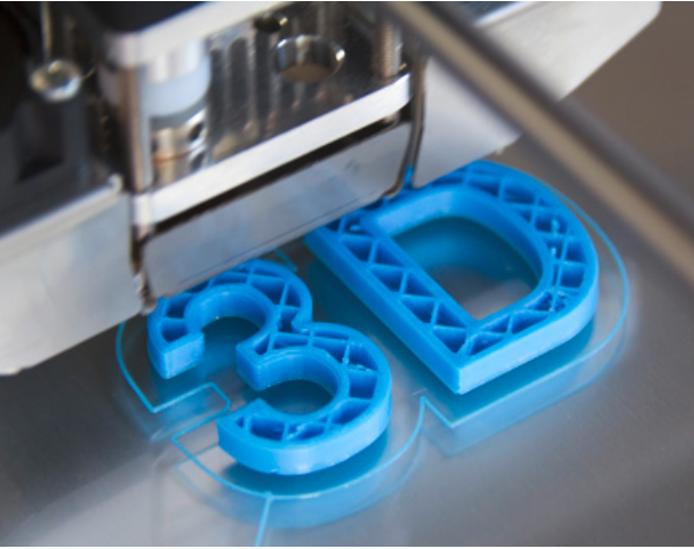


Solingen



International Business Center Solingen (IBCS)



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Solingen is characterized by cosmopolitanism and internationality. Not just because of the people who live here from more than 130 nations or through the export-oriented economy. Just like its urban society, the community has diverse international relationships – which are becoming better due to globalization and networks which are getting stronger.

Together with Remscheid and Wuppertal, Solingen lies in a traditional handicraft and industrial region, a “workshop region in the countryside” which represents almost 700,000 residents. The central location of the three cities in Germany and in Europe is economically promising – between the Ruhr Region and the Rheinschiene. The metropolises Düsseldorf and Cologne, Essen and Duisburg lie within a radius of 30 to 50 km. The next international airports (Cologne and Düsseldorf) are accessible in about 30 minutes.

Besides the world-renowned cutlery industry (we are called Solingen, City of Blades since 2012 for a reason), our city twinning agreements and the global companies based here, we would like to establish more international networks and position ourselves globally.

Solingen invites people from all over the world! With the International Business Center Solingen, we would like to support people who are willing to start up businesses in Solingen. Through specific offers such as assistance in settling in Solingen or searching for suitable real estate, etc., the International Business Center Solingen supports you step by step as you start out in Solingen.

We look forward to seeing you!



Tim Kurzbach
Lord Mayor of Solingen – City of Blades



Solingen, the City of Blades, is known around the world and has good international networks through its companies. However, it is not just Solingen’s products and services that are sought internationally; Solingen, which lies near metropolises, is becoming more interesting for global companies. We as Business development of the City of Solingen therefore want to promote our own network with binding structures and, with our two business partners, the Ern-Gruppe and Brockhaus & Kollegen Rechtsanwalts-gesellschaft mbH, we have established the International Business Center Solingen, in short IBCS.

We have created a specific point of contact for international business in Solingen. We offer business people from all over the world a uniform range of services for their start in Solingen. It is important to us to take care of our partners from overseas entirely and to be able to give them a good feeling.

IBCS is located in the Startup and technology center Solingen, which has been housing the 3D startup campus NRW since 2018. An ideal place to bring business together with research, 3D technology and startups.

We warmly welcome all interested parties to Solingen.



Frank Balkenhol
Managing Director of the Economic development of the City of Solingen

The **International Business Center Solingen (IBCS)** is an initiative of the Economic development of the City of Solingen which, together with its two partners, Ern-Gruppe and Brockhaus & Kollegen Rechtsanwalts-gesellschaft mbH, acts as the **main point of contact for international business people in Solingen** with the objective of offering an integral range of services.

