

FACTS & FIGURES

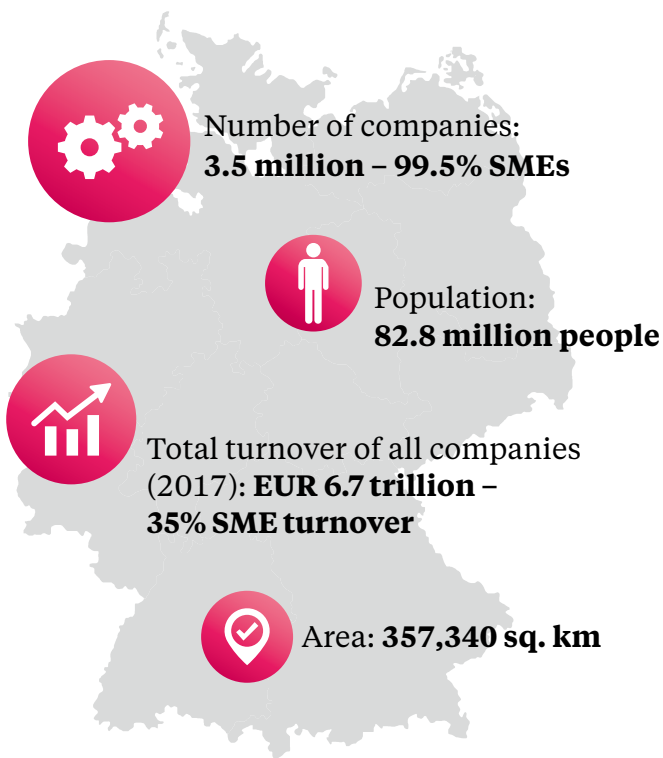
# Economic Overview Germany

Market, Productivity, Innovation

ISSUE 2019



# Germany in Numbers



## Foreign Trade

in EUR billion

	2016		2017		2018	
Exports	1,204	+0.9	1,279	+6.2	1,318	+3.0
Imports	955	+0.6	1,031	+8.0	1,090	+5.7
Balance	+249		+248		+228	

### Export goods\* (2018):

Chemicals (incl. Pharmaceuticals) 19%, Automotive 17%, Machinery 15%, Electronics 9%, Electrical Engineering 7%, Food 4%, Other Sectors 29%

### Import goods\* (2017):

Chemicals (incl. Pharmaceuticals) 16%, Automotive 11%, Electronics 11%, Machinery 8%, Electrical Engineering 6%, Crude Oil & Gas 6%, Food 4%, Textiles 4%, Other Sectors 34%

\*top ten product groups

## Germany's EU Trade Relations

in EUR billion

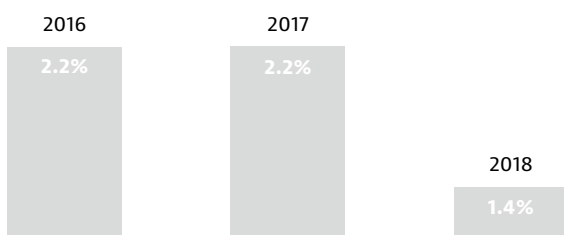
	2016		2017		2018	
Exports	689	+2.3	738	+7.0	772	+4.6
Imports	640	+1.1	686	+7.3	725	+5.6
Balance	+50		+52		+47	

## Economic Development

	2016	2017	2018
GDP (nominal in EUR billion)	3,160	3,277	3,386
Per capita GDP (in EUR)	38,370	39,650	40,843
Inflation rate	0.5%	1.5%	1.8%
Unemployment rate	6.1%	5.7%	5.2%

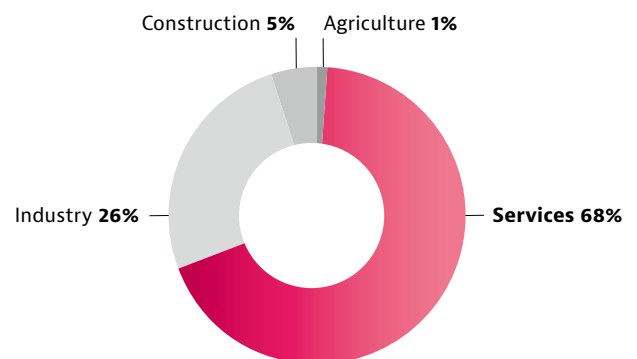
## GDP Growth

real annual change in percent



Sources: Federal Statistical Office, IFM Bonn, Statista, Germany Trade & Invest 2019

## GDP Formation 2018



# International Business Location

## Global FDI Magnet

According to the United Nations Conference on Trade and Development (UNCTAD), Germany ranks among the world's leading countries for foreign direct investment (FDI) with EUR 820 billion in inward FDI stocks in 2018. According to official Bundesbank (German Central Bank) statistics for 2017, some 59 percent of all FDI stocks in Germany originate from within the EU; with a further nine percent derived from the remaining European non-EU countries. Investments from outside the EU continue to grow. North America accounts for 19 percent of FDI stock, while Asia holds an 11 percent share.

