



PRESS KIT



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THE SAXONY ECONOMIC DEVELOPMENT CORPORATION

→ Our Profile

The Saxony Economic Development Corporation (WFS – Wirtschaftsförderung Sachsen GmbH) was founded in 1991 as a state-owned enterprise of the Federal State of Saxony and has been active in three key fields since then. The WFS promotes Saxony as a business location at a national and an international level, providing comprehensive assistance and advice to investors from the initial idea all the way to the actual implementation of their business setup or relocation projects.

In addition, the WFS assists Saxony's companies in accessing and developing foreign markets and initiates cooperations with companies located outside of Saxony. The objective is to tap into new sales potentials and to establish new supplier relationships for Saxony's business community and, thus, also contribute to strengthening the business venue Saxony.

In other words: The WFS builds bridges: For Saxony's companies on their way into the world and for investors on their way to Saxony. Bridges which span the world.

An important foundation for the effective work of the WFS is its strategic orientation towards Saxony's key industrial branches and the continuous support of these branches. Identifying the relevant technological trends early on and integrating them into its locational and sales promotion measures are among the WFS's specific fields of competence.

→ Our Tasks

The WFS performs the following duties and tasks on behalf of the Federal State of Saxony:

- Promoting the Federal State of Saxony as a business location in Germany and abroad
- Acquiring, advising, and assisting companies wishing to set up or expand their business in Saxony
- Procuring information and establishing contacts for the development of foreign markets as well as implementing sales promotion measures in Germany and abroad
- Hosting and assisting foreign business delegations in Saxony
- Cooperating with and linking Saxony's branch networks, chambers, associations as well as research and training facilities with one another with the objective of generating further growth in and across all industrial branches

→ Facts and Figures about the WFS

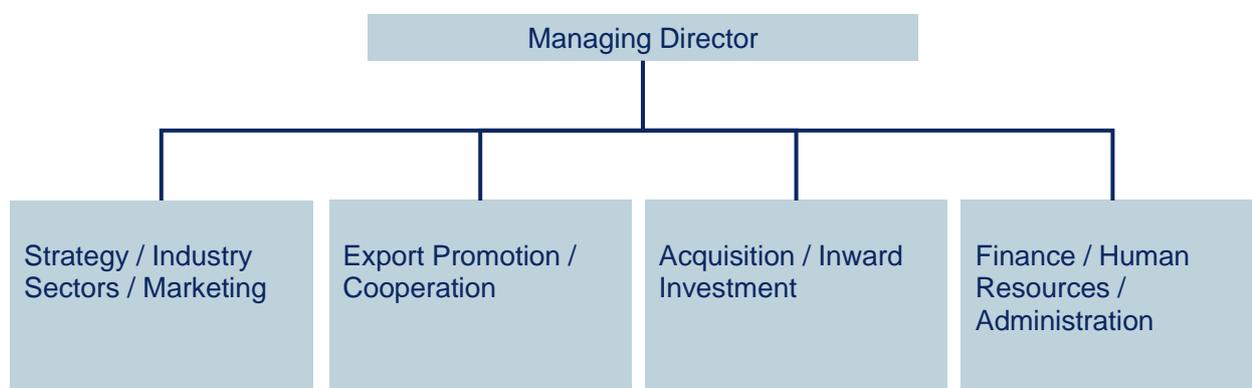
Founded: 1991

Corporate Headquarters: Bertolt-Brecht-Allee 22, 01309 Dresden, Germany

Employees: 56

Managing Director: Thomas Horn

→ Structure of the WFS



→ Our Services in Detail

Acquisition / Inward Investment (AA)

When it comes to the locational competition between regions, many advantages speak on behalf of Saxony. The members of the AA team are the contact partners for domestic and foreign enterprises wishing to become active in Saxony or to expand their existing activities in Saxony. The AA team assists and accompanies business setup and expansion projects from the initial idea all the way to the actual implementation and sees itself in cooperation with the Saxon State Government and the national (Germany Trade and Invest – GTAI), regional, and municipal economic development agencies as well as many other stakeholders as a guide and advisor who strategically assists and supports investors in their decision-making processes.

