

U.S. Department of Justice
Washington, DC 20530

Supplemental Statement
Pursuant to the Foreign Agents Registration Act of 1938, as amended

For Six Month Period Ending July 31, 2016

(Insert date)

I - REGISTRANT

1. (a) Name of Registrant (b) Registration No.

Bavarian U.S. Offices for Economic Development, LLC 6015

(c) Business Address(es) of Registrant

80 Pine Street, 24th Floor
New York, NY 10005

2. Has there been a change in the information previously furnished in connection with the following?

(a) If an individual:

- (1) Residence address(es) Yes No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

- (1) Name Yes No
- (2) Ownership or control Yes No
- (3) Branch offices Yes No

(c) Explain fully all changes, if any, indicated in Items (a) and (b) above.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.

Yes No Not applicable

If yes, have you filed an amendment to the Exhibit C? Yes No

If no, please attach the required amendment.

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, National Security Division, U.S. Department of Justice, Washington, DC 20530.)

4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name	Position	Date Connection Ended
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(b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. (a) Has any person named in Item 4(b) rendered services directly in furtherance of the interests of any foreign principal?

Yes No

If yes, identify each such person and describe the service rendered.

(b) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes No

Name	Residence Address	Citizenship	Position	Date Assumed
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(c) Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or Connection	Date Terminated
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(d) Have any employees or individuals, who have filed a short form registration statement, terminated their connection with any foreign principal during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or Connection	Foreign Principal	Date Terminated
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6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(b) of the supplemental statement?

Yes No Not applicable

If no, list names of persons who have not filed the required statement.

II - FOREIGN PRINCIPAL

7. Has your connection with any foreign principal ended during this 6 month reporting period? Yes No

If yes, furnish the following information:

Foreign Principal

Date of Termination

8. Have you acquired any new foreign principal(s)² during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name and Address of Foreign Principal(s)

Date Acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principal(s)² whom you continued to represent during the 6 month reporting period.

Bayerisches Staatsministerium fuer Wirtschaft und Medien, Energie und Technologie
(Bavarian Ministry of Economic Affairs and Media, Energy and Technology)

10. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Item 8?

Exhibit A³ Yes No Not applicable

Exhibit B⁴ Yes No Not applicable

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes No

If yes, have you filed an amendment to these exhibits? Yes No Not applicable

If no, please attach the required amendment.

² The term "foreign principal" includes, in addition to those defined in Section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

³ The Exhibit A, which is filed on Form NSD-3, sets forth the information required to be disclosed concerning each foreign principal.

⁴ The Exhibit B, which is filed on Form NSD-4, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

III - ACTIVITIES

-
11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

If yes, identify each foreign principal and describe in full detail your activities and services:

Bavarian Ministry of Economic Affairs and Media, Energy and Technology

New York office: Addendum i (Description of Responsibilities)
Addendum ii (Website - About us, Mission, Services)

San Francisco: location marketing
location services provided to US companies.

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12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ as defined below? Yes No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Bavarian Ministry of Economic Affairs and Media, Energy and Technology

New York office: Addendum i (Description of Responsibilities)

San Francisco: None

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits your foreign principal(s)? Yes No

If yes, describe fully.

⁵ "Political activity," as defined in Section 1(o) of the Act, means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS-MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.⁶

Date	From Whom	Purpose	Amount
4/25/2016	Bavarian Ministry*	SF office: contribution to cover office operating expenditures (2. Quarter 2016)	\$163,141.31
4/25/2016	Bavarian Ministry*	NY office: contribution to cover office operating expenditures (2. Quarter 2016)	\$135,013.50
X	Bavarian Ministry*	SF office: contribution to cover office operating expenditures (3. Quarter 2016)	\$0.00
X	Bavarian Ministry*	NY office: contribution to cover office operating expenditures (3. Quarter 2016)	\$0.00
			<u>\$ 298,154.81</u>
			Total

(b) RECEIPTS - FUNDRAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fundraising campaign⁷, any money on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

If yes, have you filed an Exhibit D⁸ to your registration? Yes No

If yes, indicate the date the Exhibit D was filed. Date _____

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes No

If yes, furnish the following information:

Foreign Principal	Date Received	Thing of Value	Purpose
Bavarian Ministry of Economic Affairs and Media, Energy and Technology		brochures	promotion
New York office		brochures	promotion
San Francisco office			

^{6, 7} A registrant is required to file an Exhibit D if he collects or receives contributions, loans, moneys, or other things of value for a foreign principal, as part of a fundraising campaign. (See Rule 201(e)).

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fundraising campaign and transmitted for a foreign principal.

⁹ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS-MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

(2) transmitted monies to any such foreign principal? Yes No

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
Not applicable			

Total

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, or 9 of this statement?

Yes No

If yes, furnish the following information:

Date	Recipient	Foreign Principal	Thing of Value	Purpose
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Not applicable

(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes No

If yes, furnish the following information:

Date	Amount or Thing of Value	Political Organization or Candidate	Location of Event
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Not applicable

^{10, 11} Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

V - INFORMATIONAL MATERIALS

16. (a) During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials?¹²
 Yes No

If Yes, go to Item 17.

(b) If you answered No to Item 16(a), do you disseminate any material in connection with your registration?
 Yes No Not applicable

If Yes, please forward the materials disseminated during the six month period to the Registration Unit for review.

17. Identify each such foreign principal.

Bayerisches Staatsministerium fuer Wirtschaft und Medien, Energie und Technologie
 (Bavarian Ministry of Economic Affairs and Media, Energy and Technology)

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials? Yes No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Please see Addendum iii

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- Radio or TV broadcasts Magazine or newspaper Motion picture films Letters or telegrams
 Advertising campaigns Press releases Pamphlets or other publications Lectures or speeches
 Other (specify) _____

Electronic Communications

- Email
 Website URL(s): www.bavaria.org; www.bavaria-westcoast.com
 Social media websites URL(s): _____
 Other (specify) LinkedIn; Facebook; Twitter

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- Public officials Newspapers Libraries
 Legislators Editors Educational institutions
 Government agencies Civic groups or associations Nationality groups
 Other (specify) _____

21. What language was used in the informational materials:

- English Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes No

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act?
 Yes No

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

VI - EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

(Print or type name under each signature or provide electronic signature¹³)

August 29, 2016

/s/ Martin Kaiser

eSigned

¹³ This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

Addendum 1) Page 1

Registrar: Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology-U.S. Office for Economic Dev.

Description of Responsibilities of the Bavarian Representation in the U.S.A.

- Active participation in preparing Bavarian marketing strategies for the U.S.A. Particularly in light of representative's experience in and knowledge of the market new ideas and initiatives for the marketing strategies are expected.
- Establishing contacts with U.S. Companies for direct investments, joint ventures, cooperation agreements, etc. (lead generation).
- Cultivating contacts with multipliers in the business community (banks, accountants, management consultants, associations, Chambers of Commerce, industrial planning organizations etc.) and utilizing these contacts for lead generation.
- Creation and execution of direct mail campaigns and sending out information materials about location Bavaria to target groups.
- Compiling of specific information about certain companies within the target group, such as company size, position in the market, international business activities etc.
- Organizing and executing seminars and informational events in the United States about location Bavaria.
- Organizing business trips for members of the Ministry for Economic Affairs to the U.S. including personal support, and possibly accompanying the visitor(s).
- Providing diverse services for the Ministry for Economic Affairs such as storage and shipment of information materials, handling inquiries by mail, telephone or facsimile etc. (office service).
- Ongoing reporting (in writing every two months) on current developments within the U.S. market, especially international expansion activities of U.S. companies in Europe.
- Keep current on and occasional feedback on other countries, including European regions and North America market activities (observe competition).

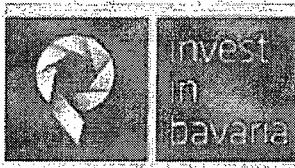
ADDENDUM II

Bayerisches Staatsministerium für Wirtschaft und Medien, Energie und Technologie

Topics
Economy & Location Marketing
Invest in Bavaria

INVEST IN BAVARIA

The State of Bavaria's business promotion agency



The State of Bavaria's business promotion agency, Invest in Bavaria, is in charge of attracting direct investment. Since 1999, Invest in Bavaria has supported companies from Germany and abroad in setting up or expanding operations in Bavaria.

Invest in Bavaria produces individualised information, helps to find the right location in Bavaria and facilitates contact with local authorities, associations and important networks for implementing projects. Invest in Bavaria's services are free of charge. All queries will, of course, be handled confidentially.

The State of Bavaria's business promotion agency is a reliable and competent partner throughout all of the phases in an investment project.

Planning and preparing

The better the information about potential locations is, the more certainty and efficiency there is for making an investment decision. Invest in Bavaria provides companies interested in Bavaria as a business location with comparative, reliable information on the market and business environment, on industry and technology networks, and on funding and financing instruments.

Selecting a business location

The location criteria specific to a project are developed mutually according to the investor's wishes and needs. According to that profile of requirements, Invest in Bavaria will create specific location suggestions, identify appropriate commercial properties and spaces, and organise on-site inspections.

Videos



„BAVARIA - Your Business. Your Future.“ Experience Bavaria from a fascinating perspective.

Publications



Invest in Bavaria information leaflet

This leaflet informs about Invest in Bavaria, the inward investment and business promotion agency of the Free State of Bavaria.

Stand: Januar 2014

PDF (541 KB)

Making things happen

Once the decision has been made for a business location, Invest in Bavaria makes sure that the companies are supported by the right local partners. Invest in Bavaria researches funding possibilities, facilitates contact to appropriate funding institutions and, upon request, to potential financing partners. Invest in Bavaria also handles questions involving taxes, laws and administration for uncomplicated and seamless coordination with the authorities relevant to the project, the regional business development agencies and specialised service providers.

Developing the business location

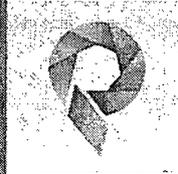
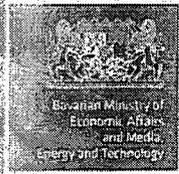
Invest in Bavaria continues to be available to companies interested in its services even after establishing operations in Bavaria. Invest in Bavaria's broad spectrum of services ranges from information on Bavarian business promotion, like the trade fair participation programme, and information on useful company databases and sector networks to providing contact to foreign communities. Invest in Bavaria is also at their side for expansion projects with advice, action and good contacts.

Bavarian US Office for Economic Development, LLC - New York Office
Expenses February 1st 2016 - July 31st 2016

Expense

511 · Salaries	
5101 · Gross Salaries	108,232.16
5102 · Social Security - US Fica	6,432.47
5103 · Federal Unemployment Insurance	92.53
5104 · NYS Unemployment Ins.	1,595.05
5108 · MCTM	-30.41
5109 · Health Insurance	8,989.90
5110 · US Pension Group	5,197.06
5111 · LTD & Life, Dental & Vision Ins	964.68
5112 · Service fee	2,655.00
5113 · Workers Compensation NY	577.36
Total 511 · Salaries	134,705.80
5120 · Prof. fees NY	42,418.01
513 · Office Space	
5130 · Office Space Rent NY	18,481.50
Total 513 · Office Space	18,481.50
514 · Office Insurance	
5140 · Insurance NY	1,481.80
Total 514 · Office Insurance	1,481.80
5150 · Office Expense	5,578.04
516 · Telecommunication	
5160 · Phone charges NY	1,841.28
5162 · Internet Exp. NY	569.85
Total 516 · Telecommunication	2,411.13
517 · Travel & Entertainment	
5170 · Travel Exp NY	18,765.27
5171 · Entertainment Exp NY	3,971.82
Total 517 · Travel & Entertainment	22,737.09
518 · Automobile Expense	
5185 · Automobile Misc. NY	733.80
Total 518 · Automobile Expense	733.80
5190 · Library & Database NY	1,190.46
520 · Events & Membership Expense	
5200 · Events, Luncheon, Seminars NY	53,699.60
Total 520 · Events & Membership Expense	53,699.60
5210 · Postage NY	428.99
5225 · Misc. Expense NY	3,415.81
5235 · IT & other elect. purchase NY	722.82
5241 · Marketing Exp NY	4,287.91
Total Expense	292,292.76

[back](#)



invest
in
bavaria

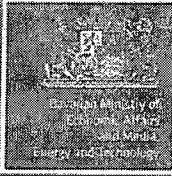


Bavaria.