## First Choice Business Location

Ernst & Young's "European Attractiveness Survey 2019" confirms Germany's reputation as one of the most attractive business locations in the world. International decision makers ranked Germany first within the EU. Sixty-nine percent of more than 500 international managers surveyed named Germany as the most attractive country within their personal top three ranking, making Germany Europe's top FDI country. This is an increase of three percent from last year. Germany provides a home to three of the top six most attractive European cities in Berlin, Frankfurt and Munich. Similar results were presented by A.T. Kearney's FDI Confidence Index 2019. This survey also confirms Germany's reputation as the most attractive business location in Europe, and second worldwide.

The AmCham Business Barometer 2019 highlights the positive regard in which US companies active in Germany hold the country. Asked about their opinion on the German business environment, 81 percent of US company respondents rated Germany as "good" or "very good" business location. Seventy-eight percent are convinced that Germany will either improve or maintain its competitive edge in the future. Furthermore, the Ernst & Young Attractiveness Survey 2019 for the business location Germany highlighted various business location factors. These include infrastructure (telecommunications and transport), workforce qualification, stability of the legal and political framework as well as the attractiveness of the domestic market. Forty-three percent of those surveyed predict that Germany's attractiveness will continue to grow in the coming years.

## Free and Open Markets

Germany has a welcoming attitude towards foreign direct investment. The German market is open for investment in practically all industry sectors, and business activities are free from regulations restricting day-to-day business. German law makes no distinction between Germans and foreign nationals regarding investments or the establishment of companies. The legal framework for FDI in Germany favors the principle of freedom of foreign trade and payment.

There are no restrictions or barriers to capital transactions or currency transfers, real estate purchases, repatriation of profits, or access to foreign exchanges.

## Supporting Investment Projects

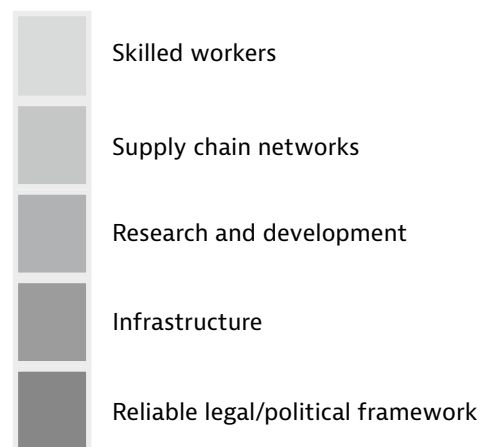
Incentives in Germany are designed to meet the immediate capital needs of investors. Early stage investment financing provides funding at the beginning of the new investment project. These incentives, mostly provided as cash grants, are important as they guarantee liquidity at a stage in the investment process when investor capital requirements are typically high. Later stage investment incentives are made available in the form of a raft of programs created to support putting together a workforce in Germany (e.g. through wage subsidies) and provide generous R&D project assistance. Incentives in Germany are available to all investors – regardless of investor country of provenance. Funding to the tune of more than EUR 19 billion has been freed up by the EU (co-financed using means obtained from German federal and federal state budgets) for the period 2014 to 2020. As well as this, Germany and its individual federal states also make their own incentives funds available to prospective investors.



Please visit our website for more incentives information: [www.gtai.com/incentives](http://www.gtai.com/incentives)

## AmCham Business Barometer 2019

*American business executives highlighted the following five factors as the top location advantages that distinguish Germany from its competitors.*



Source: American Chamber of Commerce Germany, Roland Berger Strategy Consultants 2019

# Foreign Direct Investment Projects


Every year more and more companies discover Germany as a secure and rewarding investment location. More than 70,000 foreign companies are already operating in Germany, providing employment to over three million people – proof positive of Germany’s attractiveness as an international business location.

Between 2010 and 2018, fDi Markets – the fdi database of the Financial Times – recorded a total of 8,997 investment projects from more than 7,000 foreign companies. In 2018, approximately 1,100 projects were recorded – one of the best results achieved to date. Germany ranks fourth internationally in terms of FDI projects attracted.

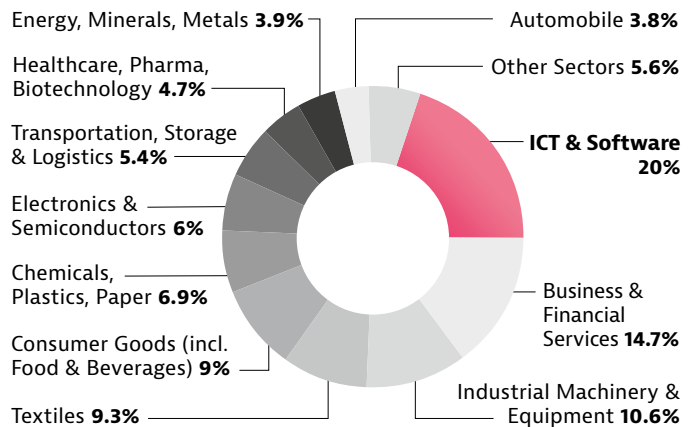
The most important countries as sources for new investment projects are the USA (20 percent of all investment projects), Switzerland (11 percent), and the UK (nine percent) respectively. In 2009, China emerged as a major source of investments, rising to become the most important Asian source country for greenfield FDI projects in Germany. The high level of Chinese investment has subsequently been maintained, making Germany Europe’s number one location for Chinese greenfield investments.

