



**REPORT TO: THE EXECUTIVE MAYOR AND MEMBERS OF THE MAYORAL COMMITTEE  
AND THE ECONOMY AND ENVIRONMENT CLUSTER COMMITTEE**

LC21549

**1. ITEM NUMBER**

**2. SUBJECT**

**FEEDBACK ON THE INVESTMENT MISSION TO MUNICH, AACHEN AND  
DUSSELDORF IN OCTOBER 2018 AS PART OF THE CAPE TOWN –  
AACHEN PARTNERSHIP**

**TERUGVOERING OOR DIE INVESTERINGSSENDING NA MUNICH,  
AACHEN EN DUSSELDORF IN OKTOBER 2018 AS DEEL VAN DIE  
KAAPSTAD-AACHEN-VENNOOTSKAP**

**INGXELO EMALUNGA NEHAMBO ENGOTYALO-MALI EBIJOLISWE E-  
MUNICH, AACHEN NASE-DUSSELDORF KWEYEDWARHA 2018  
NJJENGENXAL'ENYE YEZOBUHLAKANI BEKAPA NE-AACHEN**

**LSU K1884**

**3. EVENT SUMMARY**

EVENT DETAILS	
CONFERENCE/SEMINAR	<ul style="list-style-type: none"> <li>EXPO Real</li> </ul>
OTHER	<ul style="list-style-type: none"> <li>Engagements with local companies and organisations in Aachen in preparation for visit to Cape Town of an Economic Delegation from Aachen in March 2019</li> <li>Engagement with Enercon – a potential Atlantis Greentech SEZ Investor</li> </ul>
DATE	<ul style="list-style-type: none"> <li>EXPO Real 8th to 10th October 2018</li> <li>Engagement with Cape Town – Aachen Partnership 11th October and 13th October</li> <li>Engagement with Enercon – 12th October</li> </ul>
VENUE	<ul style="list-style-type: none"> <li>Expo Real – Messe Munchen, Munich</li> <li>Engagement with Cape Town- Aachen Partnership – various locations in the City of Aachen</li> <li>Engagement with Enercon – Enercon Offices, Dusseldorf</li> </ul>
CITY	<ul style="list-style-type: none"> <li>Munich</li> <li>Aachen</li> <li>Dusseldorf</li> </ul>
COUNTRY	<ul style="list-style-type: none"> <li>Germany</li> </ul>



## ATTENDEE DETAILS

### NAME AND SURNAME

Tim Hadingham

### DESIGNATION

Manager: Investment facilitation

## PROVIDE SUMMARY OF HOST ORGANISATION / CITY

Aachen, in North Rhine-Westphalia, is Germany's western most city and is located close to the border of Belgium and the Netherlands. Historically, it was a Roman settlement that subsequently becoming the capital of the Holy Roman Empire under Charlemagne. Today it is famous for its institute of higher education in technology and its transdisciplinary innovation and startup ecosystem.

The City of Cape Town first signed a Memorandum of Agreement (MOA) with the City of Aachen in Germany in 2000. The MOA specifies that the Partnership be reviewed and committed to on a five-yearly basis.

At the MOA signing in 2012, the Lord Mayor of Aachen proposed that the Partnership be elevated to a Twinning City Agreement. A Twinning Agreement would facilitate the joint cooperation and commitment of resources and financial support from both cities. In addition, the City of Aachen council decision on 6th April 2016 confirmed the official twinning arrangement. An MOA to this effect was signed by the Executive Mayor Patricia de Lille in November 2017.

In preparation for the signing of the MoA in 2017, Tim Hadingham, then Manager: Economic Research, visited Aachen in December 2016 in order to undertake a scoping exercise for the inclusion of an economic component to the partnership. A feedback report outlining this was completed and processed through the relevant channels.

The outcomes of the feedback report for the December 2016 visit provided the basis for discussion with Sven Pennings, Aachen's Director of Economic Development in November 2017 during a visit by an Aachen delegation to Cape Town.