Funding and financing
options for investors.



invest
in
bavaria



Publisher

Invest in Bavaria
the Business Promotion Agency
of the State of Bavaria
at Bayern International GmbH

Prinzregentenstr. 22
80539 Munich
Germany

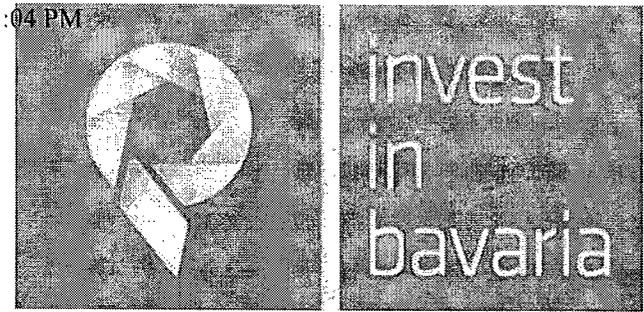
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This material is circulated by the Bavarian Ministry for
Economic Affairs, Media, Energy and Technology
Office for Economic Development on behalf of the State of Bavaria,
Federal Republic of Germany. Additional information is on file
with the Department of Justice, Washington, D.C.



Bavaria: Your partner in the heart of Europe

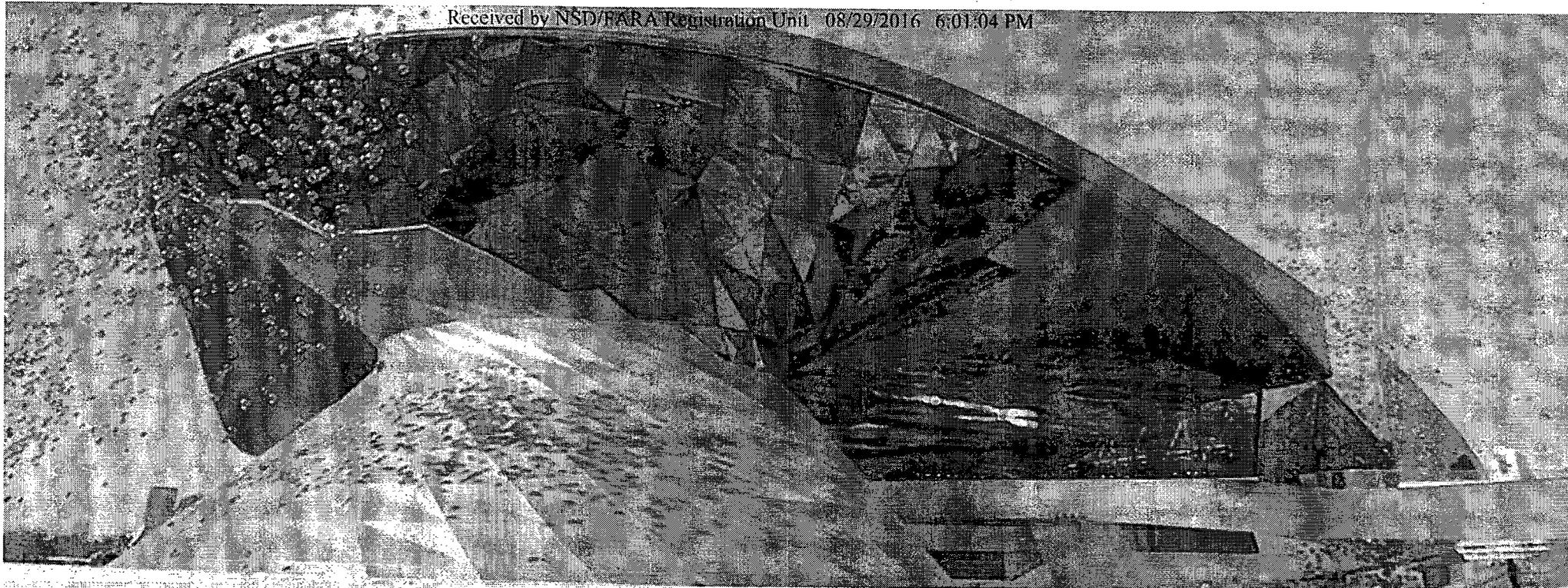
Bavarian Ministry of Economic Affairs and Media, Energy and Technology





Overview

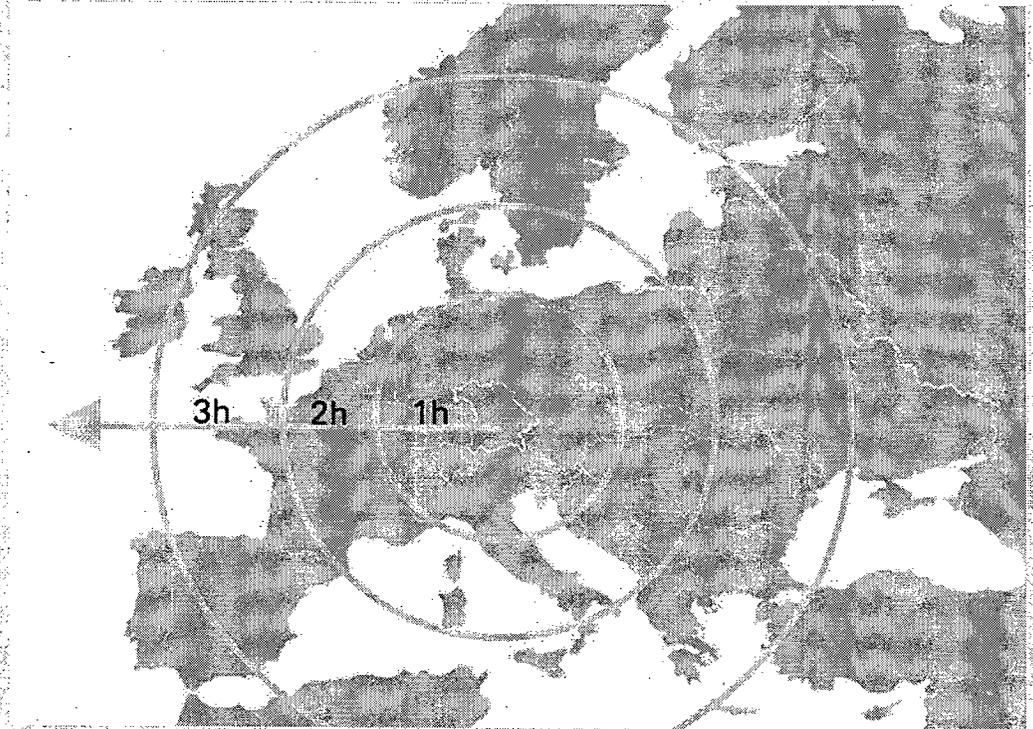
1. Bavaria by the numbers
2. Bavaria's economy
3. Labor and taxes
4. World class infrastructure
5. Bavaria's incentives
6. US – Bavarian relationship
7. Our services and contact



1. Bavaria by the numbers

Area – GDP - Population

- **Area:**
Germany's largest Federal State
(70,550 km² / 27,241 sq miles)
- **GDP:**
No. 8 in the EU
(€488 billion / \$671 billion)
- **Population:**
No. 9 in the EU (12.5 million)





Top rankings

- #1 Large European cities for Economic Potential (Munich)
- #1 European IT location
- #1 Biotech region in Germany
- #1 VC region in Germany
- #1 Insurance region in Germany
- #1 Media location in Germany
- #1 Large European city – Overall (Munich)
- #4 Quality of living worldwide ranking (Munich)
- #2 German State in GDP

TOP 10 LARGE EUROPEAN CITIES – ECONOMIC POTENTIAL

RANK	CITY	COUNTRY
1	Munich	Germany
2	Stuttgart	Germany
3	Dresden	Germany
4	Cologne	Germany
5	Amsterdam	Netherlands
6	Dusseldorf	Germany
7	Oslo	Norway
8	Frankfurt	Germany
9	Hamburg	Germany
10	Hanover	Germany

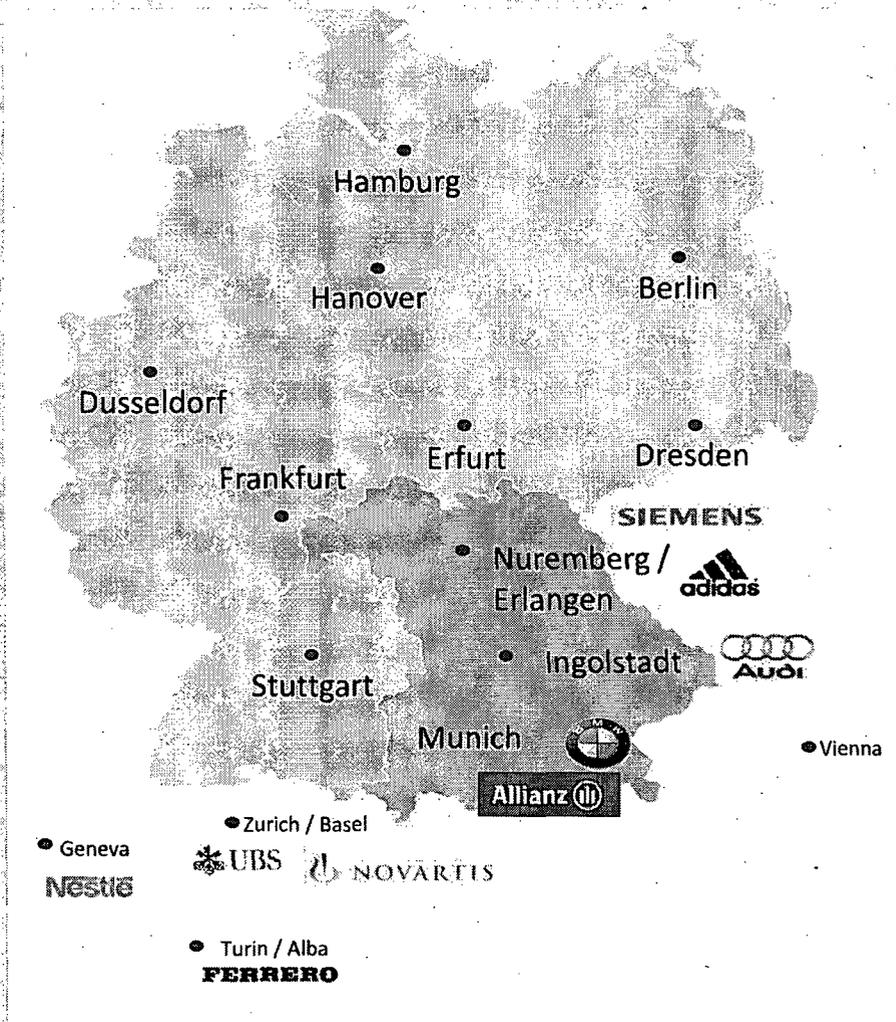
TOP 10 LARGE EUROPEAN CITIES – OVERALL

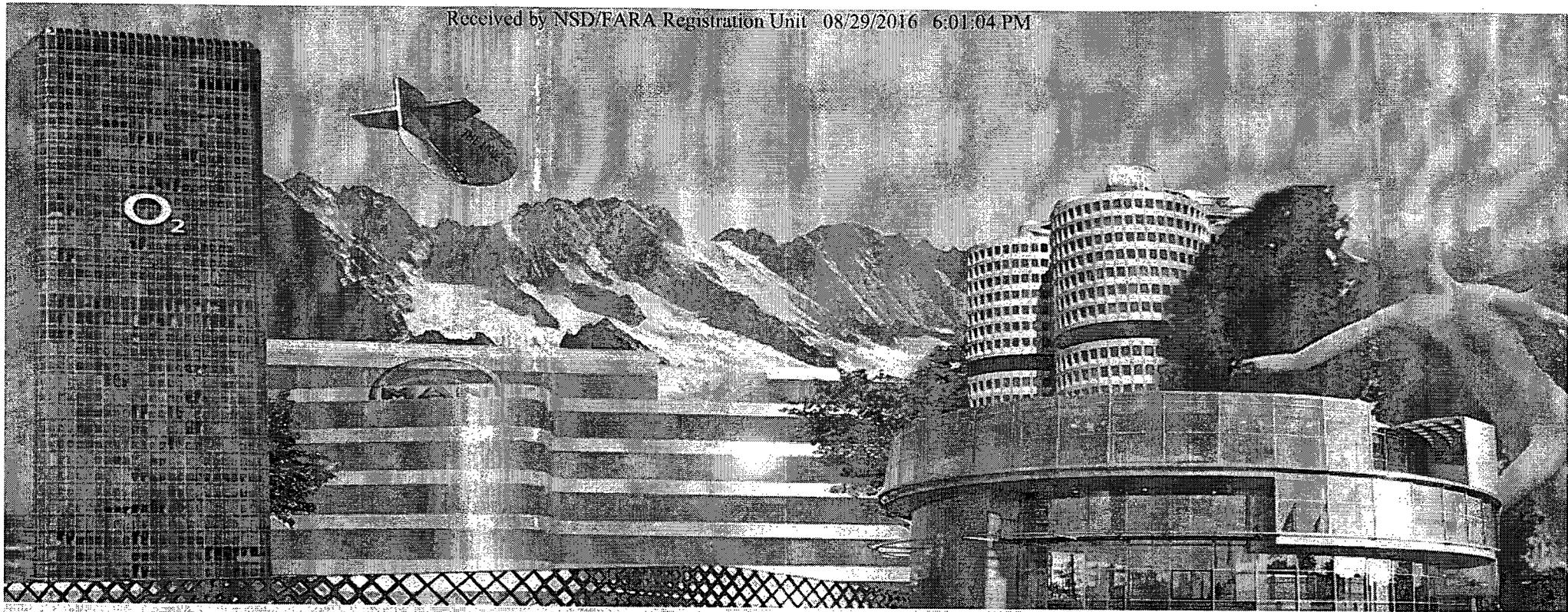
RANK	CITY	COUNTRY
1	Munich	Germany
2	Amsterdam	Netherlands
3	Glasgow	UK
4	Rotterdam	Netherlands
5	Birmingham	UK
6	Lisbon	Portugal
7	Leipzig	Germany
8	Wroclaw	Poland
9	Katowice	Poland
10	Bordeaux	France

