



IHK NRW – Die Industrie- und Handelskammern  
in Nordrhein-Westfalen



# OPENING UP NEW WORLDS

THE CHAMBERS OF COMMERCE AND INDUSTRY  
IN NORTH RHINE-WESTPHALIA





## CONTENTS

At a Glance	04
IHK Service	06
NRW Economy	10
IHK Worldwide	11
Contact	12





## A BRIEF WORD

As well as being the most populous German state with the strongest economy, North Rhine-Westphalia (NRW) also has the largest share of the export market. More than 16 percent of German exports are “Made in North Rhine-Westphalia”. One in every four German world market leaders has its headquarters in North Rhine-Westphalia. Many thousands of NRW companies from all sectors and all regions form the basis for these figures. Success on foreign markets has been the key driver of growth for many companies over the past two decades. And opportunities for growth on foreign markets will also continue in the future.

03

Over 100,000 companies from North Rhine-Westphalia are already active in the international business arena today. This number will continue to increase in the coming years. Ever more small and medium-sized enterprises will seek and find international customers and suppliers. To ensure the greatest possible success, the Chambers of Commerce and Industry (IHKs) in North Rhine-Westphalia provide proficient support in this challenging endeavour. The comprehensive range of services offered by the Chambers of Commerce and Industry includes individual consultation, with regard to the necessary documentation, for example, right through to the provision of relevant market information and the organisation of individual country events.

Working together with German chambers of commerce abroad at 125 locations throughout the world, the 16 North Rhine-Westphalian IHKs provide a professional, world-wide network that is geared at maintaining North Rhine-Westphalia's place as Germany's number one export state. This system of one-stop support for foreign trade is the envy of the world and an instrument for promoting sustained business success. This brochure provides you with an insight into the broad range of services provided by the Chambers of Commerce and Industry of North Rhine-Westphalia. Always in keeping with the IHK motto:

Building on our strengths – for your success!

IHK NRW – The Association of Chambers of Commerce and Industry in North Rhine-Westphalia

# WORKING HARD TO MAKE YOU STRONG

Germany's affluence is based, among other things, on the export success of its industries. The focus is on doing successful business abroad with the aim of finding new sales opportunities and generating lasting growth. The Chambers of Commerce and Industry will support you in this process. We can provide you with the specific market and business information you need to help you find the right decisions. We can advise and inform you on foreign trade issues, legal aspects and customs matters and give you the necessary assurance in handling international transactions. With our special country and theme-related events, we keep you constantly up to date. We are also able to provide you with a range of documents needed in foreign trade - officially, but in a business-friendly manner.



**> 600**

### EVENTS

on country, customs and other special themes

**5,100**

### A.T.A. CARNETS

**92,000**

### CERTIFICATES

needed in foreign trade

04



**DOCUMENTS  
ISSUED**



**> 111,000**

### CONSULTANCIES

on customs and foreign trade issues and developing foreign markets

**338,000**

### CERTIFICATES OF ORIGIN

including 78,000 electronic ones



**> 1,000**



**ORGANISED MEMBERS**  
in committees and working parties

**155**

**STAFF MEMBERS**  
to provide advice and assistance



**16 CHAMBERS OF COMMERCE AND INDUSTRY IN NORTH RHINE-WESTPHALIA**

In North Rhine-Westphalia, 16 Chambers of Commerce and Industry (IHKs) provide their member companies with a powerful network and expert support. There are 80 Chambers of Commerce and Industry in Germany in total. They represent the interests of their member companies and the regional economy as a whole, carry out official tasks that have been entrusted to them by law and advise and inform their member companies.

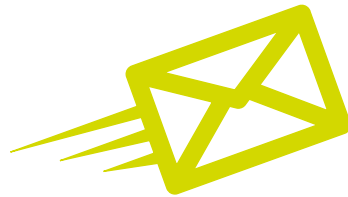
**>18,000**



**PARTICIPANTS**  
in events relating to foreign trade

# OUR SERVICES FOR YOUR SUCCESS

Our goal is for you to be internationally successful. We therefore have over 150 people working in the specialist departments at the IHKs in NRW whose job is to assist you in doing business abroad. So take advantage of our wide range of services, information and events in all areas of foreign trade – and the world is your oyster!



## FOREIGN TRADE INFORMATION

To make the right decisions, you need dependable, up-to-the-minute information. The IHKs in NRW can supply you with the necessary facts and figures on all key topics and countries.

