



LOGISTICS

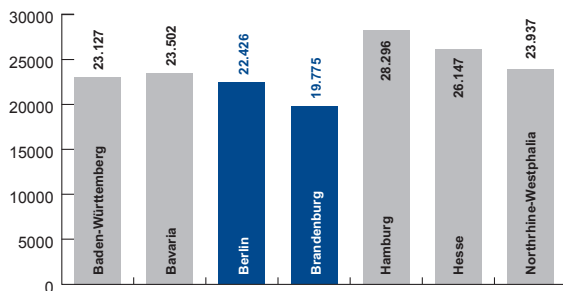
in the Berlin-Brandenburg Capital Region

THE GERMAN CAPITAL REGION
MORE VALUE FOR YOUR INVESTMENT

13 great advantages for your investment

- Centrally located for European traffic flow
- Close to Central and Eastern European emerging markets
- 6 million consumers in the Berlin-Brandenburg region
- 100 million potential clients located within an 8-hour drive by HGV
- New Berlin Brandenburg Airport (opening June 2012) offers excellent air freight perspectives
- Large-scale industrial locations connected to highways with operating permission available 24 hours a day, 7 days a week
- Excellent transportation and telecommunication infrastructure
- Leading location for telematics (Electronic Data Transmission)
- Up to 50% in investment support for the logistics industry
- Highly qualified employees, low labor costs
- Efficient and unbureaucratic authorization procedures
- Universities and Universities of Applied Sciences renowned for logistics and IT professorships
- Close to political decision makers and organizations

Gross wages and salaries per employee (Germany) in trade, transport and the hotel and restaurant industry in 2009 (Euro)



Source: LDS, VGR, LASA, 2010

Efficient connections – attractive prices

Berlin-Brandenburg is strategically located and is an ideal site for a Europe-wide distribution due to its proximity to German seaports and the availability of large-scale industrial real estate. The sites are located next to highways and available at favorable prices. Germany's capital region is characterized by its excellent connections in all directions. The ideally developed trans-European network of rails, roads, aviation and inland water transportation all meet here. Investment support is available for up to 50% of costs within general guidelines.

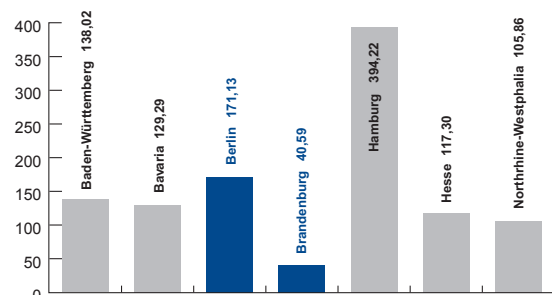
Berlin and Brandenburg – right in the heart of Europe



