Business Delegation
From Brandenburg to Beijing and Hebei Province
9 - 15 September 2018
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Dear Ladies and Gentlemen,

As the second largest national economy in the world, China also offers our State of Brandenburg numerous and diverse opportunities for cooperation, especially in the fields of economics, research and development. Moreover, China sets the increasingly important structural course for the future, among others in the fields of energy, environmentally friendly processes and modern transport infrastructure. At the centre of the structural transition is the capital area, Beijing, the port city of Tianjin and the surrounding province of Hebei, with which the State of Brandenburg has signed a partnership agreement during my last visit to China in 2015.

In Hebei, large ambitious future projects are emerging: in the Jing-Jin-Ji metropolitan area, the special economic zone Xiong’an is being developed. In the North of Hebei, a model city for renewable energy is growing in Zhangjiakou, which will host the 2022 Winter Olympics. The emphasis of this year’s trip to China is therefore logically – as well as Beijing – in the Province of Hebei with three destinations: the provincial capital Shijiazhuang, the industrial and railway centre Tangshan, and Zhangjiakou, where the low-carbon Olympic city is being developed.
The collaboration between Brandenburg and China is developing dynamically. The trade volume has tripled in the last decade. This is also happening thanks to Brandenburg Invest (WFBB), which is present in China several times per year and where contacts are maintained intensively.

I am pleased that – as was the case during my first trip to the People’s Republic of China three years ago – many more companies and research institutions have accepted the renewed invitation to China in September 2018. The Brandenburg economy is represented by important branches, among others, energy and environmental engineering, transport and logistics, as well as IT and media. Yet there will also be the Brandenburg University of Technology Cottbus-Senftenberg and in Beijing the Hasso Plattner Institute this time. I am therefore convinced that even more important collaborations and joint projects with China and the Brandenburg partner province of Hebei will ensue.

But the requirements for investments in the German capital region are also excellent for Chinese companies. Brandenburg Invest (WFBB) has a tailor-made welcome package prepared. Anyone who is seeking scope for development in the heart of Europe combined with modern infrastructure, high research density and well-trained professionals, has come to the right place in the capital region.

I warmly invite our Chinese partners to discover the strong potential of Brandenburg and the capital region and hope the business partners from Brandenburg and China will have constructive discussions and reach successful collaborative agreements.

Yours sincerely,

Dr. Dietmar Woidke

Minister President of Brandenburg
致辞

尊敬的女士们先生们，

作为世界第二大经济体，中国为勃兰登堡州提供了多种多样的合作机会，特别是在经济和研发领域。此外，特别是在能源，有利环保的发展进程和现代交通基础设施领域，中国为未来制定了日益重要的结构性方针政策。结构转型的中心是首都和周边地区，北京，港口城市天津及其环绕的河北省。2015年在我上次访问中国期间，勃兰登堡州与河北省签署了合作协议。

在河北，雄心勃勃的大型未来项目正在兴起：在京津冀一体城市圈中，雄安经济特区的建设与发展蒸蒸日上。河北北部，即将迎来2022年冬奥会的张家口正发展成一个可再生能源示范城市。因此今年我们中国之行的重点是--连同北京--在河北省的三个城市：省会石家庄，工业和铁路中心唐山，以及发展成低碳奥运城市的张家口。

勃兰登堡州与中国的合作正在蓬勃发展。在过去十年中，其贸易量增长了两倍。这也得益于勃兰登堡州经济发展局（WFBB）每年多次的中国访问极与中国保持密切的联系。

我很高兴 - 就像三年前我第一次访问中华人民共和国时一样 - 更多的公司和研究机构接受了2018年9月再次访问中国的邀请。这些重要的分支机构代表了勃兰登堡州的经济，其中有能
致辞

源与环境工程，运输和物流，IT和媒体。同时，此次访问的代表团中也有勃兰登堡州科特布斯—森福滕贝格工业大学和在北京的哈索普拉特纳研究所。因此，我相信勃兰登堡州与中国以及河北省将达成更重要的合作和联合项目。

而对中国企业在德国首都地区的需求，这里也提供极好的优惠条件。勃兰登堡州经济发展局（WFBB）为您准备了量身定做的迎宾礼包。如果在有现代化基础设施，高密度科研机构和专业人才的欧洲中心寻求发展空间，首都地区是您正确的选择。

我诚恳地邀请我们的中国合作伙伴发现有巨大潜力的勃兰登堡和首都区域，并希望来自勃兰登堡州和中国的商业合作伙伴以此次机会进行建设性的讨论并成功达成合作协议。

此致，

迪特马·沃伊德克博士

勃兰登堡州州长
10 Good Reasons for Brandenburg

1. A skilled workforce

Brandenburg offers qualified skilled workers. 63% of the working age population have an upper secondary school leaving certificate, a vocational education and training qualification or a fulltime vocational school qualification. The proportion of those with degree-level qualifications is 30%, significantly above the German average. And unlike in the federal states of Southern Germany and in European regions such as Switzerland or the Netherlands, these workers are also available. Excellent funding and advisory structures are in place to support training. Brandenburg is the first federal state in Germany to deliver economic development and labour promotion services from a single source.

2. Modern infrastructure

Brandenburg lies in an ideal location where three trans-European corridors meet. Since German reunification, work has taken place to achieve the complete modernisation of large stretches of 900 kilometres of national motorways, 3,000 kilometres of railway track, 1,300 kilometres of federal waterways and 12 inland ports. The Berlin orbital motorway creates rapid links into the German capital from all regions. More than 29 million air passengers pass through Berlin-Brandenburg each year, and it has already established itself as the third largest airport location in Germany.
3. Availability of commercial and industrial sites at cost-effective prices

Brandenburg offers more than 2,000 commercial, industrial and office locations in all areas. These provide easy access to motorways, waterways, airports, to Berlin itself, to the growth markets of Central and Eastern Europe and to Hamburg and Scandinavia. And all of this is available at astonishingly good-value prices.

4. Highest concentration of research in Germany

Berlin-Brandenburg has the highest R&D density in the whole of Germany. Research institutes, universities, Universities of Applied Sciences and a multitude of technological and business start-up centres are all available to act as transfer and cooperation partners for companies.
5. High productivity

Between 1991 and 2014, gross added value per employee in the manufacturing sector in Brandenburg rose by around 650 percent. Brandenburg boasts an extremely high level of modernisation investments.

6. Excellent value for money

Companies which invest in Brandenburg receive quality in return. Productivity in East Germany is rising significantly more quickly than in the EU member states of Central and Eastern Europe.

7. Lowest local government taxes in Germany

No other federal state in Germany charges a lower level of trade tax than Brandenburg, where the Trade Tax Index is at 84% of the national average.

8. Best investment incentives

Brandenburg offers a broad range of tailored funding programmes for investments, innovations, skilled workers, business start-up’s, foreign trade and increased energy efficiency.
9. Investor services from a single source

Brandenburg offers investors services from a single source. In its capacity as the business development agency for the State of Brandenburg, the Brandenburg Economic Development Corporation (WFBB) provides both guidance and support. It also works in close conjunction with the Investment Bank of the State of Brandenburg (ILB), which is responsible for funding management, to form a “one-stop shop”.