Including, for example:

- > Market and economic data
- > Business practice
- > Customs
- > Export controls
- > Product origins law
- > Addresses of firms, official bodies and institutions in Germany and abroad
- > International business contacts

You can also receive the most important information in brief in the shape of free monthly newsletters sent to you by email. Background information and essays on specific foreign trade topics are also to be found in the IHK magazines.



## FIRST-HAND ADVICE

Trading with other countries is becoming increasingly complex. To support you in achieving international success, over 150 people working in the foreign trade departments of the IHKs answer hundreds of inquiries daily on issues such as:

- > Entering foreign markets, marketing and investment planning
- > Local business and sales practices
- > Legal and tax problems
- > Funding and support
- > Import and export regulations, export controls, terms of delivery and payment, customs and product origins law. The IHKs are also officially authorised to issue certificates of origin and other certificates needed in foreign trade.
- > Structured initiation of contacts to foreign customers

The IHKs in NRW also act as partners to politicians, supporting them at EU, national and regional level in relation to foreign trade issues – but always at arms' length and with no party affiliation.





## TRAVEL AND TRADE FAIRS

The IHKs in NRW organise delegation trips to countries with high-growth markets, in many cases in the context of NRW. International and with financial support from the State of North Rhine-Westphalia. They open up personal contacts and opportunities that could not be achieved alone.

The trips are often politically supported by the state government, giving the delegations an even higher profile in the target country.

Participating in trade fairs abroad counts as one of the greatest success factors in international business – but it is also extremely expensive. In cooperation with the AHKs, the IHKs in NRW assist you in preparing for your trade fair participation by providing, for example:

- > Data and key facts about the fair
- > Information on the target country
- > Assistance with travel preparations
- > Approaching potential business partners

Information on support provided by the State of North Rhine-Westphalia for participation in trade fairs or delegation trips in other countries is available from your IHK or at

[www.nrw-international.de](http://www.nrw-international.de)



## EVENTS

The IHKs in NRW offer a wide range of informative events, seminars and networking platforms. They provide information on important issues such as customs duties and export controls, as well as on interesting markets and emerging industries. Country experts present information and perceptions relating to local business practices.

You gain insight into:

- > The current economic conditions in a particular country
- > Opportunities for tapping into and developing new markets
- > Questions of procurement, marketing and sales
- > Local investment opportunities
- > Legal, tax and customs-related questions

All the information is practical and market-oriented. All the events also aim at promoting the exchange of information between the participants.

The IHK Foreign Trade Day NRW (IHK-Außenwirtschaftstag NRW) is one of the most important events on international business in Germany. It provides information, experience and contacts for small and medium-sized businesses that are seeking to establish or further develop their foreign trade activities.

[www.ihks-nrw-veranstaltungen-auwi.de](http://www.ihks-nrw-veranstaltungen-auwi.de)  
[www.ihk-aussenwirtschaftstag-nrw.de](http://www.ihk-aussenwirtschaftstag-nrw.de)



## CUSTOMS AND FOREIGN TRADE LAW

Success in foreign trade depends to a crucial extent on the correct but at the same time customer-oriented handling of the formalities. It is therefore of vital importance to be familiar with the many different regulations both at home and abroad and comply with them. The complexity of international business is increasing. This can be seen, for example in the rapid developments in the field of export controls and product origins law. But even in trade within the European Community, the regulations relating to VAT and registration are a challenge in themselves. Familiarity with preferential origins law can result in savings on customs duties for the customers in the other countries.

So businesses that are well informed in advance can spare themselves unpleasant surprises at the border or during customs checks. The Chambers of Commerce and Industry will be happy to assist you by providing you with information, advice and training courses in everything to do with customs and the movement of goods, such as:

- > Necessary customs documentation
- > Permit requirements
- > Customs duties inside and outside the European Union
- > Issuing of foreign trade documents, such as Certificates of Origin, A.T.A. Carnets
- > Seminars on foreign trade held in the IHK or at business companies





# YOUR GLOBAL NETWORK

## IHK, AHK, DIHK, NRW.INTERNATIONAL

These abbreviations stand for a worldwide network of powerful partners to represent your interests at home and abroad and provide practical support for your international business.