One of the outcomes of these discussions was an offer by Aachen for Cape Town to participate under the City of Aachen's banner at Expo Real in October 2018. Expo Real is the world's largest real estate conference and is attended by participants across the property value chain as well as a wide range of investment promotion agencies.



#### 4. OBJECTIVE

In June 2018, the Atlantis Greentech Special Economic Zone (SEZ) was designated. The invitation to attend Expo Real under the Aachen banner therefore comes at an opportune time – the City has both a distinct investment opportunity to promote and the chance to participate in Expo Real without incurring the costs involved with being an exhibitor.

Attendance at EXPO Real will have two objectives firstly, to assess future attendance at EXPO Real as a platform for promoting investment into large developments in the City, and secondly, to promote the Atlantis Greentech SEZ to a global audience of potential investors.

After EXPO Real, a trip was undertaken to Aachen. The objectives of this part of the trip will include the following:

- Meet with e-Go, an Aachen based manufacturer of electric vehicles, to make a pitch for investment in the Atlantis Green Tech SEZ.
- Visit the RWTH Campus and its related clusters set up by the City of Aachen and RWTH, the technical university, to develop and enhance the local economy.
- Hold a planning session with colleagues from the City of Aachen's Economic Development Department to prepare for an economic delegation due to visit the Cape Town in March 2019
- Provide support and input to the partners in the Cape Town-Aachen partnership's project that is looking at setting up an Aachen equivalent of Green Cape

The objective of the final component, a meeting with Enercon, a German renewable energy services company, is to make the case for investment in the Atlantis SEZ to their head of international procurement.

#### 5. OUTCOMES

- |                                     |   |                             |
|-------------------------------------|---|-----------------------------|
| <input type="checkbox"/>            | - | Partnership Agreement       |
| <input type="checkbox"/>            | - | Membership Agreement        |
| <input type="checkbox"/>            | - | Grants Agreement            |
| <input type="checkbox"/>            | - | Memorandum of Understanding |
| <input type="checkbox"/>            | - | Statement of Intent         |
| <input checked="" type="checkbox"/> | - | Other                       |

The main outcome of the visit was a further consolidation of the Cape Town-Aachen Partnership in general, and the further development of the economic component in particular. (The Cape Town – Aachen Partnership also has a social and environmental component. An exchange with Aachen on these components took place in July and is the subject of a separate feedback report.)



## 6. ACTIONS REQUIRED

The actions required have been classified according to broad themes:

Action	By when By whom
<b>Cape Town – Aachen Partnership</b> <b><i>Preparation for Aachen Economic Delegation in March 2019</i></b> <ul style="list-style-type: none"> <li>Brief relevant officials in Wesgro, Green Cape and the City on Zasso, Digihub, and Enlyze and include relevant engagements in the March 2019 programme</li> <li>Include mini-workshop for university technology transfer offices, provincial government and city officials on the development of innovation ecosystems on the March 2019 programme. RWTH Aachen Campus to provide input.</li> </ul>	Investment Facilitation Unit (IFU)/ Green Cape By March 2019  IFU By March 2019
<b>Other</b> <ul style="list-style-type: none"> <li>Forward Aachen's presentation on e-mobility to relevant official at TDA and the provincial Department of Economic Development and Tourism</li> <li>Introduce Sarah Ward to Aachen Building Experts to investigate possibility for her team is doing in relation to green buildings</li> <li>Comment on and provide support to the development of the "Green Aachen" concept – Aachen's proposed equivalent of Green Cape</li> </ul>	IFU November 2019  IFU November 2019  IFU/Green Cape As required (dependent on partners in Aachen)
<b><i>Special Economic Zone (SEZ) Development</i></b> <ul style="list-style-type: none"> <li>Investigate potential for leveraging the MOA between the City of Munich and the Western Cape Government for the development and promotion of the Atlantis Green Tech SEZ</li> <li>Introduce the Enercon local office to the Invest SA One Stop Shop and development support package for potential future investment</li> <li>Set up meeting with e.Go's Chief Technology Officer and Green Cape, Wesgro and the Invest SA on his next visit to Cape Town to pitch the support package that can be offered locally to support a potential investment</li> </ul>	IFU/Green Cape November 2019  IFU/Green Cape February 2019  IFU/Green Cape As required (dependent on his travel plans)



