engineering, biotechnology, materials sciences

Offered services / product range
Determination of Materials Microstructures and Properties.
Such as:
• Metallographic and SEM Images and Phase Characterisations
• Heat Capacities
• Enthalpies and Entropies of Formation and Reaction
• Young’s Modulus
• Simulation of Materials Characteristics
• Computer Based Thermodynamics and Materials Modelling
• Finite Element Simulations
• Tribology

Core competencies
As a University our main focus besides education of tomorrows engineers is on scientific tasks. This includes all tasks of material properties of structural materials as well as those of functional materials.

Besides experimental determination of material properties, a main focus also lies on the theoretical determination of materials properties and the simulation of their behavior in application environments.

Cooperation objectives
Looking for partners for the mutual use of the distribution network, joint venture partners.
<table>
<thead>
<tr>
<th>Participant</th>
<th>Prof. Dr.-Ing. Sven Schmitz, Head of Electromobility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>160</td>
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<tr>
<td>Activities in the</td>
<td>Singapore, Turkey</td>
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<td>following countries</td>
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<tr>
<td>Sector</td>
<td>Automobile industry, environment, electrical and</td>
</tr>
<tr>
<td></td>
<td>electronic industry, measuring and control technology,</td>
</tr>
<tr>
<td></td>
<td>information technology, engineering</td>
</tr>
<tr>
<td>Offered services/</td>
<td>Research and development in electromobility, tertiary</td>
</tr>
<tr>
<td>product range</td>
<td>education</td>
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<tr>
<td>Core competencies</td>
<td>Experimental analysis of fuel cells and batteries</td>
</tr>
<tr>
<td>Cooperation</td>
<td>Information exchange with British universities about</td>
</tr>
<tr>
<td>objectives</td>
<td>electromobility</td>
</tr>
</tbody>
</table>
Contact.

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Web www bw-i.de
www bw-invest.de

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Email info@bw.ihk.de
Web www.bw.ihk.de

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