



Coordinator and Project Partner

Hamburg is the third largest civil aviation location in the world. Every day, over 40,000 highly qualified specialists work to shape the future of aviation. Airbus, Lufthansa Technik, Hamburg Airport and over 300 companies, research and educational institutions have their headquarters here. All these actors form a strong group: **Hamburg Aviation**. The network supports the members in the development of a common strategy, the promotion of research projects and funding, enables networking and makes the actors visible nationally and internationally.

For 50 years, **AHK Canada** has been successfully advising and supporting small and medium-sized enterprises in entering the Canadian market. The main areas of activity are individual business consulting (for example by means of individual business partner mediation) in business presence for German SMEs in Canada as well as in the organization of delegation tours, location advertising, conferences, trade fair participations and networking events (up to 500 participants).

Contact

Hamburg Aviation e.V.
Patrick Pulendran (Manager International Affairs)
Wexstraße 7, 20355 Hamburg
Tel.: +49 (0)40 227019-809
E-Mail: patrick.pulendran@hamburg-aviation.com
Web: <https://www.hamburg-aviation.de/>

In Canada:
Canadian German Chamber of Industry and Commerce
Yvonne Denz (Vice President Operations)
Tel.: +1 (416) 598-7088
E-Mail: yvonne.denz@germanchamber.ca

www.ixpos.de/markterschliessung
www.bmwi.de

Imprint

Publisher
Federal Ministry for Economic Affairs
and Energy (BMWi)
Public Relations
D-11019 Berlin, Germany
www.bmwi.de

Text and editing
Hamburg Aviation

Editing
Hamburg Aviation

Design and production
Hamburg Aviation

Status
14.12.2018

Print

Illustrations
Lufthansa Technik AG, Michael Penner



The Federal Ministry for Economic Affairs and Energy has been awarded the berufundfamilie® audit certificate for its family-friendly HR policy. The certificate is granted by berufundfamilie gGmbH, an initiative of the Hertie Foundation.



Federal Ministry
for Economic Affairs
and Energy



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

German-Canadian Aerospace Mission to Northern Germany

1.4.-5.4.2019 in Hamburg, Schleswig
Holstein, Lower-Saxony and Bremen

BMWi - foreign market entry programme for
SMEs

Coordinator





Copyright: Michael Penner

BMW - foreign market entry programme for SMEs

Under the commission of the German Federal Ministry for Economic Affairs and Energy (BMWi), the office of Hamburg Aviation in cooperation with the Canadian German Chamber of Commerce and Industry (AHK Toronto) organizes an information tour for Canadian multipliers and decision-makers from the aviation industry to Northern Germany. The project is part of the official BMWi Foreign Market Entry Programme for SMEs "Mittelstand Global". Canadian organisations will have a direct access to presentations of German products, technology and services on the spot. The project partners receive support from numerous organizations in Canada and Germany. The largest civil aircraft exhibition **Aircraft Interiors Expo** will be used as a platform for the **4-day program which will be free of costs.**

Canada and Germany

- For Canada, Germany is the fourth most important supplier country and the seventh most important export destination of its goods.
- Since 2002, there is a double taxation agreement.
- Since 2017 the EU and Canada installed the free trade agreement CETA

Aerospace Industry in Germany

The German Aerospace Industry employs almost 110.000 people directly. Sales of the industry reached 40bn. Euro in 2017. It has a 74% export share and 10% research spending. There are several big industry players that are located in Germany making it one of the most important countries for the aerospace industry in the world. Among others: Airbus, Boeing, Lufthansa Group, Diehl, Premium Aerotec, Otto Fuchs, Liebherr, Recaro, ZIM, MTU, OHB, and many important and experienced SMEs.

Programme (Draft)

Monday, April 1 2019: ZAL Hamburg and Airbus Information- and Presentation Event

08:45–09:00	Registration
09:00–09:15	Welcome Hamburg Aviation e.V. and ZAL GmbH
09:15–09:35	Aviation Strategy of the Federal Government and Internationalization of the Mittelstand BMW
09:35–09:55	The German Aerospace Industry – An Overview BDLI

09:55–10:15	Introduction by the Canadian delegation (presenters tbc, depending on the final number of delegates, there may be a 15-minute extension)
10:15–10:30	Coffee and Networking Break
10:30-10:45	Possibilities of Export Financing Euler Hermes AG, Export Credit Guarantees by the Federal Republic of Germany
10:45-12:00	Pitch Presentations by Canadian and German companies Please inform the organisers if you would like to present.
12:00-13:00	Networking Lunch
13:00-14:00	ZAL TechCenter Tour
14:30-16:30	Airbus FAL-Site Visit
evening	Free time and time to rest

2.4. to 3.4.2019: **Aircraft Interiors Expo Hamburg**

- Official Welcome Supply Chain Excellence Initiative
- Booth Tour to different German suppliers
- Pre-scheduled B2B-Meetings
- German-Canadian Dinner and Official Senate Reception of the City of Hamburg
- Support of individual meeting inquiries

4.4.2019: **Cluster-Tour North Germany**

- Site Visits at suppliers in two different states

Details online: www.hamburg-aviation.de/en

Supported by:

Aéro Montréal, CRIAQ, Embassy of Canada, BMWi, BDLI, Supply Chain Excellence Initiative Germany and more.