10. Excellent quality of life in the region surrounding the German capital

Brandenburg is high on the list when it comes to family friendliness, enjoyment of nature, experience of culture and the pursuit of active leisure. It simply has a lot to offer...
选择勃兰登堡州的 10 大理由

1. 技术娴熟的劳动力
勃兰登堡州可提供合格的技工。在该州的劳动适龄人口中，拥有高中学历、职业教育和培训资格或全日制职业学校毕业证的人数占 63%。获得学士学位的人数占比为 30%，明显高于德国平均水平。与德国南部联邦州以及瑞士或荷兰等欧洲地区不同，在这里，可以聘用到高学历工人。充足的培训资金与完善的咨询结构为劳动力的培训提供了保障。在德国，勃兰登堡州是第一个通过单一来源促进经济发展、推广劳工服务的联邦州。

2. 现代化的基础设施
勃兰登堡州地理位置优越，处于三大跨欧走廊交汇处。自两德统一以来，这里修建了长达 900 公里的国道、3000 公里的铁轨、1300 公里的联邦水路和 12 个内陆港口，在很大范围内实现了全面现代化。柏林轨道高速公路为德国首都与其他地区的连接建立了一条快速通道。每年经过柏林-勃兰登堡的航空旅客超过 2900 万人次，使得这里成为了德国第三大机场。

3. 商业和工业用地价格实惠
勃兰登堡州提供 2000 多处商业、工业和办公地点。这些地方交通便利，与高速公路、水路和机场相连，可通往柏林、不断增长的中欧和东欧市场、以及汉堡和斯堪的纳维亚，所有这些有利条件都会让您感到物超所值。
4. 德国的研发集中地

柏林-勃兰登堡一带是德国研发最密集的地区。这里汇集了各种研究机构、大学、应用科学学院和众多的科技创业中心，方便公司寻求转让和合作伙伴。

5. 高生产率

1991 年至 2014 年间，勃兰登堡州制造业的总人均增值上升了约 650%。勃兰登堡州拥有极高水平的现代化投资。
6. 绝对物超所值
在勃兰登堡州进行投资的企业可获得优越回报。东德的生产力增速明显高于中欧和东欧的欧盟成员国。

7. 当地政府征收的税费属全德最低
在德国联邦州政府中，勃兰登堡州收取的贸易税最低，其贸易税指数为全国平均水平的 84%。

8. 最好的投资激励措施
勃兰登堡州可提供各种定制融资项目，涉及的领域包括投资、创新、技工、创业、外贸以及能效增长等。

9. 单一来源的投资者服务
勃兰登堡州为投资者提供单一来源服务。作为勃兰登堡州的商业发展机构，勃兰登堡州经济发展局 (WFBB) 同时提供指导和支持。此外，勃兰登堡州经济发展局通过与负责融资管理的勃兰登堡州投资银行 (ILB) 紧密合作，形成“一站式”服务。
10. 毗邻德国首都，生活质量优越

勃兰登堡非常注重家庭和睦、自然之乐、文化体验和休闲生活的追求。此外，它还有许多优异条件...
State Government and State Parliament
州政府和州议会
The Federal Republic of Germany is made up of sixteen states called Länder (singular Land). The Head of Government of a Land is called Ministerpräsident (Minister President). Minister Presidents are elected by their respective parliaments (Landtag), appoint ministers in their respective Länder and determine policy guidelines. They represent the Land at the federal level and abroad.

About the Minister President
Dr. Dietmar Woidke was reelected Minister President of Brandenburg on 14th September 2014. He was born on October 22, 1961, in Naundorf near Forst in the South of Brandenburg. He completed his studies of Agricultural Engineering at the Humboldt University in Berlin with a PhD in 1993. In the same year, he became a member of the Social Democratic Party and started his political career.
德意志联邦共和国由十六个联邦州组成。联邦州的政府首脑被称为州长。州长由各州的州议会选出，负责在本州任命部长和制定政策导向。他们在联邦级层面和在国外代表州政府。

州长介绍
迪特马·沃伊德克博士于2014年9月14日再次当选为勃兰登堡州州长。他1961年10月22日出生在位于勃兰登堡州南部福斯特附近的瑙恩多夫镇。他在柏林洪堡大学完成农业工程学业，1993年获得博士学位。同年，他加入社会民主党，开始其政治生涯。
The President of the State Parliament
州议会主席

The President of the State Parliament is elected by the members of the Landtag for the duration of one legislative period. The President maintains the dignity and rights of the Landtag, supports its work, and leads the proceedings on a just and impartial basis.

She manages the parliamentary business independently – including independent management of her parliamentary group. The President is able to play an advisory role in every committee. She oversees the revenues and expenses of the Landtag as specified in its annual budget.
州议会议主席由州议会议员们在一个立法会任期内选举产生。议会主席维护议会尊严及其权利，支持其工作，并在公平和公正基础上领导和主持议会工作。

议会主席独立管理议会事务，包括独立于其议会党团。议会主席能够在所有委员中发挥咨询的作用。负责监督议会年度预算中所规定的收入和支出。

Britta Stark, SPD
布里塔· 斯达克，社民党
President of the State Parliament
州议会主席

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Presidential Office 州长办公室
Alter Markt 1
14467 Potsdam, Germany
The Vice-President of the Landtag Brandenburg
州议会副主席

In her absence, the President of the Landtag is represented by the Vice-President. If the President and Vice-President are both absent, the right of representation passes to the other members of the presiding committee according to the strength of their parliamentary group.
在议会主席缺席的情况下，议会由议会副主席代表。在议会主席与副主席同时缺席的情况下，议会的代表权将根据议会小组内的地位转交给主持委员会的其他成员。

Dieter Dombrowski, CDU
迪特·杜伯维斯基，基民盟
Vice-President
副主席

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The Ministry of Justice and for Europe and Consumer Protection
司法、欧洲事务及消费者权益保护部

The Ministry of Justice and for Europe and Consumer Protection comprises three policy areas: The department of Justice is in charge of administrative and human resources issues with regard to courts and offices for public prosecution, it provides support to the Federal State Government concerning legislative initiatives or pleads the federal state's case in the event of constitutional disputes. Furthermore, the departments' manifold responsibilities encompass the fields of legal enforcement as well as the social services of the judiciary.

The ministry’s second specialist division is responsible for the cross-departmental political coordination of European policies of the federal state. It represents Brandenburg within panels and committees dealing with European policy issues on domestic level as well as in European organizations. Furthermore, the Permanent Representation of Brandenburg to the European Union in Brussels is assigned to the ministry. Last but not least, the Europe department supervises and coordinates all those requests and undertakings related to the cooperation of Brandenburg with EU-Neighbours. Due to the importance of internationalisation the establishment and development of interregional relations of the State of Brandenburg has been included in the portfolio of the Ministry of Justice and for Europe and Consumer Protection since the beginning of the current election period.

The broad range of tasks of the division for Consumer Protection covers matters of consumer information and consultation as well as the development and installation of consumer rights. Other key tasks comprise the performance of measures to prevent and combat animal diseases, to safeguard animal welfare, to supervise animal food and veterinary drug application, the quality of drinking and public bathing water or to monitor food safety.

