



# LIST OF COMPANIES

## BUSINESS SUPPORTERS

**CHAMBER OF COMMERCE AND INDUSTRY BERLIN (CCI/IHK)**  
Fasanenstr. 85  
10623 Berlin, Germany

**GERMAN AMERICAN CHAMBER OF COMMERCE, INC.**  
*Office for the Western United States*  
101 Montgomery Street, Suite 2050  
San Francisco, CA 94104, USA

**INVESTITIONSBANK BERLIN**  
Bundesallee 210  
10719 Berlin, Germany

**VISIT BERLIN**  
Am Karlsbad 11  
10785 Berlin, Germany

**BERLIN PARTNER FOR BUSINESS AND TECHNOLOGY**  
Fasanenstr. 85  
10623 Berlin, Germany

**MEDIENBOARD BERLIN-BRANDENBURG**  
August-Bebel-Str. 26-53  
14482 Potsdam, Germany

## MEDIA & CREATIVE INDUSTRIES

**ANSCHUTZ ENTERTAINMENT GROUP OPERATIONS GMBH**  
Mercedes-Platz 1  
10243 Berlin, Germany

**ALLIANZ DEUTSCHER PRODUZENTEN FILM & FERNSEHEN E.V.**  
Kronenstr. 3  
10117 Berlin, Germany

**GLOW MEDIA GROUP**  
Zehdenicker Str. 21  
10119 Berlin, Germany

**GRAFT GMBH**  
Heide Str. 50  
10557 Berlin, Germany

**LOUIS LEWANDOWSKI FESTIVAL BERLIN**  
*World Festival of Synagogue Music*  
*Association of Friends and Sponsors of the Synagogal Ensemble Berlin*  
Mehringdamm 48  
10961 Berlin, Germany

**NATIVE INSTRUMENTS GMBH**  
Schlesische Str. 29-30  
10997 Berlin, Germany

**RADIALSYSTEM V GMBH**  
Holzmarktstr. 33  
10243 Berlin, Germany

**RBB RUNDFUNK BERLIN-BRANDENBURG**  
Masurenallee 8-14  
14057 Berlin, Germany

**TRIAD BERLIN PROJEKTGESELLSCHAFT MBH**  
Marburger Str. 3  
10789 Berlin, Germany

**TRIXTER BERLIN GMBH**  
Schlesische Str. 29/30  
10997 Berlin, Germany

**WALL GMBH**  
Friedrichstr. 118  
10117 Berlin, Germany

## GREEN ECONOMY & SUSTAINABLE COMPANIES

**BERLINER ENERGIEAGENTUR GMBH**  
Französische Str. 23  
10117 Berlin, Germany

**BERLIN-BRANDENBURG ENERGY NETWORK E.V.**  
*c/o DWR eco GmbH*  
Albrechtstr. 22  
10117 Berlin, Germany

**CLEANTECH BUSINESS PARK BERLIN-MARZAHN**  
*c/o District Office of Marzahn-Hellersdorf*  
Wolfener Str. 32-34, Building K  
12681 Berlin, Germany

**WENDT INSULATION TECHNOLOGY, INC.**  
3355 Lenox Road, Suite 750,  
Atlanta, GA 30326, USA

## IT INDUSTRY & STARTUPS

**FERDEC GMBH**  
Rudower Chaussee 13  
12489 Berlin, Germany

**HEIDEN ASSOCIATES**  
*Office Berlin*  
Suedendstr. 4  
12169 Berlin, Germany

**NEXT BIG THING AG**  
Tempelhofer Ufer 17  
10963 Berlin, Germany

**NOSCONTE AG**  
Josef-Nawrocki-Str. 36 B  
12587 Berlin, Germany

**TEGEL PROJEKT GMBH**  
Lietzenburger Str. 107  
10707 Berlin, Germany

# CONTENTS

## GREETINGS

MICHAEL MÜLLER  
Governing Mayor of Berlin  
DR. BEATRICE KRAMM  
President of the Chamber of Commerce and Industry Berlin (CCI/IHK)

## INTRODUCTION: BERLIN-LOS ANGELES: 50 YEARS OF PARTNERSHIP

BERLIN'S ADMINISTRATION  
BERLIN HOUSE OF REPRESENTATIVES  
CHECKPOINT CHARLIE FOUNDATION  
VILLA AURORA | THOMAS MANN HOUSE E.V.  
FILM & MEDIA  
BERLIN LAB

## THE BERLIN DELEGATION: INTERACTIVE. SUSTAINABLE. CREATIVE.

BERLIN-US TRADE RELATIONS

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WENDT INSULATION TECHNOLOGY, INC.

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NEXT BIG THING AG  
NOSCONTE AG  
TEGEL PROJEKT GMBH

CONTACTS / MEDIA DELEGATION  
PHOTO CREDITS / IMPRINT

04

06

08

12

14

16

18

20

24

26

28

30

32

34

36

38

40

42

44

46

48

50

52

54

56

58

60

62

64

66

68

70

72

74

76

78

80

82

84

86

88

90 / 91

92



**» The people of Berlin and L.A. value – and live – freedom, tolerance, and diversity.«**

**Governing Mayor of Berlin MICHAEL MÜLLER**

This year we are celebrating the 50th anniversary of the Berlin – Los Angeles city partnership. The two sister cities are united by half a century of invigorating encounters, thought-provoking, sustainable projects, and mutual inspiration. This visit is giving fresh impetus to our strong relationship. With our trip, we are bringing Berlin to L.A., and I am delighted that so many different stakeholders from Berlin have come with us. Berlin and Los Angeles are outward-looking, modern, dynamic, and growing cities. The people of Berlin and L.A. value – and live – freedom, tolerance, and diversity. Business, science and research, and, of course, especially culture and the arts benefit from this open climate, which also extends to an openness to change and innovation. By visiting Los Angeles, we not only want to bring Berlin's attitude towards life to L.A., we also want to intensify and expand our strategic cooperation in the cultural and creative sector, in startups, technology, and science and research, and in climate and environmental protection. This cooperation is important to Berlin. Our city is establishing itself as a place where the future is being forged, and Los Angeles is a key partner as we go down this road. With that in mind, I hope that our exchange will be useful, concentrated, and productive.



It is an honor and a privilege for us to head the delegation of business leaders from Berlin on their visit to San Francisco and Los Angeles this year. Our visit is taking place at a very special time: This year marks the 50th anniversary of the Berlin-Los Angeles Sister City Partnership. Since the beginning, the cooperation of the two cities has intensified year after year, both in the political arena and on the economic stage. Our second city, San Francisco, is the international hotspot for young companies. The tech startup scene in the capital of Germany, Berlin, is a fast growing industry with the potential to make Berlin the startup capital of Europe.

The aim of this visit is to bring decision-makers from Berlin, San Francisco and Los Angeles closer together. The Chamber of Commerce and Industry Berlin already strongly support mutual business activities. Companies in Berlin, as well as enterprises from San Francisco and Los Angeles, can rely on our expertise and commitment when doing business with each other.

There are strong business ties between Berlin and the cities of San Francisco and Los Angeles to build upon. The three cities not only share common values, but also important forward-looking visions in the fields of Green Economy, Startups and Creative Industries. Cooperation on various projects has proven beneficial to all sides and continues to have potential for growth. Conversely, the US business community is increasingly discovering Berlin as a strategic location to do business.

Given this excellent basis, our delegation is very grateful to be a guest of the Californian people. We look forward to seizing this extraordinary opportunity for fruitful exchange. And we particularly hope to expand and strengthen our network of cooperation and joint projects in San Francisco and Los Angeles.

**DR. BEATRICE KRAMM**

President of the Chamber of Commerce and Industry Berlin (CCI/IHK)



# **BERLIN LOS ANGELES**

50 YEARS OF PARTNERSHIP



Berlin and Los Angeles are celebrating the 50th anniversary of their city partnership in 2017 with special events and visits to both cities.

