

# BUSINESS SUCCESS THROUGH CROSS-CULTURE THINKING



## SERVICES & PROJECTS

with a focus on international business development

## COMPANY PROFILE

# 2025



[sbsbusiness.eu](http://sbsbusiness.eu)

## ABOUT US

**SBS systems for business solutions GmbH** is a private consulting company for international business development with locations in Berlin, Munich, Rome and Bucharest.

All SBS offices are staffed with multilingual and professional employees who are experienced in dealing with intercultural work environments.

Since 1999, SBS has been successfully developing, designing, and implementing individual internationalization strategies for German medium-sized companies and advising them on their worldwide export activities. SBS is also specialized in the Italian and DACH markets and supports small and medium-sized German and Italian companies in the distribution of their products and services in these markets.

Since 2006, SBS has been a proven service provider of the German Federal Ministry for Economic Affairs and Energy (BMWE) in various foreign trade promotion programs. In addition, SBS has been working for the Federal Ministry of Agriculture, Food and Regional Identity (BMLEH) since 2015. In total, SBS has been able to organize more than 300 projects worldwide for both ministries. An overview of current and already completed projects can be found on our project homepage at [www.germantech.org](http://www.germantech.org).

In 2017, the Italian office in Rome received the title "Temporary Export Manager" (TEM) from the Italian Ministry of Economic Development (MISE), which entitles SBS to develop export strategies for those Italian SMEs that have received grants from the Italian government to establish and expand their foreign business.

In Italy, SBS has also been supporting the members of "Servizi Confindustria Bergamo", the Italian business association of the Bergamo region since 2015, and the member companies of Camera di Commercio di Reggio Emilia, the Chamber of Commerce of the province of Reggio Emilia in Emilia-Romagna, in developing the German-speaking markets (DACH) since 2022.





## IMPORTANT MILESTONES

### Federal Ministry for Economic Affairs and Energy (BMWE), Germany

Since 2006 SBS has been working for the German Federal Ministry for Economic Affairs and Energy (BMWE). We have successfully won tenders and subsequently organized projects in over 70 different countries on all 5 continents. The sectors we cover include, but are not limited to, the following:

- Automotive
- Civil and General Aviation
- Construction Industry
- Cosmetics and Detergents
- Healthcare, E-health, Pharmaceuticals,
- ICT, Software
- Industry 4.0, Automation
- Leisure and Sports Industry
- Mechanical Engineering
- Maritime Industry
- Railway technologies
- Robotics
- Security technologies, Cyber-security
- Smart mobility, E-mobility, Transport & Logistics
- Smart city
- Start-ups
- Textile Industry
- Waste Management & Recycling
- Lightweight technologies
- Water and Wastewater Management
- Creative industries
- Circular Economy
- Higher education and training
- Photonik
- AI and Robotics

### Federal Office for Federal Ministry of Agriculture, Food and Regional Identity (BMLEH), Germany

Since 2015, SBS has also been working for the German Federal Ministry of Agriculture, Food and Regional Identity (BMLEH). Initially, SBS was awarded a contract for the consulting, conception, and implementation of business trips for German SMEs until 2025. This accreditation was successfully renewed until 2029, so SBS is currently one of five approved service providers for the implementation of these global business trips and projects on behalf of the BMLEH. From 2019 to 2025, SBS was also accredited for the organization and coordination of foreign institutional official visits to Germany.

### German Environment Agency (UBA), Germany

In 2020, SBS has been awarded a contract by the Federal Environment Agency (UBA) for the preparation, implementation, and follow-up of the international virtual conference "5th European Resources Forum 2020" (ERF 2020), an event on climate protection, sustainability, and resource conservation. With almost 550 guests, 79 speakers, and 20 student reporters from over 50 countries, the conference was successfully held in November 2020.

In 2022, SBS has again been commissioned by the Federal Environment Agency (UBA) to support the organizational preparation, implementation, and follow-up of the 6th European Resources Forum.



## 6 REASONS TO CHOOSE SBS AS YOUR PARTNER



### Multilingual Staff & Intercultural Consulting

All of our offices are staffed with multilingual and qualified professionals who are experienced in dealing with international work environments and provide expert and intercultural consulting services.



### Preliminary Target Market Analysis

In order to provide you with the best possible assessment of your actual market entry opportunities, we conduct a detailed and preparatory target market analysis at the beginning of each project.



### Established Database

We have a database with over 30,000 company contacts. This includes, among other data, many direct contacts of key decision-makers and multipliers in the Italian business community.



### Graphic Design

We offer an internal graphic department, which supports you in the creation of communication materials, e.g. brochures, product catalogs, or your web presence.



### Individual Consulting

Depending on the project goal, we develop an individual strategy for your company to open up the target market, create a target-oriented B2B meeting agenda with potential partners and customers, and offer you professional support with offers and negotiations.



### Follow-up

Even after the project has been completed, we will continue to support you with follow-up activities of the newly acquired contacts and the consolidation of existing business relationships.