## Diverse Industry Opportunities

According to fDi markets, foreign companies invested in 39 different sectors – underlining the highly diversified nature of Germany’s economy. Most new investment projects were realized in the ICT & software industry (20 percent of new projects), with business and financial services (15 percent) close behind. Most new projects open sales and marketing & support offices. One in seven investment projects is either R&D or manufacturing-site located. The Ernst & Young Attractiveness Survey 2019 further points to the diverse investment opportunities in Germany. The growth drivers are in the transportation & automotive industries, digital industries (information & communications technology), environmental technologies and, energy/utilities as well as pharmaceuticals and biotechnology. Managers surveyed expect future investment activities to extend beyond sales and marketing operations to include R&D and manufacturing.

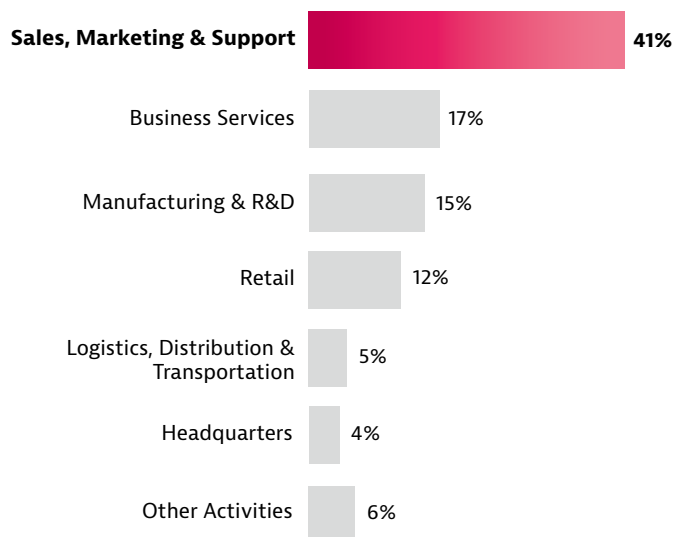
 Germany Trade & Invest's industry experts can help realize your investment project in Germany. Please contact [invest@gtai.com](mailto:invest@gtai.com) for more information.

## FDI Project Share in Germany by Sector 2010-2018



Source: fDi Markets 2019

## FDI Projects in Germany by Business Activity 2010-2018



Source: fDi Markets 2019

## Europe's Economic Hub

### Europe's Largest Market

Germany is the largest economy in Europe. It constitutes 21 percent of European GDP, and is home to 16 percent of the European Union's (EU) population. The German economy is both highly industrialized and diversified, with an equal focus on services and production.

### Stable Economy

The German economy is widely considered the stabilizing force within the EU - and particularly within the eurozone. Between 2010 and 2018, real GDP within the EU-28 grew by 1.6 percent yearly on average. During the same period, the German economy grew at a rate of 2.1 percent, a higher rate than that observed in the UK, France and Italy. Due to uncertainties in the global economic environment, the German government expects slower growth of 0.5 percent in 2019, followed by an upswing of 1.5 percent in 2020.

### Global Player

Germany's products continue to be export hits worldwide. In 2018, German export levels reached EUR 1.3 trillion, with imports of EUR 1.1 trillion during the same period. German-produced goods from the chemical, automotive, and machinery & equipment industries are in particularly high demand worldwide.

Sixty-eight percent of all exports are exported to European countries, of which 59 percent go to EU member states. In 2018, Asia was the number two region for German exports; receiving approximately 17 percent of all goods from Germany, followed by the Americas on 12 percent.

### Manufacturing Location Germany

German companies represent almost ten percent of European manufacturing companies and generate almost 27 percent of total EU turnover in the sector. More foreign companies are placing their faith in Germany as a vital production site location, and are benefiting from the country's excellent business framework and superior productivity rates.

### SMEs: Germany's Economic Backbone

Exports are driven by Germany's backbone of highly innovative small and medium-sized enterprises (SMEs), the renowned *Mittelstand*. They constitute 99.5 percent of all companies, employing around 60 percent of the German workforce. Many of these SMEs are hidden champions - world market leaders in their respective niche segments. Together with internationally leading large companies - including Bayer, BASF, Daimler, Volkswagen, and Siemens - they make up Germany's manufacturing industrial base.

