

DOING BUSINESS IN GERMANY

SERVICES FOR POLISH COMPANIES

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What we do



International marketing of
Germany as a business and
technology location



Economic promotion of the new
federal states and Berlin



Assisting foreign companies to
enter the German market



Export market information for the
German economy

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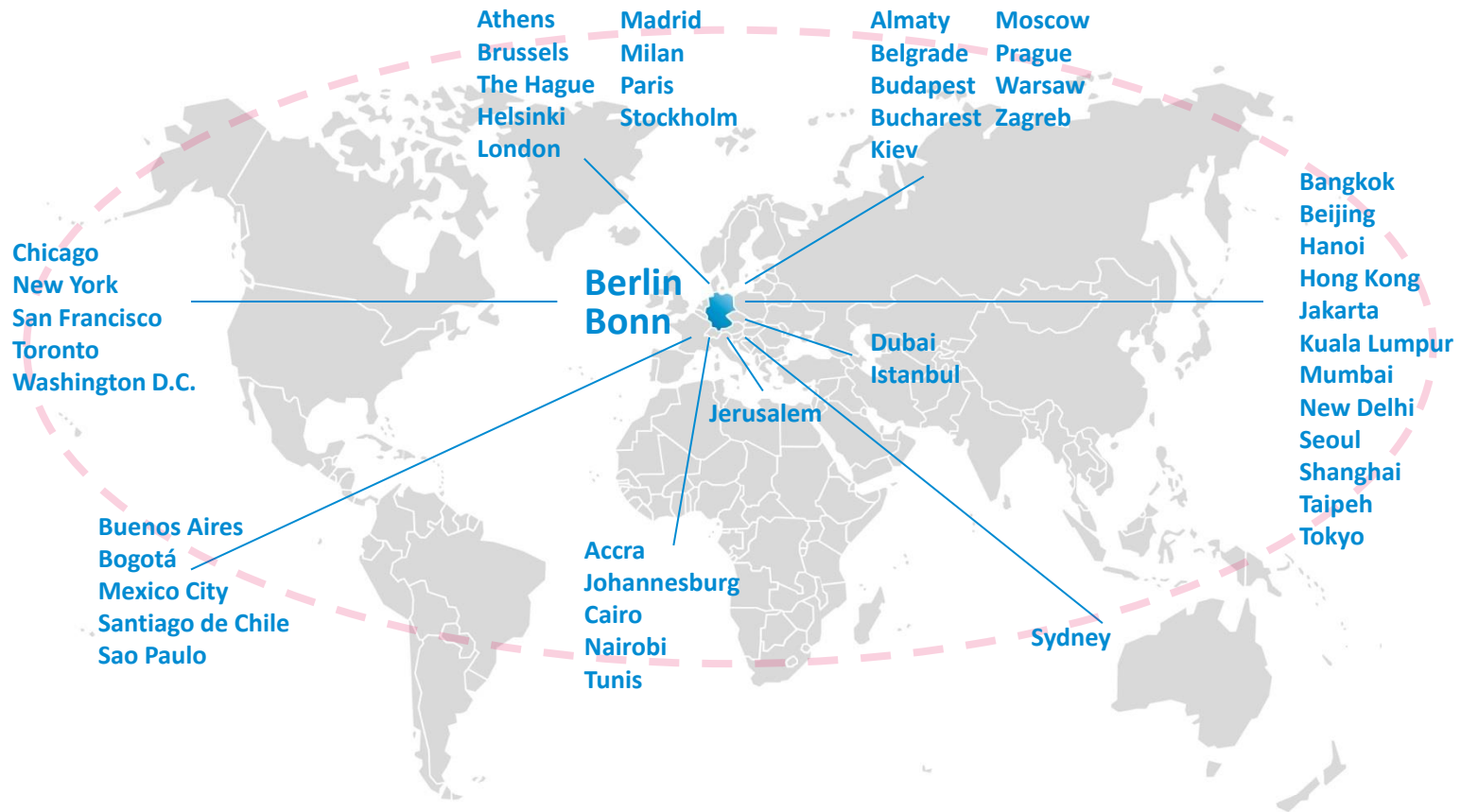
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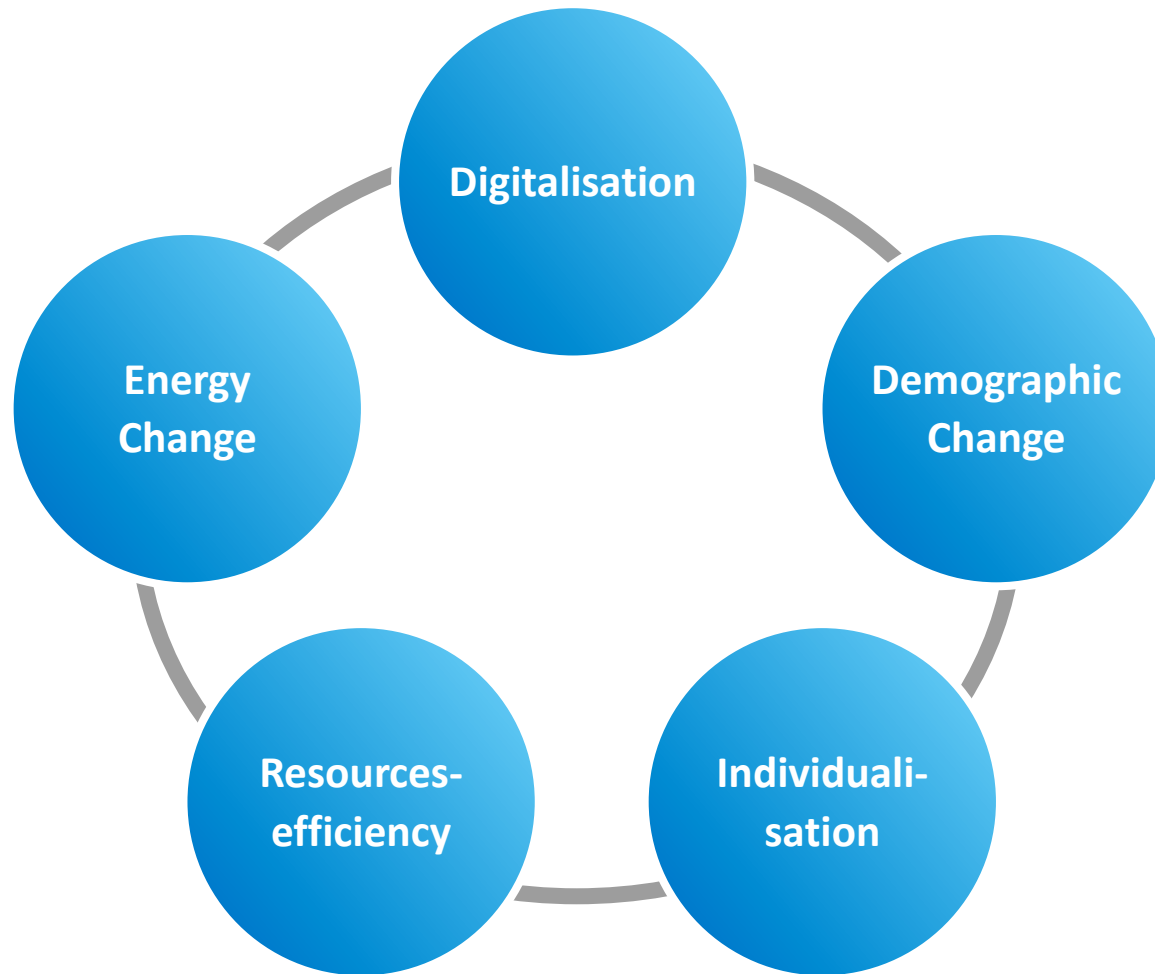
GTAI serves international and German companies in 50 locations worldwide