## SBS BUSINESS GROUP



### GERMANY

**SBS systems for business solutions GmbH** is a consulting company specialized in the internationalization of companies, based in Munich and Berlin. Since 1999, SBS has been successfully developing, designing, and implementing individual internationalization strategies for Italian and German companies and institutions and advising them on their worldwide export activities. SBS is particularly specialized in the Italian market and supports companies and institutions from the D-A-CH region in selling their products and services on the Italian market.



### ITALY

**SB Solutions Scrl** based in Rome, is a strategic internationalization consulting company. The office is staffed with highly experienced and professional personnel, capable of operating in multilingual and intercultural working environments. SB has been successfully developing, planning, and implementing international business events, workshops, B2B meetings, and individual strategies for small and medium-sized enterprises since 1999. SB is specialized in the German-speaking markets, supporting Italian companies in selling their products and services in these markets.



### ROMANIA

**Systems for Business Solutions SRL** is a consulting company based in Bucharest, specializing in the development, planning, and implementation of internationalization strategies. The office supports Romanian small and medium-sized enterprises entering the D-A-CH and Italian markets as well as German and Italian SMEs aiming to export their technology, know-how, and services to the Romanian market. In doing so, Systems for Business Solutions SRL cooperates with the German and Italian subsidiaries at the planning and operational level.



## SBS BUSINESS PROJECTS



### Export promotion on behalf of the BMWF

Since 2006, the SBS GmbH has been implementing export promotion projects on behalf of the German Federal Ministry for Economic Affairs and Energy (BMWE) and supports German SMEs in entering foreign markets worldwide. An overview of current, as well as already completed promotion projects, can be found on our project homepage at [www.germantech.org](http://www.germantech.org)



### Establishing international partnerships free of charge

The network aims to bring German companies together with foreign distribution partners or foreign start-ups and thereby offers support in establishing international cooperations.

Foreign distributors or start-ups that would like to cooperate with German companies or a German company that is looking for a sales partner abroad can join the international community and promote their products and technologies or their services for free.



### Export promotion on behalf of the BMLEH

Since 2015, SBS GmbH has also been working for the German Federal Ministry of Agriculture, Food and Regional Identity (BMLEH).

Here, initially, until 2025, a contract was awarded for consulting, conception, and implementation of business trips for German SMEs on behalf of the BMLEH. This accreditation was successfully renewed at the beginning of 2025 so SBS is currently one of five authorized service providers for the implementation of these global business trips and projects of the BMLEH.





## EXPORT OPPORTUNITIES

### Individual business trips/Virtual meetings

*Target group: Open to all companies*

*Target market: Italy, Romania, Germany (D), Austria (A), Switzerland (CH)*

*Objective: Individual business entry strategy*

*Duration: 3-5 days*

For individual companies, we can organize market entry strategies for the Italian, Romanian or D-A-CH markets. These market entry strategies include services such as personal market analysis, the creation of a company profile in German, Romanian or Italian (with graphics), and direct marketing activities. The goal is to organize a 3-5 day business trip (physical or virtual) with several B2B meetings with interested companies, institutions, buyers, and distributors, according to your personal target customer preferences. Translation services and follow-up activities are part of the strategy as well as accompanying/assisting you to/during the business meetings.

### Trade fair agenda & support

*Target group: Open to all companies*

*Target market: Italy, Romania, Germany (D), Austria (A), Switzerland (CH)*

*Objective: Fair support*

*Duration: Period of the fair + Follow up*

For individual companies, we offer support around trade fair activities on the Italian, Romanian or D-A-CH market. This includes the creation of communication materials for the fair, as well as the creation of a database of suitable contacts and the corresponding organization of B2B meetings with these companies at the client's stand.

Accompaniment to the trade fair itself and linguistic support is also offered, as is the follow-up of trade fair contacts.



## EXPORT OPPORTUNITIES

### **BMW-Business development trip**

#### *Geschäftsanhahnung (GAB)*

*Target group: German companies*

*Target market: Worldwide*

*Objective: Entry into or expansion of foreign markets*

*Duration: 5 days*

The project includes a company trip with a local presentation event where the participating German companies can present their products, technologies, and potential areas of cooperation to a target country audience and subsequently have contact discussions with foreign participants. In addition, group visits to the headquarters of potential business contacts allow the German companies to get an idea of the situation, expand their network and establish appropriate contacts. Other core elements of the project include the organization of one-on-one meetings (B2B) with potential business contacts on-site and the preparation of a comprehensive target market analysis. The focus is on the concrete initiation of business between domestic and foreign companies.

### **BMW-Market Exploration trip**

#### *Markterkundungsreise (MEK)*

*Target group: German companies*

*Target market: Worldwide, emerging or developing economies*

*Objective: Entry into emerging markets or market segments*

*Duration: 4-5 days*

Market exploration trips focus on exploring business opportunities in difficult or new markets or market segments, often in emerging or developing economies. Local and German experts provide on-site information for market access, such as: political and legal framework conditions, market opportunities and market development, import regulations, norms, taxes, etc. In addition, contacts with local multipliers, authorities, public institutions, and business partners are provided, as well as technical visits to reference projects or companies organized. This module can be combined with a visit to a trade fair or other events.