Since 2016 Stefan Ludwig has been Minister of Justice and for Europe and Consumer Protection.
司法、欧洲事务与消费者权益保护部包括三个政策领域：司法部门负责有关法院和检察机关的行政和人力资源问题，它向联邦州政府提供有关立法倡议方面的支持或在出现宪法争议讨论情况下捍卫联邦州。此外，部门的多重职责包括法律执行及其司法机构的社会服务。

该部的第二个专业部门负责联邦州对欧洲政策的跨部门政治协调。它在小组和委员会中代表勃兰登堡州在国内和在欧洲组织的层面上处理欧洲政策问题。此外，该部还负责派遣勃兰登堡州驻欧盟的常驻代表到布鲁塞尔。另外，“欧洲”部门监督和协调所有和勃兰登堡州与欧盟邻国有关的合作要求和任务。由于国际化的重要性，自近期选举期开始，勃兰登堡州与区域关系的建立和发展已经包括在司法、欧洲事务和消费者权益保护部的工作范围中。

“消费者权益保护”部门有广泛的任务，包括消费信息和咨询事宜，以及消费者权益的建立和发展。其他重点任务包括采取措施防治动物疾病、维护动物福利、监督动物食品和兽医药物的应用、饮用水和公共浴池水的质量并监控食品安全。

自2016年起，Stefan Ludwig (斯特方·路德维希)一直的担任司法、欧洲事务以及消费者权益保护部部长。

Stefan Ludwig
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Heinrich-Mann-Allee 107
14473 Potsdam, Germany
Chairman, Committee for Economic Affairs
州议会经济事务委员会主席

The Landtag is the federal parliament of Brandenburg. Its members are elected for a period of five years. The 6th legislative period lasts from 2014 to 2019. The following parties are represented in the Landtag (in order of strength): SPD (Social Democrats), CDU (Christian Democrats), Die Linke (The Left), AfD (Nationalists), Bündnis 90/Die Grünen (the Greens). The SPD and Die Linke form the governing coalition. For working purposes, the Landtag has formed 14 Committees. Committees are parliamentary bodies whose main duty is to prepare for the rulings of the Landtag. The Chairman of the Committee Economic Affairs is a member of the Brandenburg delegation to China.
州议会是勃兰登堡州的联邦议会，州议会会员的选任期为5年。第6议会任期为2014年至2019年。

目前，州议会包括以下政党的议员员（根据议员人数顺序）：社会民主党（SPD）、基督教民主联盟（CDU）、左派党（Die Linke）、德国选择党（AfD，民族主义者）、联盟90/绿党（绿党）。社会民主党和左派党组成执政联盟。为便于工作，州议会建立14个委员会。委员会是议会机构，其主要职责是为州议会准备决议。州议会经济事务委员会主席是该勃兰登堡州访问中国考察团的团员。

Ralf Holzschuher, SPD
拉尔夫·霍尔茨舒尔，州议会议员

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28 years after its foundation, Brandenburg has become an attractive location for business, a leading energy producing state and a popular tourist destination. Located in the vibrant capital region – a hub between East and West, benefitting from a high density of research and science institutions, Brandenburg provides optimal conditions for companies from all over the world. Promoting the economic strength of Brandenburg is a key mission of the Ministry for Economic Affairs and Energy.

The state government’s aid policy focusses on growth, employment, innovation and technology transfer. A particular emphasis is put on small and medium-sized enterprises (SMEs), as they account for the majority of local firms. The Ministry for Economic Affairs and Energy supports SMEs in taking advantage of opportunities such as digitalisation.

Brandenburg is a pioneer in renewable energies. The Ministry for Economic Affairs and Energy believes that the systemic integration of renewables, the development of storage technologies as well as the nationwide expansion of grids constitute key challenges for the coming years.

Since November 5th, 2014, the Ministry for Economic Affairs and Energy is led by Albrecht Gerber. His State Secretary is Hendrik Fischer who previously held various positions in the Ministry of Labor and Social Affairs and in the State Chancellery in the State of Brandenburg.
促进勃兰登堡州的经济实力是经济事务和能源部的一项中心任务。

州政府的帮扶政策重点在于经济增长，就业，创新和技术转让。特别是对中小企业（SMEs）的扶持，因为它们占当企业数量中的大部分。经济事务和能源部支持中小企业获利于各种机遇，比如说数字化。

勃兰登堡是可再生能源的先驱。经济与能源部相信可再生能源的系统整合，存储技术的发展以及全国电网的扩张将是未来几年中重要的挑战。

自2014年11月5日以来，勃兰登堡州经济事务和能源部由Albrecht Gerber领导。他的州秘书Hendrik Fischer (亨德里克·菲舍尔)曾在州劳动和社会事务部和勃兰登堡州长办公机构担任过多种职务。
Brandenburg is one of the 16 Länder (states) of the Federal Republic of Germany. As member of the Bundesrat (Federal Council) the Land takes part in the legislative decision-making on the federal level. The office of the Minister President is called Staatskanzlei (State Chancellery). The German capital Berlin is located in Brandenburg’s very centre but is a separate Land. Together with Berlin, the region’s population is 6 million people.

Historically, Brandenburg was the nucleus of the Prussian Kingdom and the German Empire. With more than 500 manor houses, hundreds of landmark churches, 3,000 lakes and its capital city of Potsdam (named a UNESCO World Heritage), Brandenburg is also one of the most beautiful regions in Germany.
Branenburg is one of the 16 federal states of the Federal Republic of Germany. As a member of the federal state, the state participates in the legislative process at the federal level. The office of the state governor is called the State Chancellery. Germany’s capital, Berlin, is located in the center of Brandenburg, but it is a separate federal state. Including Berlin, the region has a population of 6 million people.

Historically, Brandenburg was once the core area of the Prussian kingdom and the German Empire. With more than 500 manor houses, hundreds of representative churches, 3000 lakes, and Potsdam, which is a UNESCO world heritage site, Brandenburg is one of the most beautiful regions in Germany.

**Florian Engels**
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Universities and Research
大学和研究机构
With around 7,600 students, the BTU Cottbus-Senftenberg (BTU) is the second largest university in the Federal State of Brandenburg, and the only technical university. It is a research-focused technical university. Around 26 percent of the students come from more than 100 different countries all over the world. BTU, newly established on 1 July 2013, is an amalgamation of BTU Cottbus and Lausitz University of Applied Science. It offers everything its two predecessor institutions offered yet it is also developing completely new profiles. Where research and technology transfer are concerned, we greatly value our cooperation with other universities and non-university based research institutions, regional small and medium-sized businesses and also major international corporations.

Our university has initiated many measures aimed at keeping well-qualified people in the region. One of the most important of these measures is the expansion of our dual education degree course programme initiated in 2015.

We would like to meet university administrations interested in international exchange, research institutions and companies interested in R & D cooperation.
科特布斯森夫腾贝格勃兰登堡工业大学（BTU）拥有约7600名在校生，是联邦勃兰登堡州第二大学，也是该州内唯一的工业大学。这是一个以研究为中心的工业大学。在科特布斯工大中，约有26%的学生来自全世界100多个不同的国家。科特布斯森夫腾贝格勃兰登堡工业大学于2013年7月1日新成立，是由科特布斯森夫腾贝格勃兰登堡工业大学和劳泽茨应用科技大学合并而成的。它不仅保留了两所前身大学的所有研究机构，并在此基础上发展全新的策略。在研究与技术应用方面，我们非常重视与其他大学及研究机构，区域性中小企业，以及国际性大公司的合作。

我们的大学执行了许多来保留当地人才的措施。其中最重要的是从2015年起启动的双学位项目课程。我们希望与对国际交流感兴趣的大学管理机构、研究机构和对研发合作感兴趣的公司进行合作交流。

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Innovations for the digital society are the focus of research and development work at the Fraunhofer HHI. In this area, the institute is a world leader in the development of mobile & optical communication networks and systems, fiber optical sensor systems as well as the processing and coding of video signals. Fraunhofer HHI is one out of 72 institutes in the Fraunhofer Association.