### Share of Total GDP and Population in the European Union 2019

	GDP (in EUR billion)	Share of Total GDP (EU-28)	Population (in million)	Share of Total Population (EU-28)
<b>Germany</b>	<b>3,386</b>	<b>21%</b>	<b>82.8</b>	<b>16%</b>
UK	2,394	15%	66.3	13%
France	2,353	15%	66.9	13%
Italy	1,757	11%	60.5	12%
Spain	1,208	8%	46.7	9%
Netherlands	774	5%	17.2	3%
Poland	496	3%	38.0	7%
Czechia	208	1%	10.6	2%
EU-28	15,890		512.4	
USA	17,974		327.2	
China	11,432		1,395.4	
Japan	4,342		126.4	

Note: Currencies converted with the European Central Bank's reference exchange rates for 2018

Source: Eurostat 2019 Federal Statistical Office Germany 2019, US Census Bureau 2019, NBS of China 2019, Statistics Bureau Japan 2019

# Infrastructure Excellence

## Europe's Global Logistics Hub

Thanks to its geographic location, but most of all due to factors of quality and reliability, Germany has become Europe's prime logistics hub. With state-of-the-art transportation networks (road, rail, sea, and inland waterways) as well as a dense network of national and international airports, Germany provides easy access to domestic and international markets.

*"Investing in Germany brings the immense German quality trademark for our customers and the ability to grow our business using the excellent infrastructure, locational advantage, value-for-money labor, and favorable economic conditions."*

Dr. Sankar Das Gupta, CEO and Co-Founder, Electrovaya Inc.

## World Class Transport Infrastructure

Germany's infrastructure excellence is confirmed by a number of recent studies including the World Economic Forum's (WEF) Global Competitiveness Report and various investor surveys conducted by institutions including the World Bank and Ernst & Young. The 2018 Logistics Performance Index of the World Bank ranked Germany first worldwide for its logistic proficiency; singling out Germany's quality of trade and transport infrastructure. Accumulated in this score for Germany are high marks for the quality of roads and air transport, excellent railroads and port infrastructure, as well as information infrastructure. Further indicators where Germany secured the top slot were "logistics competence" and "timeliness."

## World Class Network Infrastructure

Among the highlights of the country's network infrastructure are Europe's second largest port measured in container port traffic (Hamburg), Europe's largest port container terminal (Bremerhaven) and over 250 inland ports. Germany has a dense network of airports including 21 international airports. Of these, Frankfurt is Europe's second-largest airport in terms of cargo and its fourth-largest airport passenger volume. The country's highway system has one of the highest highway kilometer density levels in Europe, its approximately 38,500 km of railway track being almost enough to circle the globe.

## Bringing East and West Together

Germany's seaports in the north are an important conduit for trade with the UK, Scandinavia, and the Baltic states. In the west, an extensive network of roads, rail links and inland

## Quality of Infrastructure 2018

Rank	Country
1	Germany
2	Sweden
3	Belgium
4	Austria
5	Japan
6	Netherlands
7	Singapore
8	Denmark
9	United Kingdom
10	Finland

Source: World Bank Logistics Performance Index 2018

waterways feeds into France and the Benelux countries. To the south, Germany has strong commercial ties with Switzerland and Austria and road, rail and water links with the Balkan states. Turning eastwards, Germany's borders with Poland and Czechia open up roads to the more distant and expanding European and Asian markets.

## Security of Electricity and Gas Supply

Security of supply of electricity and gas is very high – almost 100 percent according to the Federal Ministry for Economic Affairs and Energy monitoring report on security of electricity supply. Germany has the most reliable power grids in Europe, with customers contending with power failure rates of less than 16 minutes per year. At around 1.8 million kilometers in length, the electricity network is tightly interconnected – making it less susceptible to interference than the networks of comparable industrialized nations. The integration of fluctuating renewable energies into the electricity grid demands innovative storage solutions and major investment in the transmission grid. The increased feed-in of wind and solar energy as part of Germany's "Energy Transition" will affect the stability of power supply. This requires the construction of smart grid infrastructure that ensures uniform utilization. Smart energy grids will play a pivotal role in maintaining power stability in the years ahead as renewable energy sources are integrated into the power mix.

# Increasing Competitiveness

## High Productivity

Measured comparatively in unit labor costs, Germany has gained in productivity over the past decade. In contrast to other European countries that have experienced a major overall increase in unit labor costs, these costs have remained fairly stable in Germany, growing at around two percent only. This has made the economy more competitive – particularly in manufacturing.

*“Due to the highly qualified workers and efficient cost structures, on top of Germany's leading position in the field of automotive expertise, Germany was the clear choice for our new production, European headquarter and R&D activities.”*

Yoshihiro Nakata, Managing Director,  
Sunstar Engineering Europe GmbH

## Stable Labor Costs

The labor cost gap between Germany and its eastern European neighbors has been reduced significantly. Since 2010, wages in manufacturing have risen in most European countries (EU-28), with a growth rate averaging 2.3 percent. While some countries – particularly those in Eastern Europe – experienced a rise of more than four percent, Germany recorded a moderate labor cost growth rate of just 2.2 percent.