Governing Mayor of Berlin Heinrich Albertz and Los Angeles Mayor Sam Yorty sealed the agreement to become sister cities on 27 June 1967 during the 17th Berlin International Film Festival. The initiative in Berlin came largely from the film producer Hello Weber, while Rudi Fehr and Ernest Herman, Berliners who were forced to emigrate during the Nazi years, were among the first in Los Angeles to take up the cause with the Los Angeles-Berlin Sister City Committee. Even today the film industry, which is so important to the economies of both cities, is a key part of the sister city relationship. The Jewish communities of both cities were also involved in the partnership's work from the very beginning.

Cooperation between Berlin and Los Angeles is focused mainly on culture, the film industry, and education. We are taking advantage of our anniversary in 2017 to step up cooperation in business, especially with startups, and in science, research, and climate protection, and to give this collaboration a lasting foundation.

The first visit to Berlin by a business delegation from L.A., in the first week of July 2017, was a great step forward. It focused on the biomedical sector, media, and creative industries, as well as advanced transportation, and was headed by Sister Cities of Los Angeles and the World Trade Center Los Angeles (WTCLA). In October a group from Berlin is traveling to Los Angeles to return the visit and continue this productive exchange.

# BERLIN'S ADMINISTRATION

## SENATE CHANCELLERY



**BJÖRN BÖHNING**  
*Permanent Secretary and Head of the Senate Chancellery*

As Head of the Senate Chancellery, Permanent Secretary Björn Böhning runs the Governing Mayor's administration. He takes part in the meetings of the Senate, Berlin's state government, in an advisory capacity and heads the conference of permanent secretaries that prepares the Senate meetings. He is also Berlin's Permanent Secretary for Media.



**CLAUDIA SÜNDER**  
*Senate Spokesperson and Head of the Press and Information Office of the State of Berlin*

As Senate Spokesperson and Head of the Press and Information Office, Claudia Sünder is directly responsible to the Governing Mayor of Berlin. She informs the media about Senate policy and decisions and is in charge of all of the Senate Chancellery's media and public relations work.



**ESTHER KELLER**  
*Deputy Head of the Division for International Relations*

Esther Keller is Deputy Head of the Division for International Relations at the Governing Mayor's office in Berlin. She is responsible for Berlin's relations with the Americas and for the city partnership between Berlin and Los Angeles. She holds a master's degree in North American Studies from Freie Universität Berlin.



**JENNY LEHMANN**  
*Personal Assistant to the Governing Mayor of Berlin*

As Personal Assistant to the Governing Mayor of Berlin, whose responsibilities include higher education and research policy, Jenny Lehmann works primarily to further his agenda in this area. She holds a master's degree in Sociology – European Societies from Freie Universität Berlin.

**PARISSA PARSA**  
*Head of Translation and Interpreting Services*

Parissa Parsa is Head of the Translation and Interpreting Services at the Governing Mayor's office in Berlin. She serves as interpreter to the Governing Mayor of Berlin. Parissa Parsa holds a master's degree in Translation Studies and Conference Interpreting from Heidelberg University.

## FREIE UNIVERSITÄT BERLIN



**PROF. DR. PETER-ANDRÉ ALT**  
*President of Freie Universität Berlin*

As a professor of modern German literature Prof. Alt has published numerous books on German literature of the 17th, 18th and 20th centuries, including works on literary allegory in the early modern period, the Enlightenment, the literary and cultural history of dreams, Schiller, Kafka and Freud.

## SENATE DEPARTMENT FOR EDUCATION, YOUTH AND FAMILIES



**CHRISTIAN BLUME**  
*Head of the Directorate for Operative School Supervision and Management*

He is responsible for the operation of Berlin's 800 public schools. Because the number of students continues to rise, Berlin will be adding around 3000 more teachers and increasing capacity to take in 70,000 more students in all types of schools. Mr. Blume is Head of the Directorate for Operative School Supervision and Management.



**GRIT ORGIS**  
*Head of Section at the Berlin Senate Department for Education, Youth and Families*

Her directorate deals with general policy principles related to Berlin's schools. Her responsibilities include bilingual programs for the Berlin school system, international and European affairs, education affairs, and relations with sister cities, especially Los Angeles.



# BERLIN HOUSE OF REPRESENTATIVES



**RALF WIELAND**  
*President*  
*SPD [Social Democratic Party]*

Has been a member of the House of Representatives since 1999. Since 2011 he has been President of the House of Representatives and a member of the Presidium and the Council of Elders.



**DR. MANUELA SCHMIDT**  
*Vice-President*  
*Die Linke [The Left]*

Has been a member of the House of Representatives since 2011 and a member of the Presidium since 2016, as well as serving on the Council of Elders and the Steering Committee.



**CORNELIA SEIBELD**  
*Vice-President*  
*CDU [Christian Democratic Union]*

Has been a member of the House of Representatives since 2006 and Vice-President since 2016. She is a member of the Presidium, the Council of Elders, and the Committee on Integration, Labor, and Social Services.



**KARIN HALSCH**  
*SPD [Social Democratic Party]*

Has been a member of the House of Representatives and the Presidium since 1999 and the chair of the Committee on Sports since 2006. She also serves on the Committees on Cultural Affairs and on European and Federal Affairs and Media Policy.



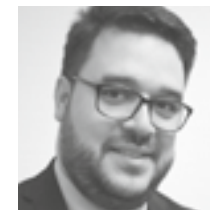
**NOTKER SCHWEIKHARDT**  
*Bündnis 90/Die Grünen [Alliance 90/The Greens]*

Has been a member of the House of Representatives since 2014. He is a member of the Presidium and serves on the Committees on Cultural Affairs, on Active Citizenship and Participation, and on Sports.



**MARTIN TREFZER**  
*AfD [Alternative for Germany]*

Has been a member of the House of Representatives since 2016. He is a member of the Presidium and the Committee on Cultural Affairs and the chair of the Committee on Higher Education and Research.



**SALVADOR BECKER**  
*Personal Assistant to the President of the House of Representatives*



**KARIN BRANDES**  
*Head of the Division for Protocol and International City Relations*

# CHECKPOINT CHARLIE FOUNDATION



**WALTER MOMPER**  
*Chairman of the board of the Checkpoint Charlie Foundation*

Born in Lower Saxony. Degree in Pol. Science, FU Berlin 1969. Member of Berlin House of Representatives 1975-1995, 1999-2011; President 2001-2011. Governing Mayor of Berlin 1989-1991. CEO of Momper Projektentwicklungs-GmbH since 2008. Chairman of the board of the Checkpoint Charlie Foundation since 2014.



**LUDGER PIEPER**  
*Board Member of the Checkpoint Charlie Foundation*

Born in Lower Saxony. Studied aircraft engineering, metals technology and social studies. 2000-2013 Head of various depts. at Berlin State Education Ministry. 2013-2015 Chairman of Schools Comm. of the State Conf. of Cultural Ministers. Since 2015 independent education consultant.



**INA FROST**  
*Executive Director of the Checkpoint Charlie Foundation*

Born in Thuringia, Germany. Holds a profession as a Foreign Trade Sales Person. Employed by a youth exchange agency for high school, work and travel as well as Au Pair programs before she started working for the Checkpoint Charlie Foundation in 1995. Executive Director of the foundation since 2014.



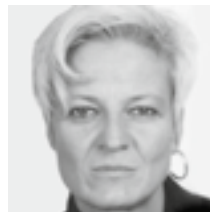


# VILLA AURORA THOMAS MANN HOUSE E.V.



**DR. MARKUS KLIMMER**  
*Chair of the Board of Directors*

Markus Klimmer is chairman of the board of Villa Aurora & Thomas Mann House e.V. and of Bauhaus Archive - Museum of Design. He worked for McKinsey and Accenture, was an economic adviser to the German Foreign Minister, and he is currently special advisor to Austrian Federal Chancellor Christian Kern.



**ANNETTE RUPP**  
*Executive Member of the Board*

Annette Rupp is executive member of the board of Villa Aurora & Thomas Mann House e.V. She was director of the Goethe-Institut Los Angeles, and worked at the headquarters of the Goethe-Institut in Munich, producing audiovisual media. From 1998 to 2005, she produced documentaries in Berlin.