To facilitate the planning and communication process of infrastructure projects, especially railroad projects, the Fraunhofer HHI provides solutions for audiovisual simulations and presentation of railroad traffic noise after planned noise reduction measures.

The simulated result can be reproduced realistically in an unprecedented quality on different presentation platforms: VR-Glasses, tablets and screens with headphones or even in immersive rooms.

Additionally to the successfully established use case simulation of noise reduction measures of railroad traffic, this technology can also be used for general infrastructure projects and urban development measures.
数字社会的创新是弗劳恩霍夫研究所HHI研发工作的重点。在这一领域，该研究所是开发移动与光通信网络和系统、光纤传感器系统以及视频信号处理和编码的世界领先者。弗劳恩霍夫HHI研究所是弗劳恩霍夫协会的72个机构之一。

为了促进基础设施项目的规划和沟通，特别是铁路项目，弗劳恩霍夫研究所提供试听模拟解决方案和铁路降噪措施后铁路交通噪音的陈述报告。

模拟结果可以在不同的演示平台上以前所未有的质量逼真地再现：VR-眼镜，平板电脑和带耳机的屏幕，甚至是沉浸式空间展示。

除了成功用于模拟铁路交通降噪措施外，这些技术还可用于一般基础设施项目和城市发展措施。

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The Potsdam Institute for Climate Impact Research (PIK) was founded in 1992 and has a staff of about 300 people. As a world-class institution in its field, PIK addresses crucial scientific questions in the fields of global change, climate impacts, and sustainable development. Researchers from the natural and social sciences work together to generate interdisciplinary insights and to provide society with sound information for decision making. The main methodologies are systems and scenarios analysis, modelling, computer simulation, and data integration.

PIK is interested in a science-policy dialogue with decision-makers on scientific insights as to climate change, climate impacts, and sustainable solutions as well as scientific cooperation with leading research institutions.
波茨坦气候影响研究所（PIK）成立于1992年，拥有约300名员工。作为该领域的世界级机构，PIK致力于解决全球气候变化、气候影响和可持续发展领域的重要科学问题。拥有自然科学和社会科学背景的研究人员共同努力，以产生跨学科的见解，为决策提供信息并服务于社会。我们主要的研究方法是系统研究和场景分析、建模、计算机模拟和数据集成研究。

PIK愿意与决策者就气候变化、气候影响、可持续的解决方案，以及与领先研究机构的科学合作进行具有科学见解的科学政策对话。

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所长助理

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Comde-Derenda GmbH
康姆德润达有限公司

Comde-Derenda GmbH is a well-known European manufacturer of measuring instruments and is mainly specialized in the following two sections:

1. Ambient air monitoring
   • Fine dust sampling systems
   • Manual / automatic filter weighing systems
   • Compact air quality monitoring systems (fine dust and gas pollutants)
   • Cloud user interface

2. Gas (SF6) density monitoring in high-voltage systems
   • Gas density monitors
   • Gas density and dew point transmitters

We were founded in 1972 - that means more than 40 years experience in the related industries. In the past years we have successfully sold our products in more than 30 countries.

We are looking for local distribution and service partners for our product lines. Please find more details about our company and products under www.derenda.cn (Chinese websites).

康姆德润达有限公司（Comde-Derenda GmbH）是欧洲知名的环境监测仪器制造商，我们的产品主要涉及以下两个领域：

1. 环境空气监测
   - 颗粒物采样系统
   - 手动/自动滤纸称重系统
   - 小型空气质量监测系统（颗粒物和气态污染物）
   - 云平台操作软件
2. 高压电力系统中气体（SF6）密度监测
- 气体密度继电器
- 气体密度和露点变送器

我司成立于1972年，在相关行业拥有超过40年的经验。在过去几年中，我们已成功将产品销售至30多个国家。

我们正在为我们的产品线寻找当地分销和服务合作伙伴，请在www.derenda.cn（中文网站）中查找有关我们公司和产品的更多详细信息。

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ENCON.Europe Ltd. is an Energy-Consultancy for renewable energy units and multi-energy-plants.

We are focussing on the support of companies and institutions in the fields of sustainable and economically successful energy solutions. We offer professional support with regards to electrolysis and energy storage solutions with hydrogen, power-to-gas, power-to-fuel-techniques within the fields of renewable energy, mobility and the industrial sector. By the intensive cooperation with the German Hydrogen and Fuel Cell Association and the industrial think-tank performing energy we work on social and economic solutions for the most important questions of the energy transition. We focus on the countries of the European Union, especially on Germany, Poland, Bulgaria and globally on Australia, Belarus, Chile and China.

We would like to meet Energy producers, mainly with a growing share of wind energy, steel and refinery industry interested in reducing carbon footprint. Furthermore, we are seeking for public transport companies interested in fuel cell fueling.

ENCON.Europe Ltd.是一家可再生能源和多能源工厂的能源咨询公司。

我们致力于为可持续和经济成功的能源解决方案领域的公司和机构提供支持。在可再生能源，移动领域和工业领域中，我们为氢气，电转气，电转燃料技术提供电解和能量储存方面的专业支持。通过与德国氢能和燃料电池协会以及能源行业智库的密切合作，我们致力为能源转型最重要的问题提供社会及经济的解决方案。我们关注欧盟国家，特别是德国，波兰，保加利亚以及在世界范围内关注澳大利亚，白俄罗斯，智利和中国。
我们希望能够与能源生产商见面，主要与份额不断增加的风能企业，希望减少碳排放的钢铁和炼油企业，以及对燃料电池充电有兴趣的公共交通公司。
GeoClimaDesign AG

GeoClimaDesign AG is a producer of capillary tube mats and capillary tube cooling and heating systems for the integration into ceilings of retrofitted and new buildings. Bluemat cooling ceilings are silent, comfortable and energy efficient. We deliver our bluemat systems including Geo1 dew point controlled temperature management system for projects all over the world.

Further fields of our product range are as follows

• PVT solutions - solarthermal activation of PV panels for roofs
• PVT solutions for facades (smart facades) geothermal collectors,
• football lawn heating (CO2 free lawn heating)
• ice tanks
• H2 fuel cell for building application (R&D project researching the system design for high efficient fuel cell heating and cooling application)

We would like to meet project developers and owners and their architects and energy design partners.
地之气环保设计股份公司是室内毛细管垫，毛细管集成冷却及加热系统的生产商，用于集成到改造和新建筑的天花板中。Bluemat 天花板制冷系统比空调更安静，舒适，以及节能。我们为全球提供包括Geo1 露点温度管理系统在内的Blueemat 系统。

我们的产品所关注的其他领域主要有

- 用于屋顶和立面的PVT解决方案（用于PV板的太阳能模块）
- 用于列车站台及停车区域的加热解决方案
- 零排放足球草坪加热
- 温室制冷制热
- 制冰池
- 用于氢气燃料电池加热和制冷相关应用的研发

我们希望与对舒适，高效以及无声天花板制冷系统感兴趣的项目负责人及开发商对话。我们也希望与建筑师以及土木工程师合作。

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We are specialists for wastewater treatment technology.