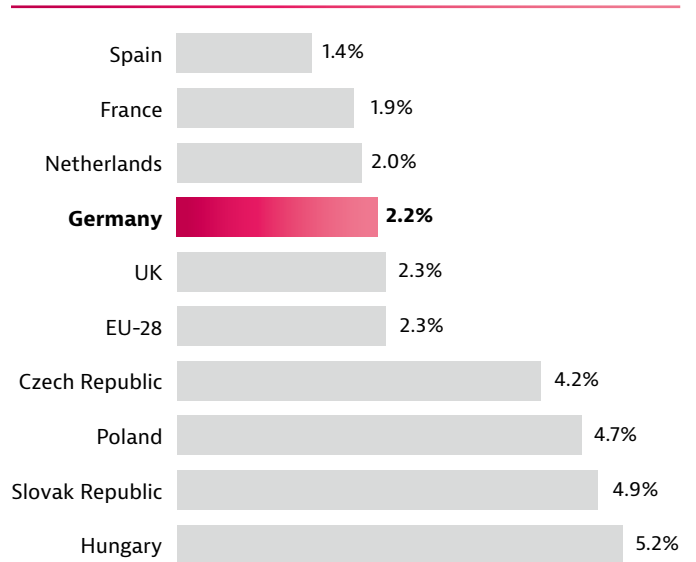
## Excellent Production Standards

Germany's high productivity is also closely linked to its excellent production process standards. This has been confirmed by a study of international executives conducted by the WEF. According to the study findings, Germany is seen as being an EU country where the best and most efficient process technology is applied.

## Motivated and Dependable Employees

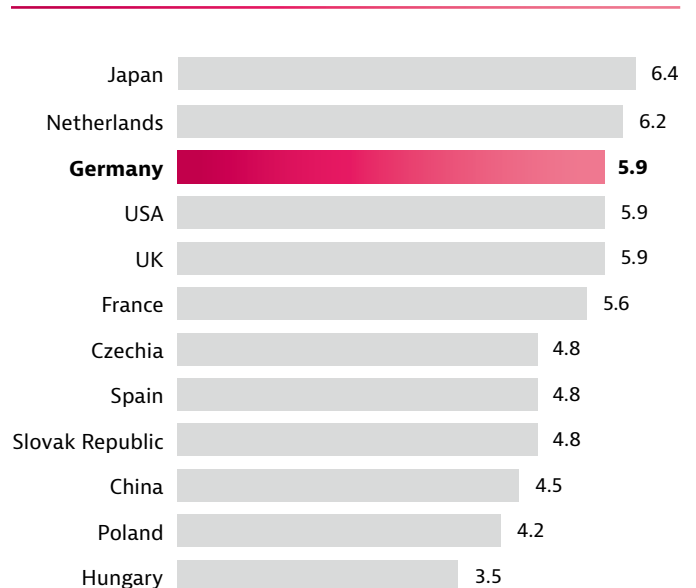
German labor flexibility is reflected in higher than average employee motivation levels – exceeding those of most leading industrialized nations. According to the IMD World Competitiveness Yearbook 2017, German employee motivation levels are greater than those of their counterparts in the US, China, Russia, Poland, France, and the UK. This can be related to the fact that Germans work more than their international peers (41 hours per week) and lose less days per annum to strike action than other European nations.

## Labor Cost Growth in Manufacturing 2009–2018 annual average growth



Source: Eurostat 2019

## Assessment of Sophistication of Production Process 2017



1=labor-intensive methods or previous generations of process technology  
7=the world's best and most efficient process technology

Source: World Economic Forum 2017

# Excellence in Professional Education

## Highly Skilled Workforce

Germany's excellent workforce is decisive to the country's high productivity rates. It comprises over 42 million people – making it the largest pool of ready labor in the EU. The majority of the German workforce gets its business orientated and highly specialized qualification through a system of vocational training – in addition to college and university graduates. More than 80 percent of the German workforce has received formal vocational training or is in possession of an academic degree.

## Dual Education System

In order to secure the economy's demand for highly qualified personnel, Germany developed a dual system in vocational training – combining the benefits of classroom-based and on-the-job training over a period of two to three years. By applying the dual education system, Germany's industry trains a qualified workforce at relatively low cost. In close cooperation with the German government, the German Chambers of Industry and Commerce (IHKs) and the German Confederation of Skilled Crafts (ZDH) ensure that exacting standards are adhered to, guaranteeing the quality of training provided across Germany.

This close cooperation between the public and private sector guarantees the dual education system's efficiency. Almost one in five German companies take part in the dual vocational training system, thereby turning apprentices into specialists that fit each company's individual needs. Most apprentices receive an employment contract after training. Eighty percent of trainees are taken on as employees in production-based industries, underlining the importance of the training system for companies. More than 1.3 million young people are currently in vocational training in Germany. Germany's dual education system enjoys an unparalleled international reputation, being responsible for the lowest youth unemployment rate in Europe. The dual education system is revised according to industry and labor market needs and trends.

## Engineering Excellence

According to the German Federal Statistical Office, Germany has a particularly high academic uptake rate. In the academic year 2018/2019, some 510,000 students – at more than 425 institutions of higher education – embarked on a course of academic study. Germany's share of university students in the sciences, mathematics, computer sciences, and engineering is the highest in the EU, with more than 38 percent of all students. And, according to the OECD, Germany also boasts the highest number of new doctorates in natural sciences and engineering within Europe and ranks third worldwide.

## Germany's Dual Vocational Education and Training (VET) System



TRAINEES



### DUAL VET PROGRAMMES: 2 – 3,5 YEARS

#### IN-COMPANY TRAINING (70% OF VET)

- Legal Basis: Training contract
- Company pays trainee a „Training allowance“
- Company provides systematic training under real-life working conditions (in-company trainer, up-to-date equipment etc.)

