

Business Delegation Visit to Norway headed by  
Winfried Hermann, Minister of Transport of the State of  
Baden-Württemberg and Franz Untersteller, Minister of the  
Environment, Climate Protection and the Energy Sector  
Baden-Württemberg



Sector Focus: Electric Mobility & Energy

Oslo & Province of Akershus · Norway · January 16 – 19, 2018



*Winfried Hermann M.d.L.*



*Franz Untersteller M.d.L.*

# Baden-Württemberg: international, innovative, inviting

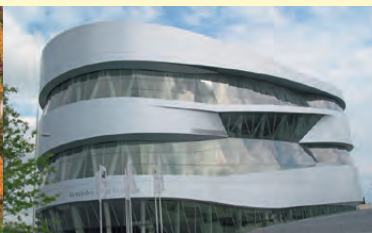
Sustainability is one of the Baden-Württemberg State Government's guiding principles. It has set itself the goal of making Baden-Württemberg a pioneer of modern and sustainable mobility for the future. Our state plays a leading role in relation to the energy transition and climate action.

Nonetheless, it is well worth looking to see what other countries are doing. For example, Norway: Norway is a leader in the development of electromobility, the organisation and control of transport and the production of energy from renewable sources.

Norway has grabbed the headlines with its plans for emission-free car traffic by 2025, diesel bans and the congestion charge it introduced decades ago. In the field of energy, a state-owned corporation is a world leader in hydropower and Europe's biggest producer of renewable energy. Norway is also an important supplier to Germany of natural gas.

The UN ranks Norway number one on the Human Development Index. The country is also well known for its high standards in the fields of democracy and social systems.

There are many reasons for an economic delegation to travel to Oslo and the County of Akershus. Two interesting and varied subprogrammes on "electromobility" and "energy" have been pre-



pared by bw-i, the State Agency for Electric Mobility and Fuel Cell Technology and the two participating ministries.

The visit will include discussions with the Oslo City Council, company visits to Elhub, Hafslund Nett, Statnett and Statkraft, a meeting with representatives of the Norwegian Electric Vehicle Association, a visit to Smart City Bærum and to a research institution.

The journey is an excellent opportunity to learn from ideas in Norway, to make contacts and lay the basis for future cooperation.

We wish all participants constructive dialogues and success in building up new partnerships.

We are very pleased that you are taking part.



Winfried Hermann, MdL Minister of Transport



Franz Untersteller, MdL Minister of the Environment, Climate Protection and the Energy Sector



# 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, GFT Technologies and Porsche, it is mainly small and medium-sized enterprises that form the backbone of our economy. In 2016, the gross domestic product generated by Baden-Württemberg companies amounted to 477 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 4.9 per cent of GDP (2015), 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](http://www.bw-invest.de) to find details of the opportunities for cooperation and investment that abound in Baden-Württemberg!



# One region. 1000 strengths.

<b>Area</b>	35,741 km <sup>2</sup> – approx. 10 % of Germany
<b>Inhabitants</b>	10.8 million – approx. 13 % of Germany
<b>Urban centres</b>	Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen
<b>The economy</b>	<ul style="list-style-type: none"> <li>• Gross domestic product (GDP): 477 billion euros – 15.2 % of German GDP</li> <li>• GDP per inhabitant: 42,745 euros (2015)</li> <li>• Exports: 192 billion euros</li> <li>• Export volume / inhabitant: 18,075 euros (2015)</li> <li>• Research and development spending (in 2015): 4.9 % of GDP (German average: 2.9 %)</li> </ul>
<b>Leading sectors</b>	<ul style="list-style-type: none"> <li>• Engineering: 30.2 % of total German mechanical engineering industry</li> <li>• Automotive industry: with almost one third of turnover generated by the whole sector and around 40 percent of the automotive workforce in Germany Baden-Württemberg is the German “car state”</li> <li>• Medical technology / measuring and control systems / optics: Baden-Württemberg is market leader in the export of medical technology</li> <li>• Health care</li> <li>• Life sciences</li> <li>• ICT industry</li> <li>• Research &amp; development: Baden-Württemberg is Europe’s number one in innovation</li> <li>• Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry</li> <li>• Environmental technology and renewables</li> </ul>

*Data for 2016*







*Dr. Kai Schmidt-Eisenlohr*



*Heike Passauer*



*Ines Banhardt*

## Baden-Württemberg International GmbH (bw-i)

Willi-Bleicher-Str. 19  
70174 Stuttgart, Germany  
Phone +49 711 22787-0  
Email [info@bw-i.de](mailto:info@bw-i.de)  
Web [www.bw-i.de](http://www.bw-i.de)

### Participants

Dr. Kai Schmidt-Eisenlohr, CEO

Heike Passauer, Regional Manager Western Europe, Department International Economic Cooperation and Location Marketing

Ines Banhardt, Regional Manager Latin America, Department International Economic Cooperation and Location Marketing

### Baden-Württemberg International – Your one-stop agency on the way to success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalization, promotion and development of business, science and research. We lend support to domestic and foreign companies, clusters and networks, research institutions and universities by serving as the central first point-of-contact in all questions relating to internationalisation.

