

# Opportunities for UK tech businesses in Germany via the State of North Rhine-Westphalia

10th May 2022

# Germany's Economic Powerhouse



**21 %**  
of Germany's  
GDP  
**No. 6**  
in EU

**19**  
of the 50 top-  
selling companies  
in Germany

**400 bn. €**  
trading  
volume



# NRW: Europe's Heartbeat







**€320 bn**

**In Sales generated  
by Industrial  
Enterprises**

**710.000**

**Small and Medium-  
sized Companies**

**25%**

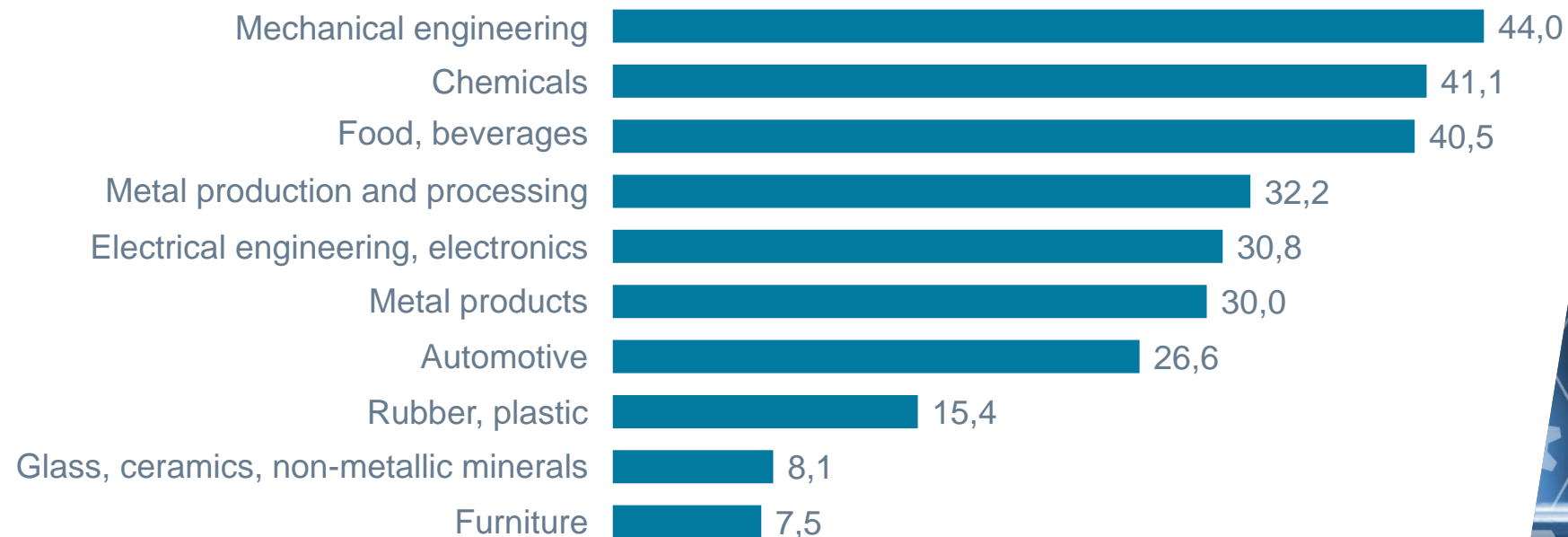
**of all German  
“Hidden  
Champions”**

**NRW - Industrial heartland**



# Top location for manufacturers and suppliers

## Sales 2020 (in EUR bn)



Source: IT.NRW; the figures refer to companies with 20 and more employees







# Logistics Hotspot No. 1

Europe's densest transport infrastructure

**160 Mio.**  
consumers within  
a radius of  
500km

**25%**  
of all logistics  
centers in Germany

**max. 3**  
hours flight to all  
major cities in  
Europe



# Future-oriented digital location

**25.000**

ICT Companies

**20%**

of all startups  
in Germany

**31%**

of all ICT sales  
in Germany



# NRW Tech clusters and regional innovation platforms





# Europe's densest R&D Landscape

**68**  
**Universities &  
Technical  
Colleges**

**60**  
**Technology Centers**

**30+**  
**Technology  
Transfer Units**





# One of Europe's best breeding grounds for talent

**780.000**  
students at  
**68**  
universities &  
technical colleges

**27 %**  
of all students in  
Germany attend  
universities &  
technical colleges  
in NRW

**60**  
technology centers  
**30+**  
technology  
transfer units





# Germany's No. 1 investment location



**20.000**

Foreign Companies  
invested in NRW

**20 %**  
of Foreign  
Companies in  
Germany

Foreign  
Investors  
employ  
**1 m**  
people



# Well-known foreign companies in NRW

More than 20,000 foreign companies in NRW



- 20.6 % of the foreign companies are based in NRW
- Foreign investors provide work for about 1.3 million persons
- Major investor countries are: the Netherlands, Japan, France, Spain, Great Britain, Ireland, Switzerland, USA, Italy, Austria, Belgium, Sweden, Denmark and Norway.
- **1,620 UK companies in NRW**, e.g. Vodafone, BP, Computacenter, Rentokil, JCB, GKN, Lush, Dyson, INEOS, JSP Safety, etc.