**DR. ALEXANDRA GRÄFIN VON STOSCH**  
*Board Member*

Alexandra von Stosch is board member of Villa Aurora & Thomas Mann House e.V. and initiating program director of Bauhaus Council Berlin. She is an author and curator, and teaches among others at Humboldt University in Berlin. She is currently head of art & culture at Artprojekt in Berlin and Brandenburg.



**DR. ULRICH KÖSTLIN**  
*Board Member*

Ulrich Köstlin is board member of Villa Aurora & Thomas Mann House e.V., a private art and music patron and collector of works by emerging artists. He is also involved with the Konrad-Adenauer-Stiftung (Else Heiliger Fonds), the Association of Arts and Culture of the German Economy, and Spectrum Concerts.

## HAUBROK FOUNDATION



**BARBARA HAUBROK & AXEL HAUBROK**  
*Haubrok Foundation*

Barbara and Axel Haubrok have been collecting conceptual art for 30 years. During this time, they've grown close contacts with artists, curators and galleries from L.A.. The couple's foundation is showing rotating exhibitions with works from the collection at FAHRBEREITSCHAFT in Berlin - currently focusing on art from L.A. with the exhibition "la > x".

# FILM & MEDIA



## STUDIO BABELSBERG



**CHARLIE WOEBCKEN**  
CEO

Charlie Woebcken is CEO of Studio Babelsberg, the world's oldest large-scale studio complex and one of Europe's leading service providers for feature films and TV productions. His recent producer credits include Gore Verbinski's A CURE FOR WELLNESS, Wes Anderson's THE GRAND BUDAPEST HOTEL, and Steven Spielberg's BRIDGE OF SPIES.



**CHRISTOPH FISSER**  
COO

Christoph Fisser is COO of Studio Babelsberg and Managing Director of Traumfabrik Babelsberg. His producer credits include numerous award-winning films (INGLOURIOUS BASTERDS, THE GRAND BUDAPEST HOTEL, BRIDGE OF SPIES) and TV series (HOMELAND, BERLIN STATION).

## BABYLON BERLIN



**STEFAN ARNDT**  
Shareholder / CEO / Producer, X Filme

Established X Filme Creative Pool with Tom Tykwer, Wolfgang Becker and Dani Levy in 1994, where he since has produced films such as RUN LOLA RUN, GOOD BYE, LENIN! and CLOUD ATLAS. He has produced more than 20 films. Together with Uwe Schott he runs X Filme Creative Pool as Managing director.



**MICHAEL POLLE**  
Producer / Head of TV, X Filme

Worked as a producer in Munich. Here he took part in the production of the award-winning ZDF series KDD - STREETS OF BERLIN. Since 2010 he was involved in any TV activities at X Filme Creative Pool GmbH. As of late he produced TATORT - DIE WAHRHEIT, which was nominated for the Grimme Preis.



**UWE SCHOTT**  
CEO / Producer, X Filme

After working for two years as line producer in Los Angeles, he produced many movies and TV productions as managing director of Modern Media. Today Uwe Schott is CEO of X Filme Creative Pool GmbH and responsible as producer for all films. Among those are CLOUD ATLAS and A HOLOGRAM FOR THE KING.



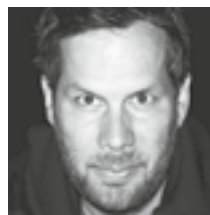
**JÜRGEN FABRITIUS**  
CEO / Managing Partner, 3Rosen

Professor at Filmuniversity Babelsberg with focus on film marketing Background: cinema owner, managing director of film distribution companies, distributor of the millennium awarded by the European community 2000, Member of the European Film Academy.



**TOM TYKWER**  
Writer, director, and composer of *Babylon Berlin*

German film director, scriptwriter, composer and producer. Tykwer is a co-founder and partner of the film production firm X Filme Creative Pool. His filmography includes "RUN LOLA RUN" (1998), "PERFUME - THE STORY OF A MURDERER" (2006), "CLOUD ATLAS" (2012) and "A HOLOGRAM FOR THE KING" (2016).



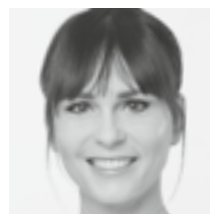
**ACHIM VON BORRIES**  
Writer and director of *Babylon Berlin*

His theatrical debut ENGLAND! received awards for the best script and best photography. He worked as director for TV productions and wrote the scripts for various feature films. For the 2015 adaptation of Hans Fallada's ALONE IN BERLIN with Emma Thompson and Daniel Brühl, von Borries wrote the script.



**HENK HANDLOEGTEN**  
Writer and director of *Babylon Berlin*

Completed his studies at dffb with the feature film PAUL IS DEAD. For LEARNING TO LIE, both produced by X Filme, he was rewarded with the Promotional Award of the Munich Filmfest among others. He directed several crime thrillers and TV movies. His movie SECHZEHNEICHEN was nominated for Grimme Preis.



**LENA BAHRS**  
Key Account Manager & Producer at ARRI Media

Lena studied International Business Management. Additionally she graduated in 2014 as a Fiction Producer. Since then she produced commercials and features such as commercials and features such as TSCHILLER: OFF DUTY and SUM1. Lena has been working for ARRI Media in Berlin since 2016 and is in charge of national and international features.

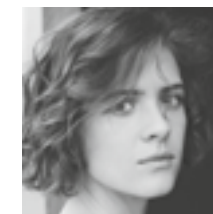


**MANDY RAHN**  
Senior Manager International Programs at ARRI Media

Graduated in Film & TV Economy with national and international production and post production working experience, managing positions at Studio Babelsberg Post Production and ARRI Media. Since 2016 member of the Corporate Marketing team for the ARRI Group as Senior Manager International Programs.



## TALENTS



**LIV LISA FRIES**  
Actress

Fries earned wide acclaim for DAY OF RAGE, NIGHT OF REASON in which she plays the aggressive teenager Linda who tortures her classmate to death. She was awarded the 2012 Golden Camera as Best Young Actress for her convincing performance, and also won the 2011 Günter Strack Television Award.



**VOLKER BRUCH**  
Actor

Bruch captivated millions of television viewers with his portrayal of Wehrmacht officer Wilhelm in GENERATION WAR. As one of the five leading actors, he won a special prize at the 2013 Bavarian TV Awards for his performance, in addition to a German Television Award and Emmy Award.



**PETER KURTH**  
Actor

Highly praised and treated as a specialist for exceptional roles in theater and in film. In 2014 he has been elected as "Actor Of The Year", one of the most important awards of German theatres. With the title role of "Herbert" he won the German Film Award as best actor in 2016.

# BERLIN LAB



The two-day Berlin Lab will showcase culture “MADE IN BERLIN” in downtown Los Angeles with a cross-section of Berlin’s diverse sectors and subcultures: technology, science and research, culture and the arts, and music. The programming includes panel discussions, screenings and workshops, a dance performance by the Flying Steps, concerts, a virtual reality station, street art by Die Dixons, the Tech Open Air conference, a design panel commemorating 100 years of the Bauhaus movement, and many other exciting events.