#### Our main objectives are:

- Strengthening contacts between foreign and local companies, universities and research institutions
- Supporting the endeavours of Baden-Württemberg companies, universities and research institutions to enter foreign markets
- Positioning Baden-Württemberg as an excellent location for business and science

#### Our support services include:

- Provision of general information on Baden-Württemberg as a location for business and science, as well as specific location and structural data
- Supply of general information on the legal framework and social insurance
- Identification of suitable business and scientific partners for your company
- Identification of potential sites and organisation of site visits in cooperation with regional and local business-promotion agencies
- Support with administrative procedures
- Gateway to all actors in the field of business promotion and development, such as technology-oriented industrial institutions and sector-specific networks





*Franz Loogen*



*Stefan Büchele*

## **e-mobil BW GmbH**

Leuschnerstr. 45

70176 Stuttgart, Germany

Phone +49 711 892385-0

Email [info@e-mobilbw.de](mailto:info@e-mobilbw.de)

Web [www.e-mobilbw.de](http://www.e-mobilbw.de)

### **Participants**

Franz Loogen, President

Stefan Büchele, International Cooperation, Funding Policies

### **Number of employees**

18

### **Activities in the following countries**

Germany

### **Sector**

Services, public sector (State Agency for Electric Mobility and Fuel Cell Technology)

### **Offered services / product range**

In order to enhance the innovative strength in Baden-Württemberg, e-mobil BW promotes networking of all players in the sectors of electric mobility and fuel cell technology. As cluster and network management, we integrate SME in the innovation process and initiate joint research projects along the entire value chain up to the point of application. e-mobil BW assists municipalities and communities to advance electrification and digitisation of traffic and supports suitable framework conditions in infrastructure, training and education as well as talent promotion.

### **Core competencies**

The future of mobility will be automated, connected and electric. Efficient low-emission powertrains, digitisation of vehicles, services and work processes will lead to dramatic changes worldwide. e-mobil BW, the central agency for innovation in electric mobility of the State of Baden-Württemberg, is well connected in a large partner network and joins the effort of shaping the deep-going transformation in technology to a successful outcome.



## ads-tec GmbH

Heinrich-Hertz-Str. 1  
 72622 Nürtingen, Germany  
 Phone +49 7022 2522-1113  
 Email [officetssl@ads-tec.de](mailto:officetssl@ads-tec.de)  
 Web [www.ads-tec.de](http://www.ads-tec.de)

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
 product range

Core competencies

Cooperation objectives

Thomas Speidel, CEO

240

Europe (mainly Germany, also France, Austria, Switzerland),  
 Asia

Automobile industry, measuring and control technology,  
 information technology, engineering, services, renewable  
 energy sector

Business areas are the development and production of high-end  
 and long-term available "Industrial IT" (tablet PC, terminal,  
 panel PC, firewall) and "Energy Storage" systems based on  
 li-ion for home & small business applications as well as for  
 industrial & infrastructure surroundings.

Products from ads-tec have been developed in-house for over  
 35 years which is the basis for long-term and individual  
 solutions. Additional competencies are modern processes  
 for development, supply chain management, production and  
 service as well as international certifications. ads-tec fulfills  
 highest security standards and is involved in networks and  
 associations of the energy storage industry.

Looking for customers, representatives, agents or distributors,  
 partners for the mutual use of the distribution network



## BridgingIT GmbH

N7, 5 – 6

68161 Mannheim, Germany

Phone +49 151 52669559

Email klaus.baumgaertner@bridging-it.de

Web www.bridging-it.de

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
product range

Core competencies

Cooperation objectives

Klaus Baumgärtner, CEO

600

Germany, Austria, Switzerland

Automobile industry, environment, electrical and electronic industry, chemicals industry, information technology, engineering, medical engineering, services, retail, pharma, banking, transport & logistic, telecommunication, public sector

BridgingIT is an owner-financed strategy and technology consultancy, working strictly independent of third-party-interests. As a full-service provider the company handles all elements from requirements to project implementation and operations. Besides covering IT focused topics such as software development, analytics, IT-architecture or security, bridgingIT supports its customers on preclusive and complementary skills like business model development, innovation as well as project management. The consultancy has a proven track-record as a reliable and agile solution partner for example in the sectors of energy, mobility and retail.

Being a strategy and technology consultancy with a strong focus on the areas of smart mobility, smart energy and smart city concepts, the company emphasis a holistic view of these areas being strongly affected by the digital transformation. Therefore, considering sector linkage bridgingIT develops new business models and services for its customers in a digital word. Hence, the consultancy advices companies and councils on the implementation of new mobility concepts for example including electric fleets as well as the implementation and operation of private and public charging infrastructure.