As one of the market leaders for wastewater treatment technology in Germany, LKT has concentrated for many years on decentralized wastewater management. Using the most modern technology, exceptionally high quality products have been manufactured at our offices in Luckau, which have proven themselves 50,000 times over in the meantime and provable achieved exceptional wastewater treatment results. To guarantee this high level of skillfulness in the future, we are developing new approaches to wastewater treatment procedures and are continuously optimizing high-quality, long-life products.

We want to improve the great contact to our business partner continuously. Furthermore, we would like to talk about new projects and being a part of the development of the Chinese environment.
我们是您的废水处理技术专家。

作为德国废水处理技术的市场领导者之一，LKT多年来一直致力于分散式废水管理。使用最先进的技术，我们在位于Luckau的公司生产了极高质量的产品。其出色的废水处理效果已被证明了超过5万次。为保证在技术在未来持续位于领跑水平，我们正在研发废水处理程序的新方法，并不断优化高品质，使用时间长的产品。

我们希望持续提升与商业合作伙伴的良好关系。此外，我们希望洽谈新的项目并参与中国环境的改善发展。

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McPhy Energy S.A.
迈克菲能源股份公司

McPhy Energy is a leading developer of hydrogen-based solutions with unique expertise in the production and refilling of hydrogen. Our latest development, the “augmented McLyzer”, allows us to build Multi-MW electroyzers to produce 20,000Nm³ of hydrogen per hour and above. We also design and manufacture Hydrogen Refueling Stations to achieve zero emission mobility. McPhy Energy markets easy to use, environmental-friendly solutions, combining unique safety features and energy independency in the sectors energy, mobility and industry.

The Group has production sites in France, Germany and Italy. McPhy Energy is listed on NYSE Euronext Paris (Segment C, code ISIN: FR0011742329; ticker: MCPHY).

We would like to meet companies in the Power-To-Gas sector, industrial companies with hydrogen demand, and companies from the clean energy sector, where hydrogen based energy may play an important role.

迈克菲能源股份公司是以基于氢解决方案的领先开发商，于2008年在法国拉莫特方雅（德龙省）成立。作为利用金属氢化物以固体形式存储氢的专家，迈克菲已积累了利用电解水（电解槽 McLyzer®）生产氢技术的广泛专业知识。凭借独家技术，通过电解槽与固体氢存储“Mcstore”结合，迈克菲公司为工业和能源存储的生产和储存低压氢提供解决方案。迈克菲能源公司最新开发的增强型Mclyzer使我们能够制造多兆瓦电解槽, 其每小时可生产至少20,000Nm³的氢气。

此外，迈克菲能源拥有完整系列加氢站McFillings，能设计和制造灵活的氢气解决方案，实现的零排放流动性。该公司推出易于使用，有价环保的解决方案，该方案把独特的安全措施和在可再生能源中的能源独立，交通和工业领域结合起来。该集团分别在法国、德国和意大利有三个生产基地，并且在法国有一个研发实验室。

迈克菲能源股份公司在纽交所巴黎泛欧证交所上市（C段，代码ISIN：FR0011742329；股票代号：MCPHY）。

我们希望会见电转气领域的公司和个人，有氢需求的工业公司以及氢能源在未来可发挥重要作用的清洁能源或移动领域的公司或个人。
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NACOMPEX GmbH
纳克玛皮克斯有限公司

NACOMPEX GmbH is a small technology provider that develops various energy storage technologies and demonstrates their deployment in industrial reference plants. Object of the business is the licensing of patents and know-how to manufacturers of equipment and plant constructors in the power plant and chemical industry.

NACOMPEX’s technology portfolio contains:

• The thermochemical NaCompEx Process for ultraflexible heating power storage plants.
• The Iron Steam Storage Process for mobile (railways, trucks, ship’s drives) and stationary chemical storage of electricity with hydrogen as working material.
• A system technology for district heating supply based on renewable energy with heat pump storage heating plants.

NACOMPEX GmbH is looking for technology users and their suppliers for a cooperation in establishing regional renewable energy supply systems with advanced energy storage.

NACOMPEX GmbH是一家小型技术供应商，开发各种储能技术并展示其在工业相关工厂中的运用。我们向发电厂和化学工业中的设备和工厂制造商授予专利和技术许可。
纳克玛皮克斯有限公司

NACOMPEX的技术组合包括:

- NaCompEx 热化学工艺，运用于超柔性加热电力存储设备
- 用于移动（铁路，卡车，船舶驱动器）铁蒸汽储存过程以及以氢气作为工作材料的静态化学储存。
- 种基于可再生能源的热泵储热系统区域供热系统技术。

NACOMPEX GmbH正在寻求技术用户及其供应商合作建立区域性有先进能源储存的可再生能源供应系统。

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The task of NOW GmbH involves the implementation of federal development programmes. These include subjects of the National Innovation Programme Hydrogen and Fuel Cell Technology, battery-electric mobility, the implementation of recharging infrastructure and the continued development of the Mobility and Fuel Strategy. These programmes support the market preparation and launch of the corresponding technologies. NOW also supports the export initiative for environmental technologies in the area of hydrogen and fuel cell technologies and the German-Japanese-cooperation in the power-to-gas area.

We intend to broaden our network with international partners in the hydrogen and fuel cell branch. We are looking for knowledge acquisition as well as for a mutual exchange on information on hydrogen and fuel cell activities.
NOW的任务涉及联邦发展计划的实施。其中包括国家创新计划中的氢和燃料电池技术，电池电动汽车，充电基础设施的实施以及移动和燃料战略的持续发展。这些项目支持市场准备和相关技术的发布。NOW公司目前还支持氢和燃料电池技术领域的环境技术出口倡议，以及德国和日本在电到气领域的合作。我们希望拓展我们与氢和燃料电池行业内的国际合作伙伴的网络。我们正在寻找获取知识以及交换关于氢和燃料电池的活动信息。

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As a disposal specialist (EfB certificate), Recon-T GmbH can look back on a long and successful activity in the areas of paper sorting and waste wood recycling. Our company operates a plant approved in accordance with the Federal regulations for immissions and environmental protection in Schwedt. Our services include the provision of waste paper containers with subsequent paper sorting, waste product disposal, transport and container provision, waste wood recycling and household waste collection on a 5.2 hectare compound with multifunctional buildings.

We are looking for a direct access to the Chinese market in case of export and distribution for secondary raw materials out of Europe. Especially for waste paper and plastics as well as ferrous and nonferrous scrap metal.
Recon-T GmbH 作为废弃物处理专家，我们在废纸分拣以及木材回收领域获得长期成功。我们是一家位于Schwedt经联邦污染法批准的公司。公司在5.2公顷带多功能建筑物的土地面积上，提供进行纸张分拣的废纸回收容器，废物处理，运输及集装箱供给，废旧木材回收以及一般家庭废弃物的收集。

我们寻找直接进入中国市场的入口，以在欧洲之外的地区出口及销售二手原料。特别是废弃纸张，塑料，黑色金属及有色金属废料。

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silvertex aqua GmbH produces and distributes an innovative system for the permanent preservation of water through the antibacterial effect of silver ions (Ag+) in many fields of application. Our product silvertex® is a textile in 3D format covered with silver and works without energy requirements or additional dosages of chemicals. The product is excellent for the longterm-protection of different types of waters against microbial contaminations such as bacteria (Legionelas, Pseudomonas, E.Coli, etc.), fungi and spores, Virus, Bio Film and formation of organic deposits caused by biological contamination in equipment and technical materials that silvertex® protects.

silvertex® is placed in the water, it kills germs and, that is the decisive, they permanently inhibit their multiplication. In this way, the water is permanently protected from renewed biological contamination.