GTAI GERMANY
TRADE & INVEST



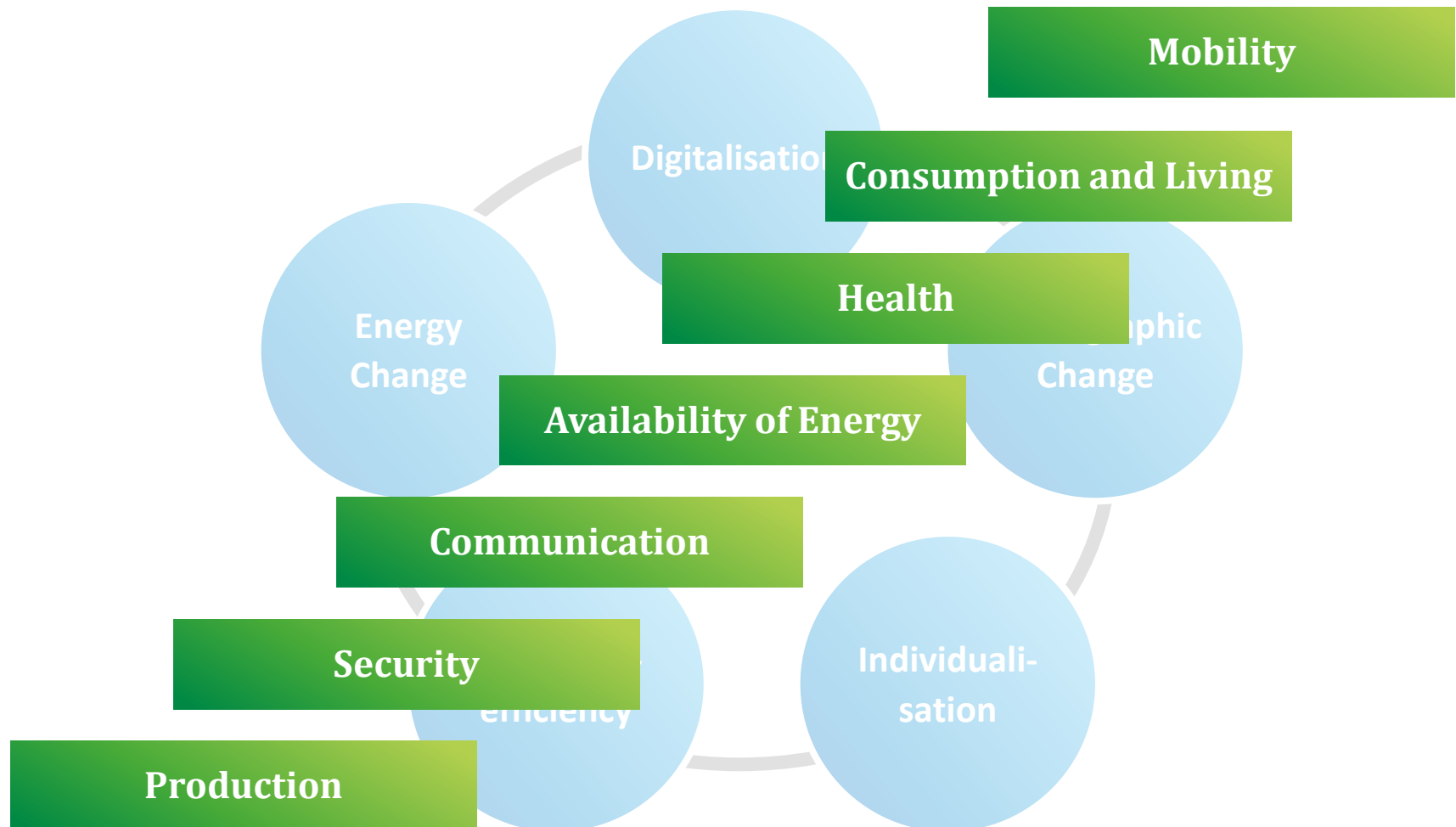
Strategic Industry Areas

Investment Promotion of Germany Trade & Invest capitalizes on international economical strengths and trends...