Looking for customers, joint venture partners



## CTC cartech company GmbH

Hanns-Klemm-Str. 40

71034 Böblingen, Germany

Phone +49 7031 204058-0

Email [info@cartech-company.com](mailto:info@cartech-company.com)

Web [www.cartech-company.com](http://www.cartech-company.com)

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
product range

Core competencies

Cooperation objectives

Heiner Schmeck, Managing Partner

65

France, Japan, The Netherlands

Automobile industry, electrical and electronic industry, services

CTC cartech company develops algorithms and tools for the analysis of battery cells, modules and stacks, covering all domains along the entire battery life-cycle: Development, production, logistics, integration, operations, 2<sup>nd</sup> use applications and recycling.

Our products support and foster the development of a next generation battery – reaching out for increased range, decreased charging time and reduced costs.

CTC cartech company is positioned as development service provider for automotive electronics and manufacturer of accordingly complex systems. The focus is on overall vehicle networks and topologies in particular.

In order to qualify high voltage e-drive components, CTC operates testing facilities in the power-range required and complies with all safety needs concerned.

Furthermore, test stands for internal combustion engines (ICEs) are provided, including test automation and controls.

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



## EnBW Energie Baden-Württemberg AG

Durlacher Allee 93

76131 Karlsruhe, Germany

Phone +49 721 63-00

Email [kontakt@enbw.com](mailto:kontakt@enbw.com)

Web [www.enbw.com](http://www.enbw.com)

**Participant**

**Number of employees**

**Activities in the following countries**

**Sector**

**Offered services/  
product range**

**Core competencies**

Holger Schäfer, Head of Public Affairs Baden-Württemberg

~ 20,000

Germany, Austria, Switzerland, Turkey, Czech Republik, Hungary

Electrical and electronic industry

- Generation
- Renewable Energies
- Trading
- Transport
- Sales of electricity and natural gas
- Energy-related services and solutions
- District heating; e-mobility

Width of competencies competencies in all above named business segments



## Elektrizitätswerk Mittelbaden AG & Co. KG

Lotzbeckstr. 45  
 77933 Lahr / Schwarzwald, Germany  
 Phone +49 781 280-0  
 Email [info@e-werk-mittelbaden.de](mailto:info@e-werk-mittelbaden.de)  
 Web [www.e-werk-mittelbaden.de](http://www.e-werk-mittelbaden.de)

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
 product range

Core competencies

Cooperation objectives

Michael Mathuni, Product Development Energy Services

311

Germany

Engineering, services, energy supply, energy management & energy services

- Energy trade and supply (esp. power, heat)
- Operation and development of the regional power distribution grid
- Installation and operation of facilities for decentralized energy production (esp. renewable energy such as solar power, wind power or hydro power and combined heat and power plants)
- Contracting
- Energy services (i. e. energy consulting, solar power systems, battery storage devices, charging stations for electric vehicles)

- Energy trade and supply (esp. power, heat)
- Operation and development of the regional power distribution grid
- Energy services

Looking for partners for the mutual use of the distribution network



*Jürgen Erhardt*



*Rita Weik-Erhardt*

## ERHARDT GmbH Fahrzeug + Teile

Nellingerstr. 17 A

70619 Stuttgart, Germany

Phone +49 711 838881-3

Email [info@erhardt-fahrzeugbau.de](mailto:info@erhardt-fahrzeugbau.de)

Web [www.erhardt-fahrzeugbau.de](http://www.erhardt-fahrzeugbau.de)

### Participants

Jürgen Erhardt, General Manager

Dipl. Betr. Wirtin Rita Weik-Erhardt, Commercial Manager

### Number of employees

Approx. 50

### Activities in the following countries

Switzerland and Austria

### Sector

Automobile industry, services

### Offered services / product range

Body builder for trucks

### Core competencies

Lightweight constructions for truck bodies

### Cooperation objectives

Looking for suppliers / subcontractors



### FairNetz GmbH

Hauffstr. 89

72762 Reutlingen, Germany

Phone +49 7121 582-3750

Email [klaus.saiger@fairnetzgmbh.de](mailto:klaus.saiger@fairnetzgmbh.de)

Web [www.fairnetzgmbh.de](http://www.fairnetzgmbh.de)

Participant

Klaus Saiger, CEO, President, Association of Energy and Water Industries Baden-Württemberg

Number of employees

340

Activities in the following countries

Germany

Sector

Energy sector

Offered services/  
product range

- Grid operator (electricity, water, gas, district heat, broadband)
- E-mobility



# FICHTNER

IT CONSULTING



## Fichtner Group

Sarwaystr. 3

70191 Stuttgart, Germany

Phone +49 711 8995-0

Email [info@fichtner.de](mailto:info@fichtner.de)

Web [www.fichtner.de](http://www.fichtner.de)

Participant

Dr.-Ing. Albrecht Reuter, Managing Director,  
Fichtner IT Consulting GmbH

Number of employees

1,500 group-wide

Activities in the  
following countries

Worldwide

Sector

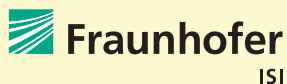
Engineering and management consultancy in energy and  
infrastructure sector