<b>Investment Promotion</b> <ul style="list-style-type: none"> <li>• Make introductions between international relations contacts at AGIT, Invest in Thuringia and Invest in Hessen and the relevant officials at Wesgro. All of these investment promotion agencies expresses interest in bring delegations to Cape Town.</li> <li>• Set up teleconference with FDi Intelligence and Wesgro and the City's economic research teams.</li> <li>• Provide the Head: Investment Promotion on EXPO Real and provide her with promotional material obtained at EXPO Real.</li> </ul>	<p>IFU/Green Cape (November 2019)</p> <p>IFU February 2019</p> <p>IFU/Green Cape November 2019</p>

## 7. IMPLICATIONS

7.1 Constitutional and Policy Implications	No <input checked="" type="checkbox"/>	Yes <input type="checkbox"/>
7.2 Environmental implications	No <input checked="" type="checkbox"/>	Yes <input type="checkbox"/>
7.3 Financial Implications	No <input checked="" type="checkbox"/>	Yes <input type="checkbox"/>
7.4 Legal Implications	No <input checked="" type="checkbox"/>	Yes <input type="checkbox"/>
7.5 Staff Implications	No <input checked="" type="checkbox"/>	Yes <input type="checkbox"/>
7.6 Risk Implications	No <input checked="" type="checkbox"/>	Yes <input type="checkbox"/>



## 8. RECOMMENDATIONS

It is recommended that:

- a) the feedback report on the investment mission to Munich, Aachen and Dusseldorf undertaken by Tim Hadingham, Manager: Investment Facilitation from the 6<sup>th</sup> to 15<sup>th</sup> October 2018 **be noted**.

Daar word aanbeveel dat:

- a) daar kennis geneem word van die investeringsending na Munich, Aachen en Dusseldorf onderneem deur Tim Hadingham, bestuurder: investeringsfasilitering, vanaf 6 tot 15 Oktober 2018.

Kundululwe ukuba:

- a) makuqwalaselwe ingxelo emalunga nehambo enjongo engotyalo-mali ebijoliswe e-Munich, Aachen nase-Dusseldorf ethe yaqhutywa ngu-Tim Hadingham onguMphathi kuQuquzelelo loTyalo-mali, ukususela ngowe-6 ukuya kowe-15 kweyeDwarha 2018.

## 9. GENERAL DISCUSSION

More details on the discussions that took place in the individual meetings can be found in Annexure A

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## 10. ANNEXURES

**Annexure A – Summary of Engagements**

**Annexure B – Final Programme**



**FOR FURTHER DETAILS, CONTACT:**

DATE	29 <sup>th</sup> October 2018		
NAME	Tim Hadingham	CONTACT NUMBER	021 417 0518
E-MAIL ADDRESS	timothy.hadingham@capetown.gov.za		
DIRECTORATE	Corporate Services	FILE REF-NO	E&I / 7/4/3/2
SIGNATURE :			

  
EXECUTIVE DIRECTOR

CRAIG KESSON

NAME

DATE

9 Nov. 2018.

COMMENT:

\* Note: Report  
is for CM  
for officials.

  
MANAGER: INTERNATIONAL RELATIONS

DR. DENVER VAN SCHALKWYK

DATE

28/11/2018

COMMENT:

ACTIONS NOTED  


  
LEGAL COMPLIANCE

NAME

TEL

DATE

Patricia Davis

(021) 400-1549

30.11.2018

☐ REPORT COMPLIANT WITH THE  
PROVISIONS OF COUNCIL'S DELEGATIONS,  
POLICIES, BY-LAWS AND ALL LEGISLATION  
RELATING TO THE MATTER UNDER  
CONSIDERATION.