Export Promotion / Cooperation (AK)

The AK team is the contact point for Saxony's companies wishing to successfully access and develop global markets. With technology and branch related entrepreneurial trips, organized participations in international trade shows and conferences as well as the strategic procurement of partners for cooperations, the WFS helps companies from Saxony to successfully export and import their products and services. For the WFS, this is neither a routine process nor a standard program because every single company has its own unique individual wishes and requirements, and that's what counts.

Strategy / Industry Sectors / Marketing (SB)

The key area Strategy / Industry Sectors promotes across all departments the WFS's orientation towards specific industrial branches in Saxony's five core fields of competence: Mobility (the automobile industry, logistics, rail technology, the aerospace industry), microelectronics / ICT, mechanical and plant engineering, life sciences, energy and environmental technology as well as such other key industrial branches as the food industry. The SB team coordinates and strategically assists and accompanies the project planning process within the WFS. In order to identify innovative potential and support the implementation of new ideas, the SB team hosts and organizes special seminars, innovation forums, and project workshops on specific technological fields in cooperation with diverse partners and networks.

Strategic locational marketing has been one of the WFS's core tasks right from the start. It revolves around the global promotion of Saxony as a highly attractive and promising economic location under the united label "SAXONY!". The decisive communication contents are the specific locational factors of and facts about Saxony's key high tech branches. One of the primary communication tools is the Saxon investors' portal www.business-saxony.com.

RESULTS OF 2018

→ Acquisition / Inward Investment:

New business setups and expansions	20
New jobs	361
Additionally safeguarded jobs	538
Total investment volume	141.82 million euros
Individual offers for available sites to companies	291

→ Export Promotion / Cooperation:

Number of companies assisted (incl. R&D)	1,010
Number of projects	78
Of which are “Sachsen-live” trade show participations	13 (187 exhibitors)
Of which are trade show participations of Saxony’s food industry	6 (71 exhibitors)

→ Strategy / Industry Sectors / Marketing:

Number of project workshops	11
Number of participants	513

KEY INDUSTRIAL SECTORS OF THE WFS¹

→ **Mobility**

With six vehicle, engine, and battery factories operated by BMW, Daimler, Porsche, and Volkswagen as well as approximately 780 suppliers, equipment and service providers from the industrial sector, “Autoland Saxony” is one of the top locations in Germany. The automobile industry with its more than 95,000 employees is Saxony’s branch with the highest turnover. It contributes over one quarter of the industrial turnover and more than one third of foreign sales. Saxony is currently evolving into Europe’s largest and most modern production venue for all-electric vehicles. And the region also assumes a strong position when it comes to such innovative fields as developments for autonomous driving, lightweight construction in efficient material combinations as well as intelligent transport systems.

For more than 175 years now, Saxony has also excelled with outstanding innovations in the rail industry. About 13,000 employees in more than 240 companies make Saxony one of the top 3 centers of the branch in Germany today. With Bombardier, HeiterBlick, RailMaint, Goldschmidt Thermit, or the NSH Group, globally renowned manufacturers, suppliers, equipment providers, engineering firms, and service providers of the rail technology branch are all active in Saxony.

In addition, the region possesses numerous industrial capacities and research potentials related to the aerospace industry which are all concentrated in and around Dresden, Freiberg, and Chemnitz. A total of approximately 160 commercial enterprises and research institutions with more than 7,000 employees are active in this sector. The largest company of the branch in Saxony is the Elbe Flugzeugwerke GmbH (EFW) – a joint enterprise of the ST Aerospace and Airbus corporations. EFW is a center of competence for lightweight components used in modern Airbus models and, at the same time, also the market leader when it comes to the retrofitting of passenger planes into cargo aircraft.

