New chances in North Rhine-Westphalia
Your investment location in Europe – Facts. Figures.

www.nrwinvest.com
## Content

**North Rhine-Westphalia – The economic center of Germany**  4

- Germany’s no. 1 economic region  6
- Top location for manufacturers and suppliers  7
- Strong industry offers good environment for service providers  8
- SMEs form the mainstay of the economy  8
- Europe’s largest sales and sourcing market  9
- A survey of important industries  10
- Germany’s no. 1 investment location  15
- Excellent transportation infrastructure  16
- R&D location of world standing  17

**Culture, recreation and sports in North Rhine-Westphalia**  18

- Culture – diverse, ambitious and unique  18
- Recreation – something for everyone  19
- Sports – moving moments  20

**NRW.INVEST – One-Stop-Agency for investors**  21

- Represented worldwide  22
North Rhine-Westphalia – The economic center of Germany

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Percentage of German total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Surface area</td>
<td>34,092 sq. km</td>
<td>9.5 %</td>
</tr>
<tr>
<td>Population</td>
<td>17.8 mill.</td>
<td>21.8 %</td>
</tr>
<tr>
<td>Population density</td>
<td>523 inhabitants per sq. km</td>
<td></td>
</tr>
<tr>
<td>Gainfully employed</td>
<td>8.7 mill.</td>
<td>21.5 %</td>
</tr>
<tr>
<td>Gross domestic product</td>
<td>543.0 bn EUR</td>
<td>21.7 %</td>
</tr>
<tr>
<td>GDP per capita</td>
<td>30,421 EUR</td>
<td></td>
</tr>
<tr>
<td>Private consumption*</td>
<td>321.6 bn EUR</td>
<td>23.0 %</td>
</tr>
<tr>
<td>Exports</td>
<td>162.1 bn EUR</td>
<td>16.9 %</td>
</tr>
<tr>
<td>Imports</td>
<td>178.2 bn EUR</td>
<td>22.0 %</td>
</tr>
<tr>
<td>Foreign direct investment**</td>
<td>184.6 bn EUR</td>
<td>28.4 %</td>
</tr>
</tbody>
</table>

*2009; **end of 2009; all other data as of 2010
North Rhine-Westphalia (NRW) is located in the center of Europe and borders on the Netherlands and Belgium. It is the most populous and the most densely populated of the 16 federal states in Germany. 17.8 million people – almost exactly as many as in Australia – live on an area of 34,092 square kilometers. With 523 people per square kilometer, the state is more densely populated than Japan or the Netherlands. The largest cities are Cologne, Düsseldorf, Dortmund, Essen and Duisburg. The most important metropolitan areas are the Ruhr Metropolitan Region with 5.2 million inhabitants and the Rhineland with 3.5 million inhabitants.

Almost 150 million people live within about a 500-kilometer radius of the state capital, Düsseldorf. This represents 1/3 of all consumers and 45 percent of the purchasing power in the EU. The inhabitants of NRW alone spend 321.6 billion euros on private consumption every year.
Germany’s no. 1 economic region

At 543 billion euros, NRW generates 21.7 percent of the German gross domestic product (GDP), putting it clearly ahead of all the other federal states. The GDP per inhabitant amounts to 30,421 euros and per employed person to an average of 62,332 euros. NRW generates 4.4 percent of the European GDP (EU-27) and is thus one of Europe’s most important economic regions. Internationally, the state lies just behind Turkey.

GDP in international comparison 2010 (in EUR bn)

Source: World Bank, July 2011
Top location for manufacturers and suppliers

19 of the 50 top-selling German companies (not counting banks and insurance companies) are based in NRW, e.g. Bayer, Bertelsmann, Deutsche Post DHL, Deutsche Telekom, E.ON, Metro, Rewe, RWE and ThyssenKrupp. NRW is home to large industrial corporations of world standing as well as dozens of smaller companies which are leaders in their respective business fields. In 2010, the industrial enterprises based in NRW generated sales of 315.4 billion euros – which is 20 percent of industrial sales in Germany. 18.4 percent of the employed population of NRW work in the industrial sector.