Source: fDI 2014, European Commission, Invest in Bavaria

Europe's premier high-tech business location

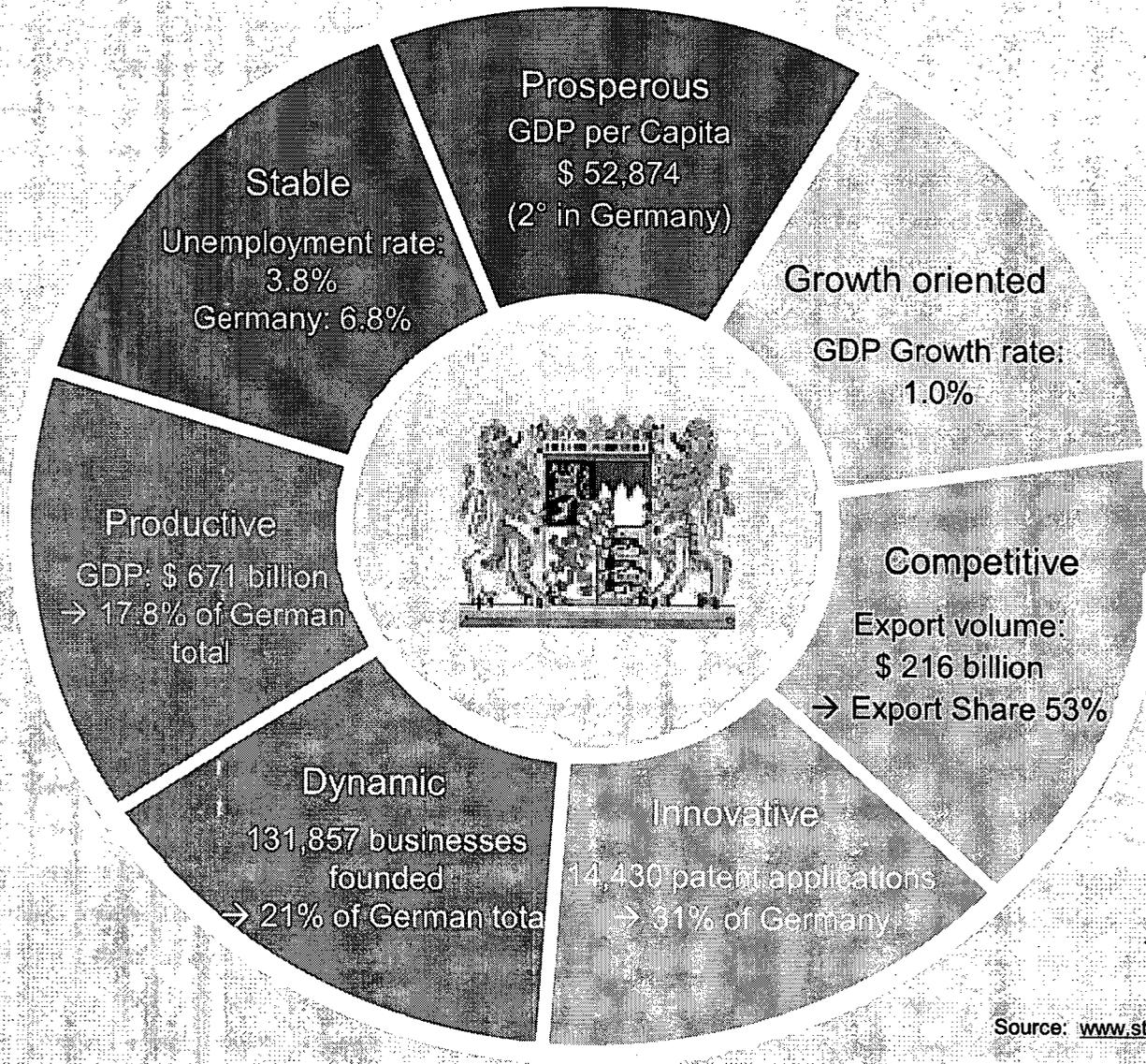
- Easy access to **500 million EU-consumers** (19% German speaking) with a GDP of EUR 1.4 trillion
- Economic hub for international trade
- Gateway to Central and Eastern Europe
- Close to high performing regions in Austria, Switzerland and Northern Italy