## EXPORT OPPORTUNITIES

### **BMW-Exhibition trip**

#### *Leistungsschau (LES)*

*Target group: German companies*

*Target market: Worldwide*

*Objective: Expansion of foreign business*

*Duration: 4-5 days*

The exhibition trip is a business trip with a symposium. It offers German companies the opportunity to present products, services, possible areas of cooperation, and examples of problem solutions to foreign trade visitors at a symposium in the target country. Experts also provide information on the capabilities of the respective industry in Germany. The aim is to show the entire value chain that German manufacturers can cover. Discussions between German and foreign participants as well as contacts with important players are part of the event. Object and reference visits as well as a project magazine in the national language round off the program.

### **BMW-Information Event**

#### *Informationsveranstaltung (IFV)*

*Target group: German companies*

*Target market: Worldwide (Event in Germany)*

*Objective: Information about new markets or new market segments*

*Duration: 1 day*

These one-day information events in Germany are aimed at small and medium-sized enterprises (SMEs) that are interested in expanding their export activities or are looking for new markets or new market segments. Expert speakers from Germany or the target country give a first glimpse of the target market, providing general information on the economic relationship to Germany, political and legal framework conditions, concrete market situation and opportunities, trends, trading conditions, technical prerequisites and procedures.



## EXPORT OPPORTUNITIES

### **BMW-Information trip for buyers and multipliers**

*Informationsreise für Einkäufer\*innen und Multiplikatoren\*innen (IFR)*

*Target group: German companies*

*Target market: Worldwide (Event in Germany)*

*Objective: Contact initiation*

*Duration: 3-4 days*

This project is focused on an incoming delegation of foreign buyers and multipliers from the business and political sector to Germany. Their main goal is to receive information on the productive efficiency of German companies and to source new suppliers. This is accomplished by a combination of presentations and information events and company visits. The German companies can introduce their products and services free of charge, present reference projects, and establish contacts with actors from abroad.

### **BMW-Innovation tour**

*Innovationstour (IVT)*

*Target group: German companies*

*Target market: Worldwide (Event in Germany)*

*Objective: Know-how transfer, increase competitiveness*

*Duration: 3-5 days*

The Innovation tour is designed to support German SMEs to get to know, understand, develop, and apply new technologies and innovative business models as well as modern methods and solutions on site in the global innovation centers for their own products and companies. The goal is the business field development of SMEs by integrating relevant innovative companies and organizations in global innovation centers. The module does not pursue the primary goal of supporting German SMEs in opening up new markets and selling their products and services. First and foremost, it should enable participants to transfer know-how in order to secure and expand their competitiveness.



## EXPORT OPPORTUNITIES

### BMWE-Combined Module

#### *Kombiniertes Modul*

*Target group: German companies*

*Target market: Afrika*

*Objective: Opening up new markets in Africa*

*Duration: 8 months*

Combined module of webinar, target market analysis, and individual consulting to support German companies in developing new markets in Africa. The strategic and regionally oriented approach pursues the objective of identifying investment potential for German companies in Africa as well as establishing, supporting, and accompanying business relationships.

### Network project

#### *Verbundprojekt (VP)*

*Target group: German companies*

*Target market: Worldwide*

*Objective: Successful entry into the target market and sustainable support*

*Duration: 2 years*

The scope of the project is the implementation of a multi-year project to support companies in the strategic and successive development of a target market and the sustainable establishment of contacts and business relationships in this target market. The participating companies are to work together in a kind of network to strategically develop and successively open up a selected target market. The whole spectrum of foreign trade promotion is available to the "network projects"; in particular, various modules such as information events, business development trips, trade shows, information trips, and market explorations are to build strategically on one another as sub-projects of the network project.

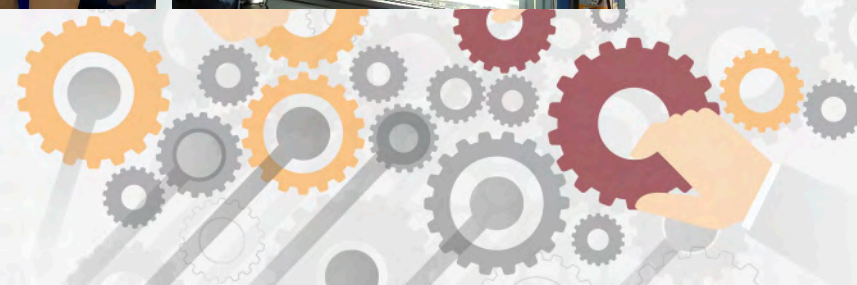
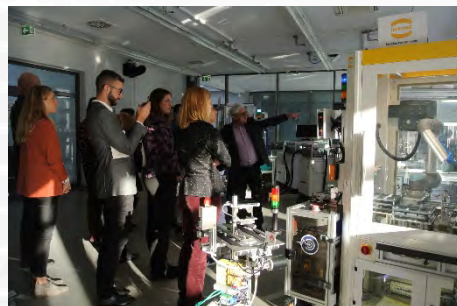
### Covid-19 information

If the particular coronavirus situation makes it necessary, the projects, events and business trips can also be implemented virtually. This takes place in the form of online group conferences or one-on-one meetings via audio and video channels. Personal contact is established visually via webcam.