We are looking for water suppliers, distribution partners, service provider, strategic partners for business and product development.
斯菲特思奥库有限公司生产及销售一种通过银离子在众多领域的抗菌效果来永久保存水的创新系统。我们的产品silvertex®是一种表面覆盖银的3D形式的纺织品，无需能量或额外的化学品剂量。该产品非常适用于长期保护不同类型的水免受微生物污染，如细菌（军团杆菌，绿脓杆菌，大肠杆菌等），真菌和孢子，病毒，生物膜和生物污染引起的有机沉淀物的形成。使用silvertex®可保护这些设备以及技术材料。将silvertex放置于水中可以杀死细菌，更重要的是它可以永久抑制细菌繁殖。通过这种方式可以保护水源，使其免于新生生物污染。我们正在寻找供水商，分销合作伙伴，服务提供商，以及商业和产品开发的战略合作伙伴。

Birgit Dürsch
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Focus: Transport, Mobility & Logistics

领域：运输，移动和物流
As a private, medium-sized company, the Deutsche Eisenbahn Service AG (DESAG) focuses on supplying all services concerning the railway sector. Those services cover rail cargo services and passenger transportation. An own infrastructure network of 400 kilometres is operated as well as workshops for rolling stock. To prevent skill shortage in this sector, DESAG operates an own academy to train people.

For DESAG it is of great importance to concentrate on innovations. We are always looking out for new markets, opportunities and innovations to support our growth.

We are looking for cooperation partners regarding the development and introduction of innovative technologies as follows:

- Renewable energies / hydrogen propulsion for regional passenger transportation
- Digitalisation in the rail sector
- Electrification of railway infrastructure
- International purchase of power
- Recruiting of qualified personnel
- Offers on the tracks of the new Silk Route
作为私营中型企业，德国铁路服务公司 (DESAG) 致力于提供所有与铁路部门有关的服务。这些服务包括铁路货运以及客运。我司运营长达400公里私有基础设施网络以及铁路备料车间。为预防这一领域的技术人员短缺，DESAG同时运营一所自己的铁路学院用于人才培训。

对于DESAG来说，专注于创新极其重要。我们始终通过寻找新市场，新机遇以及创新以支持我们的发展。

我们正寻找以下方面的开发和引进创新技术的合作伙伴：

· 使用可再生能源/区域内客运以氢推进
· 铁路部门的数字化
· 铁路基础设施的电气化
· 电采购国际化
· 技术人员引进
· 提供新丝绸之路上的铁路运输

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Rieck Logistics Group is a logistics company offering worldwide services, extending from international sea and air cargo through warehouse and transport logistics to disposal logistics and relocation/trade fair services. In our own premises in Grossbeeren near Berlin (head office), Berlin, Dresden, Frankfurt/M., Hamburg, Munich, Neuss, Nuremberg, Rostock, Amsterdam-Schiphol and Rotterdam (NL), and Mikulov (CZ) we employ more than 800 people. We offer full service logistics with high quality standards. Within Germany and Europe with the cargo network IDS, with Tandem Global Logistics worldwide and with Rieck Sea Air Cargo International (RSACI) in China.

We are looking for companies with transport volumes from/to China (sea and airfreight - import and export). Moreover, interested parties with demand on warehousing as well as distribution/pick up services within Europe.
瑞克物流集团是一家提供全球服务的物流公司，从国际海运和空运货物到仓储和运输物流，以及处置物流和搬迁/贸易展览服务。我们在柏林附近的大贝伦（总部），柏林，德累斯顿，法兰克福，汉堡，慕尼黑，诺伊斯，纽伦堡，罗斯托克，阿姆斯特丹 - 斯希普霍尔和鹿特丹（荷兰）以及米库洛夫（捷克）共有超过800名员工。我们提供高质量全方位的物流服务。在德国以及欧洲有货运网络IDS，全球范围中我们有Tandem Global Logistics，在中国有Rieck Sea Air Cargo International（RSACI）。

我们正寻找往来中国的大运量运输公司（海运及空运-进出口）。此外，我们也寻找对在欧洲范围内仓储以及分销/提货服务有兴趣的合作伙伴。

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Schienenfahrzeugbau Wittenberge GmbH

轨道车辆建造维腾贝格有限公司

Schienenfahrzeugbau Wittenberge GmbH (SFW) operates three workshops for rolling stock in northern Germany. The services cover the whole lifecycle of rail cars. This includes revision and maintenance, reprocessing of vehicle parts or modernisations. The main workshop is Eberswalde and covers a variety of services. The wheel set workshop is one of a kind in Germany. Services of IS1 and IS2 are done here and the highlight are the two lathe PN 190. The workshop concentrates on waggon services but also offers services regarding locomotives and railroad carriages.

We are looking for:

1. Acquisition of supplies of components such as:
   - Bogies for waggons, Composite and LL brake lining carrier (low noise, low friction)
   - Shunting step and buffers for waggons
   - Wheelsets for rolling stock, GPS devices for rolling stock

2. New build of container waggon or waggon in general: Delivery of components to Germany – completion in Germany (lengthened workshop- and sales board for China)

3. Supplies of machines: ultrasonic cleaning of boogies, Vessel cleaning machines, Lifting jacks, Blasting machines for wheelsets

Wittenberge轨道车辆制造公司（SFW）在德国北部经营三个车辆车间。我们的服务涵盖了轨道车辆的整个生命周期，包括车辆的修理和维护，车辆零件再加工或现代化。我们最主要的车间是Eberswalde，这里包含了各种服务。我们拥有德国独一无二的轮组车间。IS1和IS2的在这里完成组装。重要的是在这里我们还有两台PN 190车床。该车间专注于货车，但也提供有关机车和铁路车厢的服务。
我们寻找：
1. 以下组件的供应商，比如：
   · 大型货运车转向架，复合材料和LL制动衬片支架（低噪音，低摩擦）
   · 分路步骤和车辆缓冲
   · 铁轨车辆用轮, 铁轨车辆的GPS设备
2. 新建集装箱货车或货车：向德国交付零部件 - 在德国完工（加长车间及销往中国版本）
3. 机器供应商：超声波车身清洗机，船舶清洁机，起重千斤顶，轮对抛丸机

Mathias Tenisson
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Focus: Metal, Automation and Construction

领域：金属，自动化和建筑
For 25 years we have been realising technical and economic solutions that are characterized by a high degree of vertical integration, reliable project management and good services. Planning, construction and manufacturing processes all take place in Germany. The installation and commissioning processes are implemented worldwide. Gemtec is a specialist for special engineering and industrial automation. Our main business is the development, the design and the production of industrial ovens and powder painting machines.

