

Baden-Württemberg Delegation to the Islamic Republic of Iran



Tehran, Esfahan · Iran · September 2nd – 8th, 2016

Foreword.



Dr. Nicole Hoffmeister-Kraut MdB

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

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

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

The international success of our clusters and technology enterprises is, however, not taken for granted. Using this knowledge, the federal state of Baden-Württemberg and the companies are doing everything in their power to continually expand this leading international position in all forward-looking areas of industry. We want to continue producing sustainable solutions and cutting-edge technology worldwide in order to help dealing with the social and ecological challenges the world is currently facing.



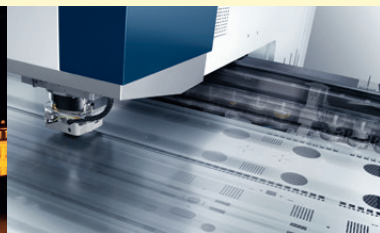
As you can see from this event and this brochure, we are seeking to make personal contact with you here in the Islamic Republic of Iran. Baden-Württemberg, the economic and industrial organisations, science and, above all, the companies within Baden-Württemberg are interested in long-term partnerships with your country, creating lasting perspectives for the development of joint projects.

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

Nicole Hoffmeister-Kraut

Dr. Nicole Hoffmeister-Kraut MdL

Minister of Economic Affairs, Labour and Housing



Baden-Württemberg – The German Southwest: Where ideas work.

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

In addition to internationally renowned global players such as Daimler, Bosch, SAP and Porsche, it is mainly small and medium-sized enterprises that form the backbone of our economy. In 2015, the gross domestic product generated by Baden-Württemberg companies amounted to 460 billion Euros, higher than Belgium, Sweden or Austria. What's more, our federal state is the EU's top region for innovation. When it comes to its research expenditure, amounting to 4.8 per cent of GDP (2013), Baden-Württemberg also occupies a leading position in Europe. The innovativeness of business and industry is supplemented by a dense network of universities, research institutions and transfer agencies. Many leading German institutions such as the Fraunhofer-Gesellschaft or the Max-Planck-Gesellschaft have substantially more facilities in Baden-Württemberg than in any other state in Germany.

The economic structure of our state is a mixed one. One important mainstay is the mobility sector. Apart from the automotive and aerospace industries, sustainable mobility concepts such as electro-mobility are playing an increasingly important role. Another key sector is mechanical engineering, every third machine

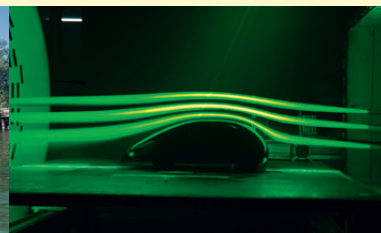


made in Germany originates from Baden-Württemberg. Successful companies such as Festo, Trumpf, Voith and many others were started and have flourished here. Large corporations such as SAP, IBM and Hewlett Packard represent the third main economic segment: information and communication technologies. For the health care sector, the fourth key industry, the conditions in our state are particularly auspicious. Globally important companies such as Aesculap, Paul Hartmann and Karl Storz are at home in Baden-Württemberg.

Environment technology and renewables are our drivers of future economic growth, whereby a quarter of all German environment-specific goods and services are accounted for by enterprises from Baden-Württemberg.

Over 4,000 foreign companies have already decided in favour of Baden-Württemberg. Anyone who invests in the state as a location for their company automatically profits from a growing pool of potential industrial customers, from the highly developed parts-supplier structure, from cooperation with companies that are related or in the same sector, but above all from the know-how and skills of our highly qualified workers. Our state is international, cosmopolitan and tolerant. People from 188 different countries contribute to our innovativeness and cultural charm.

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



One region. 1000 strengths.