#### VOCATIONAL SCHOOL EDUCATION (30% OF VET)

- Legal Basis: Compulsory education law
- Local government finances public vocational schools (facilities, teachers etc.)
- Vocational schools offer lessons in vocational (2/3) and general (1/3) education

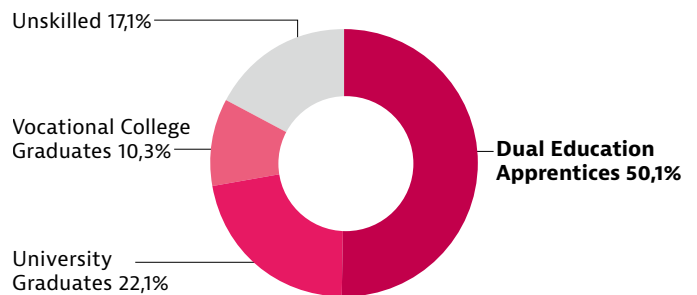


SKILLED EMPLOYEES



Source: Germany Trade & Invest, BIBB 2019

## Workforce by Level of Professional Education 2017 percent of total workforce



Source: Federal Statistical Office 2018



# High Innovation Rate

## Innovation Leader Germany

Significant sums are invested in the development of new technologies and innovations. Germany is Europe's biggest research spender, with total research and development (R&D) expenditure of EUR 99 billion in 2017. Since 2009, R&D expenditures have steadily increased at a compound annual growth rate of 4.5 percent. Research and development is considered to be among the most important reasons for the dynamic development of the German economy. Industry in particular has significantly increased its R&D expenditures in recent years. More and more companies are establishing international research facilities in Germany. Between 2014 and 2017, R&D foreign direct investment (FDI) stocks in Germany grew by 96 percent to almost EUR 2 billion.

## Diverse Innovation Landscape

Industrial research reflects Germany's key source of innovation. In 2017, domestic companies invested almost EUR 69 billion in developing new technologies for competitive products. Six of the EU's top ten R&D companies are German enterprises, with car manufacturer Volkswagen leading the ranking. Germany's innovation landscape represents various research players, with industry a major player in contract research. Companies invested EUR 1916 billion in third-party (i.e. contract) research. Successful research in Germany is based on efficient cooperation between companies, universities, and research organizations. A national cluster network combines cooperative research along the value chain with traditionally strong and world-leading industries.

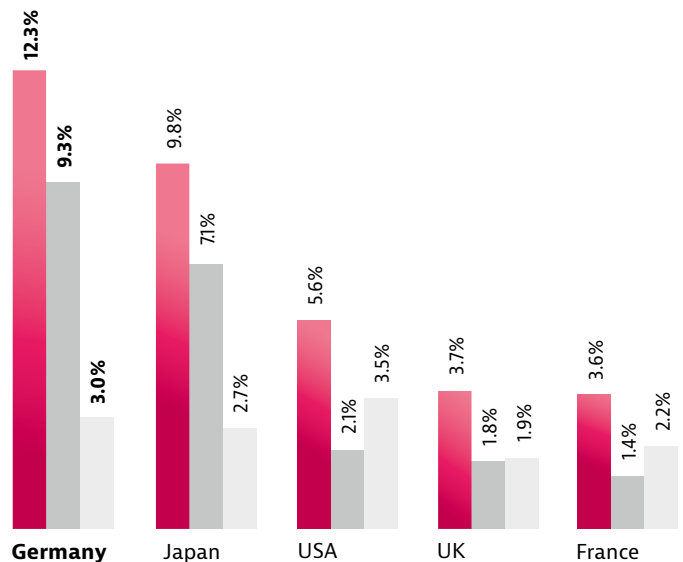
## Innovative Cluster Environment

Companies and research institutions benefit from the strengths and competencies of regional R&D clusters throughout Germany. They transform innovative ideas into marketable business solutions and services. The BMWi "go-cluster" excellence program provides financial stimulus – in the form of support for innovative services and funding for novel solutions – to optimize cluster management allowing member clusters to position themselves as highly effective and visible international clusters ([www.clusterplattform.de](http://www.clusterplattform.de)).

## Location Advantage: Innovation Value Added

Germany's innovation profile is dominated by manufacturing industry spending; with EUR 58.4 billion in outgoings equivalent to around 85 percent of the private economy's internal R&D expenditure. Data issued by the German Institute of Economic Research (DIW) finds that no other industrialized country produces a larger share of gross value added in high-tech industries. A broad base of foreign investments in R&D underlines Germany's strong position. According to a DIW study, more than 90,000 employees work in R&D in foreign-owned German subsidiaries.

## Research-intensive Industries Share of Gross Value Added 2016



- Research-intensive industries (total)
- High-tech industries
- Cutting-edge technologies

Note: High-tech industries are characterized by high internal R&D expenditures of between 2.5%-7% of the average OECD turnover; cutting-edge technologies exhibit an internal R&D intensity level of more than 7% of average OECD turnover.  
Source: German Institute of Economic Research (DIW) 2019

With an annual R&D budget of EUR 13 billion, these companies account for more than 22 percent of industry innovation expenditure. Most R&D facilities are operated by European and US companies.

