



LOGISTICS

in the Berlin-Brandenburg Capital Region

THE GERMAN CAPITAL REGION
MORE VALUE FOR YOUR INVESTMENT

Your Advantages in Berlin-Brandenburg

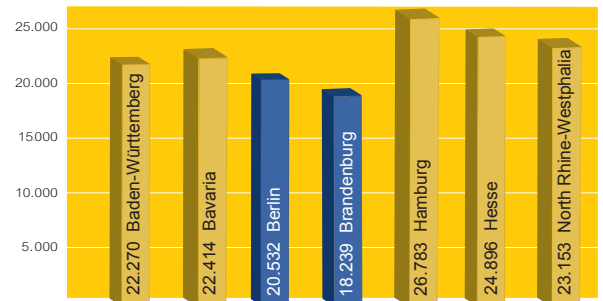
- Central location in European traffic flow
- Close to Central and Eastern European emerging markets
- 6 million consumers in Berlin-Brandenburg
- 100 million potential clients available in an 8-hour truck drive
- Berlin Brandenburg International Airport (BBI) offers excellent air freight perspectives
- Wide-area 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 logistic 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



Qualified Employees – Flexible and Competitive

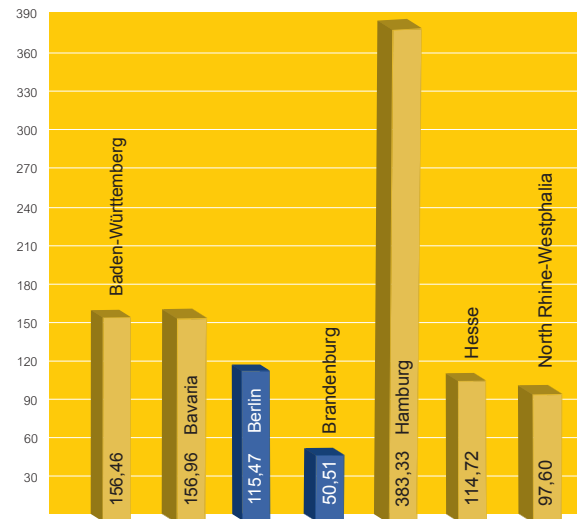
In the Berlin-Brandenburg region, logistic companies will find highly qualified and motivated employees. Due to 3 years of professional training in logistic careers, from specialized computing experts to warehouse clerks, high quality work is guaranteed. In the region, 150,000 employees are working in the logistic industry. In spite of the above-average qualifications of the employees, the regional wages and salaries are about 30 percent under those of comparable areas. Flexible working hours and rates, 40 hour working week, and a minimal amount of public holidays make the region a cost saving industrial site. The companies Berlin Partner GmbH and ZukunftsAgentur Brandenburg GmbH (Brandenburg Economic Development Board) support with a large range of services, from recruiting to advanced training of new employees.

Gross wages and salaries per employee (Germany) in trade, hotel, restaurant industry, and traffic in 2006 (Euro)



Sources: LDS, VGR, LASA, 2006

Costs of land for building in selected German Federal States in 2005 (Euro/m²)