Area	35,741 km ² – approx. 10 % of Germany
Inhabitants	10.7 million – approx. 13 % of Germany
Urban centres	Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen
The economy	<ul style="list-style-type: none"> • Gross domestic product (GDP): 460 billion Euros – 15.2 % of German GDP • GDP per inhabitant: 42,745 Euros • Exports: 195 billion Euros • Export volume / inhabitant: 18,075 Euros • Research and development spending (in 2013): 4.8 % of GDP (German average: 2.8 %)
Leading sectors	<ul style="list-style-type: none"> • Engineering: 30.2 % of total German mechanical engineering industry • Automotive industry: with almost one third of turnover generated by the whole sector and around 40 per cent of the automotive workforce in Germany Baden-Württemberg is the German “car state” • Medical technology /measuring and control systems /optics: Baden-Württemberg is market leader in the export of medical technology • Health care • Life sciences • ICT industry • Research & development: Baden-Württemberg is Europe’s number one in innovation • Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry • Environmental technology and renewables

Data for 2015







Baden-Württemberg International GmbH (bw-i)

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 70174 Stuttgart, Germany
 Phone +49 711 22787-0
 Email info@bw-i.de
 Web www.bw-i.de

Participants

Birgit de Longueville, Head of Department International Fairs and Location Communications

Ines Banhardt, International Economic Cooperation and Location Marketing

Anna Krywalski, International Economic Cooperation and Location Marketing

Baden-Württemberg International – your partner on the path to global success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalisation of business, science and research. bw-i lends support to domestic and foreign companies, research institutions and universities, clusters and networks as well as regions and municipalities as first point-of-contact in all questions relating to internationalisation.

Unrivalled in Germany and a clear unique selling point for bw-i is that this state enterprise not only supports mid-sized company business by developing foreign markets and making the economic location of Baden-Württemberg known worldwide, it is also commissioned with university and research marketing.

About 60 employees with comprehensive experience in foreign markets and international project management work at the headquarters in the state capital of Stuttgart. In addition, bw-i is represented by its own overseas branch office in Nanjing, China.

When settling in a new region, foreign companies are confronted with a broad range of questions and challenges. Baden-Württemberg International supports these companies in overcoming obstacles easily, rapidly and competently.

Our support service for foreign companies not only includes providing general information about Baden-Württemberg as a business and scientific centre, but also specific data about the economy and population as well as information on general legal conditions and social insurance.



Baden-Württemberg International lends support to domestic and foreign companies, research institutions and universities, clusters and networks by serving as the central first point-of-contact in all questions relating to internationalisation. Jürgen Oswald



bw-i also supports foreign companies in their search for suitable business and research partners as well as appropriate company sites. We are also helpful in organising site inspections, always on location in close collaboration with the regional and local business promotion agencies.

Administrative procedures such as those relating to regulatory or statutory approval processes often become difficult challenges for foreign companies interested in settling in the area. Baden-Württemberg International is the right point-of-contact for such questions in this case as well.

Apart from our own services, we also provide information about interesting offers from other players active in the economic development sector, technologyoriented specialist institutions as well as regional cluster initiatives and networks that work state-wide. We will gladly mediate contacts to these relevant groups.



Baden-Wuerttemberg Chamber of Engineers

The Baden-Württemberg Chamber of Engineers

Zellerstr. 26

70180 Stuttgart, Germany

Phone +49 711 64971-0

Email sander@ingbw.de

Web www.ingbw.de

Participants

Prof. Dr.-Ing. Stephan Engelsmann, President

Daniel Sander M.A., CEO

Karoline von Graevenitz M.A., Spokeswoman

The Baden-Württemberg Chamber of Engineers (INGBW) is the official representative body of engineers of all areas of specialisation in Baden-Württemberg. It was established in 1990 due to a law as a public body. The chamber of engineers is required by law to ensure the rules of professional conduct are upheld for their members and to protect the professional title of “consulting engineer” which is the equivalent of a quality seal.