Located centrally between Düsseldorf and Cologne, Solingen, the City of Blades, offers an extremely competitive environment for companies:

- 10 minutes to the superhighways and railway stations
- 30 minutes to the airports and trade fairs in Düsseldorf and Cologne
- 45 minutes to the inland port in Duisburg
- It takes an hour's drive to reach 18 million people
- Direct proximity to the Rhine-Ruhr metropolitan region with the highest concentration of companies in the whole of Germany
- Office space from 7€/m². More than half as cheap as in Berlin, Munich or Hamburg
- Living expenses on average 3x lower than in Berlin, Munich or Hamburg
- Plenty of commercial space is available for investment

IBCS's partners offer **you professional support when setting up** your company so that you can start your operative business within the shortest time. Upon request, we help you settle in Germany with a three-step process:

- Market analysis (location comparison)
- Concept for the establishment of the company and the market entry (real estate search, personnel search, funds, preparation of establishment of the company)
- Supporting the establishment of the company and the market entry

Through the individuality of our support, we give you an offer that is unique in Germany. Further information on the services offered by IBCS and on Solingen is available on the following pages and on www.ibcsolingen.com. We look forward to communicating with you.

Your International Business Center Solingen team



Brockhaus & Kollegen
Rechtsanwalts-gesellschaft mbH

Visitation Days

In order to structure the support of international visitors in Solingen, IBCS regularly holds international visitation days. During these visitation days, **Solingen** with all its investment opportunities is introduced and important information on settling in Germany is passed on. In an exciting **program that runs for several days**, guests are **introduced** to the cultural specialties in Bergisches Land and they are also familiarized with the diverse legal and fiscal requirements of the stay and of establishing a company in Germany. Moreover, the visitation days serve the purpose of

creating networks between city administration, companies based in Solingen and international investors as well as delegations. Existing relationships are to be consolidated and new ones are to be formed.

The IBCS team looks forward to every international visit to Solingen, the City of Blades.

www.ibc-solingen.com/projects

Solingen is the central location in Europe



A multitude of renowned and innovative companies trust Solingen as a location for their global businesses.

Borbet Solingen GmbH

WebID Solutions GmbH codecentric AG

**Ed. Wüsthof Dreizackwerk BIA Kunststoff- und Galvano-
technik GmbH & Co. KG**

fourtexx GmbH Haribo item Industrietechnik

ZWILLING J.A. Henckels AG Heinr. Böker Baumwerk GmbH

Brangs + Heinrich GmbH Ledlenser GmbH & Co. KG

Instana Carl Mertens International GmbH

IBCS's range of services

IBCS offers, among others, a **mentorship program for companies** and supports founders in all relevant matters concerning establishment and setup of business. IBCS's partners ensure that you obtain contacts for all important official contact persons and representatives of your sector as fast as possible and they offer you expert knowledge in the fields of 3D technology, surface coating, electro-mobility, sustainability, IT and the cutlery sector.

IBCS supports the **search for qualified employees** through close **collaboration with the universities** in the locality, the **Chamber of Industry and Commerce**, the **Employers' Association, trade union federations** and **headhunters** who have specialized in startups.

IBCS assists companies in the search for suitable office space, when relocating to Solingen as well as in the search for appropriate **funding**, for example KfW, guarantee banks or the EXIST startup grant. **Venture Capital Funds based in Solingen** invests in companies which want to settle in Solingen and an existing network of more funding and private investors supports the company additionally.



The International Business Center Solingen team

The integral range of services includes:

- The search for suitable commercial space and buildings
- Referral to consultants in matters regarding financing, insurance, marketing and adherence to German regulations
- Holding visitation days, events and business meetings as well as executing delegation trips regularly on an international level in Solingen

How IBCS supports you in establishing your company:

SERVICES FOR STARTUPS AND COMPANIES

On site:

- Search for offices, production halls, showrooms
- Contacts of real estate agents, negotiation of leases
- Contacts of the responsible authorities, the city administration, banks
- Support in relocation

Human Resources:

- Overview of German Labor Law
- Compilation of job offers
- Contact to headhunters/staffing companies
- Overview of financial and fiscal aspects for employees

Consultancy Services:

- Legal advice
- Tax consultancy
- Financial advice
- Company audit
- Human resources consultancy

SPECIAL SERVICE FOR COMPANIES

Business:

- Validation of the market potential for your business
- Support in the establishment of the business with contacts of partners in Solingen and the entire metropolitan region
- Promotion of import and export relations
- Access to market data and analyses

Network:

- Knowledge on Solingen's core industries
- Access to local banks and other financial services providers

Talent Management:

- Support in the recruitment and engagement of top talents with the help of partners from universities, startup networks, the Chamber of Industry and Commerce and other service providers

SPECIAL SERVICE FOR STARTUPS

Business:

- Validation of the market potential for your business
- Support in the development of your business plan for the German/European market
- Support in the establishment of the business
- Access to know-how through mentorship programs and regular network events of the City of Solingen
- Subsidized offices/co-working space

Capital / Financial resources:

- Alternative sources of capital
- Solingen VC-Fonds invests in local companies
- Access to the VC-Fonds network and IBCS's partners' angel investors

Talent management:

- Support in the recruitment and engagement of top talents with the help of partners from universities, startup networks, the Chamber of Industry and Commerce and other service providers



International spices



Solingen as a metropolitan region

Solingen lies in the tri-city area of the three biggest cities in North Rhine-Westphalia. The existing infrastructure, the networks and strong local industries in Solingen and in the region are an ideal place for international business.