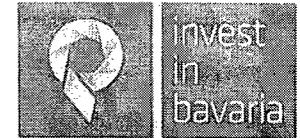


2. Bavaria's economy

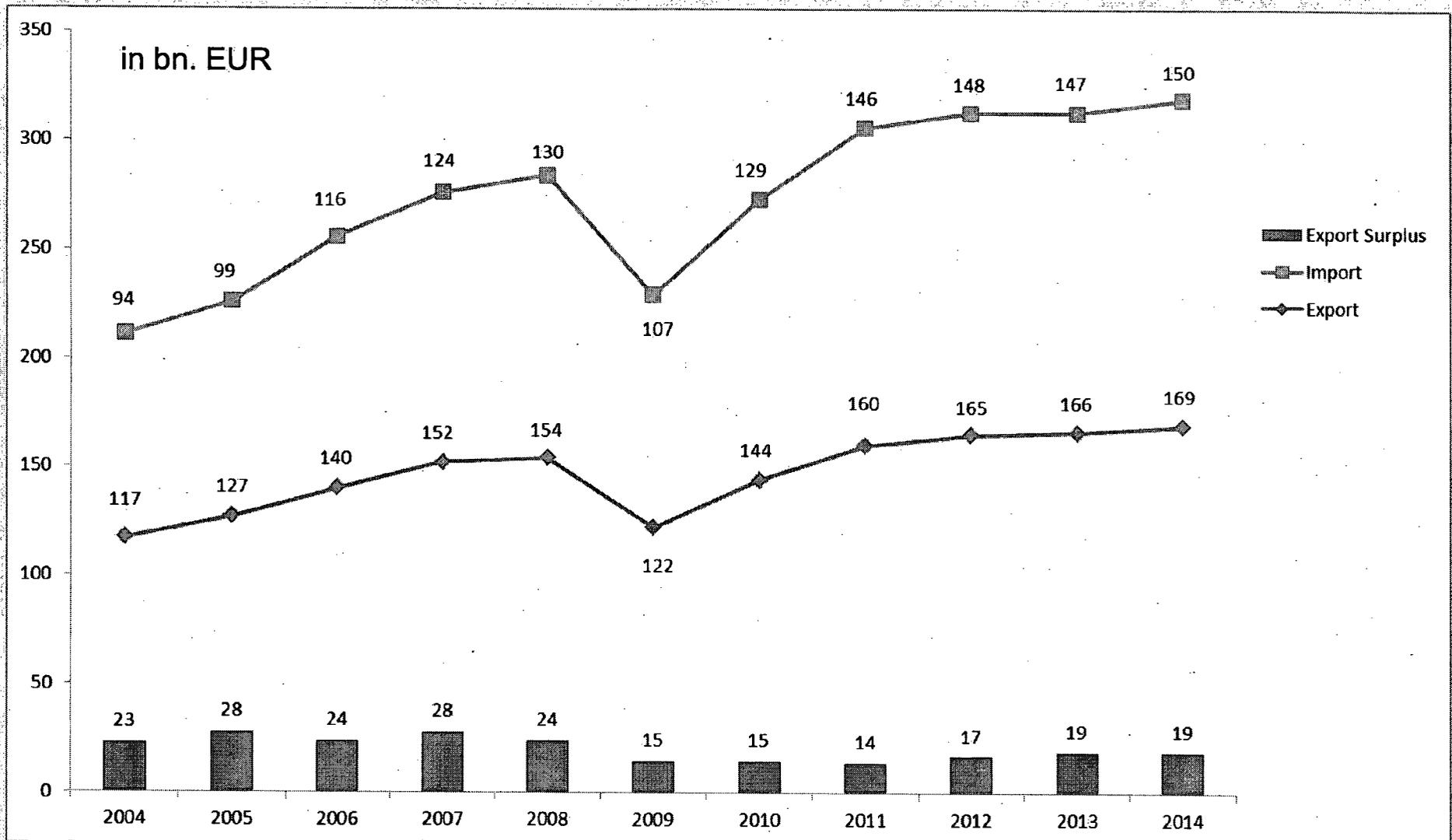
Dynamic and strong



Source: www.statistik.bayern.de/statistik/vgr/ 2013



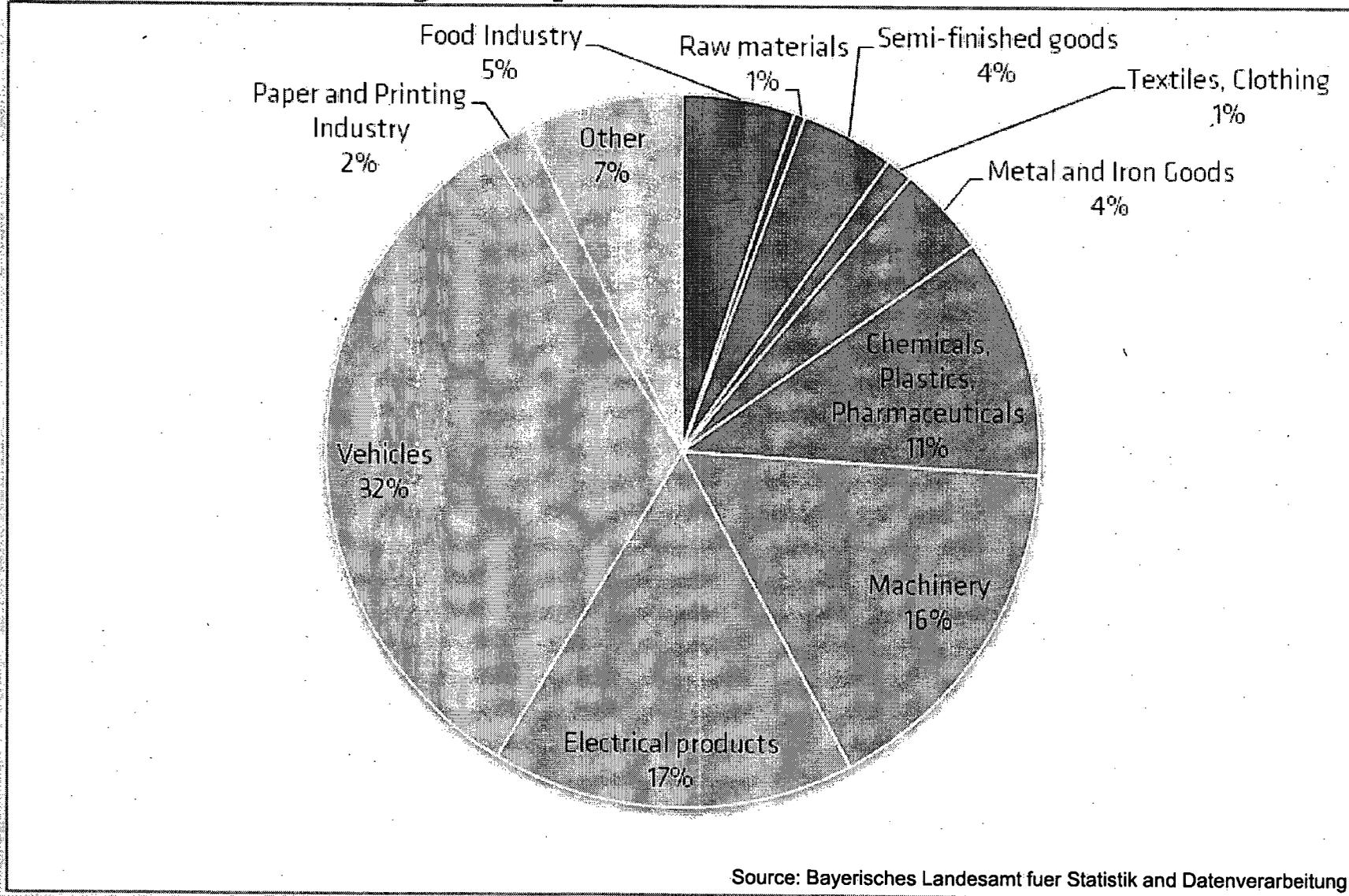
Foreign trade: strong exports for years



Source: Bayerisches Landesamt fuer Statistik and Datenverarbeitung | 2013



Bavaria's key exports



Source: Bayerisches Landesamt fuer Statistik and Datenverarbeitung 2013

Bavaria's leading trading partners

The 20 Main Foreign Export Partners of Bavaria in 2012

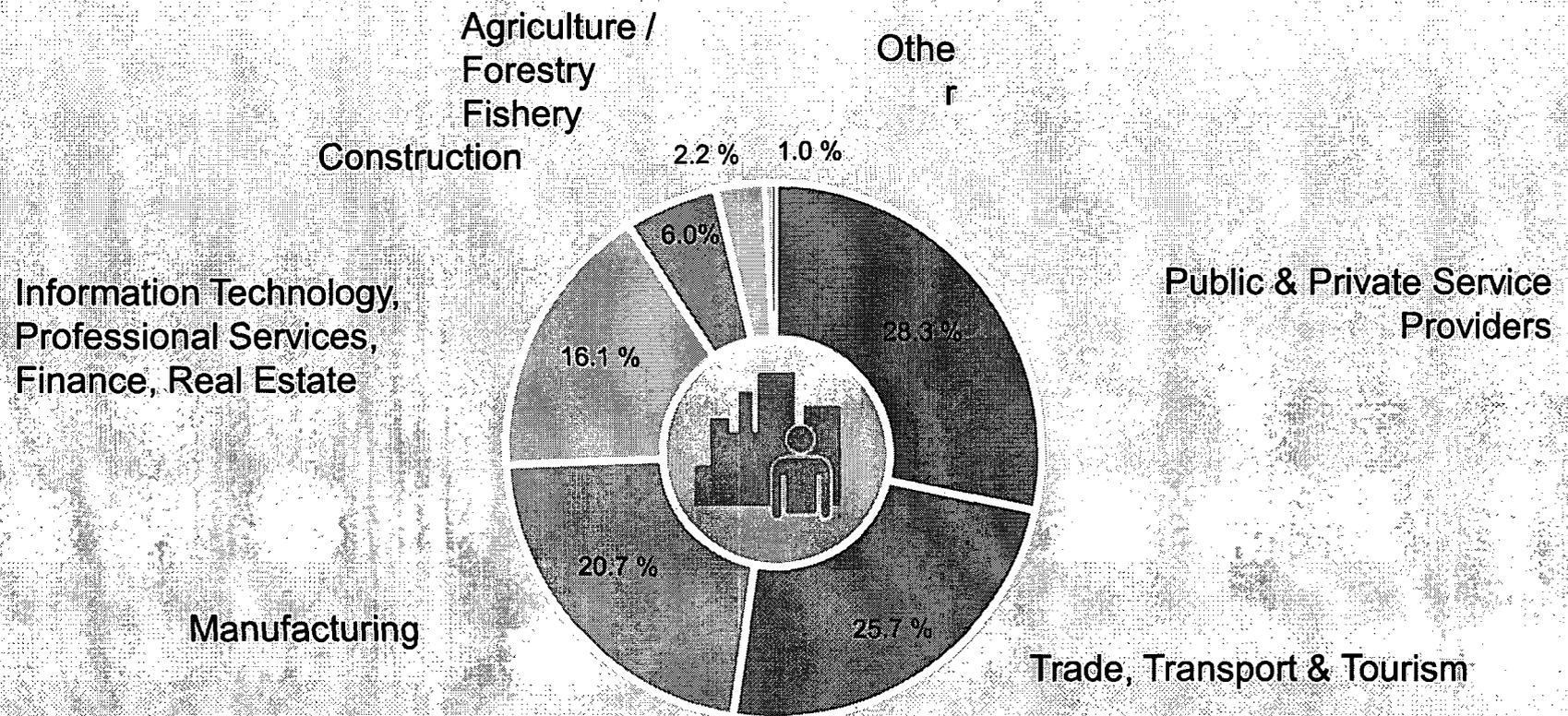
Ausfuhr in Mio. EUR nach Staaten Exports in mill. EUR by countries	Bayern Bavaria 2012		Deutschland Germany 2012	
	Mio. EUR mill. EUR	(±) zu 2011 in % (±) to 2011 in %	Mio. EUR mill. EUR	(±) zu 2011 in % (±) to 2011 in %
1. USA USA	18.284	+18,9	86.831	+17,7
2. China China	14.841	+4,3	66.629	+2,7
3. Österreich Austria	13.719	-1,6	57.871	+0,3
4. Frankreich France	11.406	+0,4	104.476	+3,0
5. Italien Italy	10.629	-7,7	55.990	-9,8

The 20 Main Foreign Import Partners of Bavaria in 2012

Einfuhr in Mio. EUR nach Staaten Imports in mill. EUR by countries	Bayern Bavaria 2012		Deutschland Germany 2012	
	Mio. EUR mill. EUR	(±) zu 2011 in % (±) to 2011 in %	Mio. EUR mill. EUR	(±) zu 2011 in % (±) to 2011 in %
1. Österreich Austria	14.698	-0,7	37.228	+0,5
2. China China	12.780	-7,1	77.313	-2,8
3. Italien Italy	10.495	+2,0	49.160	+2,8
4. USA USA	9.943	+1,9	50.575	+4,2
5. Tschechien Czech Republic	9.584	+3,1	33.237	+1,7

Source: Stmwivt Bayern | May 2013

Primary industries



Global players

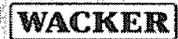
Over 25% of German DAX listed companies are located in Bavaria

Over 20% of Germany's global market leaders are from Bavaria:

 **Allianz** World's leading insurance company


THE LINDE GROUP World market leader in gas and engineering sectors

SIEMENS World's leading company in industry, energy and health sectors

 **WACKER** World market leader in the development of cyclodextrins (ring-shaped sugar molecules)

 World's leading premium car manufacturer

 **adidas** Second-biggest sportswear manufacturer in the world

 World market leader for diesel engines

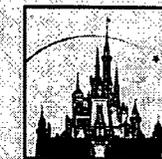
 **PUMA** World's third-largest sporting goods manufacturer

 **EADS** Second-biggest aerospace manufacturer in the world

 **Infineon** Global market leader in power semiconductors

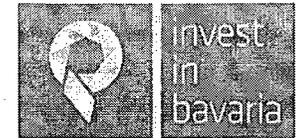


Bavaria is home to 1000+ US companies





3. Labor and taxes



Highly skilled employees

- Outstanding school education and excellent universities
- World renowned dual system of professional education and training
- 4,400 ICT (Information & Communication Technology) university graduates per year
- Leading companies in R&D are attracting top researchers from around the world

“Employee competency, loyalty, reliability and stability in the workplace create lasting competitive advantage.”

Ingram Micro on Bavarian based employees.

“Germany, with its strong economy and the many top IT companies is a very important growth market for Huawei. Especially Bavaria and the Nuremberg region are very important for our research and development. The Nuremberg area stands out in this region as a cluster industry, and thus as one of the leading regions in Europe in the field of IT. Here we find a large number of highly qualified and motivated employees and a very good infrastructure in the field of science because of the many universities and research institutes. Together with our partners, we are expanding our research and development activities here continuously.”

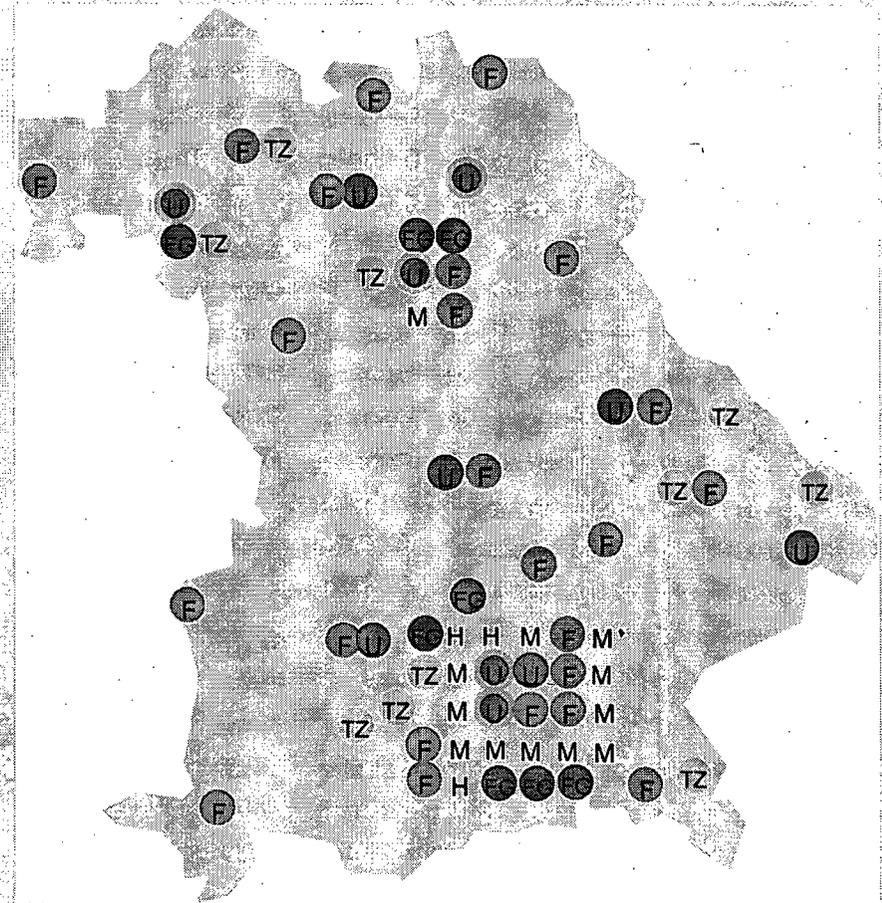
Huawei Technologies on Bavarian strengths.

“...many highly talented IT scientists and software engineers...”

Google on why they chose Munich for their 2nd European development center.

82 research institutions in Bavaria

- 11 Universities
- 2 Elite Universities: LMU & TU
+ 3 further successful Universities within the Initiative for Excellence (Wurzburg, Bayreuth, Erlangen-Nuremberg)
- 24 Universities of Applied Sciences
- 13 Max Planck Institutes
- 3 Institutes of the Helmholtz association
- 8 Institutions of the Fraunhofer Society
- 10 Research and transfer centres
- 14 Research associations





Social security and costs

Social Security Contributions in Germany

Social Security Insurance Components ¹ (in % of gross wage)	Employer/Employee Share (in % of gross wage)
18.9% pension insurance	9.45% employer
	9.45% employee
15.5% health insurance	7.3% employer
	8.2% employee
3.0% unemployment insurance	1.5% employer
	1.5% employee
2.05% nursing care insurance	1.025% employer
	1.025% employee ²
1.3% accident insurance	1.3% employer ³

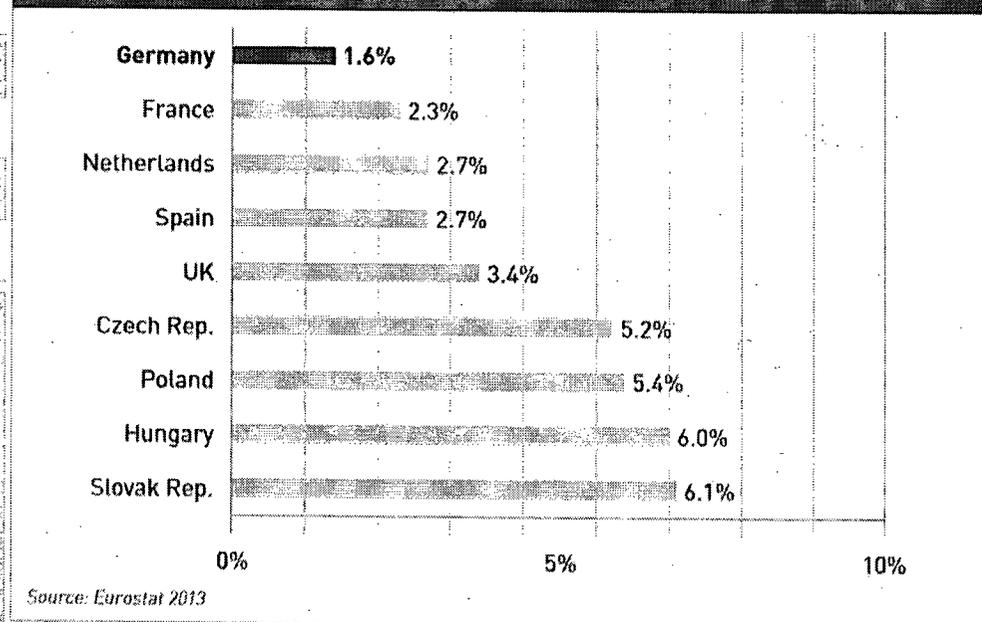
1 plus minor allocations

2 plus additional contribution

3 childless employees aged above 23 years pay an extra 0.25% nursing care insurance. Specific regulations apply in the federal state of Saxony.