Our main objectives are:

- Represent the interests of engineers on a political level as official contact partner
- Secure and promote the profession particularly the professional title “consulting engineer” for the protection of the public and the environment
- Provide advice and support for authorities and courts by means of surveys and reports
- Record members and their services in specialist lists to provide an overview of available services for investors, building clients, authorities and other potential clients
- Promote professional training and further training of engineers

The chamber’s members cover various areas of work ranging from building construction and civil engineering to surveying and transportation engineering as well as environmental protection. The majority of the members work in the building industry. The Baden-Württemberg Chamber of Engineers currently oversees 17 different specialist fields:

- Civil engineering
- Transport engineering
- Structural design and engineering
- Sanitary environmental engineering

- Building services engineering
- Building physics
- Geotechnics / earthworks and foundation engineering
- Plant construction
- Construction management / building trade
- Bioengineering
- Chemical engineering
- Electrical engineering
- Energy management
- Town planning / landscape conservation
- Environmental technology
- Surveying
- Landscape ecology and planning

Representatives:

Prof. Dr.-Ing. Stephan Engelsmann

President of the Baden-Württemberg Chamber of Engineers

Position: Managing partner of ENGELSMANN PETERS GmbH Consulting Engineers, Professor for Structural Design and Structural Engineering at Stuttgart State Academy of Art and Design

Specialisms: Structural Design and Engineering, Consultancy

Specialist areas: Design of concrete and steel structures, design of membrane and shell structures, bridge design, special structures, building envelopes and glass facades, industrial facilities, restoration and rehabilitation, product development and engineering, competition management and juror activity

Daniel Sander M.A.

CEO of the Baden-Württemberg Chamber of Engineers

Education: University degree in politics and law

Work experience: press relations officer for two politicians in Baden-Württemberg, head of a representative's office

Karoline von Graevenitz M.A.

Spokeswoman of the Baden-Württemberg Chamber of Engineers

Education: University degree in history and law

Work experience: long time practice in journalism and press relations



**Architektenkammer
Baden-Württemberg**

Baden-Württemberg Architects' Chamber

Danneckerstr. 54
70182 Stuttgart, Germany
Phone +49 711 2196-0
Email info@akbw.de
Web www.akbw.de

Participants

Beatrice Soltys, Vice President
Stephan Weber, Vice President

Architects in Germany

Today, more than 130,000 architects in Germany are active in the building and construction business. With their enrolment in the official list of architects they commit themselves to comply with strict principles of trade. This list is kept by the 16 Architects' Chambers in the federal states.

The Chamber in Baden-Württemberg is organized as a tripartite System (state-, district- and municipal level). At present the Baden-Württemberg Chamber has 25,000 Architects as members; by means of their membership in one of the 42 Chamber Groups over 600 architects provide their knowledge and experience for the honorary based work. Architects may belong to one or several disciplines which are: Architects (building construction), interior designers, landscape architects and town planners.

For their members the Baden-Württemberg Architects' Chamber is a place of self-governance which is a democratically constituted statutory professional body and competent authority. Via the chamber the architectural profession can implement an own code of conduct, take part in political decision making and participate in the development of laws and regulations. The chamber provides information and consultancy on all questions of the professional practice. The extensive old age provision is assured by the professional pension fund. In order to remain competitive the chamber defines for their members certain aims of qualification and education and accompanies the young architects during their two years of practical experience. Vocational regulations are established and members are monitored for compliance with their professional duties; the chamber promotes the life-long further training and self-improvement with an own institute. With awarded competitions and events the chamber provides appropriate platforms for the architects to present their work.

For the client and the public interest the enrolment in the list of architects is affiliated with the protection of the job title: Only such persons may trade under the job titles "architect", "interior designer", "landscape architect" or "town planner", which have been enrolled into the list of architects of a federal state. The chamber makes clear the relevance of "Baukultur". It is essential to create an environment perceived as liveable.



Hartmut Reichl

Head of Department SMEs and International Markets
Ministry of Economic Affairs, Labour and Housing
Baden-Württemberg

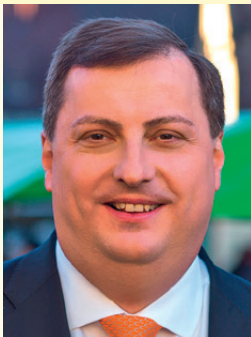
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Phone +49 711 123-2095
Email hartmut.reichl@wm.bwl.de
Web www.wm.baden-wuerttemberg.de



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Chairman, Foreign Trade Committee

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Email huber@a-ida.net

Web www.karlsruhe.ihk.de



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ahc GmbH Management Consulting

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70376 Stuttgart, Germany

Phone +49 711 35875797

Email info@ahc-gmbh.de

Web www.ahc-gmbh.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Requirements for an ideal business partner