### Sales 2010 (in EUR bn)

<table>
<thead>
<tr>
<th>Industry</th>
<th>Sales (EUR bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chemicals</td>
<td>46.7</td>
</tr>
<tr>
<td>Mechanical engineering</td>
<td>40.8</td>
</tr>
<tr>
<td>Metal production and processing</td>
<td>39.5</td>
</tr>
<tr>
<td>Food, beverages</td>
<td>33.0</td>
</tr>
<tr>
<td>Automotive</td>
<td>30.4</td>
</tr>
<tr>
<td>Metal products</td>
<td>26.2</td>
</tr>
<tr>
<td>Electrical engineering, electronics</td>
<td>24.2</td>
</tr>
<tr>
<td>Rubber, plastic</td>
<td>12.9</td>
</tr>
<tr>
<td>Paper, paperboard</td>
<td>8.3</td>
</tr>
</tbody>
</table>

Source: IT.NRW; the figures refer to companies with 20 and more employees
Strong industry offers good environment for service providers

Nowhere else in Germany do industry-related service providers (e.g. consultancies, engineering offices, EDP, R&D) – many of which are business partners to industrial companies – contribute so much to innovation and value added as in NRW. The strength of industry in NRW is due in no small measure to the strength of these industry-related service providers.

Nearly 30 percent of the sales generated in the narrower sense by industry-related service providers in Germany comes from NRW – more than in any other state. The same is true of employment: 26.6 percent of all people employed in industry-related services in Germany work in NRW. Around 23 percent of the companies are also located here.

In 1970, 55.7 percent of the state’s gross value added was generated in industry and only 42.3 percent in the service sector. By 2010, this ratio had been more than reversed: the service sector dominated in NRW with 71.8 percent as compared to industry with 27.6 percent. The number of people employed in the production sector decreased between 1970 and 2010 from 3.8 to 2.0 million. In the service sector, the figure grew by more than a million to 6.6 million.

SMEs form the mainstay of the economy

NRW is a state of small and medium-sized enterprises (SMEs): Around 761,000 SMEs form the economic backbone of the region. Approx. 80 percent of the employed people subject to social security contributions work in small and medium-sized enterprises. Together they generate 42 percent of the net value added of the state. Skilled trades account for around 180,000 SMEs in NRW and are at the same time the state’s biggest employer with about one million employees.
Europe’s largest sales and sourcing market

The total trading volume of NRW from imports and exports amounts to more than EUR 340 billion. Approx. 17 percent of German exports are “Made in NRW”. 22 percent of all German imports go to NRW. Compared to 2009, imports rose by 20.6 percent to 178.2 billion euros, while exports increased by 17 percent to 162.1 billion euros.

The most important trading partners 2010 (in EUR bn)

<table>
<thead>
<tr>
<th>Country</th>
<th>Total Exports</th>
<th>Total Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Netherlands</td>
<td>45.2</td>
<td></td>
</tr>
<tr>
<td>France</td>
<td></td>
<td>26.9</td>
</tr>
<tr>
<td>China</td>
<td></td>
<td>25.6</td>
</tr>
<tr>
<td>Belgium</td>
<td></td>
<td>22.2</td>
</tr>
<tr>
<td>United Kingdom</td>
<td></td>
<td>21.4</td>
</tr>
<tr>
<td>Italy</td>
<td></td>
<td>18.7</td>
</tr>
<tr>
<td>USA</td>
<td></td>
<td>13.9</td>
</tr>
<tr>
<td>Poland</td>
<td></td>
<td>13.9</td>
</tr>
<tr>
<td>Austria</td>
<td></td>
<td>13.1</td>
</tr>
<tr>
<td>Spain</td>
<td></td>
<td>10.9</td>
</tr>
<tr>
<td>Russia</td>
<td></td>
<td>10.5</td>
</tr>
</tbody>
</table>

Source: IT.NRW, March 2011

NRW is clearly an attractive location for trading companies: 18 of the 50 largest German trading companies are based here (Aldi, C&A, Deichmann, Metro, Rewe, Tengelmann).
A survey of important industries

Automotive: NRW is one of the most important automotive locations in Germany. Every year, approx. 800,000 passenger cars and commercial vehicles are produced here for the world market, as well as trailers, bodies, containers, vehicle parts and accessories. In total, i.e. including suppliers that do not produce exclusively for the automotive industry, the industry encompasses approx. 800 companies employing over 200,000 people. The three largest manufacturers in NRW are Daimler AG in Düsseldorf, Ford-Werke GmbH in Cologne and Adam Opel AG in Bochum. Besides the traditionally important subject areas in conventional automotive engineering, the state also offers great potential in the field of electric mobility: The Rhine-Ruhr Metropolitan Region with centers of excellence in Aachen, Dortmund and Münster was selected as one of eight model regions for electric mobility in Germany. www.autocluster.nrw.de, www.elektromobilitaet.nrw.de