Offered services/  
product range

Engineering, consultancy and IT services in the following  
fields: Thermal power plants, renewable energies, power  
transmission and distribution, electrical network expansion,  
smart grids, SCADA systems, energy efficiency, energy  
transportation and storage, energy economy, energy  
management, oil & gas, environmental management, permit  
management, sustainable development, climate protection,  
environmental protection technologies, carbon capture and  
storage (CCS), waste management, integrated water resources  
management, water supply & sanitation, seawater desalination,  
architecture and building construction, civil engineering and  
structural planning, traffic infrastructure, mining and mineral,  
geotechnics, corporate organization and strategy, business  
transaction, economics, industry-specific IT solutions and smart  
energies

Core competencies

Fichtner combines its broad technical know-how and  
experience with management consultancy and specialized IT  
knowledge to provide single-source, custom-tailored solutions

*Dr. Patrick Plötz**Dr. Till Gnann***Fraunhofer ISI**

Breslauer Str. 48

76139 Karlsruhe, Germany

Phone +49 721 6809-0

Email [patrick.ploetz@isi.fraunhofer.de](mailto:patrick.ploetz@isi.fraunhofer.de)[till.gnann@isi.fraunhofer.de](mailto:till.gnann@isi.fraunhofer.de)Web [www.isi.fraunhofer.de/isi-en](http://www.isi.fraunhofer.de/isi-en)**Participants**

Dr. Patrick Plötz, Senior Scientist

Dr. Till Gnann, Senior Scientist

**Number of employees**

200

**Activities in the following countries**

Germany, Europe

**Sector**

Research

**Offered services / product range**

Scientific studies and strategic consulting

**Core competencies**

Energy, systems, policy making, market scenarios

**Cooperation objectives**

Looking for partners for the mutual use of the distribution network



## JKIEHNE EMCS

Hummelbaum 20  
 71272 Renningen, Germany  
 Phone +49 7159 420-5785  
 Email [juergen-kiehne@jkiehne.com](mailto:juergen-kiehne@jkiehne.com)  
 Web [www.teamobility.de](http://www.teamobility.de)

Participant	Jürgen Kiehne, CEO & Owner
Number of employees	1
Activities in the following countries	USA, Europe, China, India
Sector	Automobile industry, services, mobility solutions
Offered services/ product range	<ul style="list-style-type: none"> <li>• JKIEHNE EMCS: automotive management &amp; strategy consulting</li> <li>• Disruptive business excellence / mobility solutions / disruptive strategy check / business building &amp; development / transportation &amp; mobility system solutions</li> <li>• Executive management consulting for products &amp; companies / concepts for mobility solutions, e.g. e-drive vehicle, business models, charging infrastructure, parking &amp; service solutions</li> </ul>
Core competencies	<ul style="list-style-type: none"> <li>• Automotive: PC, buses &amp; coaches, CV-chassis / vehicle development / development process / development of transport &amp; mobility systems / company &amp; product strategies / new business models for manufacturers / suppliers / organizational development</li> <li>• Engineering Service Provider: business &amp; mgmt. consultancies / cost analysis / disruptive business model developments</li> <li>• Senior &amp; Executive Mgmt.: In different companies at domestic and abroad / executive interim manager</li> </ul>
Cooperation objectives	Looking for customers, networking with German and Norwegian experts from the (e-)mobility sector
Requirements for an ideal business partner	<ul style="list-style-type: none"> <li>• Expert from the mobility sector</li> <li>• Expert from e-mobility and e-mobility-services</li> </ul>



## Karlsruhe Chamber of Commerce and Industry (CCI)

Lammstr. 13 – 17

76133 Karlsruhe, Germany

Phone +49 721 174-0

Email [info@karlsruhe.ihk.de](mailto:info@karlsruhe.ihk.de)

Web [www.karlsruhe.ihk.de](http://www.karlsruhe.ihk.de)

**Participant**

Dr. Udo Götschel, Head of Department, Foreign Trade and Infrastructure

**Number of employees**

147

**Activities in the following countries**

All over the world – wherever our member companies – responsible for our export share – are active. Strongly connected to the German Chambers of Commerce Abroad network – 130 locations in 90 countries

**Sector**

Services

**Offered services/ product range**

The CCI is tasked with looking after the general interests of tradesmen belonging to their district, acting to promote the business economy and in doing so taking into account the economic interests of individual branches of industry or business in an even handed and balanced manner.

**Core competencies**

The CCI is a spokesman for businesses in the region, representing the interests of the business economy with respect to the government and authorities, local authorities and public institutions. Furthermore, the CCI is a partner, advisor and information hub for businesses. Last but not least, the state has delegated tasks to the CCI, as a self-governing body, which would otherwise be done by the authorities. The range of services is diverse, for example: organising apprenticeship training, tests and certificates in further education, appointing and swearing in experts or issuing and certifying export documents.

