For Success in Global Business

International Trade Services of the Bavarian Chambers of Commerce and Industry

IHK Industrie- und Handelskammern in Bayern
The Bavarian Chambers of Commerce and Industry

The Association of the Bavarian Chambers of Industry and Commerce is the umbrella organisation for the nine Bavarian Chambers of Commerce and Industry (CCI).

Since its inception in 1909, the Association of Bavarian CCIs has been the largest business organization in the Free State of Bavaria. Currently the Bavarian CCIs represent some 973,000 member companies of all sizes and industries. Nearly 40% of their members are exempt from the membership fee as entrepreneurs or companies with low profitability.

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The four core service areas

1. We provide services to the business community.
2. We independently organise and manage economic interests.
3. We represent and protect the overall interests of the Bavarian economy.
4. We are committed to the principles of corporate social responsibility.

The Association of Bavarian CCIs has been the largest business organization in the Free State of Bavaria. Currently the Bavarian CCIs represent some 973,000 member companies of all sizes and industries. Nearly 40% of their members are exempt from the membership fee as entrepreneurs or companies with low profitability.
1. We provide services to the business community

CCIs provide a wide range of services to companies: We inform and advise our members and new start-ups on training and education, legal issues and taxation, innovation, export, environmental protection as well as company succession.

600 foreign trade events and seminars with 14,000 participants

Events organized by the CCI Foreign Trade Office
Make contacts with decision-makers, professionals and companies when you attend our wide range of events:

- seminars
- interdisciplinary and international events
- workshops
- delegations and Business Groups
- Bavarian trade fairs abroad and
- international conferences

Location Search in Bavaria
Bavaria is one of the economically strongest regions in Europe. The Free State enjoys an excellent reputation worldwide as a location for high-tech and services.

For companies, finding the right location is existentially important. The location and traffic connections, building regulations, trade tax rates, property prices – many factors determine whether a location is ideal as corporate headquarters. You want to start a new business in Bavaria, to relocate your business or to expand it? You are looking for a developed or undeveloped location in Bavaria? Then “SISBY – the ICC Location Portal for Bavaria” is your tool for online research.

sisby.de

The Bavarian Chambers of Commerce and Industry will be happy to provide you with additional personal consulting. Please contact us.

Company database of the Bavarian CCIs
The company database of the Bavarian CCIs offers information on more than 215,000 companies from all over Bavaria. Based on defined criteria such as location, industry, number of employees or external economic relations, your search will result in precise hit lists providing addresses, industry focus, workforce categories, legal form and contact person, website and country connections.

firmen-in-bayern.de

AHK – 125 Locations in 90 Countries
International trade and investment relations abroad are of major significance for Germany. Germany’s economic interests are represented by AHKs at 125 locations in 90 countries on all five continents. The AHK network is deeply involved in the rapid development of today’s global markets in terms of quantity and quality, in the interest and at the service of German business enterprises.

The Association of the German Chambers of Commerce and Industry
The Association of the German Chambers of Commerce and Industry (DIHK) is the umbrella organization working on behalf of and in coordination with the CCIs to represent the interests of trade and industry in communication with the decision-makers in federal policy and European institutions.

dihk.de

The EU advisory network Enterprise Europe Network (EEN)
The EU advisory network Enterprise Europe Network (EEN) is part of the overall policy approach of the European Commission to promote entrepreneurship and the growth of enterprises in Europe. The EEN experts of CCIs support SMEs in questions regarding European business transactions, EU funding programs, public procurement, market development and innovation funding.

een-bayern.de

The Bavarian Export Award is a prestigious prize recognizing internationally active SMEs with up to 50 employees. In 2015, the prize was awarded for the ninth time in the categories of industry, trade, services and craft.

sisby.de

firmen-in-bayern.de

The Association of the German Chambers of Commerce and Industry

dihk.de

More information

German Chambers Abroad

akh.de

More information

The Association of the German Chambers of Commerce and Industry

dihk.de

The Bayerischen Exportpreis is a prestigious prize recognizing internationally active SMEs with up to 50 employees. In 2015, the prize was awarded for the ninth time in the categories of industry, trade, services and craft.
2. We independently organise and manage economic interests

The state has entrusted the CCIs as public corporations with a series of regulatory responsibilities. As business organisations, the CCIs can carry out these tasks more efficiently and more closely geared to the customer than the state authorities could. We currently exercise over 60 such tasks on behalf of our members. The basis of our independent work is statutory membership.