Biotechnology: Over the last few years, biotechnology has developed into an important innovation and business sector for Germany. With its first-class scientific landscape, numerous internationally successful SMEs and a strong, globally active chemical and pharmaceutical industry, NRW is a major contributor to this development. One example of the state’s leading international position in biotechnology is the fact that it occupies ninth place worldwide and first place – by a long way – in Europe in terms of the number of biotech patent applications. Some 340 life science firms, of which approx. 200 specialize in biotechnology, mark the state as one of Europe's leading innovation centers. Major international players based in NRW include Miltenyi Biotec and Qiagen as well as many dynamically growing companies such as AlCiris, Cevec Pharmaceuticals, Evo-catal or Protagen. Together, the core biotechnology companies – 71 in total – account for 42 percent of all German sales in this segment. www.bio.nrw.de

Chemicals (not including pharma): NRW is Germany’s most important location for chemicals. It is distinguished by its first-class research, its special mixture of a broad mid-market and numerous internationally successful large corporations in the heart of a strongly globally operating chemical and pharmaceutical industry in Europe. As a chemical location, NRW ranks 4th in the EU and 11th in the world in terms of sales with over 46.7 billion euros. In 2010, the NRW share of annual German sales was 35.1 percent. The number of people employed in this industry was around 88,500 (28.4 percent share of the German total). Around 70 percent of all substances manufactured by the chemical industry go into industrial processing. As a central materials supplier the chemical industry is responsible for initiating a large proportion of the innovations in these value added chains. For this reason the chemical industry is also referred to as the innovation engine for industry as a whole. The major chemical companies include ALTANA, Bayer, Evonik Industries, Henkel and LANXESS. www.nrwchemie.de
**Energy:** The state between Rhine and Ruhr supplies 30 percent of the electricity required throughout Germany. 83 percent of German black coal and 55 percent of German brown coal are mined here. Around 40 percent of German industrial electricity is consumed here. These figures show that more energy is converted and used in NRW than in any other federal state. From a long tradition of utilizing natural resources, a wide-ranging expertise in energy technology has grown in the state. There is a dense network of research institutes here, as well as numerous companies offering innovative energy products and services for increasing energy efficiency and the utilization of renewable energies. For many future-oriented companies, NRW is the ideal location. According to a study conducted by the International Economic Forum for Renewable Energies (IWR) there were around 24,100 employees working in some 3,400 companies in this field in 2009. These companies generated annual sales of around 7 billion euros. The companies E.ON and RWE number among the world’s largest energy suppliers. Two world market leaders – SolarWorld and Winergy – have their headquarters in NRW. The state provides the companies with an outstanding research environment: Teaching and research in all the relevant areas of energy technology is taking place at over 30 locations in universities and research institutes. This know-how represents a significant locational advantage for the industry. www.energieagentur.nrw.de, www.cef.nrw.de, www.energieregion.nrw.de

**Environmental technology:** The environmental technology sector has grown into a global key industry over the last few years. NRW occupies a strong position nationally in this growth market. With sales of approx. 48 billion euros in the field of environmental technologies the state is the most successful federal state in this sector. The development and application of new environmental technologies not only has positive effects on the environment, but is also a growth driver and employment engine for NRW. With 265,000 employees the industry already provides jobs for more people than the chemical and plastics industry, which is traditionally strong in the state. The strength of NRW is also demonstrated in a national comparison of location factors. NRW offers companies a large demand for environmental technology services and products, extremely well trained specialists, and an outstanding infrastructure. In terms of these three central location factors, NRW occupies a leading national position and presents itself as a highly attractive location for companies. The major players in the industry include Interseroh and Remondis. www.umweltcluster-nrw.de

**Food:** In a nationwide comparison, the food industry in NRW occupies an outstanding position. The large number of efficient and mainly small and medium-sized enterprises plays a particularly important role. The strength of the food industry in NRW lies in the region’s proximity to millions of customers in Germany and abroad, a broad mix of industries and the presence of highly efficient suppliers of all kinds. These location advantages are maintained and supported by product and process innovations, as well as new market strategies. More than 850,000 people in over 113,000 businesses work in NRW along the food value chain, which ranges from the input sectors of agriculture to the various consumer interfaces in the food retail trade or the food service industry. Renowned global players in the food industry based in NRW include Dr. Oetker, HARIBO and Zentis. www.food-nrw.de

**Health:** With more than 1.1 million employees the healthcare industry is a growth and innovation engine for NRW. A high-quality healthcare landscape profits from excellence in technology, research and supply. The healthcare system currently embraces around 400 hospitals and 138 care and rehabilitation facilities. The state’s six university clinics and the decentralized model of the clinic of the Ruhr University Bochum with its approx. 200 clinical departments are particularly notewor-
thy in this respect. The Healthcare Campus North Rhine-Westphalia contributes towards spotlighting the state as an outstanding healthcare location. The campus in Bochum breathes life into the interlinking of health policies with science, research and teaching on the one hand and economic development on the other. Besides well-known companies such as 3M, Gebr. Brasseler, Medtronic and Sarstedt it is small and medium-sized enterprises in particular that characterize the medical technology sector in NRW. The pharmaceutical industry is also very well positioned in the state with around 50 companies employing over 11,000 people. The largest firms include Bayer HealthCare, Janssen-Cilag and UCB. www.gc.nrw.de, www.gesundheitswirtschaft.nrw.de