Sophia Hatzelmann, Managing Director

23

Germany, China, India, Algeria, France, Poland, Czech Republic

Automobile industry, environment, electrical and electronic industry, metal processing, information technology, engineering, mechanical industry

We offer the following services for technology based industries:

- Engineering Consulting
- Project Management
- Process Management
- Interim Management
- Quality Management
- Lean Management
- Internet of Thing

We are a consulting engineering company which supports national and international customers from the automotive, mechanical and plant engineering industry and the energy sector. We support on challenging and complex projects and provide our customers customized solutions in the project management, process management, interim management, quality management, lean management and internet of things fields. We have major experience in managing big projects and developing new technologies for high tech markets. Building up plants and managing production lines. We make technology companies ready for the future (internet of things).

Looking for customers, joint venture partners

Big or middle size industrial companies



AMP Parking Holding GmbH

Thujaweg 1

76149 Karlsruhe, Germany

Phone +49 721 98574-0

Email info@amp-parking.com

Web www.amp-parking.com

Participant

Number of employees

Activities in the following countries

Offered services / product range

Dipl.-Ing. Sirous Dousti, Head of Repair and Protection
Department for Car Parking

13

Germany, Netherlands, Belgium, Italy, Turkey, Russia, Algeria

AMP Parking Holding is an international acting architect and engineering company and specialized in the design of multi-storey car parks more than 50 years ago. More than 70,000 parking places in numerous awarded projects have been realized on the basis of our special design philosophy that considers matters of user-friendliness as well as the rules of economy.

Many of our projects received national and international honors. The underground car park Central Bus Station in Freiburg was awarded as best new car park of Europe in 1994 by the European Parking Association. Four other projects reached the final of this ambitious competition until in 2005 the car park Engelenschanze in Münster won the competition again.

The most important quality criteria of our car parks such as

- Sophisticated architecture
- Column-free parking aisles
- Angle parking
- One-way traffic
- Generous overview
- Sustainable structure

contribute essentially to the user-friendliness and boost the attractiveness and therefore the profitability of a car park.

ap | architektur



ap | architektur

Am Müselberg 25

72401 Haigerloch, Germany

Phone +49 7474 8364

Email m.potyka@ap-architektur.com

Web www.ap-architektur.com

Participant

Number of employees

Sector

Offered services/
product range

Core competencies

Cooperation objectives

Requirements for an
ideal business partner

Dipl.-Ing. Marian Potyka, Architect, Owner

5

Engineering, services, project development and project management for building projects

Project development and project management for building projects, especially buildings of health services and education (hospitals, universities, schools etc.)

Control services in connection with the whole planning process:

- Control the selection of architects and engineers
- Organize planning competitions (architects and investors)
- Control services in connection with search and contracts for construction companies
- Control services to save the project objectives “dates, costs and qualities”
- Take over the builders’ tasks from beginning until completion of building projects

- Project management

- Planning

- Control services for building projects

Looking for customers, builder representatives for health services and education buildings or other projects of public infrastructure buildings

Representatives of public institutions



Armak GmbH

Enzstr. 39
70806 Kornwestheim, Germany
Phone +49 7154 82400
Email info@armak-motor.de
Web www.armak-motor.de

Participant	Wolf Krisch, Managing Director
Number of employees	28
Activities in the following countries	Europe, Asia, North America, Middle East
Sector	<ul style="list-style-type: none"> • ORC technology (energy from waste heat) • Pneumatic engineering • Water hydraulics (tap water instead of oil)
Offered services / product range	<ul style="list-style-type: none"> • For ORC technology generator drive up to 40 kW – www.armakmotor.com • For pneumatic engineering – new technology rotating lobe air motors up to 20 kW including controls, brakes, gears, accessories – www.armakmotor.com • For water hydraulics axial piston pumps – axial piston motors – valves – cylinders – power packs – www.wasser-hydraulik.de/
Core competencies	<ul style="list-style-type: none"> • Development and manufacture of ORC technology – generator-drive • Pneumatic Engineering – air motor • Hydraulic Engineering – system and component manufacture
Cooperation objectives	Looking for representatives, agents or distributors and / or for customers
Requirements for an ideal business partner	<p>Must have knowledge in one of these three different markets</p> <ul style="list-style-type: none"> • ORC technology (renewable energy) • Air motors (pneumatic engineering) • Water hydraulic engineering

b-i-t-consult



Bit Consult GmbH

Am Storrenacker 1b
76139 Karlsruhe, Germany
Phone +49 721 96232-25
Email info@b-i-t-consult.de
Web www.b-i-t-consult.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Requirements for an ideal business partner