Further information:

[www.eventbrite.de/e/berlin-lab-in-los-angeles-tickets-37729547091](http://www.eventbrite.de/e/berlin-lab-in-los-angeles-tickets-37729547091)

## ORGANIZER

— BE BERLIN & BERLIN PARTNER FOR BUSINESS AND TECHNOLOGY

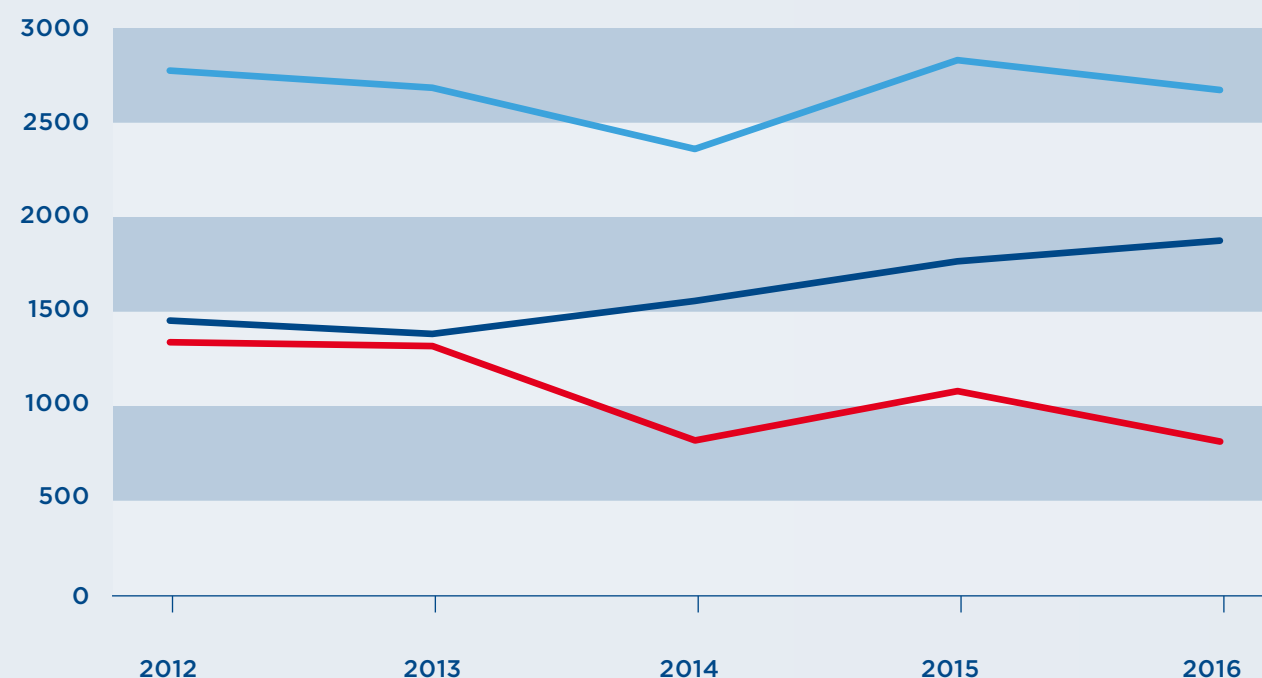
## PARTNERS

- TECH OPEN AIR
- ACHTUNG BERLIN - NEW BERLIN CINEMA
- GOETHE-INSTITUT
- NATIVE INSTRUMENTS
- 100 JAHRE BAUHAUS
- DIE DIXONS
- THE HAUS - THE BERLIN ART BANG
- FLYING STEPS
- LANGE TAFEL
- #PLAY THIS WALL
- BOTSPOT - WE 3D THE WORLD
- BIGREP
- STATE FESTIVAL
- BRAIN CITY
- WENDE MUSEUM
- VILLA AURORA / THOMAS MANN HOUSE E.V.
- WÜRTH ELEKTRONIK EISOS GMBH & CO. KG

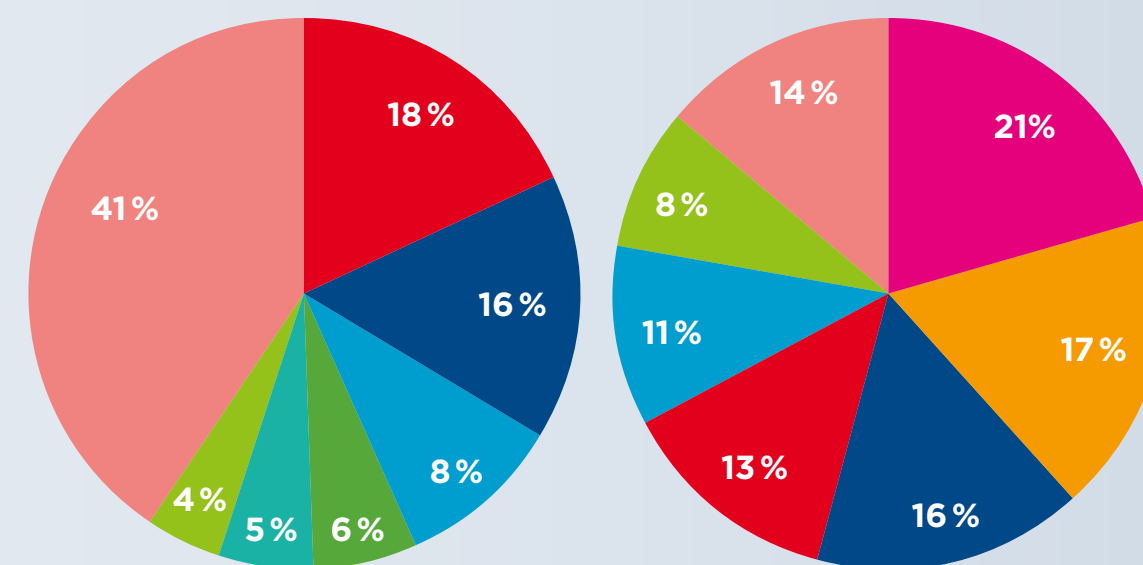
**INTERACTIVE.**  
**SUSTAINABLE.**  
**CREATIVE.**



# BERLIN-US TRADE RELATIONS



Berlin - US trade (EUR millions) Exports Imports Total Trade



Exchange of goods between Berlin and US (percentage breakdown)

The German economy is the fifth largest economy in the world by PPP. Berlin is the capital and the largest city of Germany, and is a leading location for the digital economy, media representatives, and creative minds. It offers ideal conditions to support the development and distribution of new content and mobile applications in trend-setting sectors. In 2016 the real GDP growth rate was 2.7 %. More than the half of the turnover in the industry sector was generated abroad. Receiving more than 12% of Berlin's exports, the US is the most important export partner for Berlin companies. The upward trend in Berlin's exports has continued since 2013. Last year, Berlin's economy exported goods worth a total of almost 2 billion euros to the United States (up 6.5 % from previous year). In that same period, the value of imports to Berlin from the United States reached about 790 million euros.

### Berlin's main imports from the US 2016

- Machines
- Data processing equipment, electro. and opt. products
- Electrical equipment
- Agricultural and hunting products
- Chemicals
- Other vehicles
- Other products

### Berlin's main exports to the US 2016

- Pharmaceutical and related products
- Motor vehicles and motor vehicle parts
- Data processing equipment, electro. and opt. products
- Machines
- Electrical equipment
- Other vehicles
- Other products





**BUSINESS  
SUPPORTERS**



# CCI/IHK

## CHAMBER OF COMMERCE AND INDUSTRY BERLIN

### An independent campaigner for the Berlin business community

We regard ourselves as a joint venture by our 290,000 member companies in Berlin and we act on their behalf. As a strategic partner of companies and institutions in the city, we are dedicated to nurturing a business-friendly environment. Berlin is the political decision-making center of Germany, Europe's strongest economy, and as such is an attractive place for international enterprises and institutions to locate. We are delighted to support both local and foreign enterprises interested in doing business with each other.

The CCI Berlin offers a wide range of programs to help member companies - especially small- and medium-sized ones - to gain access to foreign markets and find new partners in numerous countries abroad. With regard to San Francisco and Los Angeles, we collaborate successfully with various partners in business. Relations with these cities are important for Berlin's economy, and mutual business activities have increased in recent years.

- **Strategic partner to both local and international business**
- **Dedicated to nurturing a business-friendly environment**
- **Collaborating successfully with partners in the United States**



JAN EDER  
CEO

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# AHK

## GERMAN AMERICAN CHAMBER OF COMMERCE

### Initial point of contact for German-American trade and economic development

The German American Chamber of Commerce, Office for the Western United States (GACC West), is the official West Coast representation of German companies, being part of the transatlantic network within the German-American business community. The GACC West offers a variety of services such as market entry, business partner search, office representation, and membership. Due to its strategic location in the San Francisco Bay Area, the GACC West primarily focuses on the following key industries: renewable energy, energy efficiency, biotechnology, e-mobility as well as information and communication technology. In addition to excellent market expertise and industry know-how, the GACC West maintains a vast network of Silicon Valley thought leaders, including innovative startups, accelerators, small to large sized enterprises, and academia.