### EUROPE

- > Austria
- > Azerbaijan
- > Belarus
- > Belgium
- > Bosnia and Herzegovina
- > Bulgaria
- > Croatia
- > Czech Republic
- > Denmark
- > Estonia
- > Finland
- > France
- > Greece
- > Hungary
- > Iceland
- > Ireland
- > Israel
- > Italy
- > Latvia
- > Lithuania
- > Macedonia
- > Netherlands
- > Norway
- > Poland
- > Portugal
- > Romania
- > Russia
- > Serbia
- > Slovakia
- > Slovenia
- > Spain
- > Sweden
- > Switzerland
- > Turkey
- > Ukraine
- > United Kingdom

### AMERICA

- > Argentina
- > Bolivia
- > Brazil
- > Canada
- > Chile
- > Colombia
- > Costa Rica
- > Dominican Republic
- > Ecuador
- > El Salvador
- > Guatemala
- > Honduras
- > Mexico
- > Nicaragua
- > Panama
- > Paraguay
- > USA
- > Venezuela

### IHK NRW

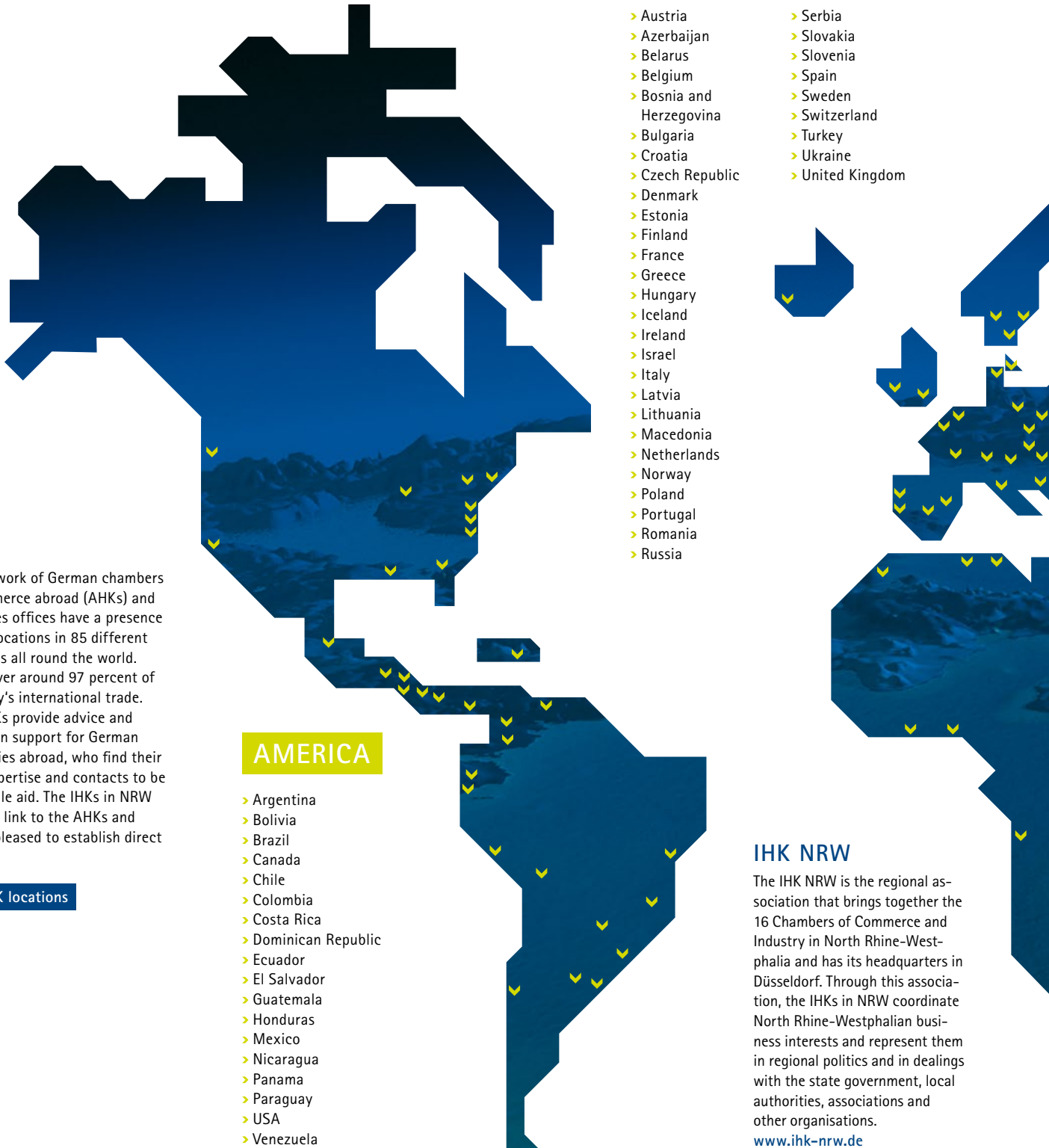
The IHK NRW is the regional association that brings together the 16 Chambers of Commerce and Industry in North Rhine-Westphalia and has its headquarters in Düsseldorf. Through this association, the IHKs in NRW coordinate North Rhine-Westphalian business interests and represent them in regional politics and in dealings with the state government, local authorities, associations and other organisations.