Processing export documents

The Bavarian CCIs are your first point of contact when shipping your goods abroad. The CCIs issue and certify export documents as an official branch of the customs authority. Next to certificates of origin and commercial invoices, the CCIs also process visa applications and free circulation certificates.

Dual vocational training system

The Bavarian CCIs are particularly committed to strengthening the dual vocational training system. Nationwide, the CCIs are responsible for 270 occupations that require training. Vocational training, which produces graduates who are both knowledgeable and practically skilled, is one of the most important means of securing a sufficient number of skilled workers in Bavaria. As partners of international training programmes, the CCIs help Bavarian companies send apprentices abroad on internships as well as helping German Foreign Chambers of Commerce and Industry develop training and further education programs for their member companies.

Foreign Skills Approval by IHK FOSA (Foreign Skills Approval)

The Federal Recognition Act of 1 April 2012 guarantees that anyone with vocational qualifications acquired abroad for an officially recognized profession has the legal right to have their training qualifications assessed and recognized as equivalent to those required in Germany.

All foreign skills approvals for dual vocational training occupations and continuing training qualifications in the fields of industry, trade, catering and services are conducted through one central office, IHK FOSA (Foreign Skills Approval), located in Nuremberg.

International vocational training

The Bavarian CCIs figure prominently with their partners in the German Chambers of Commerce Abroad in conducting vocational training abroad. They have significant expertise and experience in the area of training „made in Germany”. The AHKs support the quality of dual vocational training and examinations abroad based on the German model. At the same time they promote the economic interests of their member companies abroad, thus supporting the regional economy.

"At Airbus Group, we provide over 600 young people in Germany a year with an excellent foundation upon which to build their professional careers. The CCI is a strong and reliable partner to us, and together we are making our dual training an international success story - true to our motto ‘We make it fly!”

Meike Kusche, Head of Apprenticeship, Airbus Defense & Space, Ottobrunn

525,000 validated certificates of origin, commercial invoices and other certificates

6,900 ATA Carnets per year

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More information

ihk-training-international.de

Fit for Partnership with Germany - Manager Training Programme of the German Federal Ministry of Economic Affairs and Energy
3. We represent and protect the overall interests of the Bavarian economy

The Bavarian CCI's represent the overall interests of trade and industry when policy and legislative are proposed and before decisions are made at all levels, from the local to the European level. To do so, the CCI Foreign Trade Office collects and formulates the concerns of the exporting companies. At the same time, policymakers confer with the CCI's as we are appreciated as independent and objective advisors, e.g., during the negotiations for the TTIP free trade agreement. In addition, we are committed to improving the economic conditions in each region.

4. We are committed to the principles of corporate social responsibility

The CCI's are committed to the idea of the honourable businessman (Ehrbarer Kaufmann). This requires a clear and active commitment to fairness and sustainability in the economy. We make regulations transparent, and act as a model for others.

CSR in international business

Corporate Social Responsibility (CSR) is becoming increasingly important in international business. What regulations are there, and what can your business contribute? The Bavarian CCI's provide advice on the four main access points in international business:

- Export: Consolidate your market position through product stewardship.
- Import: Establish fair purchasing conditions to help prevent reputational damage.
- Supply chain: Share values and behavioral norms to simplify cooperation.
- Local presence: Integrate political and social aspects to increase the level of acceptance of your company.

Dr. María Quirós-Fernández, Head of Social Innovation, SOS Kinderdörfer Global Partner GmbH, Munich

"More and more companies are backing innovative solutions in the field of CSR and making a long-term commitment. At SOS-Kinderdörfer Global Partner we are joining companies to develop individually tailored fundraising and CSR projects. For example, our partner Vaillant has been involved in installing new heating systems for SOS Children’s Villages at its international locations for several years. Vaillant also trains young people in SOS Children’s Villages and often organizes fundraisers with customers."
Bavaria is among the strongest economic regions in Europe and enjoys an excellent reputation worldwide as a high-tech location. The gross domestic product per capita of 43,092 (2015) is among the highest in the world. Its employment growth exceeds that of all other German states. Bavaria offers employers very good employment prospects and supplies companies with highly qualified staff. The Free State is at the forefront of technical and economic progress, with large international corporations, strong small and medium size enterprises, and forward-looking research.¹

In 2015, Bavaria exported goods worth 179 billion (+6.1% over 2014) and imported goods worth 161 billion (+7.3%).