Qualified employees – flexible and competitive

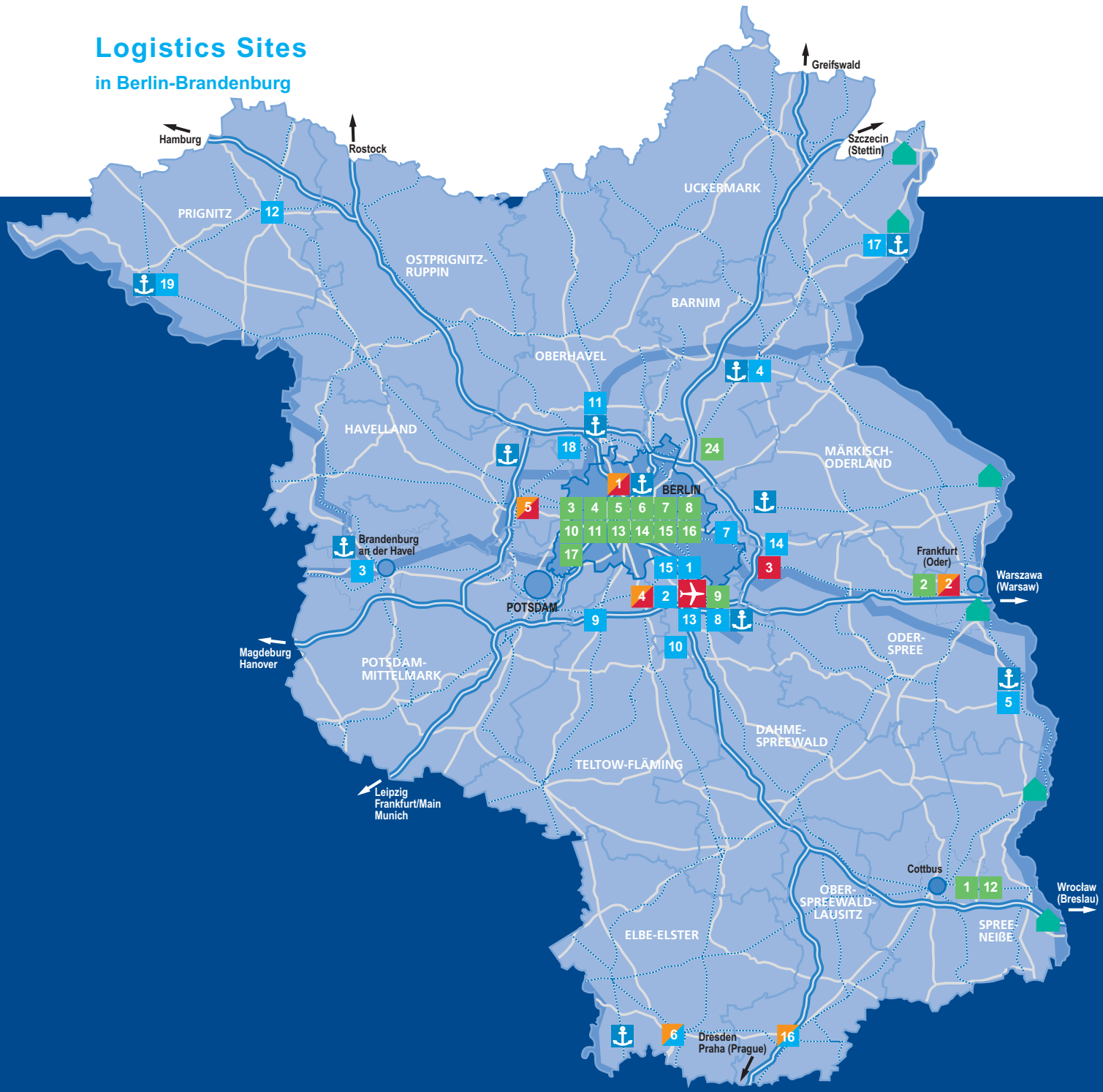
In the Berlin-Brandenburg region, logistics companies will find highly qualified and motivated employees. High quality work is guaranteed thanks to three years of vocational training in logistics; this extends from specialized computing experts to warehouse clerks. In the region, 180,000 employees work in the logistics industry. Despite employees being qualified above the average level, regional wages and salaries are around 30 percent lower than those of comparable areas. Flexible working hours and rates, a 40-hour working week, combined with few local public holidays, make the region a cost-saving industrial site. The companies Berlin Partner GmbH and ZukunftsAgentur Brandenburg GmbH (Brandenburg Economic Development Board) provide a wide range of support services, from recruiting to advanced vocational training of new employees.















Costs of land for building in selected German Federal States in 2009 (Euro/m²)



Source: Federal Statistical Office Germany, 2010

Logistics Sites in Berlin-Brandenburg



- | | | | | | |
|---|---|---|---|---|--------------------|
|  | Cargo Transport Centers |  | Science and Research Institutes |  | Independent Cities |
|  | Cargo Transport Centers with Intermodal Traffic Terminals |  | Inland Port |  | District Border |
|  | Logistics Sites |  | Berlin-Schönefeld International Airport, from June 2012
Airport Berlin Brandenburg |  | Federal Highway |
|  | Logistics Sites with Intermodal Traffic Terminals |  | Border Crossing |  | State Highway |
| | | | |  | Railroad |
| | | | |  | Waterway |