## IMPRESSIONS OF SOME PROJECTS





## TEAM



**Stefano Candia**  
CEO and Founder



**Marcos Maillmann**  
CEO



**Thomas Nytsch**  
Senior Project Manager  
and Partner



**Isabel Kotnyek**  
Projekt- & Business  
Development Manager



**Mihaela Nistorica**  
Assistant Project Manager



**Sylvia Krainer**  
Project Assistant



**Monica Di Benedetto**  
Project & Business Development



**Elzbieta Stepniak**  
Graphic Designer

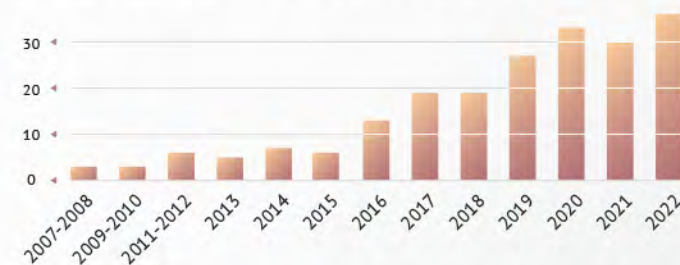
# IN NUMBERS



## MORE THAN



## GROWTH - NUMBER OF PROJECTS PER YEAR



TOTAL NUMBER OF INTERNATIONALIZATION  
PROJECTS CARRIED OUT PER TARGET COUNTRY





## INTERNATIONAL PROJECTS\* (2025)

**Markterkundung**  
**Albanien**  
10.-14.  
November 2025



Project of SBS

**Markterkundung**  
**Singapur**  
**Thailand**  
13.-17. Oktober 2025



Project of SBS

**VERBUNDPROJEKT**  
**Côte d'Ivoire**  
2024 - 2025/26



Project of SBS

**Geschäftsanhahnung**  
**Taiwan**  
10.-14. November 2025



Project of AHK Taiwan

**German Business Delegation**  
**Costa Rica, Panama**  
Sep 29 –  
Oct 3 2025



Project of SBS

**Geschäftsanhahnung**  
**Argentinien**  
01.-05.  
September 2025



Project of AHK Argentinien

**Geschäftsanhahnung**  
**Nigeria**  
3.-7.  
November 2025



Project of SBS

**Markterkundung**  
**Guatemala**  
**Dominikanische Republik**  
22.-26.09. 2025



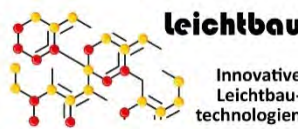
Project of SBS

**Geschäftsanhahnung**  
**Südafrika**  
01.-05.  
September 2025



Project of AHK Südliche Afrika

**Geschäftsanhahnung**  
**Japan**  
20.-24.  
Oktober 2025



Project of SBS

**Geschäftsanhahnung**  
**Kolumbien**  
22.-26.  
September 2025



Project of AHK Kolumbien

**Markterkundung**  
**Côte d'Ivoire**  
16.-20. Juni 2025



Project of SBS

**Leistungsschau**  
**Griechenland**  
13.-16. Oktober 2025



Project of AHK Griechenland

**Geschäftsanhahnung**  
**Ägypten**  
21.-25.  
September 2025



Project of SBS

**Geschäftsanhahnung**  
**Kanada**  
02.-06.  
Juni 2025



Project of AHK Kanada

\*more projects in progress on <https://germantech.org/>



# INTERNATIONAL PROJECTS\* (2025)

**WEBINAR**  
**Côte d'Ivoire**  
27. Mai 2025



Project of SBS

**Geschäftsanhörung**  
**USA**  
07.-11. April 2025



**KI, Robotik  
und Autonome  
Systeme**

Project of AHK USA

**Markterkundung**  
**USA**  
05.-10. März 2025



Project of AHK USA

**Geschäftsanhörung**  
**Malaysia**  
26.-30. Mai 2025



Project of SBS

**Informationsveranstaltung**  
**Côte d'Ivoire**  
10. April 2025



Project of SBS

**Geschäftsanhörung**  
**USA**  
17.-21. März 2025



Project of AHK USA

**Geschäftsanhörung**  
**Kenia**  
26.-30. Mai 2025



Project of AHK Eastern Africa

**Markterkundung**  
**Australien**  
24.-28. März 2025



Project of AHK Australien

**LEISTUNGSSCHAU**  
**Griechenland**  
24.-27. Februar 2025



Project of AHK Griechenland

**Geschäftsanhörung**  
**Thailand**  
19.-23. Mai 2025



Project of AHK Thailand

**Geschäftsanhörung**  
**Südafrika**  
23.-28. März 2025



Project of AHK Südliche Afrika

**Markterkundung**  
**El Salvador**  
**Guatemala**  
17.-21. Februar 2025



Project of SBS