Dipl.-Ing. Andreas Luebbert,
Senior engineer for water-treatment and road-construction

160

Kingdom of Saudi Arabia, Kurdistan-Iraq

Environment, engineering, project management, consulting, planning

- Alternatives in flood protection concepts in rural and land used areas including data collection, design of hydraulic models, core and final design, supervision and project management
- Developing of local recreation zones in urban areas
- Professional land development services
- Design of waste water treatment from the scratch and improvement of existing plants
- Potable water supply
- Flood protection of rural and urban aereas
- Traffic planning
- Conserving and developing nature
- Wind energy (planning of wind power plants)
- GIS (designing of cadastres for different kind of pipes)
- Traffic (planning of noise protection, tunneling)

Alternatives in flood protection concepts, flood protection of rural and urban aereas

Looking for customers, partners for the mutual use of the distribution network

Consulting offices with best contacts to official authorities (gouvernement), prime contractor as a client for building departments



bw-engineers GmbH

Boschstr.10

73734 Esslingen, Germany

Phone +49 711 93150481

Email thomas.ertel@bw-engineers.com

Web www.bw-engineers.com

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Requirements for an ideal business partner

Dr. Thomas Ertel, Managing Director

1,500 professional engineers, architects and project management staff

Germany and GCC countries

Environment, engineering, services

All planning and engineering services in the areas of:

- Project management
- Facility management
- Geo- and environmental engineering
- Regional, urban planning, traffic and transport
- Water & waste management
- HVAC/ MEP
- Structural engineering
- Architectural design

General Planning Services, Engineering “Made in Germany” in the fields mentioned above.

Looking for customers, partners for the mutual use of the distribution network, joint venture partners

Engineering consultancy companies and contractors in the construction sector

GPD

German Planning and Development GmbH



German Planning and Development GmbH / University of Kassel / Architect Beck

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74523 Schwäbisch Hall, Germany

Phone + 49 791 2049981-0

Email alexander.beck@german-planning.com

Web www.german-planning.com

Participant

Number of employees

Activities in the
following countries

Sector

Offered services /
product range

Core competencies

Cooperation objectives

Dr. Alexander Beck, CEO, Architect

14

China

Environment, engineering, architecture, city planning,
city infrastructure, research/university

- Architecture: housing, offices, industry, public buildings
 - City development: city planning, project development, traffic management
 - Research: city expansion due to population relocating, demographic change, urbanization
 - Infrastructure: traffic management, services infrastructure, waste management
 - Real estate and law services: real estate brokerage and business contacts in Germany, legal advice and business consulting in Germany
 - City planning, building consultant, architecture, infrastructure, real estate and business consulting
- Our team and network consists of architects, urban planners, project developers, lawyers, business consultants, real estate agents and university research institutions

Looking for customers, joint venture partners, government authorities with the need for planning projects, universities (departments of city planning, sociologists, specialists for migration processes)



EagleBurgmann Middle East

D 56 The Palm Jumeirah

73151, Dubai, United Arab Emirates

Phone 971506564863

Email babak.khodadadi@ae.eagleburgmann.com

Web www.eagleburgmann.com

Participant

Offered services /
product range

Cooperation objectives

Babak Khodadadi, Vice-President

- Mechanical seals
- DOS
- Supply systems
- Expansion joints

Looking for customers



Thomas Lux



Halil Ibrahim Ünal

ena european network architecture e. V.