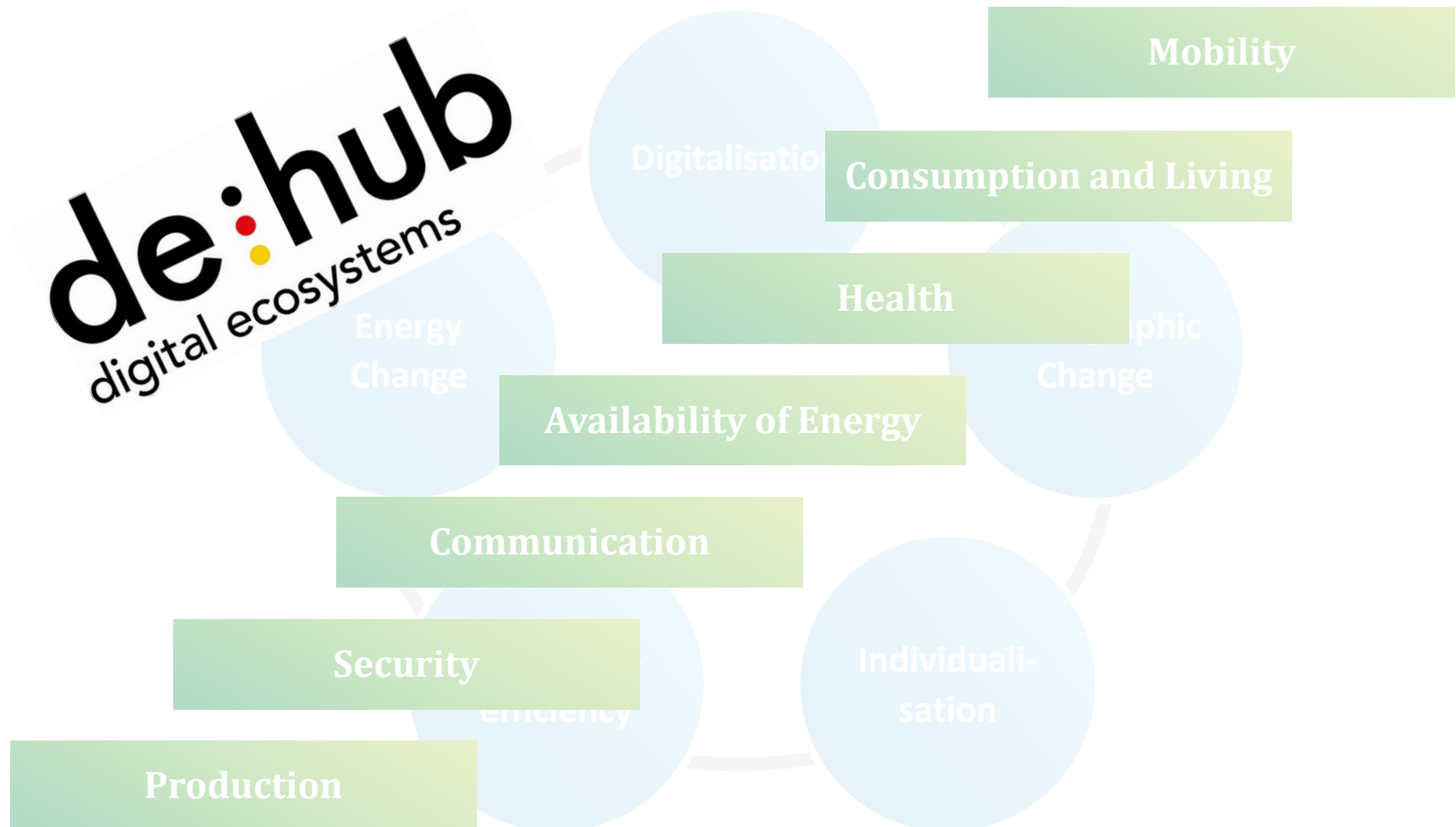
Strategic Industry Areas

...and crosslinks international trends with Germany's strengths and opportunities for foreign companies