Due to its geographical location right in the heart of Europe, Saxony is the ideal logistics venue for global distribution. DHL operates its European air cargo hub at Leipzig/Halle Airport. Virtually all of Europe’s top 20 logistics enterprises are active in Saxony on behalf of customers from the region’s industrial branches. Saxony’s logistics sector employs about 170,000 people, and it primarily excels with individually customized solutions along the diverse industrial value creation chains in supply and packaging logistics as well as in production-synchronous sequencing technology and assembly work.

¹ For more information, please visit: www.business-saxony.com/en/industry-sectors.

→ **Microelectronics / ICT**

With approximately 2,400 companies (of which 67 % are active in the software sector) and about 64,000 employees (of whom 43 % work in the software sector), “Silicon Saxony” is Europe’s largest microelectronics / ICT cluster and the fifth largest of its kind around the globe. Every third chip produced in Europe bears the label of origin “Made in Saxony.” GLOBALFOUNDRIES, Infineon, and – starting in 2021 – also Bosch run some of the most modern and largest semiconductor fabs of the world in Dresden. It is primarily the software sector which is a growth engine of the branch in Saxony. Its stakeholders play a decisive role when it comes to working on such pioneering global topics as, for example, Industry 4.0, energy-efficient production, IT security, and the mobility of the future.

“Silicon Saxony” aptly demonstrates its innovative power in diverse fields: In Dresden’s 5G Lab Germany, more than 600 scientists are working on the development of key 5G technologies to be used, for example, for autonomous driving and smart factories. Early 2019 marked the start of the Research Laboratory Microelectronics Dresden (ForLab DCST) as a lead laboratory for eleven other “ForLabs” located throughout Germany which are all working on such pioneering topics of the future as power electronics and microsystems technology. Saxony also assumes a strong position when it comes to artificial intelligence (AI) – with a total of three research centers of the Fraunhofer Society and the semiconductor producer Infineon. The “AI Hub Saxony,” which was founded in Leipzig by partners from business, science, and politics in 2019, wants to transfer the possibilities of AI into practical applications.

→ **Mechanical and Plant Engineering**

Saxony is considered to be the cradle of German machine construction. For about 200 years now, such globally coveted mechanical engineering products as, for example, textile, tool, and printing machines have been coming from Saxony. With about 45,000 employees in approximately 1,000 firms, mechanical engineering is one of the most important industrial branches in Saxony. The export ratio amounts to more than 50 percent. Such globally active enterprises as NILES-SIMMONS-HEGENSCHEIDT have their corporate headquarters in Saxony; other companies such as Starrag or Koenig & Bauer pursue their international business activities from their vibrant production sites located here.

The mostly small and medium sized enterprises of Saxony's machine and plant construction industry score points in international competition primarily with their high innovative power. They possess extensive expertise in the production, automation, and process engineering sectors as well as in laser and electron beam processing and efficient plant construction. This results in ultramodern products and state-of-the-art technologies which are highly appreciated by customers from the automobile industry, energy and environmental technology, photovoltaics, medical and communication technology as well as micro and nano electronics.

→ **Energy and Environmental Technology**

With more than 16,800 employees in nearly 700 companies, energy and environmental technology is another important economic factor in Saxony. Thanks to Saxony's long tradition as a mining region and as a result of the comprehensive environmental clean-up measures after German Reunification, the companies and research facilities located here possess superb expert knowledge and unique competences, for example, in the rehabilitation of post-mining damages, the disposal of hazardous waste, and the renovation of sewage systems. This also applies to the topic "resource efficiency." It is, above all, the region around Freiberg where efficient solutions are developed for biomining, for the sustainable processing of rare earths as well as for the production of such raw materials as lithium and gallium arsenide from waste products and industrial sewage.