**Geschäftsanhörung**  
**Australien**  
12.-16. Mai 2025



Project of AHK Eastern Africa

**Geschäftsanhörung**  
**Singapur**  
24.-28. März 2025



Project of SBS

**Geschäftsanhörung**  
**Oman**  
09.-13. Februar 2025



Project of SBS

\*more projects in progress on <https://germantech.org/>



# INTERNATIONAL PROJECTS\* (2024/25)

**Geschäftsanhörung**  
**USA**  
03.-07.  
Februar **2025**



Project of AHK USA

**Geschäftsanhörung**  
**Südkorea**  
18.-22.  
November **2024**



Project of SBS

**Geschäftsanhörung**  
**Argentinien**  
**Uruguay**  
21.-25. Oktober **2024**



Project of SBS

**Informationsveranstaltung**  
**Südkorea**  
03.  
Dezember **2024**



Project of SBS

**Informationsreise**  
**Malaysia**  
11.-15.  
November **2024**



Project of SBS

**Geschäftsanhörung**  
**USA**  
21.-25.  
Oktober **2024**



Project of AHK USA

**Webinar**  
**Neuseeland**  
03.-04.  
Dezember **2024**



Project of SBS

**Geschäftsanhörung**  
**Australien**  
28.10.-  
01.11. **2024**



Project of AHK Australien

**Geschäftsanhörung**  
**Kroatien**  
7.-10.  
Oktober **2024**



Project of AHK Kroatien

**Geschäftsanhörung**  
**USA**  
02.-06.  
Dezember **2024**



Project of AHK USA

**VERBUNDPROJEKT**  
**Südkorea**  
**2021-2023**



Project of SBS

**Geschäftsanhörung**  
**Rumänien**  
**Moldau**  
7.-11. Oktober **2024**



Project of SBS

**Markterkundung**  
**Tansania-Ruanda**  
18.-22.  
November **2024**



Project of AHK Eastern Africa

**Geschäftsanhörung**  
**Portugal**  
14.-18.  
Oktober **2024**



Project of AHK Portugal

**Markterkundung**  
**Costa Rica, Panama**  
7.-11. Oktober **2024**



Project of SBS

\*more projects in progress on <https://germantech.org/>



# INTERNATIONAL PROJECTS\* (2024)

**Geschäftsanhahnung**  
**Brasilien**  
7.-11. Oktober 2024  
**Maritime**  
und Schiffbau  
**Wirtschaft**

Project of AHK Brasilien

**Geschäftsanhahnung**  
**Japan**  
1.-5. Juli 2024  
**Gesundheitswirtschaft**  
Pharma- und Biotechnologieindustrie

Project of San Ten Consulting

**Geschäftsanhahnung**  
**Kanada**  
13.-17. Mai 2024  
**Bergbau**  
Rohstoffe  
Smart Mining

Project of AHK Kanada

**Informationsreise**  
**Costa Rica, Panama**  
Hamburg, Berlin  
23.-27.09.2024  
Nachhaltige Mobilität, E-Mobilität ÖPNV

Project of SBS

**Leistungsschau**  
**Vietnam**  
1.-5. Juli 2024  
**Maschinen- und Anlagenbau**  
Textilmaschinen und Zubehör

Project of AHK Vietnam

**Geschäftsanhahnung**  
**Spanien**  
**Portugal**  
15.-19. April 2024  
**Bahntechnik und Schienenverkehr**

Project of AHK Spanien und AHK Portugal

**Geschäftsanhahnung**  
**Malaysia**  
9.-13. September 2024  
**Wasserwirtschaft**

Project of SBS

**Geschäftsanhahnung**  
**Kolumbien**  
17.-21. Juni 2024  
**Maritime**  
und Schiffbau  
**Wirtschaft**

Project of AHK Kolumbien

**Geschäftsanhahnung**  
**Mexiko**  
22.-26. April 2024  
**Kosmetik und Reinigungsmittel**

Project of AHK Mexiko

**Geschäftsanhahnung**  
**Singapur Malaysia**  
2024  
**Aus- und Weiterbildung**

Project of SBS

**Geschäftsanhahnung**  
**Australien**  
24.-28. Juni 2024  
**Gesundheitswirtschaft**  
Pharma- und Biotechnologieindustrie