☐ NON-COMPLIANT

COMMENT:

For information 



Acting CITY MANAGER K. Jacoby



SUPPORTED FOR ONWARD SUBMISSION TO:

MAYCO ☐

RELEVANT SECTION 79 OR 80 COMMITTEE ☐



NOT SUPPORTED



REFERRED BACK

COMMENT:

DATE 30.11.2018

## **Annexure A – Investment mission to Munich, Aachen and Dusseldorf as part of the Cape Town – Aachen Partnership: Summary of Engagements**

### **Expo Real 8<sup>th</sup> to 10<sup>th</sup> October 2018**

#### **Monday 8<sup>th</sup> October 2018**

##### Meeting with Marcel Philipp – Lord Mayor of Aachen, Marcel Philipp

Brief discussion of the future of the partnership and the visit of the Aachen Economic Delegation to Cape Town which will be led by the Lord Mayor in March 2019.

##### Meeting with Moldova SEZ

Shared experiences of SEZ development.

Highlighted importance of identifying focus of an SEZ and cohering all development efforts around that.

##### Gleeds Real Estate Advisory - German Martinez Vaccarezza

Discussion on how advisory services work and how best to position a project such as the SEZ.

Very superficial interaction as location services seem to be a small part of what advisory services do.

##### Workshop - Aachen: Standortimpulse (Aachen: Location Impulse)

Presentation on the SEZ at Workshop

##### Aachen Building Experts - Werner Goar

Company set up by IHK (the Chamber of Commerce and Industry) to promote innovation in construction and develop smart building technology

Was being established on last visit in December 2016 – now up and running

May have some relevance for work being done on efficient buildings by Sustainable Energy Markets

Website only in German – [www.aachenbuildingexperts.de](http://www.aachenbuildingexperts.de)

#### **Tuesday 9<sup>th</sup> October 2018**

##### City of Munich – Holmer XXX and Sebastian Neuefeind

The Munich-Cape Town partnership are collaborating two main projects:

- Kuilsriver Corridor
- The development of a similar BauZentrum at the Civic Centre



General discussion relating to the transport challenges faced by the two cities, particularly in relation to climate change and carbon emissions – in particular how the chicken and egg situation relating to e-cars and charging stations i.e. which comes first.

In addition to the City of Cape Town – Munich partnership agreement there is a MoA between Munich and the Western Cape Government. This could potentially be leveraged both by the City and Green Cape (SEZ a possibility??)

#### FDI Intelligence - Sasha Uvarova

FDI intelligence database is used extensively by companies working on location studies for investors. The database can be used by cities as a tool to raise their profile and enhance their chances of getting on more long and short-lists for investors.

Set up skype meeting between Wesgro and City of Cape Town's economic research teams and her to discuss how best this could be done.

#### Holger Heyer – LED Invest in Thuringia

Provided overview of City of Cape Town, Green Cape and Wesgro, as well as the Atlantis Green Tech SEZ

Got given overview of Invest in Thuringia and their focus sectors.

Mr Heyer offered to pass business cards and Atlantis SEZ collateral onto colleague who deals with international relations and trade missions

They are planning a mission to Cape Town and the Western Cape in 2019.

### **Wednesday 10<sup>th</sup> October 2018**

#### Invest in Hessen – David Eckensberger

Exchange of business cards and provided quick overview of respective organisations.

#### Gleeds – German Martinez Vaccarezza

Follow up from engagement on Monday and dropped off Atlantis SEZ collateral

#### Walbrzych Special Economic Zone in Poland - Marin Cernea

Shared experiences of SEZ development.

### **Thursday 11<sup>th</sup> October 2018**

#### Welcome to Aachen Economic Development – Sven Pennings

Thirty years ago Aachen was a centre for coal and textiles. Significant structural change has taken place since then, driven partly by the decline of the iron and steel industry in the broader Ruhr. The Aachener Gesellschaft für Innovation und Technology Transfer (AGIT) was set up in response to this structural change to secure jobs and prosperity in the broader region.