Information and communication technology: Information and communication technology (ICT) is a mainstay and growth driver of the economy in NRW. ICT initiates innovations in all industries, thereby creating growth and future-proof jobs. 80 percent of all innovations in the key industries of the German economy are ICT-driven. For NRW as an industrial location, ICT is therefore of great strategic importance. More than any other technology, it contributes toward strengthening the state as an innovative technology and service location. In 2009, the more than 22,700 ICT companies in the state employed around 185,000 people and generated sales of around 87 billion euros. This represents 16.6 percent of the gross domestic product in NRW. With sales of 36.5 billion the information technology (IT) industry in NRW numbers over 143,000 employees subject to social security contributions (2009). The Rhine-Ruhr Region distinguishes itself in many areas of IT and software development. Well-known IT companies with their headquarters or branches in NRW include Atos Origin, Fujitsu, Itelligence, Materna and Toshiba. The telecommunications industry in NRW is particularly well represented along the "Rhine axis". E-Plus, Ericsson and Vodafone are based in Düsseldorf, and Deutsche Telekom is located in Bonn. In 2009, the industry generated sales of around 50.2 billion euros in NRW with over 42,000 employees. 86 percent of the mobile telephone market in Germany is covered by companies from NRW. www.ikt.nrw.de

Innovative materials: NRW is the top location in Germany for innovative materials. Besides outstanding scientific research institutes the state is also home to numerous important branches of industry, some with a long tradition, that produce and process materials. According to a study of potential conducted in 2010, there are around 250 materials developing companies, over 500 manufacturers and nearly 5,500 user companies in the "materials state" of NRW, generating nearly 40 percent of the state's gross domestic product with sales of over 200 billion euros, and providing jobs for more than 700,000 people. In addition to NanoMikro.Werkstoffe.NRW, the state cluster for nano/micro-technology and materials, further networks exist which combine expertise at a technical and regional level, thereby enhancing the state's innovative and economic strength. Focal areas of research are to be found in the Aachen region, Bochum and Paderborn, while the main business emphasis lies in the Ruhr Metropolitan Region (Bochum, Dortmund, Duisburg, Essen) and the Rhineland. Companies based in NRW include 3M, Evonik Industries, Bayer, Henkel, Hydro Aluminium and ThyssenKrupp. www.nmw.nrw.de
Logistics: NRW with its dense network of transportation routes is one of the central transportation hubs in Europe. Without a highly-developed logistics system, the national and international flow of transportation would not be manageable. The logistics sector is one of the leading growth industries in NRW. With 21,600 companies employing 274,000 people, it is one of the largest industries in NRW. Including the employees who perform logistical tasks in industrial and commercial enterprises, there are around 600,000 people working in the logistics industry. In addition, the Fraunhofer Institute for Material Flow and Logistics (IML) in Dortmund is one of the world’s largest research facilities in the field of logistics. Well-known industry players based in NRW include Deutsche Post DHL, FedEx, Fiege, Kühne & Nagel, NYK Logistics, Rhenus, Schenker, UPS and Wincanton. www.logistik.nrw.de

Mechanical engineering: Mechanical engineering is a core area of the economy in NRW and the biggest industrial employer with around 190,000 employees (20.4 percent of the German total in this industry). It determines innovation more than almost any other sector. The very large majority of the industry has a small and medium-sized company structure. A dense network of universities with institutes geared to production technology provides world-class potential, enabling industrial development to be strengthened by the necessary scientific support. In 2010, the share of industry sales accounted for by the more than 1,350 NRW businesses was 21.9 percent. The largest companies in the industry include Claas, GEA, Gildemeister and SMS. www.produktion.nrw.de