Project of AHK Australien

**Geschäftsanhahnung**  
**Griechenland**  
22.-25. April 2024  
**Zivile Sicherheitstechnologien**

Project of AHK Griechenland

**Geschäftsanhahnung**  
**Brasilien**  
1.-5. Juli 2024  
**Kreativwirtschaft**  
Gaming-Industrie

Project of AHK Brasilien

**Geschäftsanhahnung**  
**Singapur**  
27.-30. Mai 2024  
**Optik und Photonik**

Project of AHK Singapur

**Geschäftsanhahnung**  
**Brasilien**  
18.-22. März 2024  
**Bergbau**  
Smart Mining

Project of AHK Brasil

\*more projects in progress on <https://germantech.org/>



# INTERNATIONAL PROJECTS\* (2023/24)

**Geschäftsanbahnung**  
**Mexiko**  
19.-23. Februar 2024  
  
**Zivile Sicherheitstechnologien**

Project of AHK Mexiko

**Geschäftsanbahnung**  
**Slowakei**  
27. November - 1. Dezember 2023  
  
**Gesundheitswirtschaft**  
Nachhaltige Lösungen für Krankenhäuser

Project of AHK Slowakei

**Geschäftsanbahnung**  
**USA**  
16. - 20. Oktober 2023  
  
**Circular Economy**

Project of AHK USA

**Geschäftsanbahnung**  
**Costa Rica, Panama**  
26.02.-01.03.2024  
  
**Wasser- und Abwasserwirtschaft**

Project of SBS

**Leistungsschau**  
**Kroatien**  
13.-15. November 2023  
  
**Maritime und Schiffbau Wirtschaft**

Project of AHK Kroatien

**Geschäftsanbahnung**  
**Athiopien-Tansania**  
16.-20. Oktober 2023  
  
**Maschinen- und Anlagenbau**  
Nahrungsmittel- und Verpackungstechnik

Project of AHK Eastern Africa

**Leistungsschau**  
**Indien**  
4.-8. Dezember 2023  
  
**Maschinen- und Anlagenbau**  
Textilmaschinen

Project of SBS

**Geschäftsanbahnung**  
**Kanada**  
6. - 10. November 2023  
  
**Robotik und Automatisierung**

Project of AHK Kanada

**Geschäftsanbahnung**  
**USA**  
9. - 13. Oktober 2023  
  
**Gesundheitswirtschaft**  
Medizinische Biotechnologien

Project of AHK USA

**Geschäftsanbahnung**  
**Singapur**  
27.-30. November 2023  
  
**Industrie 4.0 und Robotik**

Project of AHK Singapur

**Geschäftsanbahnung**  
**Malaysia**  
23.-27. Oktober 2023  
  
**Abfallwirtschaft & Recycling**

Project of SBS

**Leistungsschau**  
**Griechenland**  
9.-12. Oktober 2023  
  
**Maritime und Schiffbau Wirtschaft**

Project of AHK Griechenland

**Geschäftsanbahnung**  
**Argentinien**  
27. November - 1. Dezember 2023  
  
**Zivile Sicherheitstechnologien**

Project of SBS

**Leistungsschau**  
**Guatemala-Honduras**  
16.-20. Oktober 2023  
  
**Maschinen- und Anlagenbau**  
Textilmaschinen und Zubehör

Project of SBS

**Informationsveranstaltung**  
**Uruguay**  
10. Oktober 2023  
  
**Filmindustrie und Filmdienstleistungsbranche**

Project of SBS

\*more projects in progress on <https://germantech.org/>



# INTERNATIONAL PROJECTS\* (2023)

**Geschäftsanhaltung**  
**Israel**  
3.-7. September 2023



Project of SBS

**Geschäftsanhaltung**  
**USA**  
17.-21. April 2023



Project of AHK USA

**Leistungsschau**  
**Brasilien**  
27.-31. März 2023



Project of AHK Brasil

**Geschäftsanhaltung**  
**Singapur Malaysia**  
3.-7. Juli 2023



Project of SBS

**Geschäftsanhaltung**  
**USA**  
27. - 31. März 2023



Project of AHK USA

**Geschäftsanhaltung**  
**USA**  
20. - 24. März 2023



Project of AHK USA

**Geschäftsanhaltung**  
**Thailand**  
12.-16. Juni 2023



Project of AHK Thailand

**German Business Delegation**  
**South Korea**  
27<sup>th</sup>-31<sup>st</sup> March 2023



Project of SBS

**Geschäftsanhaltung**  
**Indien**  
13.-17. März 2023



Project of AHK Indien

**Geschäftsanhaltung**  
**Spanien**  
19. - 22. Juni 2023



Project of AHK Spanien

**Geschäftsanhaltung**  
**Portugal**  
27.-31. März 2023



Project of AHK Portugal

**Geschäftsanhaltung**  
**Kanada**  
6.-10. März 2023



Project of AHK Kanada

**Informationsveranstaltung**  
**Costa Rica, Dominikanische Republik, Panama**  
22. Juni 2023



Project of AHK SBS

**Israeli-German**  
**business dialogue**  
26<sup>th</sup>-30<sup>th</sup> March 2023



Project of SBS

**Informationsveranstaltung**  
**Indien**  
Stuttgart  