Provided overview of the day's programme

Presentation on „Erlebniswelt neue Mobilität“ (Experience World of New Mobility – bad translation) – Isabella Pitre, Stadt Aachen

Presentation on the suite of Mobility 4.0 interventions that the Aachen is putting in place to deal with issue of traffic and transportation. This initiative consists of a number of mutually supporting and complementary interventions. The institutional structure and the nature of the partnership/interactions between Aachen, governmental partners, business and the community was also presented.

Some interesting ideas including platooning and smart hitching on busses all drive by a network of digital infrastructure- we have a hard copy of the presentation and can probably get an electronic version as well.

Maybe forward to TDA innovation with a note that CT has a partnership agreement with Aachen and could probably get hold of more details if TDA was interested in any of these aspects.

Sightseeing walk to Aachen Shopping Lab

Aachen applied to the provincial government for some funding which it used to refit the ground floor of an old apartment store as a Shopping Lab. The Shopping Lab provides retailers in the City Centre an opportunity to interact with and experience various opportunities relating to the digitisation of retail. Amongst other things the lab provides access to 3D printers, consulting and coaching services related to digital marketing, smart check technology, and digitally driven delivery options as well as a coffee shop.

The funding allows the Lab to be run for a period of three months, which was later extended by a further three months. The Lab was a response to the increasing digitalisation of the retail sector and the dominance of online purchasing and delivery. This trend is resulting in high vacancy rates in the City centre and Aachen is concerned that this will lead to decline and long term deterioration of the shopping district. The Lab is a proactive way to address this and to pre-empt the development of the social problems that often accompany the degeneration of inner city shopping districts.

Zasso – Dirk Vandenhirtz

Zasso developed their digital herbicide technology in response to the phasing out of glyphosphates in Europe as an herbicide used both in field preparation and during the crop growth cycle. The technology consists of a series of metallic strips that hang down from an assembly that is fitted to the front of a tractor. An electric current is passed through the strips which then kills weeds.

The technology also deals with the “Darwin effect” i.e. the development of herbicide resistant weeds. There are also positive marketing outcomes in that crops produced on this basis can be sold to market as “residue free” (dependant also on how pesticides and fertilisers are applied and managed).

The technology has specific application to large and small farms and is particularly effective where “no-till” farming is taking place.



The company is currently in an expansion phase and believes that South Africa has a number of opportunities including in vegetable and potato production. The technology also has application in vineyards and in forestry, which suggests further opportunities in the Western Cape in the wine and fruit industry.

Zasso will likely form part of the Aachen delegation to Cape Town next – as local certification and compliance with local standards is often the biggest barrier, IFU to set up a meeting with the correct person at NRCS at the Investor Centre

#### DigiHub Aachen e.V. – Fabian Fransen

The Aachen DigiHub is located in the DigiChurch, a deconsecrated church located in Aachen North. It is one of 13 technology and innovation hubs funded by the State of North Rhein Westphalia. The facility has three offerings corresponding to the membership level paid for by the start-up starting with basic membership:

- Co-working
- Co-working **PLUS** marketing and networking
- Co-working **PLUS** marketing and networking **PLUS** coaching and consulting

#### Enlyze – Julius Scheuber

Enlyze is one of the start-ups that is working from the DigiChurch. The company is developing a sensor that clips around electrical wiring and measures changes in electrical signal and compares the signal against the corresponding signal in similar applications in order to assess the likelihood of a component failing. This allows predictive maintenance and would be beneficial for providers of services that are required to provide a reliable service – facilities management and the management of services offered by ESCO are areas of obvious applicability.

In addition to being able to raise productivity levels, it also allows faults to be accurately located and fixed with a minimum of downtime. The founder cited the example of companies that stand to lose €25 per minute if a robot is out of action.

#### Aachen Gesellschaft für Innovation und Technologietransfer - AGIT – Frank Leisten

AGIT was founded in the mid-1980s in response to structural changes in the economy of North Rhine Westphalia. Traditional manufacturing activities such as iron and steel, and clothing and textiles were in terminal decline and a concerted effort was required to refocus the regional economy.