Cologne (Distance approx. 35 min.)

- Cologne is the biggest city in the federal state of North Rhine-Westphalia and the fourth biggest city in Germany
- The city is the home of several major companies in the insurance and media sector
- Since trade is an important pillar of Cologne's economy, the city has five Rhine ports, the second largest inland port and the second largest air cargo terminal in Germany

Düsseldorf (Distance approx. 25 min.)

- Düsseldorf is the capital city of the German federal state of North Rhine-Westphalia and the seventh biggest city in Germany
- The city is an international business and financial centre known, among others, for its fashion industry and specialized trade fairs.
- The city is the headquarters of a Fortune Global 500 company and two DAX companies



Cologne Cathedral on the Rhine



Rheinturm (Rhine Tower) and Medienhafen (Media Harbour) in Düsseldorf

Rhine-Ruhr metropolitan region (Distance approx. 40 min.)

- The Rhine-Ruhr region is Germany's biggest metropolitan region with about 8.5 million people. It therefore has the highest population density in the Federal Republic
- The biggest cities in the Rhine-Ruhr region are Cologne with over 1 million residents, followed by Düsseldorf, Dortmund and Essen each with over 500,000 residents
- The Rhine-Ruhr metropolitan region accounts for about 15% of the gross domestic product of the German economy and it houses 12 Fortune Global 500 companies
- Solingen has joined the Rhineland metropolitan region. By and large, Bergisches Land will actively play a part in the new metropolitan region with all its opportunities since infrastructure projects do not stop at the city or municipal boundaries.



Müngstener Bridge and Brückenpark

Economic development of the City of Solingen

Economic development of the City of Solingen is the main point of contact for over 9,000 enterprises from handicraft business to groups of companies. Apart from commercial space management, the development and provision of commercial space, Economic development of the City of Solingen is a versatile incubator for the young founders' and startup scene of Solingen, the City of Blades. Young, innovative companies and successful, long-established companies meet here in workshops and seminars, exchange their knowledge and test out, for instance, the latest methods of innovation management.

Moreover, Economic development of the City of Solingen has set up the largest network for 3D technology and additive manufacturing in Germany with partners inland and abroad. Digital competence – that is what the name Solingen stands for today as well as for the cutlery industry and for electroplating and surface technology. Furthermore, sustainability and e-mobility are topics which play a key role for Solingen, the City of Blades. Our sustainable area management focuses on the reactivation of industrial wastelands. It is our objective, to protect natural tracts and agricultural land if this is possible. Moreover, with the Stellenportal (job portal) Solingen & Region, Economic development of the City of Solingen has developed an instrument which supports companies in the demanding task of targeted recruitment of specialists and managers.

www.wfsolingen.de

Ern-Gruppe



The Ern-Gruppe is a fifth-generation family-owned company which has been active in different sectors since its establishment in 1873. As a former world market leader in the field of shaving blades production in the 1920s, the company successfully integrated the mail order business into the company in the early 1960s as an additional business unit and sold the offered products all over Europe. Today, the Ern-Gruppe concentrates on diverse international business activities in the field of real estate, advisory and venture capital and offers its extensive business experience in the cutlery industry, surface technology, 3D print, electromobility and sustainability.

www.ern-gruppe.de



Brockhaus & Kollegen



Brockhaus & Kollegen
Rechtsanwaltsgesellschaft mbH

Brockhaus & Kollegen (B&K) is a German law firm, which specializes in the fields of international business law, real estate law as well as immigration law.

We are proud to serve our clients' needs with great responsibility and effectiveness.

Our experienced international team reassures that your legal case is carried out to the best of your interest.