Hauptstr. 30
76534 Baden-Baden, Germany
Phone +49 7221 9928-72
Email mail@ena.ag
Web www.ena.ag

Participants	Thomas Lux, ena Network-Manager / Clustermanager Halil Ibrahim Ünal, ena Representative
Number of employees	36 members and 2 employees
Activities in the following countries	Central and Eastern Europe, Middle East, Africa and Western Europe
Sector	Environment, engineering, medical engineering, services, provided services: architecture & urban design, engineering, building equipment, solid waste management
Offered services / product range	Provided services: architecture & urban design, engineering, environmentally sustainable solutions and products, solid waste management, recycling.
Core competencies	“European network architecture”, with its headquarters in Baden-Baden, is an association of 6 experienced architectural offices comprising of more than 100 architects, 6 engineers / specialists offices with more than 200 employees and a further 24 worldwide known companies from the building sector all representing the worldwide known “Made in Germany”.
Cooperation objectives	Looking for customers, retail partners, representatives, agents or distributors, partners for the mutual use of the distribution network, joint venture partners, production partners, local investors
Requirements for an ideal business partner	ena plans, oversees and realises projects ranging from urban planning to architecture and interior design. Through the variety of disciplines within the association, ena is able to tailor solutions for each project.

FESTOOL



Festool GmbH

Wertstr. 20

73240 Wendlingen, Germany

Phone +49 7024 804-24489

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Web www.festool.com

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Ernst Pfender, Area Sales Manager

2,500

- In 18 countries Festool is represented by own sales organisations: Germany, Netherlands, France, Russia, Spain, China, USA
- Festool is also active in about 50 countries with import partners: Australia, South Korea, Japan, Mexico, Argentina, South Africa, Arabic Emirates, Lebanon, Turkey

Automobile industry, aerospace industry, timber and timber construction, metal processing, our main customers are: joiners, carpenters, painters, car body painters, remodeling, renovation, light construction

- Drilling and screwdriving machines
- Dust extractors
- Sawing machines
- Routing machines
- Edge banding machines
- Joining machines
- Planing machines
- Carpentry machines
- Machining surfaces
- Polishing machines
- Drywall construction and renovation machines
- Workplace organisation

Sawing, drilling, surface treatment, routing, dust free working, strong focus on after sales service

Looking for customers, retail partners, partners for the mutual use of the distribution network



HUBER Packaging Group GmbH

Otto-Meister-Str. 2

74613 Öhringen, Germany

Phone +49 7941 66226

Email philipp.wagner@huber-packaging.com

Web www.huber-packaging.com

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Philipp Wagner, Head of Corporate Development

1,050

HUBER supplies customers in 60 countries.

HUBER has 8 production facilities in Austria, Germany, Hungary, Finland, France, Switzerland and UK.

Metal packaging, metal print, plastic packaging

- HUBER is the No. 2 in metal specialty packaging in Europe with worldwide sales in 60 countries.
- HUBER produces & sells metal packaging for the international chemical, paint and food industry.
- HUBER produces & sells 5 liter kegs for the international beer brewery industry.
- HUBER produces & sells plastic packaging for the dairy industry in Switzerland.

Development & production of metal and plastic packaging, coating & printing of metal

Looking for customers, joint venture partners, production partners, co-investors

Jacob



Jacob GmbH

Gottlieb-Daimler-Str. 11
 71394 Kernen, Germany
 Phone +49 7151 4011-10
 Email michael.pietsch@jacob-gmbh.de
 Web www.jacob-gmbh.de

Participant	Michael Pietsch, Managing Director
Number of employees	200
Activities in the following countries	Jacob is active on all continents in more than 50 countries like Europe, Brasil, Canada, Mexico, USA, South Africa, China, Japan, India, South Korea, Thailand, Australia, New Zealand
Sector	Electrical and electronic industry, measuring and control technology. We supply to: machine and panell builder, cable confection, electric motor, lighting, solar plant and wind mill manufacturer, railway industry
Offered services / product range	Jacob GmbH is a German based family owned company. We are developing, manufacturing and selling cable entry solutions and accessories like cable glands with metric, Pg-, NPT- and pipe thread in metal and polyamide, cable entry plates, adaptors, locknuts and screw plugs. We are offering more than 6,000 different standard and customized products with various international approvals as well as for explosive atmospheres.
Core competencies	Development, manufacturing and distribution of cable entry solution, research and development, testing laboratory, manufacturing: plastic injection molding, metal turning, product assembly, part handling and logistics of C-Products, international sales network.
Cooperation objectives	Looking for customers, retail partners, wholesale partners, representatives, agents or distributors
Requirements for an ideal business partner	Local or international electrical wholesaler or distributor with corresponding product portfolio and a existing network and customer base. End customers in electrical and electronic industry like machine and panell builders, electric motor and electric motor and lighting manufacturer, cable confection, renewable energy, railway industry.