**KÖNIG METALL**

## König Metall GmbH & Co. KG – GVI Unit

Auf der Hub 22

76307 Karlsbad-Ittersbach, Germany

Phone +49 7225 6803-0

Email zentrale@koenigmetall.com

Web www.koenigmetall.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

Michael Fischer, Business Unit Manager

1,200

Germany, Poland, Italy, Portugal, Croatia, Canada, Russia, France, Spain

Automobile industry, aerospace industry, electrical and electronic industry, metal processing, engineering

KÖNIG METALL is a custom processor of sheet metal and tubes for the automotive and electrical industry. It specializes in automotive and mechanical engineering applications like silencers and airbags. Take the modern architecture as a promise – there is excellence outside and inside. For now and then the most important things for KÖNIG METALL are – according to the CEO Nina Zwiebelhofer in the fourth generation, Stefan Hoos, Hans-Jörg Leuze and Thomas Stöhr – the following: customer satisfaction, engaged employees, skilled and experienced leaders, innovative products, technically advanced and efficient production, reliable suppliers, environmental friendly production, clever service partners.

- We develop and design
- We build tools and machines
- We bend and draw
- We weld and mount
- We weld and cut with laser technology
- We process tubes
- We treat surfaces
- We insulate efficiently – we do GVI®

Looking for customers, partners for the mutual use of the distribution network, suppliers / subcontractors

Innovative and open for new solutions



## KVV Karlsruher Verkehrsverbund

Tullastr. 71

76131 Karlsruhe, Germany

Phone +49 721 6107-7004

Email [wolfgang.weiss@kvv.karlsruhe.de](mailto:wolfgang.weiss@kvv.karlsruhe.de)

Web [www.kvv.de](http://www.kvv.de)

Participant	Dipl.-Kfm. (FH) Wolfgang Weiß, Head of Department for Strategic Planning
Number of employees	57
Activities in the following countries	Germany: Baden-Württemberg, Rhineland-Palatinate
Sector	Services
Offered services/ product range	<ul style="list-style-type: none"> <li>• Mobility services</li> <li>• Mobility information</li> <li>• Mobility booking</li> <li>• Mobility payment</li> </ul>
Core competencies	Mobility management
Cooperation objectives	Looking for partners for the mutual use of the distribution network, exemplary applications, mobility ideas
Requirements for an ideal business partner	<ul style="list-style-type: none"> <li>• Knowledge and contacts to networks interested in mobility and public transport</li> <li>• Electric mobility</li> <li>• Mobility as a service</li> <li>• Shared mobility</li> <li>• Autonomous driving</li> </ul>

# light shape



## Lightshape GmbH & Co. KG

Schockenriedstr. 4

70565 Stuttgart, Germany

Phone +49 711 219578-0

Email [info@lightshape.net](mailto:info@lightshape.net)

Web [www.lightshape.net](http://www.lightshape.net)

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
product range

Core competencies

Cooperation objectives

Robin Wenk, CEO

25

Germany, USA, Europe, Asia

Automobile industry, electrical and electronic industry, information technology, engineering, textile industry

- CGI – Computer generated images and animations
- Interactive applications – virtual reality, augmented reality, mixed reality
- Web, apps
- Consultation – workshops, trainings and more concerning the topics VR, AR and interactive applications

Virtual reality conferencing system designed. To allow communication and collaboration between people in different geographic locations within a common virtual environment and CGI-production as well.

Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network



## Metropolregion Rhein-Neckar GmbH

M1, 4 – 5

68161 Mannheim, Germany

Phone +49 621 10708-0

Email [info@m-r-n.com](mailto:info@m-r-n.com)

Web [www.m-r-n.com](http://www.m-r-n.com)

Participant	Bernd Kappenstein, Department Manager Energy & Mobility
Number of employees	Approx. 80
Activities in the following countries	The Cluster Energy & Environment of the Metropolregion Rhein-Neckar GmbH (Metropolitan Region Rhine-Neckar) cooperates with partners in Belgium and France
Sector	Environment, climate-friendly mobility
Offered services/ product range	<ul style="list-style-type: none"> <li>• Connecting regional companies in the field of energy and mobility</li> <li>• Supporting the regional economy</li> <li>• Knowledge transfer (workshops, conferences) within the region and beyond</li> <li>• Supporting projects in the energy and mobility sector</li> </ul>
Core competencies	By supporting business settlements and start-ups, the already existing competencies in the field of energy and the environment should be meaningfully supplemented. In order to develop the Rhine-Neckar region into a model-region in the field of energy efficiency and renewable energies in Europe, the cluster network markets innovative services and products of members in Germany and abroad.
Cooperation objectives	Looking for representatives, agents or distributors, partners for the mutual use of the distribution network, partners for european projects
Requirements for an ideal business partner	We want to get to know partners who are active in the field of e-mobility and are optionally interested in participation in trans-national projects





## Netze BW GmbH

Schelmenwasenstr. 15  
 70567 Stuttgart, Germany  
 Phone +49 711 28982-321  
 Email [kontakt@netze-bw.de](mailto:kontakt@netze-bw.de)  
 Web [www.netze-bw.de](http://www.netze-bw.de)

**Participant**

Dr. Martin Koneremann, Executive Director of Technology

**Number of employees**

3,600

**Activities in the following countries**

Germany

**Sector**

Electrical and electronic industry, engineering, services

**Offered services / product range**

Netze BW offers services in planning, constructing and operating broadband telecommunication grids and charging infrastructure for electric mobility. Furthermore, Netze BW offers the construction of sub-stations and services with regard to grid and infrastructure operation.