Our key features:

- 1. Experience:** our team consists of experts in the fields of international business law, real estate law as well as immigration law.
- 2. To-the-point:** our consultancy is prompt and directly addressing your needs. A meeting with us will speak for itself.
- 3. Internationality:** not only is our team international but also we have developed an efficient international network of business partners.
- 4. Different Approach:** we offer the best tailor-cut solutions according to the applicable legal framework.

Our practice Areas:

1. International Business Law:

The majority of our clients have an international background and a strong interest in starting or expanding their business in Europe. We consult our clients on the current legal framework and support the step-by-step legal procedure for the implementation of their business ideas. Our team coordinates the procedure for start-ups as well as for well-established companies wishing to expand their existing business.

2. Real Estate Law:

Our law firm supports you with competent legal advice around your real estate questions. Whether you wish to acquire your own house or to invest in real estate projects, we can help you reassure that your decision is well worth it.

3. Immigration Law:

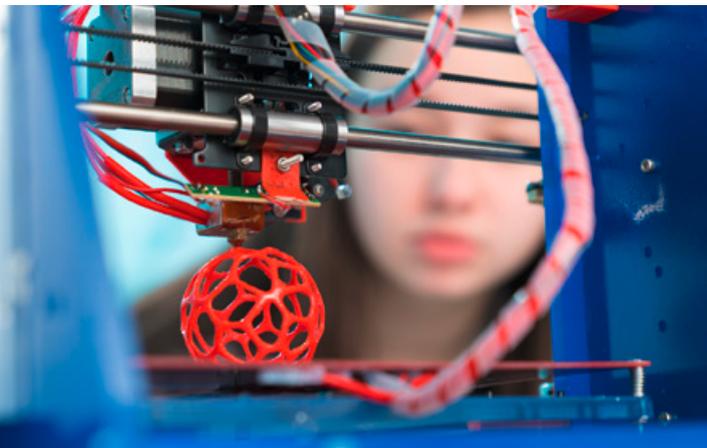
Our law firm has a wide open window to the world. Today's rash mobility has created different needs for global citizens; when it comes to Europe's most powerful economy, your interests can be fulfilled upon efficient legal consultancy. Our lawyers have gained great experience in immigration and residency law and can answer your queries promptly and to-the-point.

Startup and technology center Solingen

IBCS has its office at the **Startup and technology center Solingen**.

The Startup and technology center is the first point of contact for founders of new businesses and young companies in Solingen. The startup and technology center offers free **advice on setting up businesses, coaching and mentoring, seminars and workshops, network events, flexible office solutions and co-working rooms** as well as modern events and seminar rooms. Over the past years, the Startup and technology center has developed into an **ideal place** where one can combine **business with research, 3D technology and start-ups**.

Since July 2018, the **3D Startup Campus NRW** has been on the Startup and technology center premises. This provides young entrepreneurs and founders from the Bergisches Land a point of contact in the field of 3D technology. As free assistance, innovative ideas and projects from the field of 3D print, AR/VR and software, but also in view of their startup plan, are professionally supported and funded.



3D-Print

Solingen is a centre for electroplating and surface technology and it is one of the most important locations of the sector countrywide. **The Institut für Galvano- und Oberflächen-technik (IGOS)** has been based at Startup and technology center Solingen for many years. IGOS is the neutral and independent contact for companies in the field of coating and surface technology and electroplating.

Moreover, Economic development of the City of Solingen is also based at the Startup and technology center Solingen which offers its clients added value with its products.



Startup and technology center Solingen

These products include:

- The **3D-network**, an initiative of Economic development of the City of Solingen which is Germany's biggest network for 3D technologies with companies, startups, universities and institutions since its establishment in June 2015
- The **Stellenportal Solingen & Region**, an initiative of Economic development of the City of Solingen, a virtual platform which combines the job portal and the applicants' pool. Connecting specialists to employers from the region – in this way, the portal contributes to local-oriented placement of specialists and managers.
- **Coworkit!** The first official **co-working space** in Solingen offers workspace to freelancers, creative peoples, startups or even people who are occasionally in Solingen.
- **Solingen-like**, a portal about Solingen, the City of Blades which gives information about Solingen, the business location.

GUT
www.gut-sg.de

**3D
NETZWERK**
www.3dnetzwerk.com

**3D STARTUP
CAMPUS NRW**
www.3dstartupcampus.de

**Stellenportal
Solingen & Region**
www.stellenportal-solingen.de

IGOS
www.igos.de

coworkit
www.coworkit.de

WfS
www.wfsolingen.de

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