## High-Tech Products "Made in Germany"

German companies are in the top tier of global leaders in the development of new technologies. The trend towards digitalization is accelerating in the continued growth of German industry and trade. In 2017, Germany exported high-tech goods to the value of EUR 143 billion – making the country the top high-tech goods exporter in Europe and second worldwide.

## R&D Leadership

### Public R&D Support: Germany's High-Tech Strategy

The German government's High-Tech Strategy promotes the advancement of new technologies by creating synergy effects between industry and institutional research. Most programs within the framework of the High-Tech Strategy aim at promoting partnerships between different project partners – particularly enterprises and research institutes – in order to bring together institutional research and entrepreneurial expertise. R&D projects can accordingly count on generous financial support in the form of R&D grants. Interest rate-reduced loans and special partnership programs complete Germany's public R&D project support.

*"The excellent research environment, the care and attention to detail, and the mentality to keep improving on excellence – all of these important factors in the birth of a new and successful company are here in Germany."*

Dr. Xiaomao Wu, CEO & Founder, Gridworld GmbH

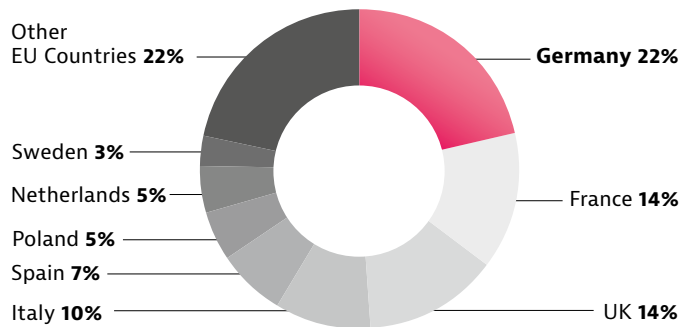
### World Class Know-How

While Germany is home to the largest population of researchers in Europe (22 percent of all EU scientists live and work in Germany), German scientists work on projects all over the world. The research results obtained by the Max Planck Society, for example, are achieved through fruitful partnerships with some 5,500 partners in research institutions in over 110 countries. Cooperation projects between companies and academic research institutes provide an efficient way to close knowledge gaps. Scientists can be easily integrated into the company team of developers and researchers and, increasingly, institutes provide for the necessary laboratory facilities.

### European Patent Leader

With nearly 21,000 patents granted at the European Patent Office in 2018, Germany's share of patents is almost twice that of France and the UK combined. This shows the commercial viability of innovations made in Germany. The country is also one of the leading European nations in triadic patents (patents registered at the three major global patent offices, the European Patent Office, the United States Patent and Trademark Office, and the Japan Patent Office).

### National Share of Researchers\* in EU-28 2017



\*Full-time equivalent researchers. Data for France only available for 2014. Source: Eurostat 2019

### Investing in Innovation

Non-university research institutes, universities and companies all work together in numerous clusters throughout the country to improve or invent new products, services and processes. The German federal government has been providing targeted financial support for over 20 years. According to the German Federal Statistical Office, universities invested approximately EUR 17 billion in R&D in 2017. Germany's non-university research foundations – the Max Planck Society, Fraunhofer-Gesellschaft, Helmholtz Association and Leibniz Association – provided an increased overall research budget of more than EUR 10 billion for the same year. With more than 77,000 full-time equivalent research personnel working at more than 250 institutes, these organizations are involved in a broad spectrum of research projects; covering everything from fundamental to applied science.

### Germany's Hidden Champions

Among Germany's small and medium-sized enterprises (SMEs), the German *Mittelstand*, there is a group of around 1,200 companies that deliver outstanding performance in their R&D investments and successfully marketing their products and services internationally. These enterprises are often referred to as the "hidden champions" within their product segment. Many are world market leaders in their niche market. Annual share of R&D expenditure is often within a range of between 10 and 18 percent of total sales volume.

## Germany: At the Crossroads of Europe

Situated at the market crossroads of Europe, Germany's optimal geographic location is beyond question: Over half of the EU population lives within 500 kilometers of Germany's borders; more goods pass through Germany than any other European country; and almost all of Europe is reachable within three hours by air or 24 hours by road.



# Innovation “Made in Germany”

Germany significantly invests in cutting-edge technologies. With a 2017 R&D investment level of EUR 99 billion, Germany invested more in R&D than the UK (EUR 38 billion) and France (EUR 50 billion) combined. Research and development expenditures of individual German federal states

often correspond to those of individual European countries. Bavaria’s R&D spending, for example, is comparable to the combined R&D investment of Spain, Portugal, and Greece, while North Rhine-Westphalia invests more than Spain.