- **Long-standing experience in organizing trade missions designed to connect German stakeholders with their US counterparts**
- **Reliable partner in B2B-matchmaking and market entry while constantly extending the local network**
- **Organizing high-level events and conferences to foster networking and a mutual knowledge exchange**



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# IBB INVESTITIONSBANK BERLIN

## A strong and reliable partner for startups and SMEs

Investitionsbank Berlin (IBB) is the promotional bank of the state of Berlin. In addition to tailoring solutions for its clients, the bank also supports small- and medium-sized enterprises, startups and founders in Berlin with subsidies, loan products and investments.

By financing small and medium-sized enterprises, IBB has a key role to play in Berlin's economic development. Its particular focus is on innovative companies active in the following key sectors in Berlin: the health economy, ICT/media and creative industries, transport, mobility and logistics, energy technology and optical technology.

When it comes to promoting housing and real estate, the bank focuses on supporting energy efficiency measures and housing designed for the elderly. IBB is also committed to providing sustainable support and funding in order to enhance the range of affordable housing needed for Berlin's ever-growing population.

- **Strong partner for Berlin's startup scene**
- **Business promotion for small and medium-sized enterprises**
- **Funding programs geared to sustainable housing and real-estate development**



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# VISIT BERLIN

## Our mission – to inspire the world for Berlin

For over 20 years, *visitBerlin* has been globally promoting Berlin as a brand. Today, around 200 employees are actively working in Berlin and worldwide to inspire the world for Berlin, its culture, people, atmosphere and lifestyles. Active in over 50 international markets, *visitBerlin* sustainably promotes Germany's capital city as a must-see destination. For several years now, Berlin is one of Europe's top 3 tourism-destinations, together with London and Paris.

With an own representation in the Los Angeles *visitBerlin* maintains close relationships with American journalists and trade partners. By supporting the production of "Babylon Berlin", *visitBerlin* wants to present Berlin as an authentic historical location with a vibrant love of freedom to an American audience. The television series will shape the picture of the German capital.

- **Ranked as one of Europe's most successful destination management organisations**
- **Promotes Berlin worldwide as tourism-destination**
- **Showcases Berlin at hundreds of events annually, attracts trade partners, international journalists and bloggers**
- **Acquires conferences, fairs and congresses for Germany's capital city**



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# BERLIN PARTNER FOR BUSINESS AND TECHNOLOGY

## First choice: Berlin Partner for Business and Technology

Business and technology support for companies, investors and scientific institutions in Berlin – that is the Berlin Partner mission. With customized services and an excellent science and research network, its many experts provide an outstanding range of programs to help companies launch, innovate, expand and secure their economic future in Berlin.

A unique public-private partnership, Berlin Partner for Business and Technology collaborates with the Berlin State Senate and over 270 companies dedicated to promoting their city. Berlin Partner is also responsible for marketing the German capital to the world, for example with the successful “be Berlin” campaign.

- **Business and technology development for companies, startups, investors and science institutes in Berlin**
- **Support for launching, innovating, expanding and securing an economic future in Berlin**
- **Tailored services to find the best location, funding, talents or technology partners**



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# MEDIENBOARD BERLIN-BRANDENBURG

## Germany's leading film fund

Medienboard provides funding for film and serial drama. Berlin-Brandenburg is the hub of Germany's film industry: From Hollywood blockbusters to visionary documentaries and award-winning arthouse films. More than 300 films are shot in Berlin-Brandenburg every year, attracting stars such as Steven Spielberg, George Clooney, Cate Blanchett, Jennifer Lawrence, Claire Danes and Tom Hanks.

Medienboard supports this thriving creative industry because:  
We love making movies and high-end drama series here!

- **Support for development, production, distribution and sales for national and international films and high-end drama series**
- **Advice for filmmakers on financial questions and business development**
- **Artist-in-residence exchange programs bringing together young artists from Berlin-Brandenburg and partner regions**



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**medienboard**  
BerlinBrandenburg



Berlin is a leading location for the digital economy, media representatives, and creative minds. It offers the ideal circumstances to feed the development and distribution of new content and mobile applications in trendsetting sectors. Berlin is home to roughly 40,000 creative companies and 200,000 people working in the cultural and creative sectors. Creative industries have become a highly relevant part of economy. The digital shift is a major driver for this development. Berlin is a booming hotspot in the sector. Almost on a weekly basis international players start activities in the city. Founders of all nationalities set up countless startups here. The main reasons for the attractiveness of Berlin are the tolerant and open atmosphere, its internationality, but also hard factors such as relatively low costs of living and rent, along with a large pool of dedicated and highly qualified professionals.

The region's media landscape includes film and television, games and web 2.0, publishing and communication companies. As Germany's political center, Berlin is the news capital. All major international channels, news agencies and editorial offices are represented here. Major international media and communications festivals and trade shows take place in Berlin. IT-related research in the region is ranked internationally and the growth rates of the Berlin ICT sector are higher than average. Berlin is host to minor and major festivals all the time highlighting particular genres, countries or directors. The biggest and most important film festival is the "*Berlin International Film Festival*" (Berlinale) in February. Since its inception in 1951 by Oscar Martay, a film officer of the US Army, Berlin's film festival is one of the major international festivals alongside Cannes and Venice.





# ANSCHUTZ ENTERTAINMENT GROUP

## The world's leading sports and live entertainment company

Headquartered in Los Angeles, California and with offices on five continents, AEG operates in the following business segments: AEG Facilities, which is affiliated with or owns, manages or consults with more than 120 preeminent arenas, stadiums, theaters, clubs and convention centers around the world; AEG Presents, which is dedicated to all aspects of live contemporary music performances, including producing and promoting global and regional concert tours, music and special events and world-renowned festivals; AEG Real Estate, which develops world-class venues, as well as major sports and entertainment districts like; AEG Sports, which is the world's largest operator of sports franchises and high-profile sporting events; and AEG Global Partnerships, which oversees worldwide sales and servicing of sponsorships including naming rights, premium seating and other strategic partnerships. In Berlin, AEG currently develops Mercedes Platz, an entertainment destination in front of the Mercedes-Benz Arena that will become the vibrant center for the dynamically growing urban quarter in the heart of the city.

- Operates over 120 venues worldwide
- Entertains more than 100 million guests annually
- Entertainment destination Mercedes Platz set to open in 2018 in Berlin



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# GERMAN PRODUCERS ALLIANCE

## FILM & TELEVISION

### A strong voice for producers

The German Producers Alliance – Film & Television (Allianz Deutscher Produzenten – Film & Fernsehen e.V.) has approximately 250 members and represents the majority of German production companies working in animated film, documentary, feature film, TV drama, TV entertainment, and advertising film production, making it the most influential German producers' association. On the national and international stage, the German Producers Alliance represents the interests of producers vis-à-vis politics, distributors, management and trade unions, and all institutions for the media and cultural industries. The association advocates: Diversity in filmmaking and recognizing the value of film as an economic and cultural asset; maintaining and strengthening the efficiency and diversity of the German production industry, particularly within small and medium-sized enterprises; the producers' authority over the distribution of his or their work through a strict separation of producer and all distributor interests; securing digital dividends for producers and breaking up traditional extensive rights packages; fair competitive conditions for production and production assignments.

#### The German Producers Alliance advocates

- **Diversity in filmmaking and recognizing the value of film as an economic and cultural asset**
- **Maintaining and strengthening the efficiency and diversity of the German production industry**
- **Securing digital dividends for producers and breaking up traditional extensive rights packages**



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# GLOW MEDIA GROUP

## The new media house linking social media and commerce within the digital market

The Glow Media Group is Europe's new media company hub headquartered in Berlin with a focus on entertainment, reach amplification and commerce. The subsidiary business divisions range from Talent & Artist Management and Marketing, over unique content production on all relevant channels, to tailor-made E-Commerce solutions within social media.