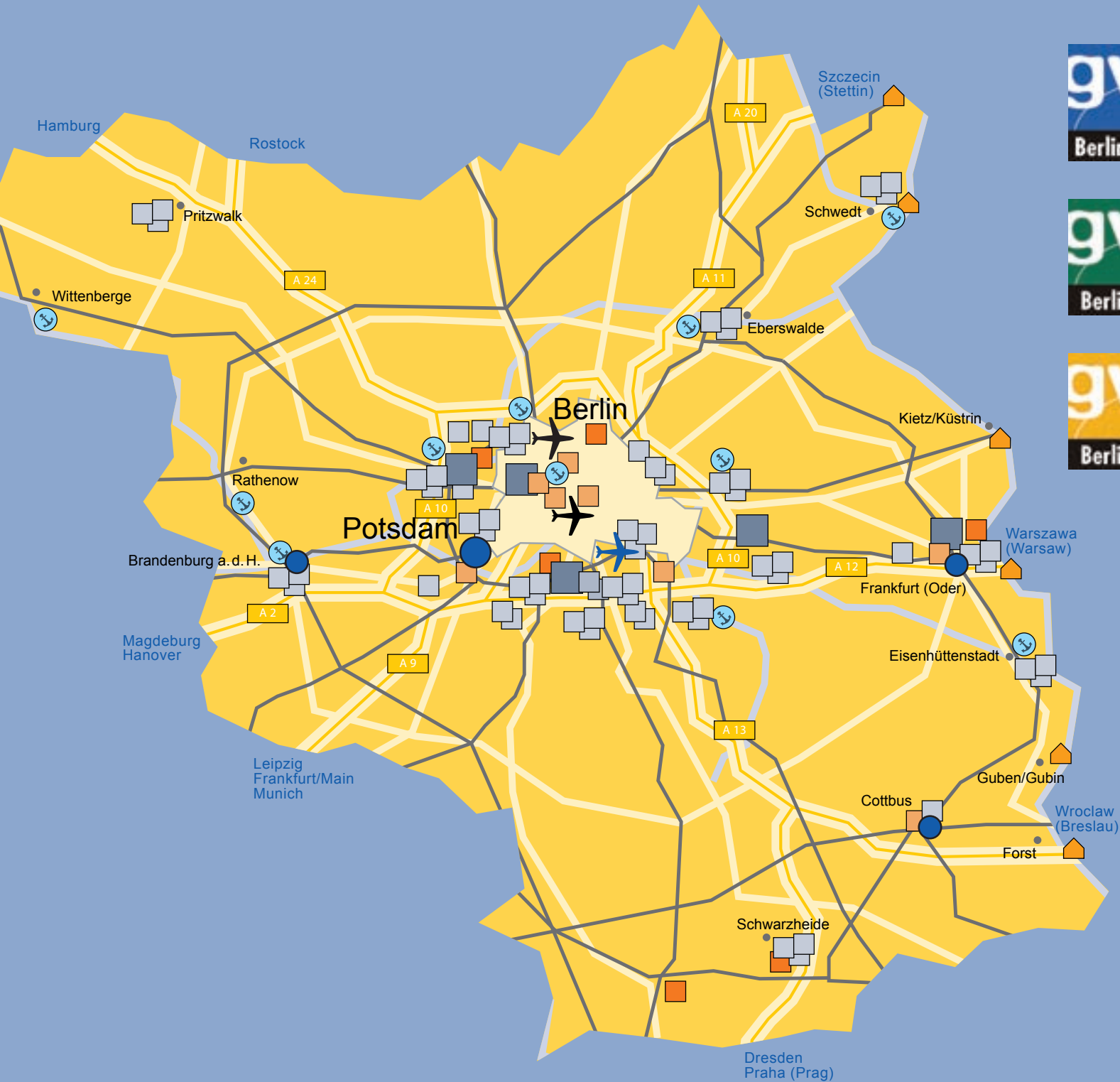
Source: Federal Statistical Office Germany, 2006

Efficient Connections – Attractive Prices

Berlin-Brandenburg offers a strategically ideal location for a Europe-wide distribution due to its proximity to German seaports and the availability of wide-area 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 up to 50% of costs within general guidelines.



Logistics in Berlin-Brandenburg



- Federal Highway
- State Highway
- Railroads
- Waterways
- Inner Harbors
- Border crossings

- Cargo Transport Centers
- Logistic Companies
- Universities
- Combined Traffic (KV) Terminals
- Airports
- Berlin Brandenburg International (BBI)



3D Simulation of the BBI Airport in its maximum capacity of 40 million passengers p.a.