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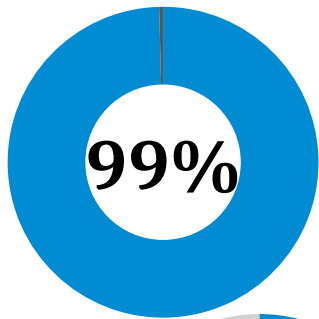
Service Offerings

Services of GTAI's Investment Promotion comprise of business consulting, industry and framework information and location site finding

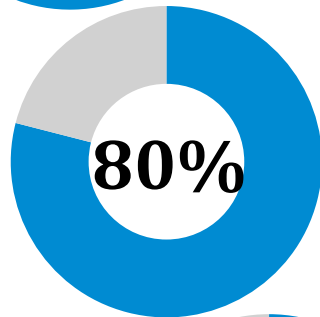


Whom we help best

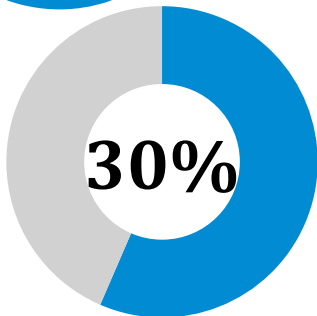
International small and medium-sized companies are the key clients, they connect perfectly to the German SME ecosystem



- 99% of all enterprises
- 3.6 million registered small and medium sized companies (SME)¹
- Each less than 500 employees.



- 80% of all employees in Germany work for SMEs²
- 23 million workers in the German Mittelstand
- Backbone for employment



30% of Europe's manufacturing value creation is produced by Germany's manufacturing industry³

Notes: 1) ifm estimation for 2015 2) as of December 2014, including apprentices in dual vocational training 3) World Bank 2016, Eurostat 2016

Companies

Most Polish firms are located in Berlin whereas Rheinland-Pfalz has got the highest share of total employees.

Number of Polish Companies and Employees in Germany (2017, approximate values)

By federal state

Federal State	No. of Polish Companies	No. of Employees
Berlin	540	1,350
North Rhine-Westphalia	250	2,340
Brandenburg	210	1,740
Saxony	180	1,030
Niedersachsen	90	1,590
Bavaria	90	2,850
Hessen	70	1,470
Hamburg	50	1,330
Baden-Württemberg	50	850
Mecklenburg-Vorpommern	30	160
Rheinland-Pfalz	25	3,280
Schleswig-Holstein	20	260
Bremen	10	5
Saxony-Anhalt	10	830
Thuringia	10	290
Saarland	5	60
Total	1,640	19,435