150 employees in 5 offices in Berlin, London, Manchester, New York and Goa connect a broad spectrum of talent, entertainment and marketing, establishing global trends in traditional and new media. The GMG develops and produces some of Germany's leading TV series and shows, as well as major music events, conventions and other live spectacles – connected with and driven by Social Media. The business units manage macro and micro influencer, own and operate over 400 social media communities and reach more than 300 million fans. Within every demographic the GMG aims to convert social noise into entertainment and sales.

- **Creating unique media experiences for the new generation on all relevant social channels**
- **Distributing content throughout our talent and community network from bit to broadcast**
- **Enhancing brand awareness with tailor-made E-commerce solutions, turning social noise into sales**



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**GRAFT**

## Dream. Design. Deliver.

Lars Krückeberg, Wolfram Putz and Thomas Willemeit founded GRAFT in 1998 in Los Angeles, California, as a studio for architecture, urban planning, design and music. With further studios in Berlin and Beijing, the “hybrid office” has designed and managed a wide range of projects in multiple disciplines and locations.

While the office’s core activities center on the field of architecture and the built environment, GRAFT has always maintained an interest in crossing boundaries between disciplines and “grafting” the creative potential and methodologies of different realms. The studio therefore also works in the fields of exhibition design, product design, art installations and academic projects. Lars Krückeberg, Wolfram Putz and Thomas Willemeit have held multiple guest professorships both in the US and in Germany. GRAFT also works in self-initiated projects such as SOLARKIOSK, Heimat2 or the “Make It Right Foundation”, co-founded by Brad Pitt together with GRAFT, Bill McDonough and the Cherokee Foundation.

- **GRAFT explores global dynamics & intertwining of contemporary ways of life & their implications on cities, architecture & the rural environment worldwide**
- **GRAFT creates architecture built around the concept of innovation, sustainability and community**
- **Architecture as an active tool for globally driving the development of places worth living in**



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**GRAFT**



# LOUIS LEWANDOWSKI FESTIVAL

## Synagogue sound worlds meet friends from all countries

The unique Louis Lewandowski Festival in Germany has become an institution in Berlin's cultural landscape and has hosted more than one thousand choir singers, soloists and cantors from all over the world since its inception in 2011. Named after the German-Jewish composer Louis Lewandowski, whose artistic work decisively influenced synagogue music, the 2017 Festival, the seventh running of the event, takes place in Berlin and Potsdam from December 14 to 17.

The most beautiful synagogues, churches and cultural venues will become a stage when choirs and ensembles come together to set Lewandowski's works to music as well as pieces from the period of the ever-changing "leitmotiv". Both the official opening concert and the final concert are traditionally celebrated in the two most impressive synagogues in Berlin, namely the Pestalozzistraße synagogue in Berlin-Charlottenburg and the Rykestraße synagogue in Berlin-Prenzlauer Berg.

- **Unique festival of synagogue choir music, which has been held since 2011 in the pre-Christmas season**
- **Choirs from different countries celebrate synagogue music in Berlin and Potsdam**
- **Nils Busch-Petersen is the founder and director of the festival**



**NILS BUSCH-PETERSEN**  
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# NATIVE INSTRUMENTS

## Inspiring and empowering all music lovers to create the future of music

Native Instruments is the leading manufacturer of software and hardware for computer-based music production and DJing. The company's mission is to develop innovative, fully integrated solutions for all professions, styles and genres. The resulting products regularly push technological boundaries and open up new creative horizons for professionals and amateurs alike.

Today, Native Instruments offers an extensive arsenal of hardware, seamlessly integrating with the software products that cover the whole realm of modern music creation and performance. The company currently employs around 500 people in its seven offices in Berlin, Los Angeles, Tokyo, London, Paris, Toronto and Shenzhen and works closely with more than 40 international distribution partners to ensure its future growth and success.

- **PRODUCTS | Integrated hard- and software solutions cover the whole realm of modern music creation and performance**
- **DIVERSE AND GLOBAL COMPANY | Part of a diverse and vibrant international music scene, catering to all styles and genres across the globe**
- **MANAGEMENT BOARD | CEO Daniel Haver and CTO/President Mate Galic have been defining the vision since 1999**



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# RADIALSYSTEM V

## Space for arts and ideas – Developing the future of an open urban society

RADIALSYSTEM V was founded 2006 in Berlin by cultural entrepreneurs Folkert Uhde and Jochen Sandig in a historical pumping station in the heart of the city. The state-of-the-art architecture offers a unique space for innovation, experiments, constructive dialogues and public debates. The entire building can be transformed into a conference center, a concert hall, a performing arts venue, a production house or a laboratory for multimedia technologies. The public program offers immersive experiences and dialogues between the arts using music and dance as universal languages. Working with a high variety of institutions and business partners, artists and ensembles like Sasha Waltz & Guests – one of Europe’s leading dance companies – RADIALSYSTEM V strives to develop genre spanning, innovative formats, setting them into practice. One research field is the art of listening. The diversity of participants is the key for inspiring results. This incubator for arts and ideas is located on the riverside next to Holzmarkt, which became one of Berlin’s most attractive creative urban areas.

- **Future Lab for the arts, creative industries, science and society**
- **Space for innovation, experiments, constructive dialogues and public debates**
- **Platform for interdisciplinary, intercultural and international exchange**



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# RBB RUNDFUNK BERLIN-BRANDENBURG

## Public broadcasting corporation for the city of Berlin and the federal state of Brandenburg

The broadcasting company Rundfunk Berlin-Brandenburg (rbb) is based in the traditional centers of the media industry in Germany: Berlin and Potsdam Babelsberg. The broadcaster is part of a large team, the ARD network, to which it contributes various formats. The rbb is synonymous with cosmopolitanism: in the ARD network of correspondents the rbb sends journalists to London, Mexico City and Beijing.

The rbb is one of the largest business enterprises in the region. It encompasses the television arm, rbb Fernsehen, with its impressive features and fiction productions, the multimedia news portal rbb|24 and six radio stations which are as diverse as their listeners. The varied diet of information, education, entertainment, culture and sport offered by the rbb would not be possible without the broadcast license fee. It means that the rbb can be independent of commercial and political interests, ensuring quality services on which its users can rely.

- **Quality public broadcasting for a wide audience**
- **An attachment to the people and a close bond with the region are the distinguishing features of the rbb**
- **News, investigative journalism, education, culture, entertainment and sport: rbb offers high-quality programs on television, on the radio, online and in media libraries**



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# TRIAD BERLIN

## Our core competencies? Creativity, strategic thinking, and expertise!

As a creative agency focusing on spatial communication, TRIAD Berlin has designed and produced exhibitions, museums, theme parks, trade fairs, brand environments, retail spaces, and events across the globe since 1994. At our offices in Berlin and Shanghai, we pool the expertise and creativity of more than 200 employees.

We translate stories into spaces, and information into emotions. TRIAD teams up with its partners and clients to explore new territory at the intersection of science, culture, and economics. This interdisciplinary and intercultural collaboration results in new realms of thought and spatial experiences.

Our in-house offer covers the entire range of project-development services — from strategic consulting, scenographic development, concept design, and media production to construction planning and engineering — as well as turn-key solutions that include general contracting and operational management.

- TRIAD Berlin has been producing exhibitions, museums, expos, trade fairs, retail spaces, events et. al. since 1994
- We consider ourselves a *think & do* tank that translates stories into spaces and information into emotions
- Our entire range of projects is supported by specialist departments and interaction/ media labs



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**TRIAD** 

culture  
media  
environment



# TRIXTER BERLIN

## Visual effects for film, TV, commercials, VR and AR at the highest level

TRIXTER Berlin, part of the TRIXTER-Group, is specialized in creating high end visual effects for feature films, documentaries, TV, industrial films, commercials and VR/AR turnkey solutions for international clients such as Disney/Marvel, Sony, Twentieth Century Fox and many others. TRIXTER recently worked on (among others) SPIDERMAN HOMECOMING, GUARDIANS OF THE GALAXY VOL. 2, INDEPENDENCE DAY: RESURGENCE, FAST & FURIOUS 8, FEAR THE WALKING DEAD and for commercial clients like Audi AG, Mercedes Benz AG, Bosch Hausgeräte GmbH, Check24 and many others. With 200 employees and a capacity of more than 1,500 VFX Shots per year, TRIXTER is the leading German VFX studio. The company's success is based on a 20 years of experience in VFX and animation, uncompromising quality and service and a close cooperation with the Berlin-Brandenburg Film Funding MBB. Additionally, TRIXTER's subsidiary TRIXTER Pictures develops and creates feature films, documentaries and IPs and partners in international co-productions.