Initially, AGIT set up technology centres where both start-ups and existing companies could develop and commercialise technology. This was followed by the additional activities in the form of technology transfer and an inward investment promotion function which enabled the repositioning of the economy as the “Aachen Technology Region”. An emphasis on digital technology has emerged. AGIT throughout its existence has co-operated closely with the RWTH (the local technical university) and has been instrumental in developing the city-university business ecosystem which is the source of the Aachen Region’s competitive advantage.

#### RWTH Aachen Campus GmbH – Isabel Maras

The Campus GmbH is a response to the need to develop new solutions for future problems. While the RWTH has top academics and researchers and produces high quality graduates, it is unable to commercialise its research without input and partnership from industry. The purpose of the Campus is to bring science and industry together.



The Campus consists of five centres consisting of research clusters. Each cluster has a thematic focus which brings together different departments from the university with industry to drive an integrated research and development agenda. The thematic focus is derived from discussion between the university and industry. Physical buildings are developed to house the centres and to provide the facilities to undertake the necessary research and design activities.

Each centre runs a slightly different membership structure with each class of members providing firms with access to differing levels of service.

A representative from the Campus will participate in the Aachen Economic Delegation due to visit Cape Town in March 2019.

#### Aachen Centre for Integrative Lightweight Production - Philipp Fröhlig

The Centre for Integrative Lightweight Production is one of the technology Centres located on the Campus that brings together nine research institutes that feed into the Centres activities. These research institutes cover materials, textiles, machining and design. The centre does not only provide research support but is also involved in the development of a business case for the commercialisation of technology.

#### FuE Zentrum e.GO Mobile AG

The e.GO range of vehicles has its genesis in the development of an electric vehicle called the street scooter in the Centre for Integrative Lightweight Production. Initially this vehicle was supplied to Deutsches Post to assist them moving mail around their sorting facilities. Deutsche Post subsequently purchased the production facilities. This money was used as start-up capital for the development of the e.GO range of vehicles. Two vehicles are under development, the e.GO Life is a small electric passenger vehicle being developed and a small electric bus is also being developed – the e.GO Mover.

#### University of Applied Sciences – Mobile Autonomous Systems and Cognitive Robotics institute (MASCOR) – Josef Franko

This Institute is located in the Faculty of Mechanical Engineering and Mechatronics at the University of Applied Sciences (a different institution from the RWTH). The MASCOR team uses Linux based open source robotic operating system (ROS) to develop affordable technology.

One of the professors is an extraordinary professor at the Tshwane Institute of Technology and they are looking to expand their footprint. MASCOR has an existing relationship with Stellenbosch and are looking to run a summer academy in South Africa and are looking for partners

#### Dinner with Foerderverein – Gabriele Schutz Lembach, Peter Blum, Nika XXXXX

The Foerderverein is the “Friends of the Cape Town Aachen Partnership”. The proposed future activities of the partnership were discussed in general as well as the engagement scheduled for Saturday with Immo Boehning on the establishment of a Green Aachen.

#### **Friday 12<sup>th</sup> October 2018**

#### Meeting with Enercon and Quadra Energy in Dusseldorf – Andreas Smarsly, Inga Heute, Mengjia Jansen, Uwe Behrens



This meeting took place with the Procurement Officer and some of the Enercon Sales Team. Enercon is an energy services company, that provides management capability for renewable energy as well as developing, producing, maintain, and installing the wind energy infrastructure.

The renewable energy market is no longer growing in Germany and they are looking to expand their footprint internationally. Enercon are part of one of the consortia that will be building windfarms up the West Coast and are interested in the opportunities that the Atlantis SEZ might present. They think a business case could be made for the establishment of a production facility in Atlantis depending on the following issues:

- Political stability – this is understood to be a predictable and stable policy environment relating to renewable energy
- Positive market prospects – this refers to the volumes that is required by the market and whether they are high enough or not to justify local investment.
- Reliable partners

The incentives on offer in the Atlantis SEZ are attractive and would be taken into consideration in any decision. The push for more localization of production in the REIPPP adds further to the argument for the establishment of a local production and assembly facility. Green Cape will continue to engage with the South African Enercon Office to pursue this opportunity.