## R&D Expenditure Equivalents by Federal State 2017



Source: Germany Trade & Invest based on Federal Statistical Office, Eurostat 2019

# Germany Trade & Invest Helps You

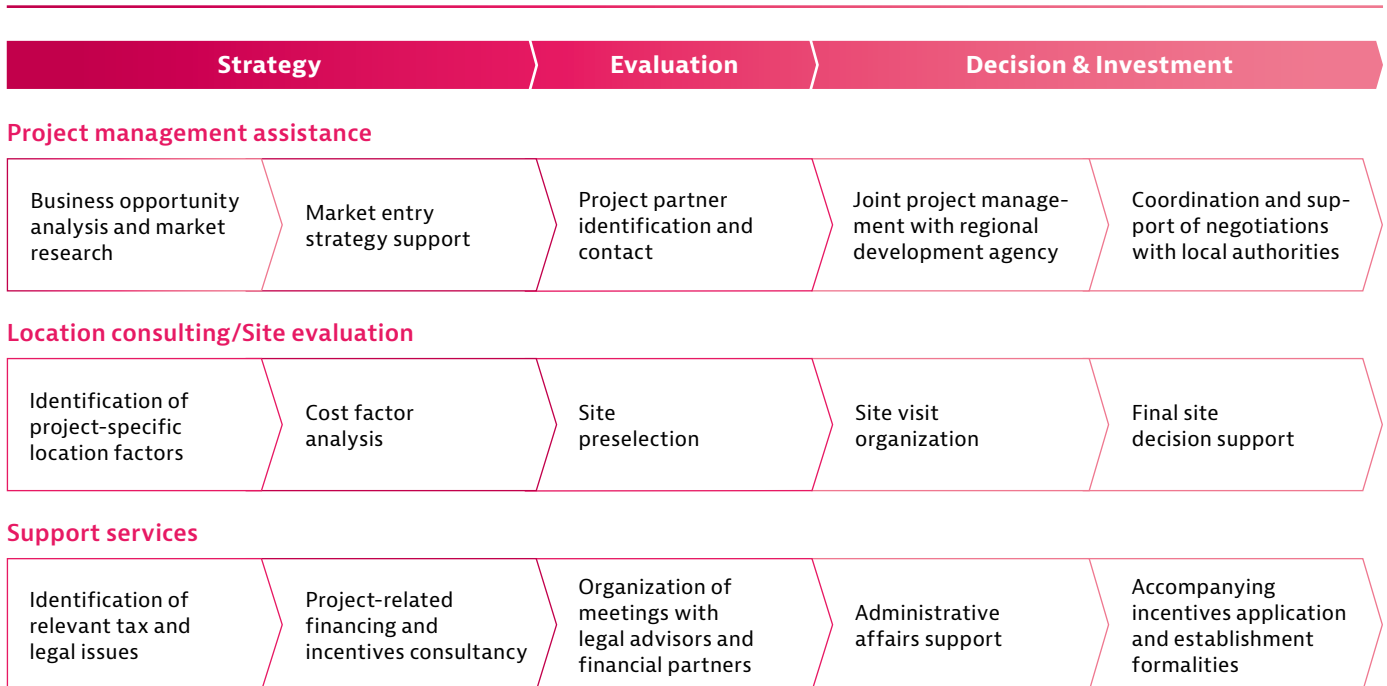
Germany Trade & Invest's teams of industry experts will assist you in setting up your operations in Germany. We support your project management activities from the earliest stages of your expansion strategy.

We provide you with all of the industry information you need – covering everything from key markets and related supply and application sectors to the R&D landscape. Foreign companies profit from our rich experience in identifying the business locations which best meet their specific investment criteria. We help turn your requirements into concrete investment site proposals; providing consulting services to ensure you make the right location decision. We coordinate site visits, meetings with potential partners, universities, and other institutes active in the industry.

Our team of consultants is at hand to provide you with the relevant background information on Germany's tax and legal system, industry regulations, and the domestic labor market. Germany Trade & Invest's experts help you create the appropriate financial package for your investment and put you in contact with suitable financial partners. Incentives specialists provide you with detailed information about available incentives, support you with the application process, and arrange contacts with local economic development corporations.

All of our investor-related services are treated with the utmost confidentiality and provided free of charge.

## Our support services for your investment project



## CONTACT

# FDI Competence Center



Thomas Bozoyan is the senior manager in the FDI Competence Center at Germany Trade & Invest. The FDI Competence Center is responsible for preparing economic analyses and information pertaining to foreign direct investment levels in Germany. Located in Germany Trade & Invest's Investor Support Services division, the center supports investor acquisition activities through the provision of FDI reporting, economic data and international location study reports. With more than a decade of experience, Thomas is a senior market intelligence specialist with a specific focus on the German business environment and Germany as an investment location.

For questions on how to establish your business in Germany, please contact [invest@gtai.com](mailto:invest@gtai.com)

For more information about Germany as a business and investment location, please visit our website: [www.gtai.com](http://www.gtai.com)

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on the basis of a decision  
by the German Bundestag

## About Us

Germany Trade & Invest (GTAI) is the economic development agency of the Federal Republic of Germany. The company helps create and secure extra employment opportunities, strengthening Germany as a business location. With more than 50 offices in Germany and abroad and its network of partners throughout the world, GTAI supports German companies setting up in foreign markets, promotes Germany as a business location and assists foreign companies setting up in Germany. All investment services and related publications are free of charge.

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