We are looking for industrial customers for our ovens, paint machines and special engineering machines.
25年来，我们始终致力于实现以高级垂直整合，可靠的项目管理以及优质的服务为特点技术及经济解决方案。项目的规划，建设和制造全程在德国进行。安装和调试过程则在全球范围内实施。Gemtec 是特殊工程和工业自动化专家。我们的主要业务是开发，设计和生产工业烤箱及粉末涂装机。

我们正为我们的烤箱，涂料以及特殊工程机械寻找工业客户。

Michael Gawalek
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Lausitzer Stahlbau Ruhland GmbH

Lausitzer Stahlbau Ruhland GmbH is continuing a tradition of 90 years. Our committed, motivated and highly qualified team of 160 employees realizes planning, design, construction works, project management as well as production, corrosion protection and installation on industrial construction, structures for energy-generation, industrial halls, sport and community buildings. We provide know-how and, if needed, we develop alternatives which fits customer requirements.

We are looking for a reliable contractor who is able to deliver beams and lor steel plates as well as (semi-finished) steel construction products.
Lausitzer Stahlbau GmbH & Co.

Lausitzer Stahlbau GmbH & Co. has over 90 years of history. We employ 160 highly motivated, high-skilled employees committed to the planning, design, construction, project management, and production, corrosion protection, and installation of industrial buildings, energy production structures, industrial halls, stadiums, and community buildings.

We provide technology and develop alternative products if necessary to meet customer requirements.

We are searching for reliable contacts who can provide bridges, steel plates, and steel construction products (semi-finished products).

Rüdiger Schaaf
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Ytterstone®, the brand name of my company, means “special stone”. We produce patent protected sand stone, marble and granite coverings which are from one to five millimeter thick and can be used as wall or floor tiles. You can find many applications on our website and in our brochure. From 1991 to 2002, I was running a large construction company, and in 1998, I started developing the business of Ytterstone®. In 2000, I applied for a patent for my invention. In 2004, I received the first inventor prize at the Inventors’ Fair in Geneva as the 1st German to be awarded. In 2015, I developed a new manufacturing method so that you can manufacture Ytterstone® not only in mining areas but also in normal warehouses around the world. Now I can make any desired colour and texture and even granite or marble. In 2016, for this invention I received an award by the Federal Government of Germany. From 2000 until today, more than 10,000 projects have been installed by myself or by my partner companies worldwide. They are mainly based in Germany, but also in Dubai, in the USA, in Taiwan and in other regions.

I am looking for distribution partners or partners who would like to acquire a license for own production in China. For this purpose, particularly large construction companies, wholesalers or natural stone manufacturers could be suitable.

Heiko Neupert
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Owner
企业主

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Focus: Food Industry
领域: 食品行业
mirontell fein & frisch AG is a producer of fresh cut fruits and fruit salads. We produce between 10 and 15 tons fruit salad daily. It depends on the seasonal availability. We have a lot of different fruits, that we use as ingredients for our salads. Mostly we use fresh fruits (80 % of time), but we also use deep frozen products like pineapple, orange, mango and melon. We produce with different machines and use plastic buckets as sales packaging.

We are looking for companies with a bucket production and manufacturers of machines and producers of deep-frozen fruits.
米瑞泰精品与新鲜股份公司是新鲜水果切块和水果沙拉的生产商。根据季节的不同，我们每天生产10至15吨水果沙拉。我们使用很多种水果作为沙拉的原材料。它们大多数为新鲜水果（80%），但同时我们也使用冷冻水果比如说菠萝，橙子，芒果或者甜瓜。我们使用不同的机器生产水果并使用塑料桶作为销售的包装。

我们寻找生产塑料桶产品的公司，机器制造商和冷冻水果生产商。

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IndustryStock is a German based B2B platform for industrial companies in 16 languages with 15 years experience. It is not only a leading, global online search-and-find platform with more than 300,000 industrial companies and 3.1 million products, but also a platform for worldwide sales, communication and information needs of industrial companies.

We are looking for a cooperation partner in B2B platform area, so that we can grow together.

IndustryStock.com 是德国媒体出版社有限公司打造的全球工业企业贸易及信息交流平台（B2B平台）。IndustryStock专为工业而生，拥有16种语言、310万种产品，数据库中有超过30万家经核实的企业，涵盖德国90%的工业企业，其中不乏有Siemens（西门子）、Bosch（博世）、Festo（费斯托）等大品牌。

自2003年创立以来，IndustryStock 一直怀着一个使命：通过改善全球贸易交流途径，推动全球工业发展。我们寻找在B2B平台领域的合作伙伴，以期待共同发展。
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The Technologiebrücke (Technology Bridge) of Pieper Innovationsges. mbH is a corporate initiative in the Capital RegionBerlin-Brandenburg. We initiate, mediate, organize and attend business contacts and projects between Chinese and German companies, institutes and universities. Via the Technology Bridge we provide suitable partners for a successful technology cooperation, innovative products and services. Furthermore we investigate suitable sites and investment properties for special projects.
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机构和协会
Potsdam Chamber of Commerce and Industry
德国波茨坦工商会

The Potsdam Chamber of Commerce and Industry (CCI) is the biggest self-administrating business organisation in the State of Brandenburg. It has more than 75,000 member companies in all sectors and is located in the state capital of Potsdam next to Berlin.

CCI’s main working areas are vocational training, supporting SME’s incl. the foundation of enterprises, export, technology transfer, analyzing competitiveness and industrial locations as well as assisting in legal affairs.

The CCI is also a service provider for foreign enterprises to promote market development and provide cooperation contacts.

The Potsdam Chamber is interested in companies and institutions who plan to develop their business in the Berlin-Brandenburg area.

波茨坦工商会是勃兰登堡最大的企业自我管理组织，坐落于毗邻柏林的勃兰登堡州首府波茨坦，共有分布在各行各业的75000家会员企业。

商会的主要职责包括职业培训和扶持中小企业（在建立选址，出口，技术转移，竞争力研究，法律等方面提供咨询），同时我们也帮助外国企业进入当地市场并建立商业网络。

波茨坦工商会希望和有意愿在柏林市与勃兰登堡州区发展的企业建立联系。
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组织者
Brandenburg Invest (WFBB), the Brandenburg Economic Development Corporation, is the central point of contact for investors, companies based in the Federal State of Brandenburg and technology-oriented start-ups. With our expertise and comprehensive support in all industry sectors, and our contact to relevant stakeholders and networks we offer service packages for economic development and the promotion of employment tailored to you. Our services are free of charge and completely confidential. Brandenburg Invest provides support during the establishment of a company and its expansion, promotes innovations, internationalization and networking, and assists the acquisition and qualification of a skilled workforce. WFBB advises on financing and funding options and guides you through all public administration processes. Furthermore, we support the development of sector-specific innovation clusters in the State of Brandenburg and in the German Capital Region. As Brandenburg’s Energy Saving Agency, WFBB is closely linked to the implementation of the State’s energy strategy.

We are the organizer of the business delegation to China. We have set up the tour to help our companies from the German Capital Region Berlin-Brandenburg to find potential business partners in China.