[www.ihk-nrw.de](http://www.ihk-nrw.de)

## AHK

The network of German chambers of commerce abroad (AHKs) and delegates offices have a presence at 125 locations in 85 different countries all round the world. They cover around 97 percent of Germany's international trade. The AHKs provide advice and hands-on support for German companies abroad, who find their local expertise and contacts to be a valuable aid. The IHKs in NRW are your link to the AHKs and will be pleased to establish direct contact.

▼ AHK locations





## DIHK

The DIHK is the Association of German Chambers of Commerce and Industry and is the umbrella organisation for all German IHKs. It ensures that the interests of German foreign trade are heard at both national and international level. In addition, the DIHK has a strong representation at the European Commission in Brussels.

[www.dihk.de](http://www.dihk.de)

## NRW.INTERNATIONAL

NRW.International GmbH is a joint venture of the IHKs in NRW, the Chambers of Crafts in NRW and the NRW.BANK. It coordinates the operational tasks of the region's foreign trade promotion and thus makes a targeted contribution to companies seeking to access foreign markets.

[www.nrw-international.de](http://www.nrw-international.de)



### AFRICA

- > Algeria
- > Angola
- > Egypt
- > Ghana
- > Kenya
- > Morocco
- > Nigeria
- > South Africa
- > Tunisia

### ASIA

- > China
- > Hong Kong
- > India
- > Indonesia
- > Iran
- > Iraq
- > Japan
- > Kazakhstan
- > Korea
- > Malaysia
- > Myanmar
- > Oman
- > Philippines
- > Qatar
- > Saudi Arabia
- > Singapore
- > Taiwan
- > Thailand
- > Turkmenistan
- > United Arab Emirates
- > Uzbekistan
- > Vietnam

### OCEANIA

- > Australia
- > New Zealand

# STRONG ON THE WORLD'S MARKETS

## NRW – THE EXPORT LEADER

For years now, North Rhine-Westphalia has led all the other German federal states in terms of export volume. It owes this success to over 100,000 firms working in all sectors and all regions of the state and doing business at international level. They include many global players, but also a large number of SME enterprises. Within their niches, they are often worldwide technological leaders – one in every four German world market leaders is based in North Rhine-Westphalia.

## GERMANY'S LEADING IMPORTER

With an import volume of 205.2 billion euros, North Rhine-Westphalia also imports more goods than any other German state. Over 22 percent of all German imports are delivered to NRW. The principal imports are raw materials and other materials for further processing. The import volume of North Rhine-Westphalia is therefore greater than that of Switzerland, Argentina or Vietnam, for example.

Chemical products and machines figure prominently in North Rhine-Westphalia's exports. With its large number of SME enterprises and many internationally successful major companies, NRW is Germany's most important chemical industry location and also home to an outstanding mechanical engineering sector.

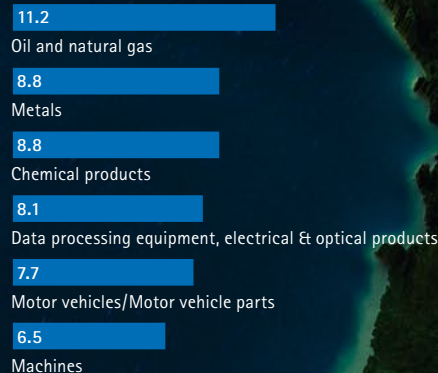
EXPORTS IN BILLION EUROS IN 2013



PRINCIPAL EXPORTS FROM NRW IN PERCENT



PRINCIPAL IMPORTS TO NRW IN PERCENT





# OUR COUNTRY SPECIALISTS

No one is able to keep a watchful eye on all the markets in the world at the same time. Therefore, the individual IHKs in NRW have each focussed on a limited number of countries. As a result, they are able to provide in-depth information on all questions and also offer contacts.