KREBS+KIEFER International GmbH & Co. KG

Hilpertstr. 20
 64295 Darmstadt, Germany
 Phone +49 6151 885-252
 Email international@kuk.de
 Web www.kuk.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Cooperation objectives

Dipl.-Ing. Eric Fischer, Managing Director

550

- Projects recently completed in: Germany, Algeria, Tunisia, Macedonia, Croatia, Serbia, Bosnia, Romania, Ukraine
- Actually developing: China, France, Azerbaijan, Iran
- Design and engineering services
- Multidisciplinary design and engineering for all kind of buildings and civil constructions
- High expertise in design of seismic protection
- Civil engineering (design and verification), seismic protection engineering, fire safety, building physics
- Multidisciplinary design and engineering for all kind of buildings
- Design of civil engineering constructions: bridges, tunnels, hydraulic constructions, special foundations, etc.
- Design of traffic facilities: railways, monorail systems, roadways

Looking for customers, representatives, agents or distributors office facilities, joint venture partners, potential clients

lenz . architekten bda



lenz architekten bda

Reinhold-Nägele-Str. 4

70192 Stuttgart, Germany

Phone +49 711 88862690

Email info@lenz-architekten.de

Web www.lenz-architekten.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Dipl. Ing. Farnaz Zia-Azari, Project Manager

3

Germany, Iran

Engineering, architecture, design, consulting

Lenz Architekten BDA can assist with the complete range of design services, and have experience across a spectrum of building types and sectors residential.

Our service network with Iranian partners are specialists in building management, import & export of building materials, developer of residential, commercial and office space.

- Initiation and cultivation of cooperations and business relations with Iran and Germany
- Consulting regarding German-Iranian cooperations
- Advising, organization and communication in Germany and Iran
- Support and representation of businesses on exhibitions and trade shows

Looking for partners for the mutual use of the distribution network, joint venture partners



Reinhold Beck Maschinenbau GmbH

Im Grund 23

72505 Krauchenwies, Germany

Phone +49 7576 9629780

Email info@beck-maschinenbau.de

Web www.beck-maschinenbau.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Requirements for an ideal business partner

Davide Filie, Sales Export

40

Europe, USA, Canada

Plastics industry, timber and timber construction

- Traditional wood workingmachines
- Spindle moulder
- Surface planer
- Thicknessplaner
- Panel saw
- Bandsaw
- Clamps
- Presses
- Liftingtables

Wood workingmachines

Looking for customers, retail partners, representatives, agents or distributors

Dealer with showroom and network in the country

ROTECH

SYSTEMKOMPONENTEN



Rotech GmbH

Im Katzentach 16 - 18
76275 Ettlingen, Germany
Phone +49 7243 5931-0
Email hpeters@rotech.de
Web www.rotech.de

Participant	Dipl.-Ing. Heinz Peters, CEO
Number of employees	35
Activities in the following countries	we have not direct contacts, but have delivered for several projects of plant engineering companies
Sector	Measuring and control technology, chemicals industry, gas and oil fields, piping
Offered services / product range	Measuring and diagnostic for fail save application ESD and monitoring of lifecycle
Core competencies	Automation of industrial valves in the oil and gas industry and chemical plants VAC partner of DOW chemical and other chemical plants
Cooperation objectives	Looking for customers, wholesale partners, representatives, agents or distributors

Sacker Architekten



Sacker Architekten

Oltmannsstr. 3
 79100 Freiburg, Germany
 Phone +49 761 707709-0
 Email info@sacker.de
 Web www.sacker.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Detlef Sacker, Founder and Managing Director

30

Germany, Switzerland, Chile

Services

Sacker Architekten is one of the largest and most successful design practices in the southwest of Germany working on a wide range of architectural building types for private and public clients. Our experience covers many project sectors including, initial site and feasibility studies, urban design, public, commercial, educational, residential developments and individual houses. We are specialized in industrial buildings and public swimming pools.