The Network of Success

CARGO TRANSPORT CENTERS

- **BEHALA,**
Berlin
• www.behala.de
- **ETTC,**
Frankfurt (Oder)
• www.ettc.de
- **Cargo Transport Centre East Berlin,**
Freienbrink
• www.gvz-berlin.de
- **Cargo Transport Centre South Berlin,**
Großbeeren
www.gvz-berlin.de
- **Cargo Transport Centre West Berlin,**
Wustermark/Brieselang
www.gvz-berlin.de

SELECTED LOGISTIC SITES

- BBI Business Park
- Blankenfelde/Mahlow
- Brandenburg – Havel River
- Eberswalde
- Eisenhüttenstadt
- Hoppegarten
- Königs Wusterhausen
- Ludwigsfelde
- Mittenwalde
- Pritzwalk
- Rangsdorf
- Rüdersdorf
- Schönefeld
- Schwarzheide
- Schwedt
- Velten

SELECTED COMPANIES

- **agiplan**
• www.agiplan-gmbh.de
- **Airport Berlin Brandenburg International BBI**
• www.berlin-airport.de
- **Alfred Talke Logistic Services**
• www.alfred.talke.com
- **Bosch and Siemens Domestic Appliances logistics centre**
• www.bsh-group.de
- **Dachser**
• www.dachser.com
- **Deutsche Bahn**
• www.bahn.de
- **Deutsche Post**
• www.deutschepost.de
- **DIALOG**
• www.dialog-logistik.de
- **DPD (German Parcel Service)**
• www.dpd.de
- **Fiege**
• www.fiege.de
- **Gazeley**
• www.gazeley.com
- **GEFCO**
• www.gefco.de
- **Komm Logistic**
• www.komm-logistik.com
- **Kuehne + Nagel**
• www.kn-portal.com
- **Panalpina**
• www.panalpina.de
- **PSI**
• www.psi.de
- **ReiCo Logistic**
• www.reico-spedition.de
- **Rhenus Logistics**
• www.rhenus.com
- **Rieck Logistic**
• www.riECK-logistik.de
- **C. Spaarmann**
• www.spaarmann.de
- **TempLog Berlin**
• www.templog.de
- **Toll Collect**
• www.toll-collect.de
- **Trinks**
• www.trinks.de
- **Ullrich**
• www.ullrich-gruppe.de
- **UPS**
• www.ups.de
- **VW Original Assembly Parts Logistic**
• www.volkswagen-otlg.de
- **WLS**
• www.wls-logistic.de
- **WAGENER & HERBST**
• www.wagener-herbst.com

SELECTED ECONOMY AND RESEARCH INSTITUTES

UNIVERSITIES

- **Technische Universität Brandenburg Cottbus (BTU)**
• www.tu-cottbus.de
- **European-University of Viadrina Frankfurt (Oder)**
• www.euv-frankfurt-o.de
- **Freie Universität Berlin**
• www.fu-berlin.de
- **Technische Universität Berlin**
• www.logistik.tu-berlin.de

UNIVERSITIES OF APPLIED SCIENCES

- **University of Applied Sciences for Technology and Economy Berlin (FHTW)**
• www.fhtw-berlin.de
- **University of Applied Sciences for Economy, Berlin (FHW)**
• www.fhw-berlin.de
- **Steinbeis Academy Berlin/Transfer Institute for Business Administration and International Entrepreneurship**
• www.stw.de
- **Technische Fachhochschule Berlin (TFH)**
• www.tfh-berlin.de
- **Technische Fachhochschule Wildau (TFHW)**
• www.tfh-wildau.de

UNIVERSITIES OF COOPERATIVE EDUCATION

- **University of Cooperative Education for Economy Berlin**
• www.ba-berlin.de
- **Business Administration and Economy Academy Berlin**
• www.vwa-berlin.de

RESEARCH INSTITUTES

- **Fraunhofer Application Center for Logistic Systems Planning and Information in Cottbus**
• www.ali.isu-cottbus.de
- **Fraunhofer Institute for Production Facilities and Construction Technology (IPK)**
• www.ipk.fraunhofer.de
- **Research and Application Network for Transportation Systems Technology Berlin**
• www.fav.de
- **Konrad-Zuse Center for Information Technology Berlin (ZIB)**
• www.zib.de
- **Steinbeis Transfer Center: Technology Consulting and Marketing at the FHTW Berlin**
• www.asicon-berlin.com
- **Environment and Economy (STZ)**
- **TSB Technology Foundation Center for Innovation Berlin**
• www.technologiestiftung-berlin.de

Powerful Technology Transfer

Seven universities, 21 academies and universities of applied sciences with more than 170,000 students and more than 250 private and public institutes form one of the most dense research network centers in Europe. Logistic specialists benefit from the specialized industry expertise of the scientific institutes. Among these institutes are the logistic faculties of the TU Berlin, the University of Applied Sciences in Wildau, and the Fraunhofer Application Center for Logistic System Planning and Information in Cottbus.