Media: NRW is Germany’s leading media location and one of the most rapidly developing media regions in Europe. There are over 52,000 media and communications companies based in the state at present, providing employment for around 366,000 people. The sales generated in NRW total around 121 billion euros – considerably more than in any of the other federal states. While most federal states are leaders in one particular industry, as a media location NRW stands on a broad, future-oriented foundation which is very strong in many media segments: One third of the TV minutes produced in Germany come from NRW. With the Cologne-based TV stations RTL (the largest private German broadcasting station) and WDR (the largest broadcasting company within the ARD) the state is one of Europe’s leading TV locations. In addition, with DuMont Schauberg, Mediengruppe RP and WAZ Group, three of the six largest German regional newspaper publishers are based here. Also in the digital media environment, NRW is the preferred location of various leading companies from the segments online/web, mobile and games (e.g. Electronic Arts, simfy.de, Ubisoft). And not least the top industry events and leading trade fairs taking place in the state such as dmexco, gamescom and medienforum.nrw underline the leading role of the media state NRW. www.medien.nrw.de
Microsystems technology (MST): Microsystems technology plays a key role in growth and employment. Throughout Germany there are 766,000 jobs connected directly with Microsystems technology – and the number is rising. 28 percent of all German actors are to be found in NRW, placing the state in a leading position nationwide with regard to Microsystems technology. The particularly close ties between industry and science facilitate a high innovation speed which in turn results in an above-average number of companies locating in NRW. Around 170 companies, including 130 small and medium-sized enterprises (SMEs), nearly 100 university institutes and approx. 20 other research institutes are based here. Regional focuses are to be found in Aachen, Dortmund, Cologne/Bonn, Münster and the Ruhr Metropolitan Region. Well-known companies in this area include Bartels Mikrotechnik, Boehringer Ingelheim microParts, ELMOS, iX-Factory and microTEC. [www.nmw.nrw.de](http://www.nmw.nrw.de)

Nanotechnology (NT): Nanotechnology is cross-sectional technology. It combines different scientific disciplines and is regarded internationally as one of the key technologies of the 21st century. The Federal Ministry of Research defines nanotechnology as "all procedures and processes concerned with the controlled manufacture, examination and application of structures and materials in a magnitude between 1 and 100 nanometers". NRW occupies a leading national position in the field of nanotechnology. Over 190 institutes at more than 30 science locations, including six Fraunhofer Institutes and two Max Planck Institutes, conduct research and development here. Added to this are 200 companies, including many small and medium-sized enterprises (SMEs), highly innovative companies and spin-offs that concern themselves with nanotechnology and are in some cases world market leaders. These include Aixtron, Bayer MaterialScience, BYK Chemie, FRT, NanoFocus and RAITH. [www.nmw.nrw.de](http://www.nmw.nrw.de)

Plastics: With its distinctive cross-sectional character, the plastics industry is the carrier and driver of innovations in the fields of materials, production processes and products for practically all areas of life in NRW. A continuous value added chain of plastic manufacturers, plastic processors and manufacturers of plastic-processing machinery, an extensive scientific, research, and service landscape, and a broad spectrum of users with, in some cases, considerable plastic-processing capacities which are recorded statistically in other sectors (e.g. automotive, electrical engineering, furniture), are all proof of the industry’s excellence. More than 900 companies with 20 or more employees from the plastics industry, hundreds of small companies, manufacturers of plastic-processing machinery, user firms with their own processing capacities, as well as associations and facilities from science and education, form the plastics cluster in NRW which amounts to a total of approx. 3,000 companies and organizations with well over 120,000 employees. Successful companies include Bayer MaterialScience, Evonik Industries, LANXESS (manufacturer), Bond-Laminates, Poschmann (processor), and ENGEL, Reifenhäuser (mechanical engineering). [www.kunststoffland-nrw.de](http://www.kunststoffland-nrw.de)
Germany’s no. 1 investment location

NRW has become increasingly attractive for foreign investors for several years. At 28.4 percent (EUR 184.6 billion) the state recorded the highest direct investment share of all 16 federal states in Germany (EUR 650.7 billion) at the end of 2009. Next are Hesse with 16.4 percent, Bavaria with 15.8 percent and Baden-Württemberg with 12.4 percent.

If we disregard Luxembourg on the grounds of its tax system, the Netherlands are then the biggest investor in NRW, accounting for 21.2 percent of the direct investment volume in the state, followed by France with 9.7 percent and the USA with 7.5 percent.

The biggest foreign investor countries in NRW (in EUR bn)

Special case Luxembourg: mainly financial investments
Source: Deutsche Bundesbank, May 2011, position as at end of 2009

More than 13,100 foreign companies from the most important investor countries control their German or European operations from NRW: 3M, BP, Ericsson, Ford, LG Electronics, QVC, Sany, Toyota and Vodafone.