20. Januar 2023



Project of SBS

\*more projects in progress on <https://germantech.org/>



# INTERNATIONAL PROJECTS (2022)

**Geschäftsanhahnung**  
**Vietnam**  
7.-11.  
November 2022  
**Kosmetik und**  
**Reinigungsmittel**



Project of SBS

**Geschäftsanhahnung**  
**Spanien**  
21.-25.  
November 2022  
**Bahntechnik**



Project of AHK Spanien

**VERBUNDPROJEKT**  
**Südkorea**  
2021-2023  
**Automotive & Schiffbau**



Project of SBS

**Geschäftsanhahnung**  
**USA**  
14.-18.  
November 2022  
**E-Mobilität**



Project of AHK USA

**Geschäftsanhahnung**  
**USA**  
28. Nov. -  
2. Dezember 2022  
**Photonik**



Project of AHK USA

**VERBUNDPROJEKT**  
**Indien**  
2020-2022  
**Luftfahrtindustrie**



Project of SBS

**Geschäftsanhahnung**  
**Vietnam**  
7.-11.  
November 2022  
**Kosmetik und**  
**Reinigungsmittel**



Project of SBS

**Geschäftsanhahnung**  
**Singapur**  
28. Nov. -  
2. Dezember 2022  
**Zivile**  
**Sicherheitstechnologien**



Project of SBS

**Geschäftsanhahnung**  
**Kanada**  
24.-28.  
Oktober 2022  
**Technische**  
**Textilien**



Project of AHK Kanada

**Geschäftsanhahnung**  
**Indien**  
21.-25.  
November 2022  
**Maschinen- und**  
**Anlagenbau**  
**Petrochemie**



Project of AHK Indien

**Geschäftsanhahnung**  
**DIGITAL**  
**VR China**  
29. November – 3. Dezember 2021  
**Luftfahrtindustrie**



Project of AHK China

**Informationsveranstaltung**  
**Israel 2022**  
Berlin,  
21.10.2022  
**Digital Health**  
**mit Fokus auf Start-ups**



Project of SBS

**Geschäftsanhahnung**  
**Portugal**  
21.-25.  
November 2022  
**Mobilität, Transport und Logistik**



Project of AHK Portugal

**Verbundprojekt**  
**USA • Kanada • Mexiko**  
2022-25  
**Zivile Sicherheitstechnologien**  
**für die Fußball WM 2026**



Project of AHK USA

**Geschäftsanhahnung**  
**USA**  
17.-21.  
Oktober 2022  
**Veranstaltungswirtschaft**



Project of AHK USA

\*more projects in progress on <https://germantech.org/>



# INTERNATIONAL PROJECTS (2022)

**Geschäftsanhahnung**  
**Japan**  
16. - 21.  
Oktober 2022  
**Maritime**  
und Schiffbau  
**Wirtschaft**

Project of SBS

**Geschäftsanhahnung**  
**USA**  
27. Juni  
- 1. Juli 2022  
**Autonomes fahren**  
& Systemlösungen  
**fahrzeugindustrie**

Project of AHK USA

**Geschäftsanhahnung**  
**Griechenland**  
9.-13. Mai  
2022  
**Zivile**  
**Sicherheitstechnologien**

Project of AHK Griechenland

**Geschäftsanhahnung**  
**Brasilien**  
19.-23.  
September 2022  
**Maschinen- und**  
**Anlagenbau**  
Grüne Chemie,  
Petrochemie und Erdgas

Project of AHK Brasil

**Geschäftsanhahnung**  
**Italien**  
20.-24. Juni 2022  
**Gesundheitswirtschaft**

Project of SBS

**Geschäftsanhahnung**  
**Portugal**  
4.-8. April 2022  
**Industrie**  
4.0

Project of AHK Portugal

**Geschäftsanhahnung**  
**USA**  
12. - 16.  
September 2022  
**Gesundheitswirtschaft**  
**Start-ups & E-Health**

Project of AHK USA

**Markterkundung**  
**Panama**  
20.-24. Juni 2022  
**Bauwirtschaft, Infrastruktur.**  
**Baummaschinen und Logistik**

Project of SBS

**Informationsreise**  
**Griechenland**  
28. März - 01. April  
2021  
**Abfallwirtschaft: Waste to Energy**

Project of SBS

**Geschäftsanhahnung**  
**Kanada**  
12. - 16.  
September 2022  
**leichtbau**  
**Automotive**

Project of AHK Kanada

**Geschäftsanhahnung**  
**Kanada**  
6. - 10.  
Juni 2022  
**Bergbau**

Project of AHK Kanada

Kombiniertes Modul Webinar,  
Zielmarktanalyse und individuelle Beratung  
**Südafrika**  
2022  
**Abfallwirtschaft**

Project of SBS

**Markterkundung**  
**Kenia**  
25.-29. April 2022  
**Drohentechnologie**

Project of SBS

**Geschäftsanhahnung**  
**Thailand**  
9.-13. Mai 2022  
**Eisenbahnbau.**  
**Bahntechnik, Schienenverkehr**

Project of AHK Thailand

**Geschäftsanhahnung**  
**Uganda und**  
**Ruanda**  
31. Januar -  
10. Februar 2022  
**Nahrungsmittelmaschinen**  
und  
**Verpackungsmaschinen**