**Core competencies**

Netze BW is the third largest distribution system operator in Germany. The core competencies of Netze BW are planning, constructing and operating grid infrastructure. Netze BW operates infrastructure in electricity, gas, water, district heating and telecommunications. In addition Netze BW is dedicated to working in bodies, e.g. EDSO, FNN, VDE, etc. Furthermore, Netze BW has a broad knowledge with regard to energy transition, secure work processes and digitalization.

# BOSCH



## Robert Bosch GmbH

Corporate Research · Future Mobility Systems (CR / AE1)

Postfach 30 02 40 · 70442 Stuttgart, Germany

Phone +49 711 811-34753

Email [kerstin.mayr@de.bosch.com](mailto:kerstin.mayr@de.bosch.com)

Web [www.bosch.com](http://www.bosch.com)

### Participant

### Number of employees

### Activities in the following countries

### Sector

### Offered services / product range

### Core competencies

### Cooperation objectives

M. Sc. Dipl.-Ing. Kerstin Mayr, Senior Expert,  
Corporate Sector Research for Future Mobility Systems

390,000 Tsd. Bosch associates

Bosch has four business sectors, with more than 440 subsidiary companies and regional subsidiaries in some 60 countries.

Automobile industry

Automotive Technology is the largest Bosch business sector. Its seven main business areas are: fuel-injection systems for internal combustion engines, peripheral devices for powertrain control, alternative drive concepts, active and passive vehicle safety systems, driver-assistance and other guidance functions, in-car information and communication systems, and a range of after-sales, engineering-support, and service concepts for the automotive aftermarket.

- Bosch systems and services for electrification of the powertrain: eMobility Starter Package, service brokering (roaming), service brokering for intermodal transportation, networked fleet management and a software platform capable of conveying telematics
- Electric powertrain systems for hybrid vehicles and for electric vehicles: Electric drive technology (electric motor, inverter, battery, regenerative braking system)

Looking for partners for the mutual use of the distribution network



## SEFEP gGmbH – AGORA VERKEHRSWENDE

Anna-Louisa-Karsch-Str. 2

10178 Berlin, Germany

Phone +49 30 7001435-300

Email [christian.hochfeld@agora-verkehrswende.de](mailto:christian.hochfeld@agora-verkehrswende.de)

Web [www.agora-verkehrswende.de](http://www.agora-verkehrswende.de)

Participant

Christian Hochfeld, Executive Director

Number of employees

9

Activities in the following countries

Active in Germany

Sector

Agora Verkehrswende is a think tank initiated by Stiftung Mercator and European Climate Foundation. It's aim is to promote the creation of a sustainable climate-friendly transport system.

Offered services/  
product range

In partnership with key players in the fields of politics, economics, science and civil society, Agora Verkehrswende will pave the way for the full decarbonisation of the transport sector by 2050. We are developing an extensive climate protection strategy and will support its successful implementation.

Core competencies

Agora Verkehrswende revolves around societal discourse on environmentally friendly, sustainable ways to develop the traffic sector. Its highly decorated board, chaired by Achim Steiner – formerly the Executive Director of the United Nations Environment Programme (UNEP) – provides a central forum for this dialogue. The board features selected representatives from the fields of society, politics, economics and science.

It convenes four times a year in private, confidential meetings. The discussions of the board of Agora Verkehrswende are complemented by public workshops and conferences. The interdisciplinary team of Agora Verkehrswende and its academic network lay the academic foundations for the discourse and strategic development in the form of analyses and studies.

Agora Verkehrswende has a significant research budget for this purpose.

Cooperation objectives

Looking for international cooperation on climate protection in transport



## Stadtwerke Schwäbisch Gmünd GmbH

Bürgerstr. 5

73525 Schwäbisch Gmünd, Germany

Phone +49 7171 603-8500

Email [rainer.steffens@stwgd.de](mailto:rainer.steffens@stwgd.de)

Web [www.stwgd.de](http://www.stwgd.de)

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
product range

Core competencies

Cooperation objectives

Rainer Maria Steffens, CEO

160

Germany / Baden-Württemberg

Electrical and electronic industry, engineering, services, regional energy and heat supply

Electricity, district heat, natural gas, water supplier, development and maintenance of large solar energy plants. Regional broadband infrastructure. Public charging systems for electric vehicles, contracting, energy efficiency, heating systems, low emission mobility.