勃兰登堡州经济发展局（WFBB）是投资者，位于联邦勃兰登堡州的企业和技术型初创企业的中心联络人。凭借我们在全行业领域的专业知识和全面支持，以及与相关利益者的关系网络，为您量身定制经济发展和促进就业的服务包。我们的服务完全免费且全程保密。勃兰登堡州经济发展局在公司成立及扩张，推动创新，国际化和网络化的过程中提供支持，并协助认证及聘用专业技术人员。WFBB就融资和融资方案提供建议，并指导您完成所有公共管理流程。此外，我们支持在柏林及勃
勃兰登堡州发展特定部门的创新集群。作为勃兰登堡州的节能机构，WFBB与国家能源战略的实施密切相关。

勃兰登堡州经济发展局是这次商务代表团访问中国的组织机构，目标是支持德国首都地区柏林-勃兰登堡州在中国寻找商务合作伙伴。

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Founded in 1992, Far Eastern Consulting (Far Eastern–Fernost Beratungs- und Handelsgesellschaft mbH) is a management consulting and project management company specialized on China. With our team of 45 consultants and offices in Beijing, Qingdao and Shanghai, we focus on strategy consulting and the implementation of various market development measures in China. Far Eastern acts as project coordinator for high-profile projects supported by the German Federal Government and the Chinese Central Government, such as the Sino-German Eco-park (energy efficiency) and the project Semizentral (research project in the field of waste water). Through over two decades of experience Far Eastern and the entire team has built up a specialized expertise and a network of personal contacts with decision makers in business and politics in China. We use this network for the implementation of projects in China. Over the course of 23 years, Far Eastern has actively supported more than 450 companies in China.

东源咨询有限公司成立于1992年，是一个专门从事中国业务的咨询和项目管理公司。公司拥有45人的顾问团队，在北京、青岛和上海设有办事处。除了提供战略咨询外，我们在当地负责执行各种市场开发措施。作为项目协调方，东源还负责德国政府和中国政府共同支持的项目管理，例如中德生态园(能效领域)项目和半集中式处理系统项目（污水领域的研究项目）。经过多年的努力，东源和整个团队与中国政治和经济事务的重要决策人建立了深入的联系。这个工作网也实施在中国的各个项目的执行过程中。在过去的23年里，东源已经在中国积极支持了近450多家企业的业务发展。
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Mr. Wu holds a Bachelor degree of the University of Wuhan and he joined a Diploma Program of Management and Sport Management at Humboldt-University Berlin. He worked as an official in the office of Wuhan City and since 2008 he has been working as an Assistant to the Managing Director of the company Welz-Gas Cylinder GmbH in Germany. Furthermore, he is an authorized representative of several Chinese companies in Germany. He is authorized by the Mayor of Rathenow for the acquisition of Chinese investors to the city. Mr. Wu is also partner of the Brandenburg company pieper innovation. For the delegation trip to China 2018 Mr. Wu works together with Brandenburg Economic Development Board and Far Eastern Consulting, especially in Tangshan. He is in charge of the organisation of the program there.

吴刚先生在中国武汉和德国柏林完成学士和硕士学习，洪堡大学体育管理专业。2009至2012年担任德国维尔茨高压气瓶厂总经理助理。2013年被任命为勃兰登堡州阿滕瑙市市长助理、中国事务全权代表。吴先生还是勃兰登堡皮珀创新有限公司 德中科技桥梁的合伙人。对于2018年的中国代表团之行，吴先生与勃兰登堡州经济发展局和东源咨询暨贸易有限公司合作，特别是在唐山。他负责在唐山的活动与节目组织安排。

Gang Wu
吴刚

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wugang007@yahoo.com
# Brandenburg: Facts & Figures

<table>
<thead>
<tr>
<th>Category</th>
<th>Data</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population (2013)</td>
<td>2.5 m</td>
</tr>
<tr>
<td>Area</td>
<td>29,650 sq km</td>
</tr>
<tr>
<td>Population density</td>
<td>85 people /sq km</td>
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<tr>
<td>Agriculturally used land</td>
<td>49 %</td>
</tr>
<tr>
<td>Woodland</td>
<td>36 %</td>
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<tr>
<td>Government</td>
<td>Coalition of Social Democrats (SPD) and Die Linke (The Left)</td>
</tr>
<tr>
<td></td>
<td>Minister President: Dr. Dietmar Woidke (Social Democrats)</td>
</tr>
<tr>
<td></td>
<td>Minister for Economic Affairs and Energy: Albrecht Gerber (Social Democrats)</td>
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<tr>
<td>State capital</td>
<td>Potsdam (population: 172,000 inhabitants)</td>
</tr>
<tr>
<td>GDP (2017):</td>
<td>EUR 69.1 bn</td>
</tr>
<tr>
<td>GDP growth rate (2017)</td>
<td>1.4 % (Germany: 2.2 %)</td>
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<tr>
<td>Inflation: (2017)</td>
<td>1.6 % (Germany: 1.8 %)</td>
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<tr>
<td>Unemployment rate (07/2018)</td>
<td>6.2 %</td>
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<tr>
<td>State budget (2017/2018)</td>
<td>EUR 22.8 bn</td>
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<tr>
<td>Manufacturing turn-over (2016)</td>
<td>EUR 25.8 bn</td>
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<tr>
<td>Exports (2017)</td>
<td>EUR 12.9 bn</td>
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<tr>
<td>Export growth rate (2017)</td>
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<tr>
<td>Imports (2017)</td>
<td>EUR 17.2 bn</td>
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<tr>
<td>Import growth rate (2017)</td>
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<td>Exports to China (2017)</td>
<td>EUR 329 m</td>
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<tr>
<td>Imports from China (2017)</td>
<td>EUR 758 m</td>
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<tr>
<td>Start-up companies (since 1991)</td>
<td>115,000</td>
</tr>
<tr>
<td>Overnight stays (2017)</td>
<td>13.1 m</td>
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勃兰登堡：事实和数据

<table>
<thead>
<tr>
<th>类别</th>
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<tr>
<td>人口</td>
<td>250 万</td>
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<tr>
<td>面积</td>
<td>29,650 平方公里</td>
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<tr>
<td>人口密度</td>
<td>85 人每平方公里</td>
</tr>
<tr>
<td>土地农业利用率</td>
<td>49 %</td>
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<td>森林率</td>
<td>36 %</td>
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<td>政府</td>
<td>社会民主党（SPD）和左派党（Die Linke）联合执政</td>
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<td>州长</td>
<td>Dietmar Woidke博士（SPD）</td>
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<tr>
<td>经济及能源部部长</td>
<td>Albrecht Gerber（SPD）</td>
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<tr>
<td>州府</td>
<td>波茨坦（人口：172,000人）</td>
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<tr>
<td>GDP(2017年)</td>
<td>691 亿欧元</td>
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<tr>
<td>GDP 增长率(2017年)</td>
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<td>通胀率(2017年)</td>
<td>1.6 %（全国：1.8 %）</td>
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<td>失业率(2018年月)</td>
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<td>政府预算(2017/2018年)</td>
<td>228亿欧元</td>
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<tr>
<td>制造业营业额(2016年)</td>
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<td>出口额(2017年)</td>
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<td>出口增长率(2017年)</td>
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<td>进口额(2017年)</td>
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<td>对中国出口额(2017年)</td>
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<td>对中国进口额(2017年)</td>
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<td>新型企业数量 (自1991年起净数值)</td>
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<td>直接投资额 (1991年至2015年)</td>
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<td>政府对工业的补贴 (1991年至2015年)</td>
<td>112亿欧元</td>
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<td>住宿人次(2017年)</td>
<td>1310万</td>
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Map of Brandenburg – Europe
Imprint

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