The world’s biggest trade fair location

The trade fairs in Cologne, Dortmund, Düsseldorf and Essen mirror global market conditions and serve as an important marketing tool for exhibitors. The state’s outstanding infrastructure and central location in the heart of Europe ensure the excellent accessibility of all the trade fair cities and the transportation of the highlights from here to the world market. More than 60 internationally leading trade fairs such as anuga, boot, drupa, MEDICA or photokina attract approx. 6 million visitors every year. The state is one of the world’s largest trade fair locations – ahead of Hanover, Frankfurt a.M., Milan, Guangzhou (China), Chicago, Valencia and Paris.
Excellent transportation infrastructure

**Airports:** The two major international airports – Düsseldorf International and Cologne Bonn Airport – as well as additional airports with European connections in Dortmund, Münster/Osnabrück, Paderborn/Lippstadt and Weeze/Lower Rhine connect the state to all major German domestic destinations as well as to cities and holiday regions all over the world. High-speed trains can be used to reach the European hub at Frankfurt airport in less than one hour. Also of interest to the Aachen Technology Region is the proximity of the Maastricht Aachen Airport in the Netherlands. With around 19 million passengers Düsseldorf International Airport is the third-largest passenger airport in Germany following Frankfurt/Main and Munich. With 9.9 million passengers Cologne Bonn Airport ranks number six throughout Germany; it is also Germany’s number three air cargo center (following Frankfurt/Main and Leipzig). NRW’s airports offer more than 400 direct flights to destinations all over the world.

**Roads:** A network of around 2,200 km of expressways links every important town or city in NRW directly and quickly to the European expressway system. Every place of importance in the state has its own expressway entrance and exit. There are also around 4,800 km of federal highways, 12,800 km of country roads and 9,700 km of local district roads.

**Rail:** NRW has the highest rail network density in Germany. Track length amounts up to 6,600 km. The state is an important hub in the high-speed rail network. Prime examples are the Thalys connections to Brussels and Paris, as well as ICE high-speed line from Cologne via Frankfurt/Main to Basel. The central station in Cologne is one of Europe’s busiest railway junctions (280,000 travelers and 1,230 trains every day). Deutsche Bahn AG, as well as numerous regional rail, tram and suburban train systems, provide daily local public transport services.

**Water:** NRW lies at the interface of major European waterways and, although the state has no coastline, connections to important European seaports are assured. 226 kilometers of the Rhine, one of the world’s most busiest waterways, flow through NRW. The state is by far the largest location for inland ports in Germany. 120 ports (23 public and 97 private) handle 125 million tons of goods by ship – surpassing the cargo volume handled at the overseas port of Hamburg. In addition, the world’s largest inland port, the Port of Duisburg, is located here. Including the private commercial ports, using all modal options, more than 100 million tons of goods are handled at Duisburg.
R&D location of world standing

NRW has 68 universities and technical colleges with more than 528,000 students guaranteeing a dynamic research and development landscape. The state’s universities and technical colleges offer a choice of more than 3,000 study courses. 24 percent of all university graduates in Germany are educated in NRW. Six of Germany’s twelve largest universities are located here. With 40,863 students, the University of Cologne, known among other things for its economic science faculty, is the second-largest university in the state following the University of Hagen (59,731 students). In October 2007, the RWTH Aachen University was declared an elite university as part of the Excellence Initiative of the German federation and the federal states. 60,800 students at universities in NRW come from abroad (11.5 percent of students).

48 technology centers and 49 non-university research facilities form the densest research network in Europe and provide ideal conditions for technology transfer. The research facilities include internationally renowned facilities such as the Research Center Jülich, the German Aerospace Center and the 12 Max-Planck and 11 Fraunhofer institutes financed jointly by the national and state governments.
Culture, recreation and sports in North Rhine-Westphalia

With 42.1 million overnight stays per year, NRW is one of Germany’s most attractive destinations. The no. 1 tourist attraction is Cologne Cathedral. Other popular destinations include Aachen Cathedral and “Schloss Augustusburg” in Brühl. Both cathedrals and the castle with its gardens have been declared UNESCO World Heritage Sites. 52 cultural monuments of a completely different kind are to be found in the Ruhr Metropolitan Region along the "Route Industriekultur" designed in the nineties. These include industrial sites of national importance such as the "Zechen Zollverein" mining monument in Essen, which is also a UNESCO World Heritage Site. The colliery, which was closed in 1986, houses the red dot design Museum, which shows the world’s largest and probably most unusual exhibition of contemporary design.

Culture – diverse, ambitious and unique

NRW is living culture. The theaters, ballet and opera houses with their enthusiastic performances enjoy a fine reputation beyond the borders of the state. The "Schauspielhaus Bochum" is one of Germany’s most renowned theaters. The programs offered by the concert halls, such as the "Philharmonie Köln" and the "Konzerthaus Dortmund", range from organ recitals and classical music to jazz. There are also countless pop and rock concerts and major musicals. Ample provision is also made for ballet fans in the Rhine and Ruhr region. NRW is one of Germany’s dance culture centers. The "Tanztheater Wuppertal", led by the world-famous director and choreographer Pina Bausch until her death in June 2009, enjoys international fame. Classical dancing of the highest standard is to be found, for example, at the "Deutsche Oper am Rhein" in Düsseldorf. The Aalto-Theater in Essen is not only a representative venue, but also an architectural sight of international standing.