The network for your success

Selected businesses and research institutions
in the Berlin-Brandenburg capital region

Cargo transport centers

- 1** BEHALA, Berlin
www.behala.de
- 2** ETTC, Frankfurt (Oder)
www.etc.de
- 3** Cargo Transport Centre Berlin-Ost,
Freienbrink
www.gvz-berlin.de
- 4** Cargo Transport Centre Berlin-Süd,
Großbeeren
www.gvz-berlin.de
- 5** Cargo Transport Centre Berlin-West,
Wustermark/Brieselang
www.gvz-berlin.de

Logistics sites

- 1** BBI Business Park
- 2** Blankenfelde/Mahlow
- 3** Brandenburg an der Havel
- 4** Eberswalde
- 5** Eisenhüttenstadt
- 6** Elsterwerda
- 7** Hoppegarten
- 8** Königs Wusterhausen
- 9** Ludwigsfelde
- 10** Mittenwalde
- 11** Oranienburg
- 12** Pritzwalk
- 13** Rangsdorf
- 14** Rüdersdorf
- 15** Schönefeld
- 16** Schwarzhöhe
- 17** Schwedt
- 18** Velten
- 19** Wittenberge

Science and research institutes

Universities

- 1** Brandenburgische Technische
Universität Cottbus (BTU)
www.tu-cottbus.de
- 2** European-University Viadrina
Frankfurt (Oder)
www.euv-frankfurt-o.de
- 3** Freie Universität Berlin
www.fu-berlin.de
- 4** Technische Universität Berlin
www.logistik.tu-berlin.de

Universities of Applied Sciences

- 5** Berlin Technical University of
Applied Sciences
www.beuth-hochschule.de
- 6** University of Applied Sciences for
Technology and Economy Berlin (HTW)
www.htw-berlin.de
- 7** Berlin School of Economics and Law
www.hwr-berlin.de
- 8** Steinbeis University Berlin
www.steinbeis-hochschule.de
- 9** Technische Hochschule Wildau (TH)
www.th-wildau.de

Universities of Cooperative Education

- 10** Berlin School of Economics and Law
www.hwr-berlin.de
- 11** Business Administration and Economy
Academy Berlin
www.vwa-gruppe-bcw.de

Research institutes

- 12** Fraunhofer Application Center for Logistics
System Planning and Information Systems
Cottbus
www.ali.isu-cottbus.de
- 13** Fraunhofer-Institute for Production Systems
and Design Technology IPK in Berlin
www.ipk.fraunhofer.de
- 14** Transport Technology Systems
Network (FAV)
www.fav.de
- 15** Zuse Institute Berlin (ZIB)
www.zib.de
- 16** Steinbeis-Transfer Centre Asicon:
Technology Consulting and Marketing
at the HTW Berlin
www.asicon-berlin.com
- 17** TSB Innovation Agency Berlin GmbH
www.technologiestiftung-berlin.de

Logistics companies

- Airport Berlin Brandenburg
www.berlin-airport.de
- Alfred Talke Logistic Services
www.alfred.talke.com
- Bosch und Siemens Hausgeräte
Logistikzentrum · www.bsh-group.de
- Dachser
www.dachser.com
- Deutsche Bahn
www.bahn.de
- Deutsche Post
www.deutschepost.de
- Dialog
www.dialog-logistik.de
- DPD (Deutscher Paketdienst)
www.dpd.de
- Fiege
www.fiege.de
- Gazeley
www.gazeley.com
- Gefco
www.gefco.de
- Kraftverkehr Nagel
www.nagel-group.com
- Kuehne + Nagel
www.kn-portal.com
- Lekkerland
www.lekkerland.de
- Panalpina
www.panalpina.de
- PSI
www.psi.de
- ReiCo Logistik
www.reico-spedition.de
- REWE
www.rewe.de
- Rhenus Logistics
www.rhenus.com
- Rieck Logistik
www.riek-logistik.de
- Siemens
www.siemens.de
- C. Spaarmann
www.spaarmann.de
- Toll Collect
www.toll-collect.de
- Trinks
www.trinks.de
- Ullrich
www.ullrich-gruppe.de
- UPS
www.ups.de
- VW Original Teile Logistik
www.volkswagen-otlg.de
- WLS
www.wls-logistic.de