- Maintenance and operations of grids and plants
- Consulting
- Citizen participation
- Holding company for renewables

Looking for start-ups



## Stadtwerke Tübingen GmbH

Eisenhutstr. 6  
 72072 Tübingen, Germany  
 Phone +49 7071 157-0  
 Email [info@swtue.de](mailto:info@swtue.de)  
 Web [www.swtue.de](http://www.swtue.de)

Participant	Dr. Achim Kötzle, Member of the Board of Directors, Chairman of the Regional Board Baden-Württemberg, Association of Municipal Companies (VKU)
Number of employees	510
Activities in the following countries	Germany
Sector	Energy and energy solutions, regional infrastructure
Offered services/ product range	<ul style="list-style-type: none"> <li>• Household and industrial electricity and gas retail</li> <li>• Renewable energies</li> <li>• Local infrastructure including: Operation and development of the local power grid, district electricity, district heating (infrastructure and combined heat and power plants), water system infrastructure, public transport and swimming pools, parking garages, energy services and contracting, telecommunication infrastructure</li> </ul>
Core competencies	Competences and service in all business segments mentioned above with a focus on ecological approaches, technologies and solutions. Activities in renewable energies (offshore wind energy and solar power). Municipal expert for local infrastructure.
Cooperation objectives	Looking for partners for the mutual use of the distribution network. Exchange of ideas for the future of renewable energies and modern digital infrastructure.



## TEB Dr. Kerspe

Schubertstr. 23

69256 Mauer, Germany

Phone +49 6226 158547-4

Email [kerspe@vakuum-isolierung.de](mailto:kerspe@vakuum-isolierung.de)

Web [www.vakuum-isolierung.de](http://www.vakuum-isolierung.de) · [www.kryosafe.de](http://www.kryosafe.de)

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
product range

Core competencies

Cooperation objectives

Dr.-Ing. Jobst H. Kerspe, Owner

1 – 5

UK, France, The Netherlands, Switzerland, USA

Automobile industry, aerospace industry, environment, metal processing, engineering

Technology-transfer and consultancy, product and process development; expertise and trainings. Fields of application: highly effective thermal insulation – GVI®-Technologies – for storage technologies and the efficient handling of energy and material resources.

Together with the company König Metall in Gaggenau, we develop supported vacuum insulations – our GVI®-Technology (which at the moment is the most effective method for thermal insulation!). We use this technology for example for our “multifunctional battery case” for vehicle batteries. These cases fulfill both thermal management tasks and the mechanical protection of the battery itself. Furthermore, the GVI®-Technology can be used for highly effective thermal and cooling storage plus various thermal insulation precaution measures. GVI® is efficient, lightweighted and space-saving.

Looking for customers, joint venture partners, joint R & D activities



Energie. Wasser. Leben.



## Verband für Energie- und Wasserwirtschaft BW e.V.

Schützenstr. 6

70182 Stuttgart, Germany

Phone +49 711 933491-20

Email [info@vfew-bw.de](mailto:info@vfew-bw.de)

Web [www.vfew-bw.de](http://www.vfew-bw.de)

Participant

Number of employees

Sector

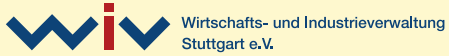
Offered services/  
product range

Torsten Höck, Managing Director

6

Electrical and electronic industry

Trade Association for energy and water suppliers



## WIV Wirtschafts- und Industrievereinigung e.V.

Industriestr. 3  
70565 Stuttgart, Germany  
Phone +49 170 1862178  
Email [g.sabow@wiv-stuttgart.de](mailto:g.sabow@wiv-stuttgart.de)  
Web [www.wiv-stuttgart.de](http://www.wiv-stuttgart.de)

Participant

Number of employees

Activities in the following countries

Sector

Cooperation objectives

Prof. Dr.-Ing. Günter Sabow, Head of Mobility, bwcon GmbH

20

Germany / Baden-Württemberg

IT / ITS Intelligent Transport Systems

Looking for network partners, ITS cooperations, ITS organisations, governmental and public authorities





## ZEAG Energie AG

Weipertstr. 41

74076 Heilbronn, Germany

Phone +49 7131 610-0

Email [info@zeag-energie.de](mailto:info@zeag-energie.de)

Web [www.zeag-energie.de](http://www.zeag-energie.de)

Participant	Eckard Veil, CEO
Number of employees	200
Activities in the following countries	Germany / Baden-Württemberg
Sector	Electrical and electronic industry, regional supplier
Offered services / product range	<ul style="list-style-type: none"> <li>• Electricity</li> <li>• Gas</li> <li>• Facilities</li> <li>• Grid generation of electricity</li> <li>• Service provider</li> </ul>
Core competencies	<ul style="list-style-type: none"> <li>• Generation of electricity</li> <li>• Distribution and transportation of electricity and gas</li> <li>• Sale</li> </ul>
Cooperation objectives	Looking for joint venture partners, suppliers / subcontractors