# NRW - the Energy Hub of Germany

**30 %**  
of Germany's  
Electricity  
generated and  
consumed

**46 %**  
Share of Renewable  
Energies in 2021

**5.000**  
companies in the  
field of renewable  
energy



- Goal of making industrial processes in North Rhine-Westphalia nearly climate-neutral by 2045
- Production of steel and chemical materials based on Hydrogen
- 1 to 3 gigawatts of electrolysis capacity in North Rhine-Westphalia
- 11,000 fuel-cell trucks, 1,000 fuel-cell waste collectors and 3,800 fuel-cell buses for public transportation
- Economic boost: creation of up to 130,000 additional jobs in the Hydrogen value chain



# Nucleus for H2 Technology

**125**

**Energy Research  
Institutes**

**140**

**Fuel cell and  
Hydrogen Projects**

**17 TWH**

**Industrial Use of  
Hydrogen**

**120 km**

**of new  
hydrogen  
pipelines to be  
built until 2025**



# NRW as world-class location for Smart Mobility

**12 HQs**  
of Automotive  
Industry within  
in 500km

**800**  
Automotive  
Companies with  
**200,000**  
employees

**700 m**  
Funding for  
Battery Research  
Fab in Münster



# Smart City Forerunner in Germany

**7**  
of the  
Top 20 Smart Cities  
in Germany are  
located in NRW

NRW City  
**Dortmund**  
has been named  
as the European  
Capital of Innovation  
2021  
in the EU

with  
up to 100 Mio. €  
the most  
comprehensive  
funding programme  
for smart cities of all  
German states





# EUROPE'S HEARTBEAT

Join the beat...





- Trade and investment agency of the state of North Rhine-Westphalia
- 100% state agency: export and investment promotion from one source
- Nearly 100 employees in Düsseldorf and worldwide work for your economic success
- 17 international offices support you in your investment projects in NRW or in the development of new foreign markets
- Your partner to support you in your investment projects and settlement in North Rhine-Westphalia



# Fast track package for UK companies in NRW

Incoming

- **Getting you started**

An experienced key relationship manager will help you get your business established in NRW

- **Professional Advice**

Access to a network of legal and accounting professionals

- **Premises**

Access to office, production and warehouse space

- **Free information service**

All you need is to make your decision:  
labour costs, availability and skills, demographics,  
links to academic and business networks



# Fast track package for UK companies in NRW

Free services include

- **Access to qualified labour**  
Help in finding and recruiting people
- **Free advice on funding sources**
- **Marketing support**  
Providing a platform for your company to advertise your products and services through events, publications, etc.
- **Advice on doing business** with Germany for UK companies  
The do's and don'ts of doing business



# The UK Network in NRW



British  
Consulate-General  
Düsseldorf



Department for  
International Trade



Llywodraeth Cymru  
Welsh Government



- British Consulate-General, Düsseldorf  
[www.gov.uk/world/organisations/british-consulate-general-dusseldorf](http://www.gov.uk/world/organisations/british-consulate-general-dusseldorf)
- Department for International Trade, Düsseldorf  
[www.gov.uk/world/organisations/department-for-international-trade-Germany](http://www.gov.uk/world/organisations/department-for-international-trade-Germany)
- British Chamber of Commerce in Germany, North Rhine-Westphalia, Düsseldorf  
[www.bccg.de/nrw](http://www.bccg.de/nrw)
- Scottish Development International, Düsseldorf  
[www.sdi.co.uk](http://www.sdi.co.uk)
- The Welsh Government, Representative Office, Düsseldorf  
[www.tradeandinvest.wales](http://www.tradeandinvest.wales)
- British Business Club Düsseldorf e.V.  
[www.britishbusinessclub.de](http://www.britishbusinessclub.de)
- British Women's Club Düsseldorf e.V.  
[www.bwcduesseldorf.org/](http://www.bwcduesseldorf.org/)
- British Council, Cologne  
[www.britishcouncil.de/](http://www.britishcouncil.de/)
- 25 German-British Societies & Clubs

# JSP Safety products



Established in 1964 and based in Oxford, JSP is internationally recognized as a leading manufacturer of innovative “above the neck” Personal Protective Equipment, specializing in Head, Eye, Face, Noise and Respiratory Protection.

JSP has 7 manufacturing and testing facilities in 3 continents

In 2018, JSP established a manufacturing site for safety helmets in Düsseldorf, now employing approx. 30 people.



# Feel free to contact us

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