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

Telematics in the Capital Region

For the combination of IT and mobile data-transfer via telecommunications, Berlin-Brandenburg offers a differentiated expertise and real-time test field. The implementation of development, concepts, and innovations becomes manifested in traffic, virtual parking, and navigation. The Head Office of the Germany-wide operating Toll Collect is 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 applied in Berlin since 2005 and received with large acceptance. "TomTom" positioned its European laboratory for the bonding of traffic information in products in Berlin Adlershof. EADS, IABG, and TelematicsPRO e.V. (Incorporated Society) market in the network management "META" innovative telematic applications, which are designed in cooperation with scientific institutions such as the TFH Wildau (Germany's First Study Course for Telematics), the TU (Technische Universität) Berlin, and national (DLR, Fraunhofer Fokus, and TelematicsPRO e.V. – Incorporated Society) and regional institutions.



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



Working together for powerful logistics: Workshop Logistic Net

Partnership With Perspectives

The logistic net Berlin-Brandenburg e.V. (Incorporated Society) bundles all activities and information of the industry in the capital region:

- Marketing and public relations
- Business introductions
- Site selection and investors consulting
- Planning, financing and implementation of logistic real estate
- Warehousing, distribution, and transport
- Research, advanced training and knowledge transfer

The network, founded by experts of the logistic service range, benefits the cooperation between the members, and optimizes individual consulting and procedures for clients.

www.logistiknetz-bb.de



Photos:

Title: ZAB/Harald Hirsch

Telematics: ZAB/Amin Akhtar

Fraunhofer: Berlin Partner GmbH/diephotodesigner.de

Discussion Group: Dr. Günter Teßmann

Reichstags dome: Berlin Partner GmbH/FTB-Werbefotografie

Sanssouci castle: Ministry of Economics of the Federal State of Brandenburg

Sailing Ships on the Havel: Ministry of Economics of the Federal State of Brandenburg

Nauen Gate: Ministry of Economics of the Federal State of Brandenburg

Berlin Brandenburg International BBI: © Berliner Flughäfen/archimotion



Quadriga and Reichstag building



Castle Sanssouci in Potsdam



Excellent leisure facilities in the region



In front of the Nauen Gate in Potsdam

■ Investments are Worth Something Here

Berlin-Brandenburg offers the most optimal incentives and business conditions in Europe. Investment incentives are direct non-repayable subsidies. The development programs established for investment assistance bring together financial sources from the EU, the federal government and the states of Berlin and Brandenburg. In the capital region, large corporations receive a subsidy of up to 30 %, mid-sized corporations up to 40 % and small-sized corporations up to 50 % of their investment costs.

■ Enjoyable Quality of Life

The region combines the international flair of Berlin with fascinating nature and historic sites of Brandenburg. A unique club scene, famous big events, more than 170 museums, 150 stages, about 500 palaces, churches and parks, tempt all types of travelers. The possibilities for recreational sports are limitless; the region offers golf, riding, water sports, aviation, and much more. Living, infrastructure, and free time activities are considerably lower-priced than in other comparable metropolis regions.

■ Investment Done Easily

Both business development agencies, Berlin Partner GmbH and Brandenburg Economic Development Board (ZAB), offer extensive support in relocating your business in Berlin-Brandenburg:

Competent, quick, unbureaucratic and complimentary

- Location: figures and facts on the economic region of Berlin-Brandenburg
- Personnel: support in recruiting and training new employees
- Real estate: assistance with property search for rent or purchase
- Financing: consulting regarding possible incentives, subsidies, and financing possibilities
- Contacts: government offices, banks, business chambers, associations and business networks

■ www.businesslocationcenter.de/logistics

Your contact persons in the capital region Berlin-Brandenburg:



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