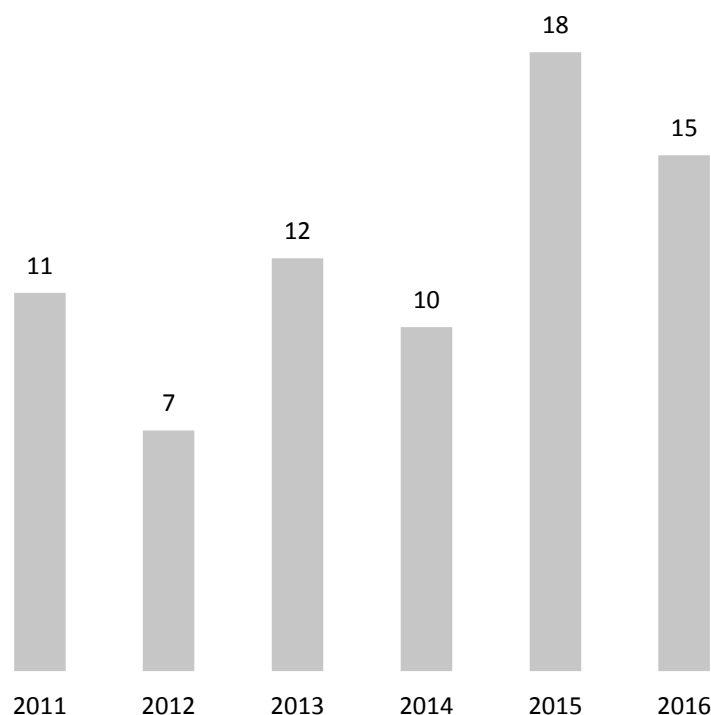
Source: Bureau van Dijk Electronic Publishing, Markus database August 2017

Note: Only companies listed in the commercial register.

FDI Projects

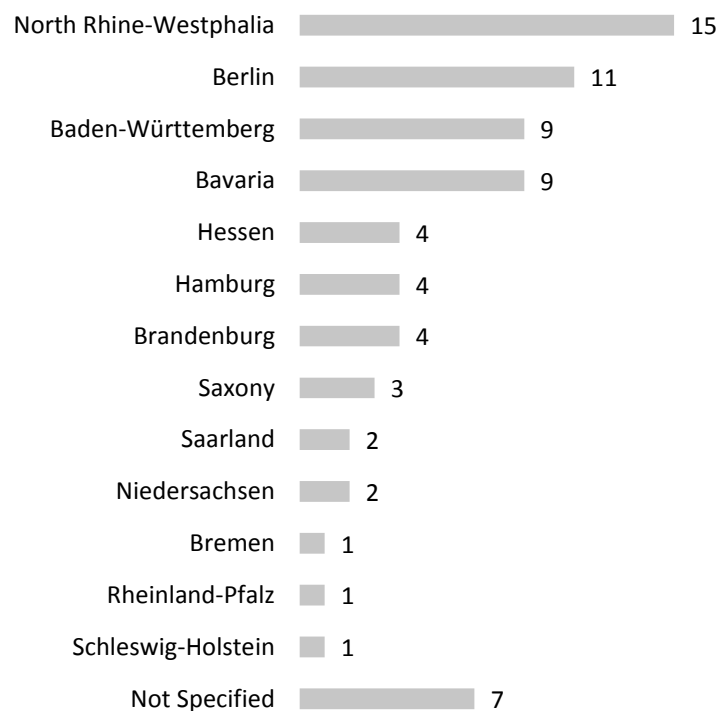
In recent years, North Rhine-Westphalia has become the most attractive federal state for Polish investors.

Number of Polish Projects in Germany (2011-16*)



Source: fDi Markets, September 2017; Note: *Preliminary data for 2016. FDI projects refer to greenfield and expansion investment projects. M&A projects are not included.

Number of Polish Projects in Germany by Federal State (2011-2016*)