The work of the practice is based upon design excellence and efficient building layouts with reliable cost management and program control. Sustainable design is integral to all our work and an essential part of the design process.

Looking for customers



Wemaro Tools GmbH

Max-Eyth-Str. 7

75428 Illingen, Germany

Phone +49 7042 8263-0

Email sales@wemaro.de

Web www.wemaro.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Requirements for an ideal business partner

Thomas Ufrecht, Managing Director

12

more than 50 countries

Automobile industry, aerospace industry, plastics industry, metal processing, windows, doors, curtain wall production

Manufacturer of cutting tools as milling bits, drill bits, sawblades for the PVC, aluminium and steel working industries

More than 35 years of experience in the field of cutting tools.

We have biggest range of standard tools / catalogue listed and we can make special designed tools or specific measurements with short notice. Our experts can solve your problems with drilling, milling and sawing.

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

Importer of tools in requested field

WENZEL + WENZEL

FREIE ARCHITEKTEN | DIPL.-ING. | PARTNERSCHAFT



Matias Wenzel



Snezana Heidebrecht



Michael Fischinger

Wenzel + Wenzel

Donaustr. 24
76199 Karlsruhe, Germany
Phone +49 721 59840-0
Email karlsruhe@w-w.de
Web www.w-w.de

Participants

Matias Wenzel, Owner, Architect
Snezana Heidebrecht, Architect
Michael Fischinger, Architect

Number of employees

180

Activities in the following countries

Germany and UAE

Sector

Engineering, architecture

Core competencies

Realize a design masterpiece of architecture by our specialists, work as an architect of record. Specialist to create best value out of outstanding designs of international and german based architects.

Cooperation objectives

Looking for customers



Werner & Balci

Beratende Ingenieure



Werner & Balci GmbH

Untere Beutau 31
73728 Esslingen, Germany
Phone +49 711 2172830
Email info@balci.de
Web www.werner-balci.com

Participant

Number of employees

Activities in the following countries

Sector

Offered services / product range

Core competencies

Cooperation objectives

Dipl.-Ing. Ramazan Balci, CEO

54

Thailand, Philippines, Taiwan, China, Brazil, Mexico, UAE

Engineering, services, construction sector (buildings, civil engineering, building physics)

- Structural analysis, static proofs
- Linear and non-linear structural simulations
- Earthquake simulations
- BIM
- Masterplanning
- Consulting engineering
- Construction expertise
- Cost management
- Acoustic consulting
- Optimization of acoustic performance
- Optimization of energy performance
- Building physics certificates (DGNB etc.)
- Transient systems simulation
- Green building | sustainability
- Structural design
- Construction management
- Acoustical engineering
- Energetic optimization

Looking for customers, partners for the mutual use of the distribution network, joint venture partners

Contact.

Baden-Württemberg International

Agency for International Economic
and Scientific Cooperation

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Willi-Bleicher-Str. 19
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Email info@bw-i.de
Web www.bw-i.de
www.bw-invest.de

Ministry of Economic Affairs, Labour and Housing Baden Württemberg

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70173 Stuttgart	70174 Stuttgart
Germany	Germany

Phone +49 711 123-2096
Email poststelle@mfw.bwl.de
Web www.wm.baden-wuerttemberg.de

Association of Chambers of Commerce and Industry of Baden-Württemberg

Jägerstr. 40
70174 Stuttgart
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Phone +49 711 225500-60
Email info@bw.ihk.de
Web www.bw.ihk.de

IVI – Federation of Industry of the State of Baden-Württemberg Inc.

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L-Bank State Bank of Baden-Württemberg

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76113 Karlsruhe
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Email info@l-bank.de
Web www.l-bank.de

Baden-Württemberg Confederation of Skilled Crafts

Heilbronner Str. 43
70191 Stuttgart
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Phone +49 711 2637090
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Web www.handwerk-bw.de