Powerful technology transfer

Seven universities, 21 institutes and universities of applied sciences with around 190,000 students and more than 250 private and public institutes form one of the most dense research network centers in Europe. Logistics specialists benefit from the specialized industry expertise of the scientific institutes. Among these institutes are the logistics faculties of the TU Berlin, the Technical University of Applied Sciences in Wildau, and the Fraunhofer Application Center for Logistic System Planning and Information in Cottbus.



Moving through the city with high-tech: Display panel from the Traffic Management Center Berlin, VMZ

Telematics in the capital region

For the combination of IT and mobile data-transfer via telecommunications, Berlin-Brandenburg offers sophisticated know-how and real-time field tests. Developments, concepts and innovations are implemented and demonstrated in transport, virtual parking, and navigation. Toll Collect, which operates across Germany, has its Head Office in Berlin. The electronic toll system for freight vehicles is one of the leading technology telematics systems in Europe. As one of the first German pilot applications, the electronically controlled parking process "Mobile Parking" has been used in Berlin since 2005 and has been widely accepted. "TomTom" established its European laboratory in Berlin Adlershof for real-time traffic information merging. EADS, IABG and TelematicsPRO e.V. market innovative telematic applications in the network management "META". These are designed in cooperation with scientific institutions such as the TH Wildau (Germany's First Study Course for Telematics), the TU (Technische Universität) Berlin, and national (DLR, Fraunhofer Fokus, and TelematicsPRO e.V.) and regional institutes.



Production Technology Center Berlin: A cooperation of the Technische Universität Berlin (TU Berlin) and the Fraunhofer-Institute IPK

Partnership with perspectives

The LogisticNetz Berlin-Brandenburg e.V. brings all the logistics industry activity and information in the capital region together:

- Marketing and public relations
- Business introductions
- Site selection and investment consultancy
- Planning, financing and implementation of logistic real estate estate for logistics purposes
- Warehousing, distribution, and transport
- Research, advanced training and knowledge transfer

The network, founded by experts in the logistics service chain, benefits the cooperation between the members, and optimizes individual consulting and procedures for clients.

www.logistiknetz-bb.de



Working together for powerful logistics: Workshop LogisticNet

Berlin-Brandenburg capital region

Locational advantages, facts and services



Quadrige and Reichstag dome



Sanssouci Palace in Potsdam



Excellent leisure facilities in the region

■ Where investment makes sense

Berlin-Brandenburg is the best funding location in Europe. Investment assistance comes in the form of direct subsidies. Funding programmes pool resources from the EU, the German federal government and the states of Berlin and Brandenburg. In the capital region, large companies receive up to 30 percent in investment subsidies, medium-sized companies up to 40 percent and small companies up to 50 percent.

■ High quality of life

The region offers the unique combination of Berlin's international metropolitan flair and Brandenburg's fascinating countryside and historical places of interest. A nightlife like no other, renowned large-scale events, more than 170 museums, 150 performance venues and around 500 palaces, churches and parks – all these add up to an irresistible location. The region also offers unlimited sporting and leisure activities such as golf, horse riding, water sports and flying. Living costs, transport and leisure activities are considerably cheaper than in other comparable metropolitan regions.

■ Making investment easy

The two business promotion agencies Berlin Partner GmbH and Brandenburg Economic Development Board GmbH (ZAB) provide extensive support with the establishment of your business: they're competent, quick, unbureaucratic, confidential and offer a free service.

- Location: facts and figures about the Berlin-Brandenburg business region
- Personnel: support with the recruitment and training of new employees
- Real estate: help with leasing or buying premises
- Financing: advice on funding assistance and financing methods
- Contact with: public authorities, banks, trade associations, corporate alliances

www.capital-region.de

www.brandenburg-invest.com/logistics

www.businesslocationcenter.de/logistik

Your contact in Brandenburg:

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Brandenburg GmbH

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