Project of AHK Eastern Africa

\*more projects in progress on <https://germantech.org/>

## REFERENCES\* MARKET ENTRY WORLDWIDE



\*more references on <https://germantech.org/>



## REFERENCES\* MARKET ENTRY WORLDWIDE



\*more references on <https://germantech.org/>

## INTERNATIONAL PROJECTS (Food & Agriculture)

### Geschäftsreise

Frankreich  
25.-28.  
November 2025



### Marktstudie

Thailand  
2022



### Geschäftsreise

Kroatien  
Serbien  
23.-27. Juni 2025



### Marktstudie

Schweden  
2022



### Geschäftsreise

Mexiko  
02.-06.  
September 2024



### Geschäftsreise

ITALIEN  
17. - 20. Mai 2022



### Geschäftsreise

Belgien  
17.-19. Oktober 2023



### Geschäftsreise

04. - 08. Mai 2020  
Schweden und Finnland



### Geschäftsreise

Australien-  
Neuseeland  
25.-29. September 2023



### Markterkundung

Bosnien und Herzegowina,  
Montenegro, Nordmazedonien





## INTERNATIONAL PROJECTS (Food & Agriculture)

**Geschäftsreise**  
**United States**  
New York, 15.-19. Juni 2020

**Spezialitäten**



**Geschäftsreise**  
**ITALIEN**  
19. - 22. März 2018

**Dolci & Snacks**



**Markterkundung**  
**Italien**  
02.-06. März 2020

**Obst und Gemüse**



**Geschäftsreise**  
**mit Marktstudie**  
**VR CHINA** 30.10 - 03.11.2017

**Lebensmittel allgemein**



**Geschäftsreise**  
**Gabun-Kongo**  
02.-06. Dezember 2019

**Fleisch**



**Markterkundungsreise**  
**Südafrika**  
2016

**Landtechnik**  
**Gewächshaus**



**Geschäftsreise**  
04.-06. November 2019  
**Niederlande**

**Lebensmittel allgemein**



**Market Exploration Trip**  
**Israel**  
2017

**Food & Beverage**



**Informationsveranstaltung**  
04. 12. 2018  
**Niederlande**

**Lebensmittel allgemein**



**Geschäftsreise**  
**VAE**  
07.-11. Mai 2017

**Lebensmittel allgemein**



## INTERNATIONAL PROJECTS (Food & Agriculture)

Market Exploration Trip  
**Israel** 2017



Geschäftsreise  
**VAE**  
07.-11. Mai 2017



Geschäftsreise  
**Libanon**  
25.-29. April 2016



Markterkundungsreise  
**Simbabwe**  
**Mosambik** 2016





## WORLDWIDE PARTNERS (German Chambers of Commerce)



German-American Chamber of Commerce and Industry



German-Israeli Chamber of Commerce and Industry



German-Bolivian Chamber of Commerce and Industry



German-Peruvian Chamber of Commerce and Industry



German-Colombian Chamber of Commerce and Industry



German-Singapore Chamber of Commerce and Industry



German-Tunisian Chamber of Commerce and Industry



German-Moroccan Chamber of Commerce and Industry



German-Brazilian Chamber of Commerce and Industry



Indo-German Chamber of Commerce and Industry



German-Canadian Chamber of Commerce and Industry



German-Chinese Chamber of Commerce and Industry



German-Iranian Chamber of Commerce and Industry



German-Chilean Chamber of Commerce and Industry



German-Thai Chamber of Commerce



German-Greek Chamber of Commerce and Industry



Delegate of German Industry and Commerce in Vietnam



German-Mexican Chamber of Commerce and Industry



German-Korean Chamber of Commerce and Industry



German-Philippine Chamber of Commerce and Industry



Representative of the German Industry in Belarus



German Pakistan Chamber of Commerce & Industry



German Trade Office Taipei "Taiwan"



German-Portuguese Chamber of Commerce and Industry



German-Australian Chamber of Industry and Commerce



German-Costa Rican Chamber of Commerce and Industry



German-Malaysian Chamber of Commerce and Industry



German Industry and Commerce Ltd. (Hong Kong)



Delegate of German Industry in North Macedonia



German-Slovak Chamber of Industry and Commerce

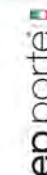
# PARTNER, MULTIPLICATORS AND ASSOCIATIONS



\*more partners on <https://germantech.org>



## REFERENCES MARKET ENTRY D-A-CH



## REFERENCES MARKET ENTRY D-A-CH

Market  
Evolution &  
Development Insight




Celano

CALEFFI



LA CASA DEI SOGNI



ETS



eurogamma

FIDA

Finanza Dati Analisi



Orchestra

YOUR REMOTE MONITORING SYSTEM

caffè



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elfcamo®



Novagrafica



OilSafe®

checking & maintenance, engineering & manufacturing



RiPlast

Colors of Italy



## REFERENCES MARKET ENTRY D-A-CH



Camera di Commercio  
Reggio Emilia



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systems for business solutions



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