4 average accident insurance contribution 2013 according to the German Social Accident Insurance (DGUV)

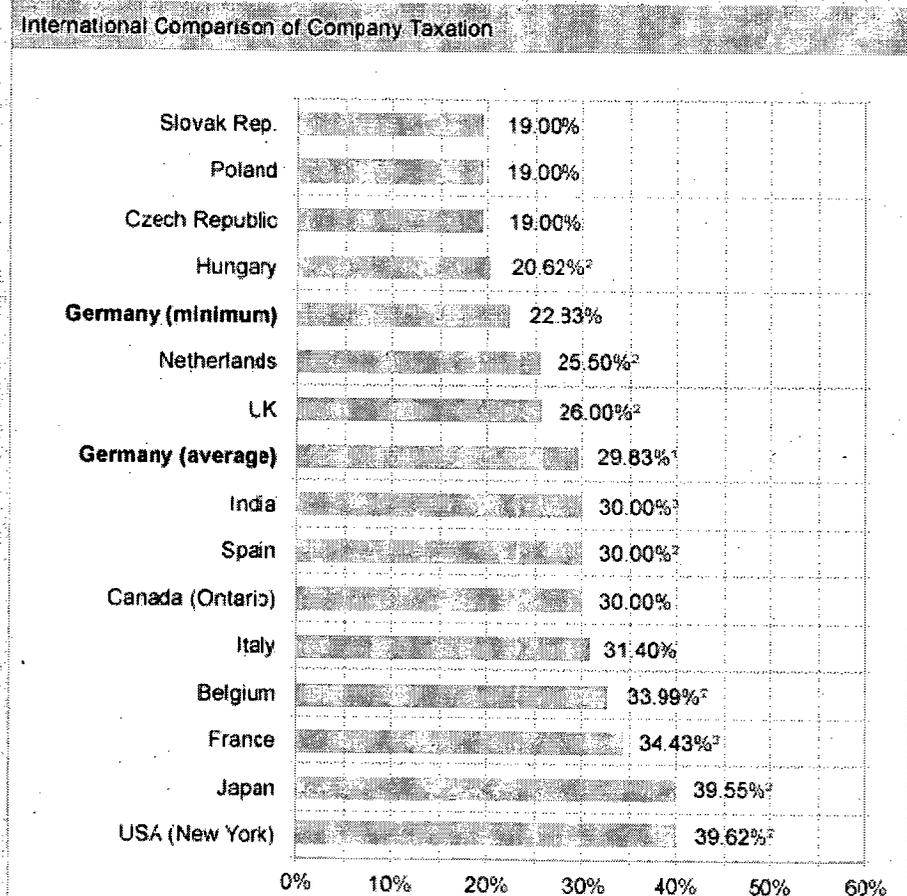
Labor Cost Growth in Total Economy 2003-2012
(annual average growth in percent)



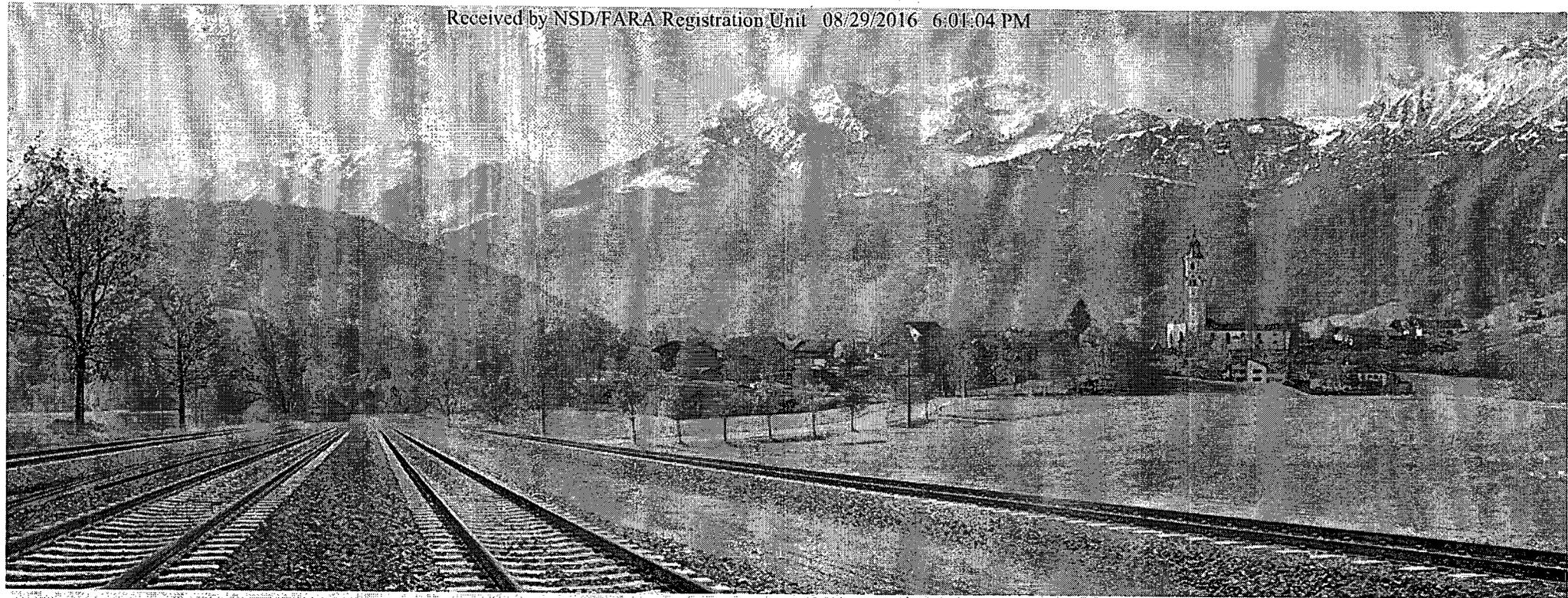
Source: Germany Trade & Invest 2014, Eurostat 2013

Tax environment - Overview

- One of the most competitive tax systems among big industrialized countries
- Germany's overall corporate tax burden for companies = average of 29.83 %
- Bavaria's Corporate tax burden is 22.83%
- Corporate taxation in Germany
 - corporate income tax 15 % nationwide
 - solidarity surcharge 0.825 % nationwide
 - trade tax (municipal tax) 7%-14%
- **Germany competes with low tax countries in Europe & overseas**



Source: Federal Ministry of Finance (2011), Germany Trade & Invest



4. World class infrastructure

Bavaria's gateway to the world

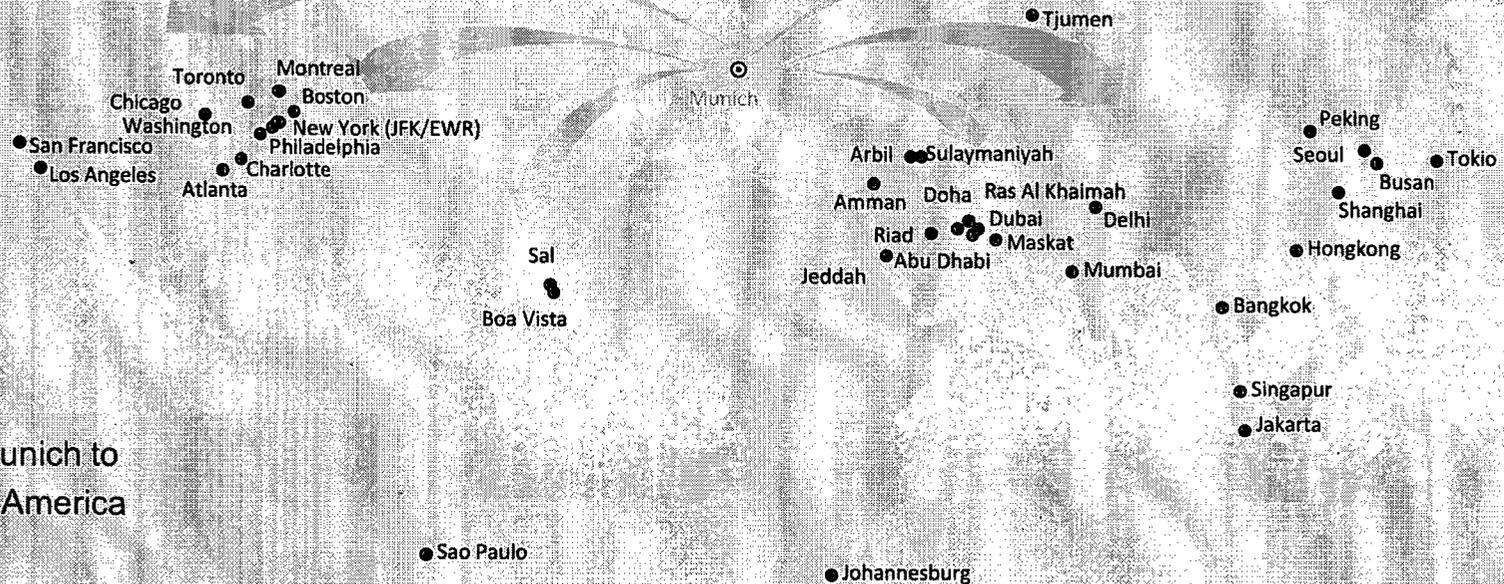
- International Airport Munich
 - Starts / landings at one-minute intervals
 - 238 destinations in 68 countries in the world
 - Second largest airport in Germany
 - Europe's best airport for the seventh time (World Airports Awards 2014)
- International Airport Nuremberg
 - 3.3 million passengers in 2013
 - Second largest airport in Bavaria (No. 10 in Germany)
 - „Best airport in Germany“ (Business Traveller Award 2010)