[www.info-weltweit.de](http://www.info-weltweit.de)

<b>Algeria</b>	IHK Mittleres Ruhrgebiet	<b>Kenya</b>	IHK Nord Westfalen
<b>Argentina</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen	<b>Korea</b>	IHK zu Düsseldorf
<b>Australia</b>	IHK Mittleres Ruhrgebiet, IHK Lippe zu Detmold und IHK Wuppertal-Solingen-Remscheid	<b>Kuwait</b>	IHK Ostwestfalen zu Bielefeld
<b>Azerbaijan</b>	IHK zu Dortmund	<b>Libya</b>	IHK Mittleres Ruhrgebiet
<b>Bahrain</b>	IHK Ostwestfalen zu Bielefeld	<b>Malaysia</b>	IHK Ostwestfalen zu Bielefeld
<b>Belarus</b>	IHK Bonn/Rhein-Sieg	<b>Mexico</b>	IHK Aachen
<b>Bolivia</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen	<b>Mongolia</b>	IHK Mittleres Ruhrgebiet
<b>Brazil</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen	<b>Morocco</b>	IHK Mittleres Ruhrgebiet
<b>Bulgaria</b>	Niederrheinische IHK Duisburg-Wesel-Kleve zu Duisburg	<b>Myanmar</b>	IHK Nord Westfalen
<b>Canada</b>	Südwestfälische IHK zu Hagen	<b>New Zealand</b>	IHK Mittleres Ruhrgebiet, IHK Lippe zu Detmold und IHK Wuppertal-Solingen-Remscheid
<b>Chile</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen	<b>Nigeria</b>	IHK Mittlerer Niederrhein
<b>China</b>	IHK Köln	<b>Oman</b>	IHK Ostwestfalen zu Bielefeld
<b>Colombia</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen	<b>Paraguay</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen
<b>Croatia</b>	IHK Arnsberg, Hellweg-Sauerland	<b>Peru</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen
<b>Czech Republic</b>	IHK zu Dortmund	<b>Poland</b>	Südwestfälische IHK zu Hagen
<b>Ecuador</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen	<b>Qatar</b>	IHK Ostwestfalen zu Bielefeld
<b>Egypt</b>	IHK Mittleres Ruhrgebiet	<b>Romania</b>	Niederrheinische IHK Duisburg-Wesel-Kleve zu Duisburg
<b>Ghana</b>	IHK Mittlerer Niederrhein	<b>Russia</b>	IHK zu Düsseldorf
<b>Hong Kong</b>	IHK Köln	<b>Saudi Arabia</b>	IHK Ostwestfalen zu Bielefeld
<b>Hungary</b>	IHK Aachen	<b>Serbia</b>	IHK zu Dortmund
<b>India</b>	IHK zu Düsseldorf	<b>Singapore</b>	IHK Nord Westfalen
<b>Indonesia</b>	IHK Aachen und IHK Bonn/Rhein-Sieg	<b>Slovakia</b>	IHK Wuppertal-Solingen-Remscheid
<b>Iran</b>	IHK Ostwestfalen zu Bielefeld	<b>Slovenia</b>	IHK Siegen
<b>Israel</b>	IHK zu Düsseldorf	<b>South Africa</b>	IHK Mittlerer Niederrhein
<b>Japan</b>	IHK zu Düsseldorf	<b>Taiwan</b>	IHK Köln
<b>Kazakhstan</b>	IHK Köln	<b>Thailand</b>	IHK Mittlerer Niederrhein
		<b>Tunisia</b>	IHK Mittleres Ruhrgebiet
		<b>Turkey</b>	IHK Köln
		<b>Ukraine</b>	IHK zu Düsseldorf
		<b>Uruguay</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen
		<b>United Arab Emirates</b>	IHK Ostwestfalen zu Bielefeld
		<b>USA</b>	IHK zu Düsseldorf
		<b>Venezuela</b>	IHK für Essen, Mülheim an der Ruhr, Oberhausen zu Essen
		<b>Vietnam</b>	IHK Köln