- **Germany's leading high end Visual Effects Studio for Film, TV and Commercials**
- **Close cooperation with local and federal funders provides professional fund raising assistance**
- **200 employees provide the capacity to cover Major Studio productions**



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**TRIXTER.**  
MUNICH. BERLIN. LOS ANGELES.



**WALL**

## For cities. For people. A specialist in street furniture and outdoor media.

Wall shapes the public space with future-proofed street furniture. Self-cleaning, accessible City Toilets, bus shelters, city information panels, functional pillars and high-quality advertising displays are manufactured in the company-owned production plant. Wall's street furniture products are provided to cities free of charge. Thereby the company's investment is refinanced through the marketing of the integrated advertising panels. The company is committed to a single-source philosophy: Development and manufacturing, cleaning and maintenance of street furniture as well as the marketing of advertising spaces rest exclusively in their hands. The products and services are distinguished by innovation, quality and sustainability. Advertising displays by Wall pinpoint the advantages of the medium: The premium advertising panels are distinguished by their highly frequented locations in public squares and streets, their eye-catching size and their convincing quality of exposure. Wall markets more than 85,500 advertising panels nationwide. The company oversees 1,000 employees throughout Germany and is part of the JCDecaux group, the world's leading company for outdoor media and street furniture.

- **Innovative, high-quality street furniture products to enhance the quality of life in urban spaces**
- **Premium outdoor media, from traditional billboards to interactive digital technologies**
- **Working in partnership with cities, thereby dedicated to corporate social responsibility**



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## GREEN ECONOMY & SUSTAINABLE COMPANIES

Innovative, sustainable, intelligent – these are attributes that describe Berlin better than practically any other city. That’s because the German capital is not only a city beloved by tourists from around the world, it is also a powerful economic center. Berlin has for years occupied top rankings in comparisons of the most dynamic cities. With over 100 university and non-university research institutes, the city can boast a research environment that is unique in Europe. And this leaves its mark in the business environment as well: One new company is founded in Berlin every twelve minutes, including one technology startup every twenty hours. This makes Berlin the business startup capital of Germany. And where people create new things, people also put new ideas into practice: Berlin has built a reputation as a laboratory for green and urban technologies.

A great number of flagship projects focusing on the intelligent storage, distribution, and use of energy have made Berlin a model city for Germany’s energy revolution. In the field of electromobility alone, over 100 companies and research institutes are testing new forms of urban mobility. Modern forms of traffic management are arising from the heart of Berlin. Berlin’s Traffic Information Centre combines a highly efficient network of 300 detectors with floating car data (FCD) to chart and forecast city traffic with a degree of accuracy previously unknown. The Green Economy is a showcase for innovation in Berlin, with sustainable mobility, the efficient use of scarce resources and intelligent solutions for a strong and efficient infrastructure. More than 75,000 employees in 6,200 companies already contribute significantly to the economic development of the capital.

# BEA BERLINER ENERGIEAGENTUR

## Ensures innovation for a cost-efficient, secure and sustainable energy infrastructure

Established in 1992 on the initiative of the Berlin House of Representatives, BEA is a modern energy service company that aims to unlock energy saving potentials, advance the integration of renewables and hence reduce CO2 emissions. Equal shareholders are the State of Berlin, KfW Group and local utilities GASAG AG and Vattenfall Europe Wärme AG. BEA develops and implements innovative projects for the efficient generation and use of energy in public, commercial and residential buildings. As a specialist in both co- and tri-generation and solar (photovoltaic and solar thermal), it owns and operates over 150 decentralized energy generation systems in Berlin, also offering smart city solutions (e.g. demand response in micro-grids).

In Germany and abroad, BEA provides consultancy on energy concepts and energy management as well as awareness raising and capacity building. In particular, it offers project management and expertise for the implementation of energy service models (e.g. Energy Performance Contracting in more than 1,400 public buildings in Berlin).

- **Energy services (markets, standards and projects for ESCO business)**
- **Energy-efficient decentralized generation of power, heat and cold in microgrids**
- **Building-integrated solutions for renewables**
- **Energy management and energy efficiency programs**



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# BERLIN-BRANDENBURG ENERGY NETWORK

## The industry and business network advocating the energy transition

The Berlin-Brandenburg Energy Network (BEN) works for the success of the energy transition in Berlin-Brandenburg by encouraging the exchange between economy, science and politics. Focusing on providing business opportunity support for our members as well as on assisting them in international market development, our aim is to represent the entire value chain of the renewable energy industry in the region.

BEN offers a variety of services from advocating for the regional renewable energy sector to organizing meet-up events for entrepreneurs, mid- and large-sized companies, investors, government officials and politicians. Its three task forces (*business opportunities*, *internationalization* and *start-up energy*) lead to new innovations and business partnerships. They function as a platform for exchange between BEN members, experts and delegations from abroad. Its Founders' Dinners put recent startups together with successful entrepreneurs offering business development advice.

- **Providing both advocacy and business development support for its member companies**
- **Representing the entire value chain of the renewable energy industry in the Berlin-Brandenburg region**
- **Services offered target established companies as well as newly founded startups, bringing them together**



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# CLEANTECH BUSINESS PARK BERLIN-MARZAHN

## Berlin's industrial park for manufacturing companies from clean-tech sectors

The city of Berlin has set itself the goal of expanding its position beyond being a hub for the research and development of various innovative technologies to once again becoming a leading location for industrial manufacturing. In the context of this strategy, the CleanTech Business Park Berlin aims to be the new home base of both young and established companies from the so-called clean-tech sectors. It offers customized plots of land for the construction of manufacturing facilities to companies producing products or components relating to the fields of green energy production and energy storage, energy efficiency, sustainable mobility, circular economy, resource and material efficiency, sustainable water management as well as green chemistry. Located in one of Berlin's busiest business districts in the city's north-eastern borough of Marzahn-Hellersdorf, the CleanTech Business Park Berlin thus offers the advantages of a closely-knit metropolitan infrastructure as well as the possibility to conduct nearly all kinds of industrial processes.

- **A total of 90 hectares of comprehensively developed urban industrial space at attractive prices**
- **Core zone specifically suited to major hazard installations**
- **Broad local network of partners for the planning, approval and implementation of building projects**



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# WENDT GROUP

## Your worldwide partner for energy efficiency and environmental technology

In the area of environmental technology, and with more than 140 years tradition, WENDT Group takes the lead as a reliable provider of insulation for high temperature and turbine insulation. We develop optimal thermal insulation for turbines, generators and motors. Our technical installations are engineered, manufactured and installed worldwide, with the WENDT Group engineering expertise channeled at the headquarter in Berlin, Germany. Additionally, we produce technical and structural acoustic insulation against noise emissions such as sound hoods, enclosures and sound protection cabins. Each insulation is custom-tailored to suit the individual requirements of our customers. Our solutions are cost-effective and sustainable and our service extends beyond the sale. Our subsidiary Wendt Insulation Technology, Inc. in Atlanta produces insulation components for the American market. With the expertise of local personnel we install insulation systems at local US plants and factories. Your persons of contact: Marc Hooker, [m.hooker@wendt-insulation-technology.com](mailto:m.hooker@wendt-insulation-technology.com) / Andreas Riedinger, [a.riedinger@wendt-insulation-technology.com](mailto:a.riedinger@wendt-insulation-technology.com)