Source: Munich Airport 2014, Nuremberg Airport 2010



Munich International Airport

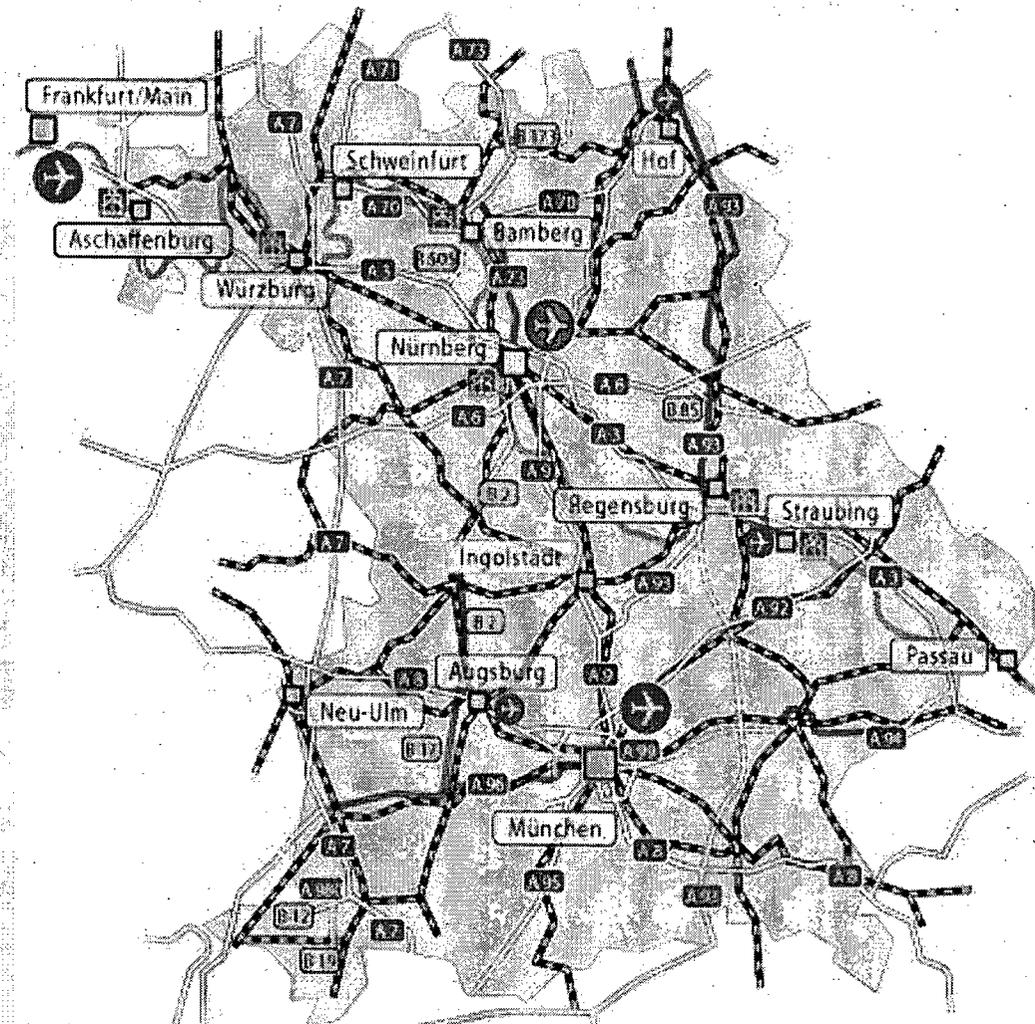


Non-Stop from Munich to 12 cities in North America

- Atlanta
- Boston
- Charlotte
- Chicago
- New York
- Los Angeles
- Los Angeles
- Montreal
- Philadelphia
- San Francisco
- Toronto
- Washington

Outstanding Infrastructure

- Over 42,000 km (26,000 miles) of road networks
- Rhine-Main-Danube waterway
 - Access to the North Sea and the Black Sea
- Extensive railway system
 - Over 6,200 km (3800 miles)
- 4 Cargo transport centres
 - Augsburg, Ingolstadt, Nuremberg and Regensburg
- 6 bayernhafen locations (Combined Transportation handling facilities):
 - Aschaffenburg, Bamberg, Nuremberg, Roth, Regensburg and Passau
 - centrally located on economic and geographic important nodes combined with an efficient mix of different modes of transport: water, rail and road
 - Yearly turnaround: 29 million tonnes of goods



5. Bavaria's incentives

Disclaimer

There is no entitlement for support in any given case. Rather, decisions are made from case to case by the relevant office and are dependent on the availability of funds. The information contained in this publication does not constitute financial or legal advice. The publisher assumes no responsibility for any misstatements or omissions regarding any information contained herein. Readers should consult their financial, legal and tax advisers before taking any action regarding the information contained herein.



What does Bavaria do for a company?

The State's focus is on:

- Supporting small to mid-sized enterprises
- Promoting economically less developed regions
- Supporting technological development:
 - R&D activities based on defined projects
 - capital investments to build labs/facilities/equipment
 - venture capital to leverage equity base
 - support for environmental protection projects

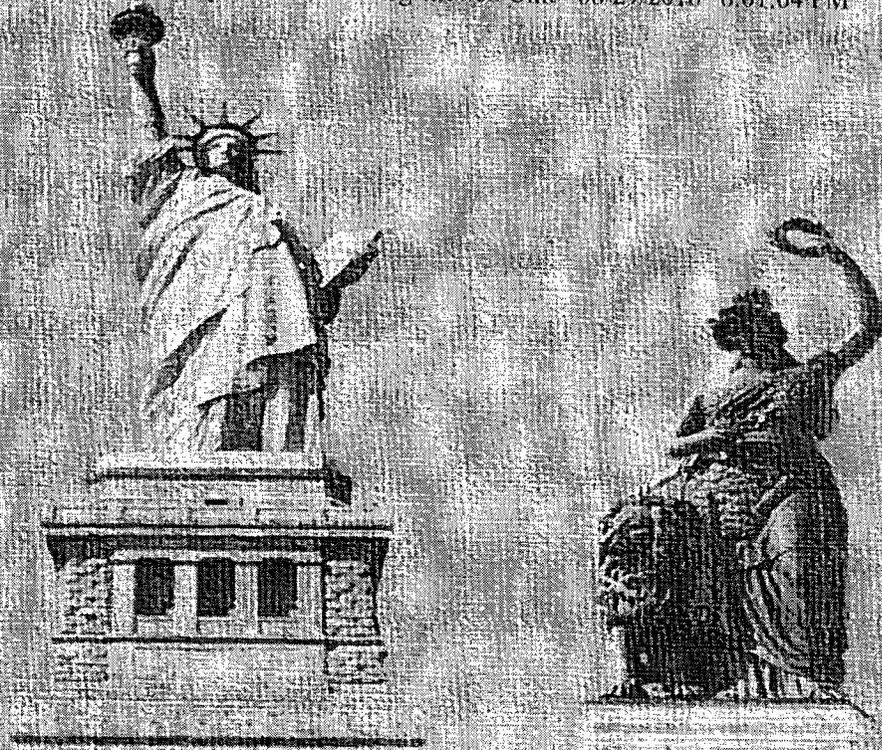
Support is provided by:

- State of Bavaria
- Federal Republic of Germany
- European Union

Bavarian ICT support program for midsized companies developing technologies of the future that will increase the competitiveness of Bavarian companies.

<http://www.iuk-bayern.de/>
(German only, we will help with this)

Source: Invest In Bavaria, for most current programs/rates contact Bavarian U.S. Office for Economic Development, LLC

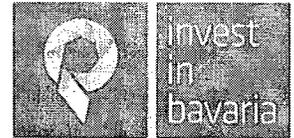


6. US – Bavarian relationship



USA in Bavaria

- Largest US community in Germany (23,000 Americans in Bavaria)
- 22 city partnerships between Bavaria and the USA
- 210 university partnerships between Bavaria and the USA
- 6 US State representative offices in Bavaria (CO, FL, GA, SC, VA, WV)
- US Consulate General, Munich www.munich.usconsulate.gov
- American – German organizations in Bavaria:
 - German-American Institute, Nuremberg www.dai-nuernberg.de
 - Bavarian-American Academy, Munich www.amerika-akademie.de
 - Council of American States in Europe, Munich www.case-europe.com
 - American Chamber of Commerce in Germany, Munich www.amcham.de
 - Bavarian-American Center, Munich www.amerikahaus.de
 - American-German Business Club, Munich www.agbc.de
 - Bavaria-California Technology Center, Erlangen www.bacatec.de



Top US companies investing in Bavaria

Google

- First German research and development center in Munich

amazon.de

- 110.000 sqm logistics center in Graben / Swabia
- Up to 1.000 long term employees



- GE Aviation center in Regensburg
- GE Global Research center in Garching / Munich

INGRAM
MICRO

- 80.000 sqm logistics center in Straubing / Lower Bavaria
- Largest logistics center in the European IT distribution

Microsoft

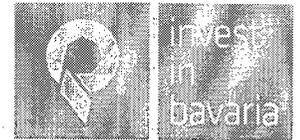
- German Headquarters in Munich
- Advanced Technology Labs Europe (ATLE) in Munich (research focus: IT security, privacy, mobility, mobile apps and web-services)
- Microsoft Malware Protection Center

MSD

- Headquarter for Europe, Middle East, Africa and Canada in Munich



7. Our services and contact



Who we are

Bavarian U.S. Offices for Economic Development, LLC Representative office for Invest in Bavaria

- Invest in Bavaria is the investment and location marketing organization of the Bavarian State Ministry for Economic Affairs and Media, Energy and Technology
- It is part of the Department of International Trade and Investment and is operated in conjunction with Bayern International
- Under Leadership of the Bavarian State Minister Ilse Aigner
- Invest in Bavaria is headed globally by Wolfgang Huebschle
- The Bavarian U.S. Offices for Economic Development in New York is headed by Jan Danisman
- The Bavarian U.S. Offices for Economic Development is one of the 24 representative offices of Invest in Bavaria's global network