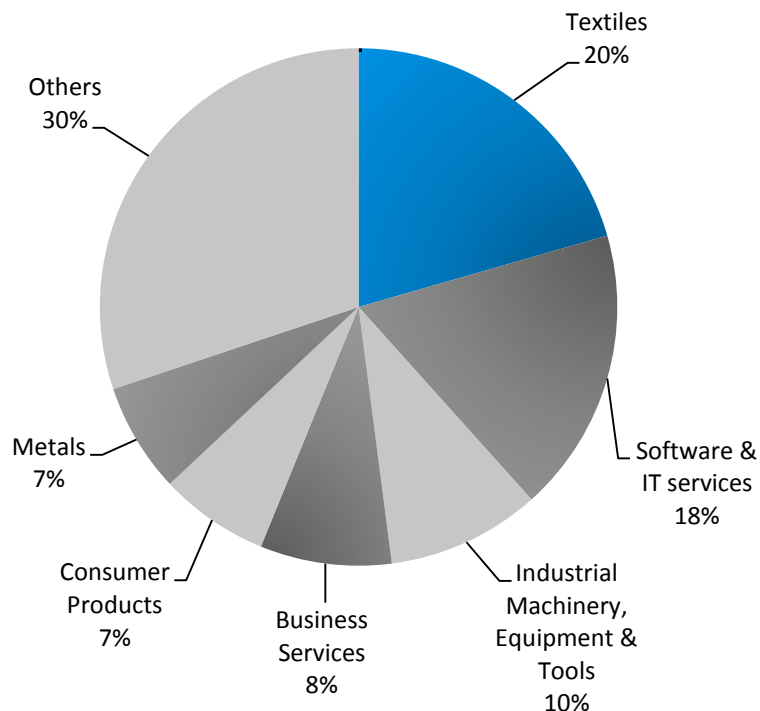
Source: fDi Markets, September 2017; Note: *Preliminary data for 2016. FDI projects refer to greenfield and expansion investment projects. M&A projects are not included.

FDI Projects

The Software & IT and the Textiles industries attracted the most Polish FDI projects.

Polish Projects in Germany (2011-2016*)

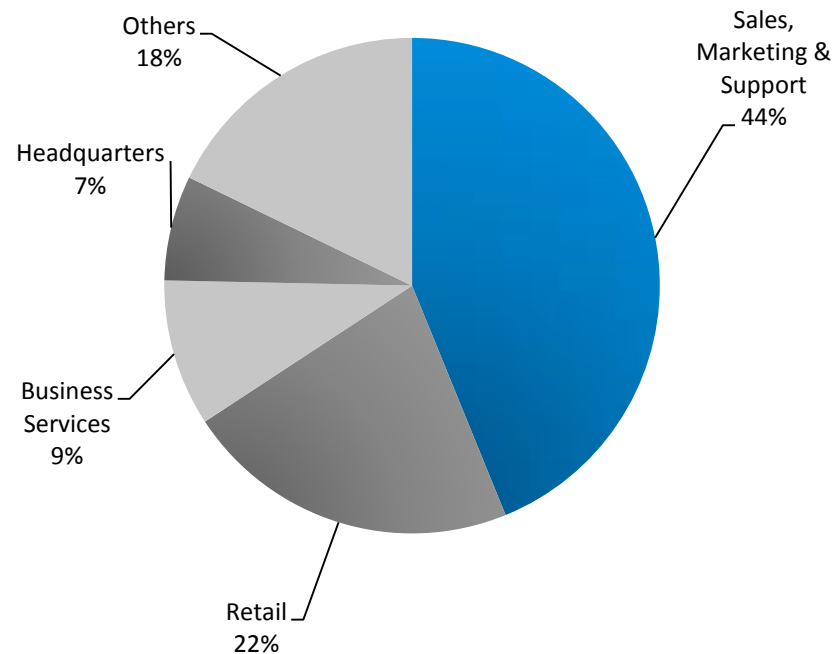
By Sector



Source: fDi Markets, September 2017 Note: *Preliminary data for 2016. FDI projects refer to greenfield and expansion investment projects. M&A projects are not included.

Polish Projects in Germany (2011-2016*)

By Business Activity



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Contact us

Germany Trade & Invest is the economic development agency of the Federal Republic of Germany. The company helps create and secure extra employment opportunities, strengthening Germany as a business location. With more than 50 offices in Germany and abroad and its network of partners throughout the world, Germany Trade & Invest supports German companies setting up in foreign markets, promotes Germany as a business location and assists foreign companies setting up in Germany.

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