Well-known pop and rock stars hailing from North Rhine-Westphalia such as Marius Müller-Westernhagen, Nena and Herbert Grönemeyer attract thousands of fans to the state’s numerous concert halls and open-air venues. But music is not only played in NRW, it is also composed. One of the state’s most celebrated composers is Ludwig van Beethoven, who was born in Bonn. New music trends such as those from the band Kraftwerk or the composer Stockhausen also have their origins in NRW. And as the host of the 2011 Eurovision Song Contest – the world’s largest TV entertainment show – Düsseldorf attracted an audience of some 36,000 into the specially converted football arena. Around the world, 120 million viewers watched the show live on television.
Many festivals in NRW are known beyond Germany’s borders. These include the international literature festival "lit.COLOGNE" and the International Short Film Festival Oberhausen. The "Ruhrtriennale" culture festival takes place in the former industrial buildings of the Ruhr Metropolitan Region, such as the "Jahrhunderthalle" (century hall) in Bochum. Contemporary music and theater productions by creative individuals from all over the world can be seen here.

More than 680 museums in the state attract around 15 million visitors every year. The "Kunstsammlung NRW" in Düsseldorf, for example, shows works by the major artists of the twentieth century. The "Museum Ludwig" in Cologne houses one of Europe’s most important collections of contemporary art. "Schloss Moyland" displays many works by the NRW-born artist Joseph Beuys within its walls. However, art is not only to be found in museums: renowned artists such as Christo transform industrial buildings in the Ruhr Metropolitan Region, such as the "Gasometer" in Oberhausen, into venues for installations and performances. Both young, emerging artists and established stars, such as the Cologne-based painter Gerhard Richter, delight the public with their work in countless galleries and museums, creating a cultural offering that has yet to be matched. Together with the neighboring Benelux countries, the Rhineland boasts the highest density of art collectors and art enthusiasts in Europe.

Recreation – something for everyone

The culinary specialties of a state are an integral part of its cultural heritage. In NRW, there is a wide variety – anyone wishing to dine out is spoilt for choice. Star chefs of worldwide acclaim do full justice to their name here: two of the nine 3-star-restaurants in Germany are to be found in NRW. Exotic cuisine from all continents is provided, as well as local dishes ranging from "Sauerbraten" (marinated pot roast) or asparagus to the fast-food classic "Currywurst" with French fries.

Naturally, NRW also offers many other possibilities for recreation: skiers, for example, can sweep down the longest covered indoor ski slope in the world in Bottrop. Walkers are provided with nearly 60,000 kilometers of signposted paths, and cyclists with a network of 13,800 kilometers of cycling paths. More than 70 lakes offer bathing and water sports on hot days. 14 nature parks with an area of more than 10,000 square kilometers cover almost 30 percent of the total area of the state. The Eifel region is also home to the first national park in NRW. If you just want to take it easy, the Rhine is ideal, offering boat trips that pass by vineyards and castle ruins. On sunny days, golfers swing their clubs on the cultivated greens of over 160 golf courses. From fishing to Zen exercises, NRW offers practically every kind of sporting activity. In addition, the state is a true shopping paradise: NRW has by far the highest density of highly frequented shopping streets. And Düsseldorf’s Königsallee is one of the most elegant shopping streets in Germany.
Sports – moving moments

The sport state NRW is home to numerous historical and ultra-modern sports venues. Nowhere is this more evident than in football. Professionals are to be found playing the beautiful game in high-tech arenas such as in Cologne, Dortmund or Gelsenkirchen/Schalke. The state has more than 5,100 football clubs with 1.5 million members playing in 38,000 teams. In addition, with the 2005 Confederations Cup, the 2006 Men's World Cup and the 2011 Women's World Cup, three international soccer highlights were held at locations that included NRW.

Yet NRW has more to offer in addition to football. More than 38,000 sports venues ranging from large sports halls, indoor and outdoor swimming baths, and tennis courts to facilities for equestrian, dancing, shooting, water and golf events leave practically nothing to be desired.

Every year, one of the world’s most important horse shows takes place in NRW: the world festival of equestrian sport, CHIO Aachen, where the show-jumping and dressage elite compete for prizes and medals. In August 2006, a special highlight came to Aachen: the World Equestrian Games.