Bayerisches Staatsministerium für
Wirtschaft und Medien, Energie
und Technologie



Our Office in Midtown New York

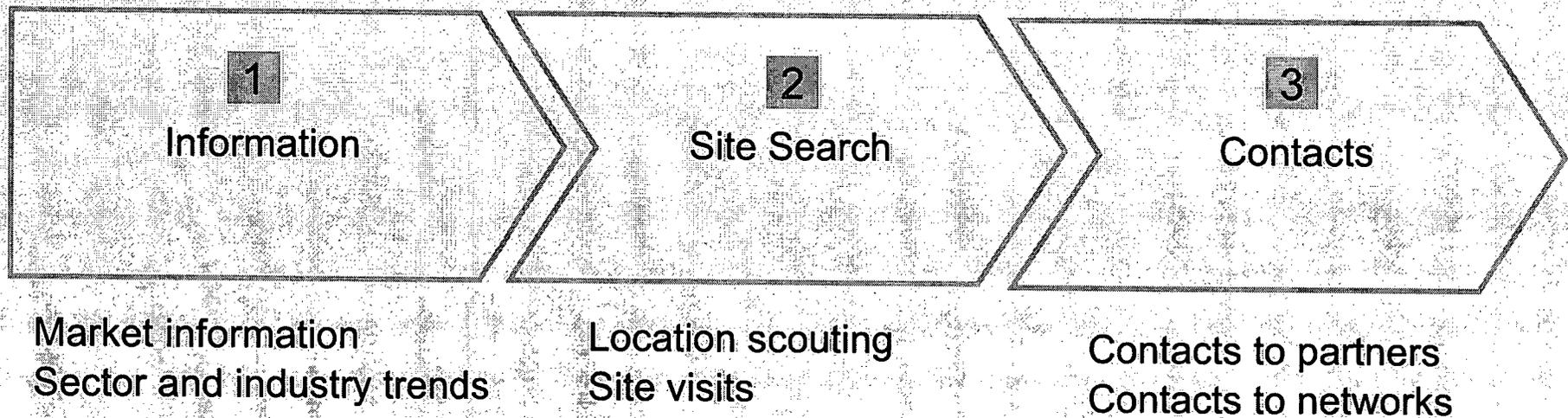
BAYERN INTERNATIONAL

Competence for International Business



Invest in Bavaria: tailored services for investors

Business Set-up | Expansion





We help you make connections





We will help you grow internationally from Bavaria

Participation in overseas Trade Fairs

Bayern – Fit for Partnership

Sector-specific (overseas) business trips to key markets

BAYERN INTERNATIONAL
Competence for International Business

Go International

www.bayern-international.de/en

Official outgoing and incoming trade delegations

Funding and financial support via LfA Förderbank Bayern



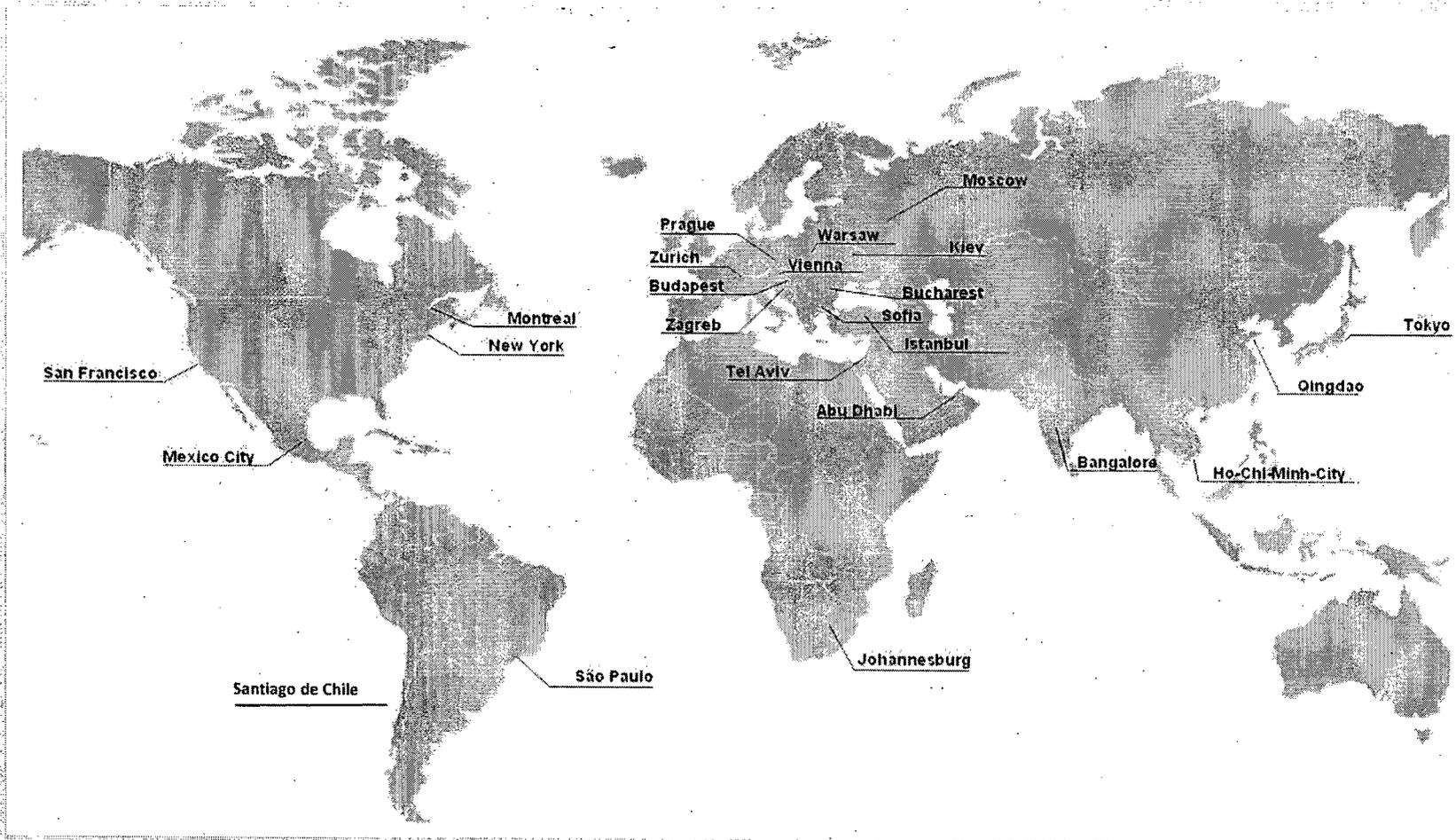
Companies we have helped





Bavaria's 24 representative offices around the world

We will help you grow globally via our worldwide representative offices:





Your contact

Bavarian U.S. Offices for Economic Development, LLC



Jan Danisman
Executive Director

1540 Broadway, Floor 24
New York, NY 10036
Tel.: (212) 317-0588

jdanism@bavaria.org
www.invest-in-bavaria.com

Invest in Bavaria

Bavarian Ministry of Economic Affairs and
Media, Energy and Technology



Christian Gnam
Manager USA | Service Industries

Prinzregentenstrasse 22
80538 Munich | Germany
Tel.: +49 89 24210-7506

christian.gnam@invest-in-bavaria.de
www.invest-in-bavaria.com



See you in Bavaria

Note:

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The digital economy is the key driver of
and its home is in Bavaria

Table of Content

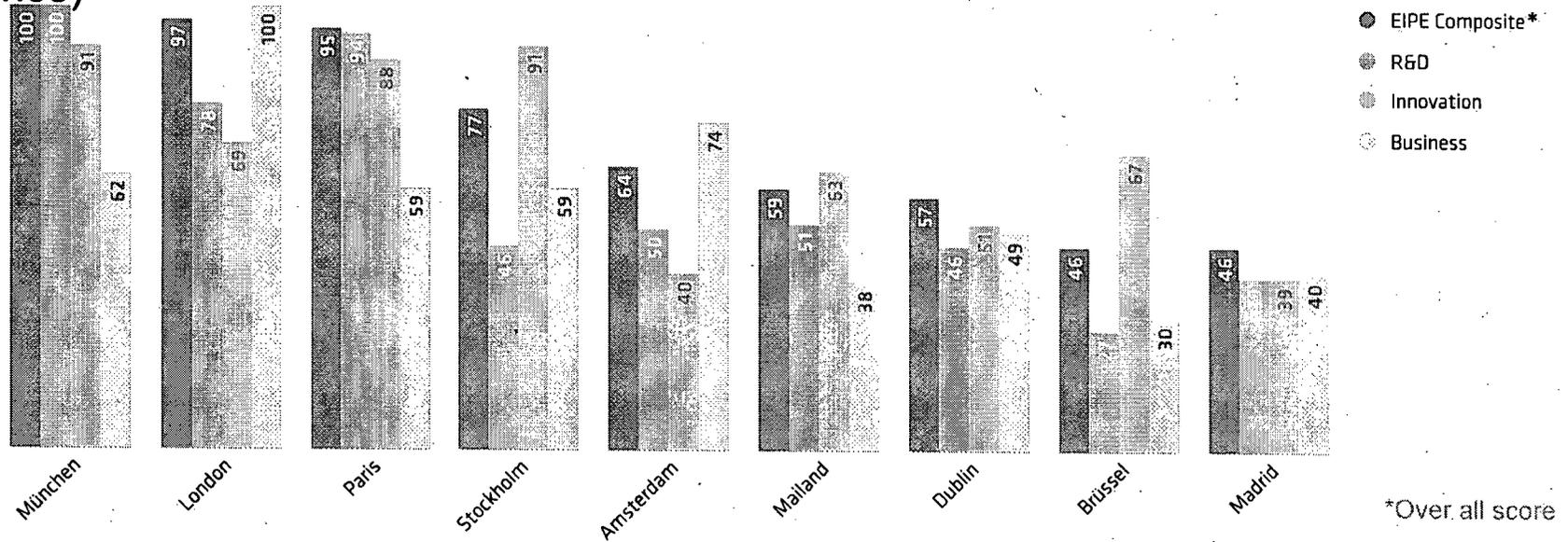
1. Europe's top spot for IT software and IT Security
2. Why Bavaria
3. Peers and Customers
4. Infrastructure
5. Human Capital
6. Prominent Locations to open office for IT companies
7. Bavaria's 3 largest funding partners

Europe's No. 1

ICT location – ahead of London and Paris
Information and Communication Technologies

Munich, Bavaria – Europe's top location for IT

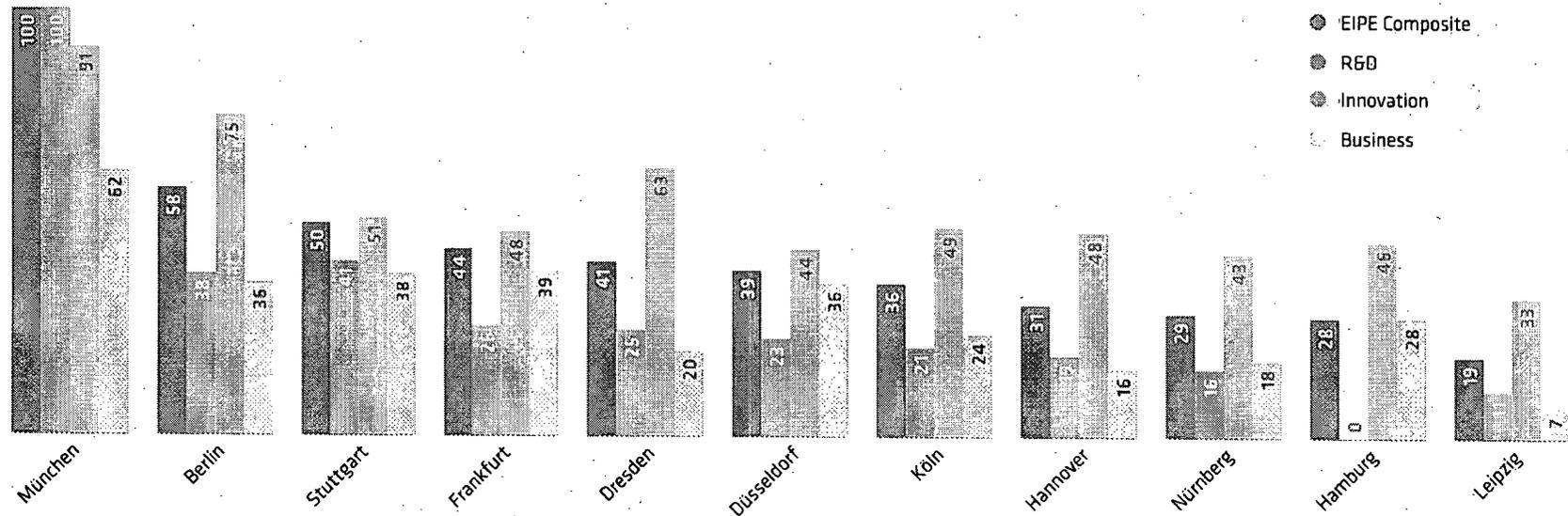
#1 with a perfect score of 100 pts from EIPE (European ICT Poles of Excellence)



Ranks of Bavaria's regions within Europe's top

- Munich #1 for the degree of Joint Ventures with other regions
- Erlangen #2, Straubing #6 and Passau #8 for location of ICT R&D
- Straubing #2 and Erlangen #4 in foreign owned research facilities
- Erlangen #2 and Munich #4 for filed ICT Patents
- Munich #4 in receiving new investments for the ICT sector
- Munich #4 and Passau #11 for ICT FP7 funding to Private Organizations
- Munich #6 for growth in turn over of ICT companies
- Munich #7 in location of most ICT firms
- Munich is academically ranked #10 in Europe for Computer Science
- Munich #14 in receiving VC funding for ICT firms

Munich #1 in Germany





Advantage Bavaria

Advantage Bavaria

Financial aspects

State of Bavaria has invested 15.8 billion Euro in R&D in 2013 alone

The state actively helps companies to apply for EU grants, such as Horizon 20/20. These EU grants amount to the largest transnational grant-program for R&D in the world.

Available regional and industry related grants for Bavarian incorporated companies:

BayTou*

FuE Program*

BayTP*

*grant participation is not guaranteed (source: <http://www.foerderbar.de/foerderprogramme/bayern/>)

 Invest in Bavaria

Advantage Bavaria

Why Bavaria

Europe's most important ICT (information and communications technology) location*, having ideal conditions :

- an outstanding R&D infrastructure,
- superb educational institutions and access to excellently trained specialist staff,
- a high density of high-performance ICT companies including Bavarian companies (Infineon, Rohde & Schwarz, Siemens etc.) and global players (Google, Intel, Microsoft, Oracle, Salesforce etc.)
- and a state government committing itself to provide a fertile ground for ICT via 2.0 billion EUR investment program and a forward thinking political strategy

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Bavaria's ICT Strategy Commitment

Received by NSD/FARA Registration Unit - 08/29/2010 - 6:01:04 PM

Advantage Bavaria

Bavaria's ICT strategy commitment

“Digital Bavaria”: Billion-euro program, focusing on:

- Expanding the high speed broadband network
- Strengthening R&D and educational institutions, focusing on big data, simulation science and IT security
- Start-up funding with 100 M EUR fund and global business incubator
- Creation of 20 new university chairs for IT research
- A new Innovation Center for mobile internet – joint research initiative

Advantage Bavaria

Bavaria's ICT strategy commitment

- Formation of the “Zentrum Digitalisierung Bayern” to bring together state activities and those of private businesses
- International competence centre for cyber security
- Centers for digital production (Industry 4.0) and connected mobility
- Focus on and funding for eHealth (telemedicine, Medical Valley Erlangen)
- Additional funding for research in IT security, Big Data and Simulation Services