- **Production and assembly of custom-tailored high-temperature insulation for all types of turbines and technical equipment**
- **Production and assembly of highly efficient noise protection for all technical equipment**
- **Power station maintenance, disassembly and reassembly of all technical equipment including insulation**



DIPL.-ING. ANDREAS KÖCHEL  
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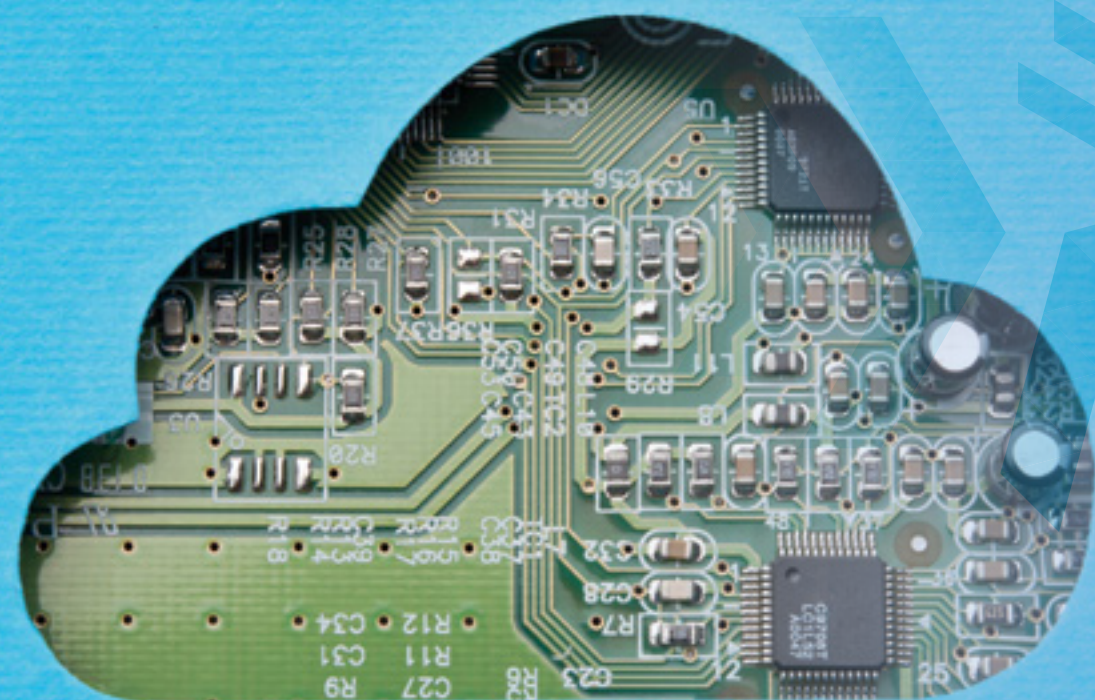
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## IT INDUSTRY & STARTUPS

Berlin has in recent years developed to become a prime location for startup companies in Germany and Europe. Indicators such as the number of startups or the amount of venture capital investment show that Berlin boasts the highest level of startup activity in Germany. The entire world views Berlin as a place where creative and innovative ideas can be tested and successfully implemented using the city's well-oiled infrastructures. The know-how required for this is frequently tapped from the city's colleges and universities. Then there is the fact that business and living costs are relatively affordable for people looking to establish a business. It is this combination of advantages that makes Berlin a magnet for startup founders from Germany and around the world.

One thing that makes Berlin different from other startup locations is the innovative energy generated by startups here is not concentrated in a single sector. True, the digital economy is a focal point of Berlin's startup scene, but the highly diverse media and creative industry has long established itself as a key economic force with an influence on the city's entire economic structure. The health sector is extremely important to the region as a whole and in the startup scene as well. Berlin is also leading the way when it comes to energy technology and is home to a high concentration of startups in the environmental and green transportation fields. It is this colorful and diverse mixture that makes the city so attractive to up-and-coming entrepreneurs. Here is where research and creativity meet, and where the "Made in Germany" ethos welcomes specialists from around the globe.

# FERDEC

## Decision support and consultancy

FERDEC is the leading software vendor in energy transaction surveillance in Europe. It offers decision support and consultancy in the areas energy/commodity management and trading, environmental systems and software development based on over 25 years of industry and research experience. Its vision is to shape the future of the energy-trading landscape through creative innovation and partnership-based approaches with its employees, partners and customers.

FERDEC has established renowned centers of excellence, allowing it to decisively address current and future industry challenges. A tenured team of experts focuses on: Energy transaction surveillance – ferdecTS®, Decision support and consultancy with a focus on clients' efficiency & innovation, i.e. bridging traditional energy trading automation with the latest developments in big DATA & AI and project quality management and software selection.

- **Tenured experience in Energy Trading and Business Process Automation**
- **Is the leading European software vendor in Energy Transaction Surveillance**
- **Expert decision support focusing on bridging traditional Energy Trading automation, BIG DATA, AI**



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# NEXT BIG THING

## The IoT company builder of Europe

We offer a unique framework for the agile and effective acceleration of IoT ventures. Our goal is to promote digital transformation and IoT-driven innovation for startups and companies throughout Europe. We distill the most valuable ideas, nurture them, and then support them throughout the entire development process sharing both risks and successes, while providing access to a thriving ecosystem of investors, startups, corporate partners, hardware and software engineers and technology providers. Our decades of experience in IoT and high-tech company building has enabled us to successfully launch numerous unique IoT ventures across property, energy health and security sectors in strong collaboration with industry partners. The technological competencies of our startups are enabled by our own tech stack enabling technologies in blockchain and secure hardware.

- **We are an IoT company builder, operational VC, technology provider and innovation partner**
- **We offer a unique framework for the agile and effective acceleration of IoT ventures**
- **We represent the official IoT Hub of the Ministry's initiative "Digital Hubs in Germany"**



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# NBT

# NOSCONTE

## A catalyst in content generation and knowledge building

Nosconte AG is a startup company founded by two serial entrepreneurs, Markus Siegers and Jürgen Neumann.

Our dedication is to enhance the efficiency of information gathering, presentation and retrieval by at least one order of magnitude compared to existing software solutions. Our disruptive approach includes an innovative data format, groundbreaking possibilities to structure data and extensive features to collaboratively work in groups with said data.

We see multiple areas of applications including text processing, the news industry, PR-activities of governmental bodies, knowledge management in companies etc. Since our software is highly motivating, we facilitate free-of-charge content generation (Facebook business model) while offering unprecedented efficiency in information management.

- **Knowledge buried in vast amounts of data is easily made accessible to everyone**
- **An intuitive & collaborative tool unlocking the combined knowledge in groups by using an innovative database and format**
- **A disruptive online approach in text-based information processing - covering the most relevant parts of the value chain**



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# BERLIN TXL

## THE URBAN TECH REPUBLIC

### We transform Berlin's Tegel airport into a research and industrial park for urban technologies

Six months after the opening of the new international airport for Berlin and Brandenburg (BER), Berlin's Tegel Airport is supposed to close. The site will then be converted into a research and industrial park for Urban Technologies: Berlin TXL – The Urban Tech Republic, and a residential quarter: the Schumacher Quarter. The Urban Tech Republic will be a hub for young entrepreneurs, students, investors, manufacturers, and scientists — a space where they can collaborate and develop, produce and later export solutions for the cities of tomorrow.

Berlin TXL focuses on technologies that support and nurture growing metropolitan centers of the 21st century: the efficient use of energy, sustainable building, environmentally-compatible mobility, recycling, the networked control of systems, clean water, and the use of new materials. Solutions for climate-neutral energy supplies and high energy standards for the building construction will also find application in the new Schumacher Quarter.

- **A total of 495 hectares at the heart of Berlin for a research and industrial park with a high international profile**
- **Space for up to 1,000 larger and smaller companies with a total of some 20,000 employees as well as for universities with space for up to 5,000 students**
- **Vibrant new residential urban quarter for 10,000 residents and green spaces and parks open to the public**



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p. 60 Gundula Krause  
p. 61 Thorsten Klapsch  
p. 64 Marvel/Disney

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