## Zentrum für Sonnenenergie- und Wasserstoff-Forschung Baden-Württemberg (ZSW)

Meitnerstr. 1 · 70563 Stuttgart, Germany

Phone +49 711 7870-0

Email [info@zsw-bw.de](mailto:info@zsw-bw.de)

Web [www.zsw-bw.de](http://www.zsw-bw.de)

Participant

Number of employees

Activities in the following countries

Sector

Offered services/  
product range

Core competencies

Requirements for an ideal business partner

Prof. Dr. Frithjof Staif, CEO

235

Many European countries, China, Chile, South Africa

Renewable energies, energy storage, energy policy

- Developing and characterising of PV solar modules
- PV site and technology assessments
- Power-to-fuel technologies (electrolysis, methanisation)
- Modelling and testing of fuel cell stacks and components
- Synthesising new active materials for lithium-ion cells and optimising production processes for large lithium-ion cells under factory-like conditions
- Battery system and safety tests
- Optimisation of energy systems
- Energy scenarios
- Monitoring transformation processes in energy economy
- Photovoltaics (materials research and systems engineering)
- Renewable fuels, hydrogen technology
- Fuel cells
- Energy storage in batteries and supercapacitors
- Economic analysis of energy systems

Institutions which are active in applied research, especially systems analysis (e.g. energy systems optimisation, energy scenarios)



## Zuweso GmbH – Station i

Hasenbergsteige 76  
70197 Stuttgart, Germany  
Phone +49 711 504367-00  
Email [t.maurus@zuweso.de](mailto:t.maurus@zuweso.de)  
Web [www.zuweso.de](http://www.zuweso.de)

Participant	Tobias Maurus, CEO
Number of employees	9
Activities in the following countries	Europe, Brasil, China, India, Malaysia
Sector	E-mobility, photovoltaic, renewable energies, information technology, design & marketing
Offered services/ product range	The in-house design agency of the Stuttgart-based Zuweso GmbH guides small and medium enterprises (SMEs) in their media and sustainable image alignment. Presentation of the self-developed, innovative and forward-looking station infrastructure “Station-i”. Various purposes and intelligent refinancing of electric vehicle charging stations and traffic hubs are made possible by additional functional components.
Core competencies	Everything from a single source: consulting, planning, production, installation, service, management and financing. Modular structure and a software system for the control, monitoring, operation management, energy efficiency display and the payment of services via smartphone is possible.
Cooperation objectives	<ul style="list-style-type: none"> <li>• Administrations of cities and states as well as national parks</li> <li>• Public-transport operators (e.g. airport, bus- or railway-stations)</li> <li>• Motorway and service area operators, taxi companys</li> <li>• Fair operators, supermarket chains, investors, project developers, electromobility- and solar-industry-companies</li> </ul>

# Contact.

## Baden-Württemberg International

Agency for International Economic  
and Scientific Cooperation

Haus der Wirtschaft  
Willi-Bleicher-Str. 19  
70174 Stuttgart  
Germany

Phone +49 711 22787-0  
Email [info@bw-i.de](mailto:info@bw-i.de)  
Web [www.bw-i.de](http://www.bw-i.de)  
[www.bw-invest.de](http://www.bw-invest.de)

## Ministry of Economic Affairs, Labour and Housing Baden-Württemberg

Postal address:	Office building:
Neues Schloss, Schlossplatz	Theodor-Heuss-Str. 4
70173 Stuttgart	70174 Stuttgart
Germany	Germany

Phone +49 711 123-2096  
Email [poststelle@mfw.bwl.de](mailto:poststelle@mfw.bwl.de)  
Web [www.wm.baden-wuerttemberg.de](http://www.wm.baden-wuerttemberg.de)

## Association of Chambers of Commerce and Industry of Baden-Württemberg

Jägerstr. 40  
70174 Stuttgart  
Germany

Phone +49 711 225500-60  
Email [info@bw.ihk.de](mailto:info@bw.ihk.de)  
Web [www.bw.ihk.de](http://www.bw.ihk.de)

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

Gerhard-Koch-Str. 2 – 4  
73760 Ostfildern  
Germany

Phone +49 711 327325-00  
Email [info@lvi.de](mailto:info@lvi.de)  
Web [www.lvi.de](http://www.lvi.de)

## L-Bank State Bank of Baden-Württemberg

Schlossplatz 10  
76113 Karlsruhe  
Germany

Phone +49 721 150-0  
Email [info@l-bank.de](mailto:info@l-bank.de)  
Web [www.l-bank.de](http://www.l-bank.de)

## Baden-Württemberg Confederation of Skilled Crafts

Heilbronner Str. 43  
70191 Stuttgart  
Germany

Phone +49 711 2637090  
Email [info@handwerk-bw.de](mailto:info@handwerk-bw.de)  
Web [www.handwerk-bw.de](http://www.handwerk-bw.de)