The numerous stakeholders of Saxony's energy industry develop decentralized production plants for electricity and heat, work on innovative, intelligent forms of energy utilization, and contribute their knowledge and expertise to the introduction of sustainable transport, drive, and propulsion systems. Saxony is one of the world's leading locations not only for e-mobility, but also for hydrogen and fuel cell technology.

→ **Life Sciences**

Saxony is one of the most dynamic life sciences regions in Germany. Around 300 biotechnology and pharmaceutical companies as well as producers of medical technology and medical products cooperate closely with renowned research institutions. Their focus is on the sectors regenerative medicine (e. g. tissue engineering), diagnostics, molecular bioengineering, bioinformatics, permanent monitoring as well as on implants and prostheses. Vital clusters are active primarily in the vicinity of the technology centers BIO CITY LEIPZIG and BioInnovationCenter Dresden.



GlaxoSmithKline Biologicals produces influenza vaccines for the global market in Dresden. The globally renowned manufacturer of medical technology B. Braun is already active at three locations in Saxony – the Wilsdruff branch is one of Europe’s most modern production sites for dialysis machines.

With Leipzig University’s Saxon Incubator for Clinical Translation (SIKT) and Dresden University of Technology’s Research Center for Regenerative Therapies Dresden (CRTD), Saxony has two leading research centers for regenerative medicine. In addition, a number of interdisciplinary innovation centers are also active in Saxony – for example, B CUBE Dresden (molecular bioengineering), ICCAS Leipzig (computer-assisted surgery), and the National Center for Tumor Diseases (NCT) Dresden.

SERVICES

→ Downloads and Publications

- The WFS **company logo** may be downloaded in diverse formats.
www.wfs.sachsen.de/design
- The united label **SACHSEN! / SAXONY!** may be downloaded in various versions and formats.
www.standort-sachsen.de/design
- For a number of Saxony's key industrial branches, the WFS has compiled the so-called "**logo maps**" bearing the logos of select companies. Every map is also available in a version focusing on the specific regional branch and research clusters. Logo maps may be downloaded in various formats.
www.business-saxony.com/en/info-center/downloads
(search term "Map")
- The WFS publishes a number of **brochures** which introduce the business venue Saxony and select industrial branches. Brochures may be downloaded.
www.business-saxony.com/en/info-center/downloads
(search term "Brochure")



→ Data Banks

- Since 2004, the WFS has been operating an online **company data bank**. Currently, this data bank has more than 45,000 entries which can also be maintained and updated by the companies. The data records can be searched, for example, for specific regions, branches (either NACE or the technology sector), and/or turnovers. Branch networks subsequently use the data bank for specific sectors on their own websites.

www.companies.saxony.de

- The WFS operates an online **industrial real estate data bank**. Currently, the data bank contains almost 500 available industrial and commercial lots as well as more than 220 commercial and industrial properties in Saxony. The information is updated decentrally by the responsible regional economic development agencies of the municipalities and district county offices as well as by the WFS. Every industrial or commercial lot has a concrete profile and a specific contact person. Those partners who maintain the data bank subsequently use the data for specific regions on their own websites. The “Business Atlas Saxony,” a directory published by the Chambers of Industry and Commerce (www.wirtschaftsatlas-sachsen.de), also uses this WFS service in the “industrial and commercial lots” sector.

www.business-saxony.com/en/info-center/databases



The Pros Behind It

... are the staff members of the Saxony Economic Development Corporation (Wirtschaftsförderung Sachsen GmbH). We're promoting the business location Saxony with conviction. But we prefer to let our actions speak for themselves. We assist new business setups and company expansions, help develop new markets, and initiate networks between business and research.

You see, we give our very best for Saxony – and also for your project. Come and take a look behind the scenes: We'd love to hear from you!

Call us at [+49-351-2138 0](tel:+49-351-2138-0)

www.invest-in-saxony.net



**WIRTSCHAFTSFÖRDERUNG
SACHSEN**

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