And winter sports are also firmly established in NRW – with 39 indoor ice rinks, a speed-skating track in Grefrath, the bob and toboggan run in Winterberg, the ski jumps in Sauerland, and the indoor ski slopes in Bottrop and Neuss. The ice hockey teams of the German Ice Hockey League play in the three large sports arena in Cologne, Düsseldorf and Krefeld. And in 2010, the World Ice Hockey Championships was held in the North Rhine-Westphalian cities of Gelsenkirchen and Cologne. The opening match in Gelsenkirchen boasted the world record in viewers’ attendance.

In addition to the countless national and regional sports centers, three Olympic bases – Rhineland, Rhine-Ruhr and Westphalia – form the back-bone of competitive sports.
NRW.INVEST – One-Stop-Agency for investors

The mission of the state-owned economic development agency NRW.INVEST is to market North Rhine-Westphalia as an investment location and to acquire foreign direct investments for North Rhine-Westphalia. Foreign and German companies are supported in their investment projects and/or their settlement in North Rhine-Westphalia – support which they receive throughout the entire process of establishing their business. The services offered by NRW.INVEST range from comprehensive information about North Rhine-Westphalia as an investment location and tips regarding tax and legal aspects to information on the state’s economic structure and sectoral clusters.

The experts at NRW.INVEST identify and acquire potential international investors for North Rhine-Westphalia, analyze investment projects and offer suitable locations for them in the state. They arrange appointments for negotiations with all those involved in the approval process and accompany the process to its successful conclusion. For investors who have already set up business in North Rhine-Westphalia, NRW.INVEST provides particular assistance with expansions, start-ups and spin-offs. In doing so, NRW.INVEST works closely with the local and regional economic development agencies in the state, the Ministry for Economic Affairs, firms, federations, chambers of industry and commerce, and other associations geared to economic interests.

NRW.INVEST GmbH, which has its head office in the state capital Düsseldorf, was established in 1960 as “Gesellschaft für Wirtschaftsförderung Nordrhein-Westfalen mbH (GfW)”. The state of North Rhine-Westphalia, represented by the Minister for Economic Affairs, Energy, Building, Housing and Transport, is the sole owner.

In addition to subsidiaries in Japan and the USA, NRW.INVEST operates representations in China, India, Korea, and Turkey. Our local staff will provide you with first-hand information about our service for establishing incoming businesses. We will also support you with the planning of your projects and provide you with all the information you require about North Rhine-Westphalia as well as the necessary contacts.
Represented worldwide
NRW.INVEST

Headquarters

NRW.INVEST GmbH
Economic Development Agency
of the German State of
North Rhine-Westphalia (NRW)
Petra Wassner
Völklinger Straße 4
40219 Düsseldorf, Germany
Phone: +49 211 13000-0
Fax: +49 211 13000-154
E-Mail: nrw@nrwinvest.com
www.nrwinvest.com

Subsidiaries

NRW.INVEST (NORTH AMERICA) LLC
Economic Development Agency
of the German State of
North Rhine-Westphalia (NRW)
Dr. John D. Gatto
150 North Michigan Avenue, Suite 2940
Chicago, IL 60601, USA
Phone: +1 312 6297500
Fax: +1 312 6297501
E-Mail: info@nrwinvestllc.com
www.nrwinvestllc.com

NRW Japan K.K.
Economic Development Agency
of the German State of
North Rhine-Westphalia (NRW)
Georg K. Löer
New Otani Garden Court 7F
4-1 Kioicho, Chiyoda-ku
Tokyo 102-0094, Japan
Phone: +81 3 52102300
Fax: +81 3 52102800
E-Mail: contact@nrw.co.jp
www.nrw.co.jp

Representative offices

NRW.INVEST China/Beijing
Economic Development Agency
of the German State of
North Rhine-Westphalia (NRW)
Xingliang Feng
Unit 1218, Landmark Tower 2
8 North Dongsanhuang Road, Chaoyang District
Beijing 100004, P.R. China
Phone: +86 10 65907066
Fax: +86 10 65906055
E-Mail: office@nrwinvest-beijing.cn
www.nrwinvestchina.cn

NRW.INVEST China/Nanjing
NRW China Representative Office
Jun Xu
25/F Jiangsu International Trade Mansion
50, Zhong Hua Lu
Nanjing 210001, P.R. China
Phone: +86 25 52270000
Fax: +86 25 52253219
E-Mail: office@nrwinvest-nanjing.cn
www.nrwinvestchina.cn

NRW.INVEST China/Shanghai
Economic Development Agency
of the German State of
North Rhine-Westphalia (NRW)
Huaizhen Huang
17A, Tomson Commercial Building
No. 710 Dongfang Road
Shanghai 200122, P.R. China
Phone: +86 21 50819362
Fax: +86 21 50819363
E-Mail: office@nrwinvest-shanghai.cn
www.nrwinvestchina.cn