### **Saturday 13<sup>th</sup> October 2018**

#### Green Aachen Meeting with Immo Boehning and Gabriele Schutz-Lembach

Green Cape presented an overview of the organization and how it developed. The discussion then focused on the principles that emerged from this presentation. Next steps were discussed focusing on understanding the existing eco-system and developing the concept further. Green Cape and the City of Cape Town undertook to provide support under the umbrella of the Cape Town-Aachen Partnership in terms of the development of the concept document.

### **Impressions of Expo Real**

- Big, huge, massive overwhelming – there isn't a "big" word big enough
  - Requires massive investment – stand and team and food and collateral
  - Need to set up meetings beforehand but the size makes it difficult to know when to start
  - Lots of "geographic investment promotion agencies" – real estate property is the back door – there are more of these than anticipated
  - Some are present at the stands – others send a project manager and a group of real estate companies in the "geographic" area
  - The investment promotion agencies were interested in having a contact in CT – as they (like Wesgro) also undertake trade missions and welcomed the contact from that perspective
- 
- Lots to learn from an Invest CT perspective because of the proliferation of "geographic investment promotion agencies"


- Lots of money thrown at it – Moscow video, Baden Wirtenburg “disco ball” for example
- The location component of the advisory services is often a very small part of the business – main focus on facility management and brokering.
- Got the sense the Advisories were not really interested in new locations – at the EXPO to broker property management deals—all of the big four audit firms were exhibiting and provide real estate advisory services
- Have numerous examples of property market analysis documents – do we need something like this for Cape Town – who does it, what do we do with it, when do we update it



## Annexure B - Programme for Trade and Investment Visit to Munich, Aachen and Dusseldorf October 2018

	7 <sup>th</sup> October Sunday	8 <sup>th</sup> October Monday	9 <sup>th</sup> October Tuesday	10 <sup>th</sup> October Wednesday	11 <sup>th</sup> October Thursday	12 <sup>th</sup> October Friday	13 <sup>th</sup> October Saturday	14 <sup>th</sup> October Sunday
Morning		Attendance at Expo Real 12:00 Visit by Aachen Mayor to stand Marcel Phillipp	Attendance at Expo Real Meeting with Munich Colleagues @Bauzentrum München  11:30 Stand Visit by Christoph Dammermann North Rhine Westphalia	Attendance at Expo Real	<ul style="list-style-type: none"> <li>Welcome to Aachen Economic Development</li> <li>Presentation on „Erlebniswelt neue Mobilität“</li> <li>Sightseeing + Lecture Shopping Lab</li> <li>Visit to Zasso</li> </ul>	Travel to Dusseldorf – Meetings with Enercon	Meeting with Immo and Gabriele re: Green Aachen	Depart Aachen for Munich
Afternoon	Arrive Munich	Attendance at Expo Real 13:00 Opening of the Stand – Dr. Jan Heinisch, North Rhine Westphalia 15:15 Aachen and partners Workshop 20:00 Exhibitor evening at Restaurant Schneider Brauhaus	Attendance at Expo Real	Travel to Aachen	Visit to <ul style="list-style-type: none"> <li>DigiHub Aachen e.V.</li> <li>Sonah</li> <li>AGIT</li> <li>Campus Gmbh</li> <li>Aachen Centre for Integrative Lightweight Production</li> <li>FuE Zentrum eGo Mobile AG</li> <li>University of Applied Sciences</li> </ul>	Meetings with Enercon		
Evening	Dinner with Sven Pennings	Conference Dinner			Dinner with Foerderverein			Depart Munich for Cape Town

Acting CITY MANAGER K. Jacoby



☒ SUPPORTED FOR ONWARD SUBMISSION TO:  
MAYCO ☐  
RELEVANT SECTION 79 OR 80 COMMITTEE ☐

☐ NOT SUPPORTED

☐ REFERRED BACK

COMMENT:

DATE 30.11.2018