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Bavaria's infrastructure

Advantage Bavaria

Infrastructure

2 International Airports, with Munich being voted best EU airport for 8 consecutive years (World Airport Awards)

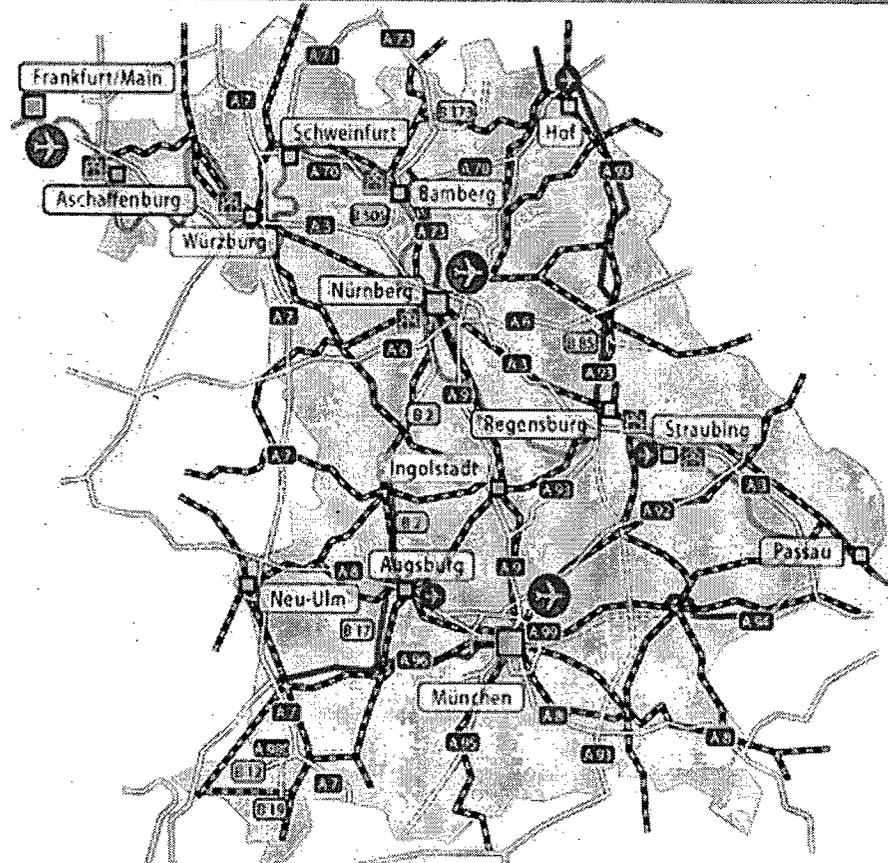
Over 42,000 km (26,000 miles) of roads

Rhein-Main-Danube waterway
Access to the North Sea and the Black Sea

Extensive railway system
Over 6,200 km (3,800 miles)

4 Cargo transport centers
Augsburg, Ingolstadt, Nuremberg and Regensburg

Numerous inland ports along the Donau, Rhein, Main and Neckar



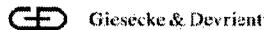
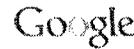
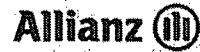
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Peers and Customers

Peers and Customers



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Human Capital

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Human Capital

Foreign Talent

- Germany is immigration country #2 in OECD
- 30% of all immigrants are aged between 20 and 65 years and hold graduate degrees or higher
- Increasing numbers of international students
- Germany has fewest restrictions on migration of highly skilled workers
- EU Blue card provides foreign professionals with the option to move freely in the Schengen area for 90 days twice a year
- Welcome Center to provide foreigners with an easy transition into Bavaria



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Bavaria's 3 largest Funding Partners

Funding Partners

Deutsche High-tech Gruenderfonds (German High-tech founder funds)

High-Tech Gründerfonds (HTGF) is Germany's most active and leading seed stage investor. They finance technology-driven companies –in the fields of:

- Cleantech
- Robotics
- Development of new drugs,
- Development of chemical processes
- Development of new software
- And other

The fund originated 576 million Euro and raised an additional 880 million Euro for its portfolio companies.

Funding is provided by public-private partnerships consisting of Bundesministerium fuer Wirtschaft und Technologie (Federal Department of Economy and Technology), Banking Group KfW as well as BASF, German Telekom, Siemens, Robert Bosch, Daimler Chrysler and Carls Zeiss

Source: <http://high-tech-gruenderfonds.de>

Financing Partners

Bayerische Beteiligungsgesellschaft mbH, BayBG

The BayBG is market leader for investment into SME's. Currently more than 320 million Euros are invested into companies.

BAYBG's private equity programs:

- Expansion – size 10,000 to 7 million Euro
- Venture Capital – 250,000 Euro to 2.5 million Euro
- MBO/MBI – 250,000 Euro to 7 million Euro
- Turnaround – 500,000 and more
- Special Programs
 - Start-ups – silent partnership – 20,000 Euro to 250,000 Euro – in business for up to 5 years
 - Capital for skilled-trade, retail and industrial companies – silent partnership – 10,000 Euro to 100,000 Euro – business older than 5 years

Source: <http://www.baybg.de/>

Financing Partners

Bayern Kapital

Founded in 1995, Bayern Kapital GmbH is a wholly-owned subsidiary of the LfA Foerderbank Bayern (Bavaria's development bank). Its objective is to finance research and development as well as the market launch of new products.

Bayern Kapital and its associated funds have invested in more than 180 companies and currently manage funds in the amount of 200 million EUR.

The four investment funds currently managed by Bayern Kapital are:

Seedfonds Bayern, Clusterfonds Start-Up!, Clusterfonds Innovation and Clusterfonds EFRE Bayern.

Source: <http://www.bayernkapital.de>

For more information contact us today!

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Invest in Bavaria.

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Roman Rohrberg

- Invitation to Bavarian Beer, Pretzels, Medtech and Infotech Event, CIC Cambridge, MA

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We invite you to join us for Bavarian Beer, Pretzels, Medtech and Infotech!

The German State of Bavaria U.S. Offices & Germany's National Cluster for Excellence for Medtech "Medical Valley" introduce opportunities for research, business and partnerships with German companies and institutes.

Wed. 2/24/2016 - 5:30PM - 7:00PM - CIC Cambridge, MA, 4th floor kitchen

RSVP: events@bavaria.org or 212-317-0588

Don't forget to bring your business card to participate in our raffle!



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Roman Rohrberg

From: Roman Rohrberg
Sent: Monday, March 7, 2016 5:24 PM
To: 'kthompson@1source-intl.com'
Subject: RE follow up HIMSS 2016

Dear Sir or Madame,

My name is Roman from the Bavaria U.S. Offices for Economic Development and I am writing to you as I was not able to talk to you in person when I was passing 1Source International's booth at this year's HIMSS.

The reason I wanted to talk to somebody was to find out about your current expansion objectives. Meaning, is 1Source International looking to build a physical presence in Europe. If that is the case, I very much would like to start the conversation and schedule a potential call or meeting.

Bavaria, Germany, with capital city Munich is a premier business location in Europe and Munich has been voted the #1 Techhub in Europe by the European Commission. Many large corporations have opened up an office (IBM, Google, GE, Microsoft) or are naturally a Bavaria company (BMW, Siemens, MediGene etc.). One of the leading sectors in Bavaria are the Life Sciences. Through investments the Bavarian Government is creating a business environment able to tackle today's healthcare challenges in regards to interoperability, cybersecurity and patient care in hospitals and rural areas.

In the case you are not the right person to answer the question on 1Source International's expansion objectives. I would appreciate, if you could connect me.

Thank you for your time and I hope to hear from you soon.

Best,

Roman Rohrberg | Manager, Investment and Expansion

Bavarian U.S. Offices for Economic Development, LLC

Email: rrohrberg@bavaria.org | Web: www.invest-in-bavaria.com

Main: 212-317-0588 | Direct: 212-929-4183 | Cell: 917-294-1298 | Skype: BavariaNYC2015

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New Haven Office | 195 Church Street | New Haven, CT 06510, USA

Cambridge Office | 1 Broadway, CIC | Cambridge, MA 02142, USA

Headquarters | Prinzregentenstr. 22 | 80538 Munich, Germany

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Roman Rohrberg

Save the Date

OktoberINVESTfest
5th Annual Investors Conference
New York, New York

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your browser](#)



Save the Date

OktoberINVESTfest

Wednesday, September 28, 2016
World Trade Center 7, New York
5th Annual Investors Conference

This exciting, full day investors conference brings together investors, innovators and business leaders from the U.S. and Germany in the sectors of IT and Life Sciences. At the OktoberINVESTfest, innovative companies seeking expansion capital get access to investors and meet experts from Bavaria, Germany for assistance expanding to Europe.

For last year's speakers and recap video visit: OktoberInvestFest.com

Bavaria:

**Europe's Top Tech Hub | Germany's Premier Location
for Medtech and Biotech**

newyork@bavaria.org

www.invest-in-bavaria.com





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Dear XXX

I hope you are having a great start into the new year and since tax season is around, I like to make you aware of the below tax credit offered. You or your company might be eligible for the tax credit, so you should check with your accountant.

Extract from TSB-M-12(9)C, (8)I

"... three tax credits for companies that are qualified emerging technology companies (QETCs): the QETC employment credit; the QETC facilities, operations, and training credit; and the QETC capital tax credit. These credits are available for businesses that engage in qualifying activities, such as increasing employment, purchasing assets, spending for research and development, or providing training to their employees; or for investing in QETCs. (See Tax Law §§210.12-E, 210.12-F, 210.12-G, 606(q), 606(r) and 606(nn))

For purposes of these credits, a business must be classified as a "qualified emerging technology company" as that term is defined in the Public Authorities Law (PAL). In the case of the QETC facilities, operations, and training credit, additional requirements must be met."

For information go to: https://www.tax.ny.gov/pit/credits/qetc_revised.htm

Best,
Roman Rohrberg
Manager, Investment and Expansion
Bavarian U.S. Offices for Economic Development, LLC

Office: 212-929-4183 | Cell: 917-294-1298

Invest in Bavaria

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www.invest-in-bavaria.com

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Phone: 1-800-595-2990

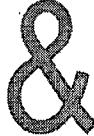
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Roman Rohrberg

From: Kristin Eckert
Sent: Friday, February 26, 2016 2:54 PM
To: Kristin Eckert
Subject: Thank you for joining us on Wednesday night for Bavarian beer and pretzels for MedTech and InfoTech!



invest
in
bavaria



Thank you for joining us on Wednesday night for Bavarian beer and pretzels for MedTech and InfoTech!

Invest in Bavaria together with Germany's Medical Valley in Erlangen were thrilled to welcome you to our first event at the CIC in Cambridge and are excited to follow up on the evening's discussions. Please check our [facebook](#) page for photos.

If you missed our event, we will be glad to meet you at one of our next events or for a personal meeting. We will get started with regular office hours at the CIC soon and keep you updated.

Mark your calendars to join us for our official opening event on June 16th at the Cafe ArtScience in Cambridge. We are proud to announce that our Bavarian Minister of Economic Affairs Ilse Aigner and German Consul General Ralf Horlemann will formally inaugurate Invest in Bavaria's joint presence with the Medical Valley EMN in Cambridge.

We look forward to keeping in touch!

If you have any questions or ideas to share with us, please feel free to contact [Kristin](#) at Invest in Bavaria or [Dorothee](#) at the Medical Valley.

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Medical Valley EMN e.V.
HQ Germany | Henkestrasse 91 | 91052 Erlangen | Germany
Cambridge Office | One Broadway, Fl. 14, CIC | Cambridge, MA 02142

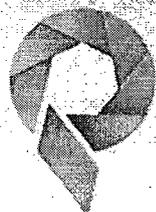
Phone: +49 9131 91617 49 | Website: www.medical-valley-emn.de

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Roman Rohrberg

Get the monkey on and join in for this digital festival in Bavaria, Germany.

[View this email in your browser](#)



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in
bavaria

Year of the Monkey – A Bavarian digital festival with a new form of community where people with open mindsets meet and experience the future of technology and society. It covers areas such as connected cars, IoT, Neuroscience, future of media/ work and leadership as well as key trends such as Virtual Reality and Mindfulness. Speakers from Australia, USA, UK and Germany will present new trends and strategies in inspiring presentations and workshops.

Date: April 21st, 2016

Venue: Backstage Munich, Reitknechtstrasse 6, 80639 Munich, Germany

For more info go to: <http://yearofthegoat.co>

Photos of past events: https://www.facebook.com/yearofthegoatevent/photos_stream

The audience

400 – 600 innovative heads from large and mid-sized companies as well as agencies, who would like to drive digitization in Germany and Europe – all those with open mind sets who are willing to challenge existing dogmas,

Why monkey?

The monkey is a symbol for Playfulness, Learning and Experimentation. We will use the monkey as a theme to encourage people to challenge existing dogmas and experiment with new models

I want to go



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Letters + E-mails sent out					
No	Event	Letters		Emails	
		Nr.	Date sent	Nr.	Date sent
January					
	Oktober/INVESTfest (Save the date)			422	1/25/2016
	Tax Credit for qualified emerging technology companies			116	1/19/2016
February					
	Invest in Bavaria CIC event (informing the Invest in Bavaria event at the CIC in Boston)			140	2/16/2016
March					
	HIMSS (trying to get in touch with companies who have not been at the booth)			30	3/3/2016
	Informing about "year of the monkey event" in Bavaria			136	42447
April					
	None				
May					
	None				
June					
	None				
July					
	None				