Bavaria’s main exports were “passenger cars and RVs” (21%), “machinery” (16%) and “chassis, bodies, engines, parts and accessories for motor vehicles and the like.” (8%). The most significant import goods were “machinery” (11%), “oil and gas” (7%) and “chassis, bodies, engines, parts and accessories for motor vehicles and the like.” (8%).

Bavaria’s most important export trading partners in 2015 were the US, Great Britain and China, while the most significant import trade partners were Austria, China and the US.²

“Bavaria has an incredibly dynamic economy with a global reach. The economic power of this German State is unmatched with every second Euro generated through export sales. The United States plays a significant role as Bavaria’s largest trading partner and has enjoyed double digit growth in two way trade this past year. Moreover, the central position in Europe and friendly business climate continue to attract a significant number of American investors who desire a strategic location.”

Jennifer D. Gavito, US Consul General in Munich

¹ Source: www.stmwi.bayern.de
² Source: Bavarian State Office for Statistics, final data for 2014
Tourism in Bavaria

Tourism in Bavaria is of central importance as a factor for employment and the economy. In advertising and PR, and as a link between industries with a wide range of cultural and social ties. In 2015 Bavaria achieved a historic record as the destination of day and overnight guests: More than 32 million guests visited the Free State, with more than 85 million overnight stays (in operations with 10 or more beds, as well as campsites). This makes Bavaria one of the leading all-season holiday destinations in Europe, and it is the number one destination in Germany, with a domestic market share of 20.1%.

International demand in particular contributes to positive results in Bavaria. In total, about 16.7% of overnight stays were by foreign guests, with the largest numbers coming from Austria, the Netherlands, the USA, Switzerland, and Italy.

Sources: www.stmwi.de and www.bayern.de

Bavaria as a location for research and development (R&ED)

With a share of 3.26% of GDP invested in R&D (2013), Bavaria is one of the front-runners in the field of research and development in Germany. Internationally, this places Bavaria ahead of Switzerland, the US and Taiwan. The share of the private sector in overall R & D investment in Bavaria is 70%. Every fourth patent applied for in Germany originates in Bavaria.

One means by which the Bavarian State Government promotes the competitiveness of Bavarian companies in 13 key industries is the Cluster Initiative Bavaria is. Across Bavaria, cluster platforms create a network linking numerous small and medium size enterprises with research institutions.

cluster-bayern.de

Renowned research and scientific institutions such as the Max Planck Society, the German Aerospace Center, the Fraunhofer Society with its institutes, the Helmholtz Association of German Research Centres and the Leibniz Association attract scientists working in a wide range of different fields.

The Bavarian university landscape with nine state universities (including the elite Ludwig Maximilian University of Munich and the Technical University of Munich), 24 Universities of Applied Sciences, the Academy of Television and Film as well as numerous private institutes open up interesting opportunities for cooperation for innovative companies of any industry.

invest-in-bavaria.com

Trade fair location Bavaria

Bavaria is excellently positioned by international comparison as a location for trade fairs. Numerous international fairs take place on the fairgrounds of Messe München, Nürnberg Messe and Messe Augsburg. Messe München hosts the world’s leading trade fair for the construction industry, bauma, in the Free State.

Interregional trade fairs and exhibitions of a predominantly regional nature also offer cross-industry platforms for both industry and consumers. The image of Bavaria as both a strong economic partner and an attractive tourist region enjoys lasting support through its trade fairs.

Sources: www.stmwi.de and www.bayern.de

Source: Science statistics in the Donors’ Association for the Promotion of Humanities and Sciences in Germany

1 Sources: www.stmwi.de and www.bayern.de
Publishing Information

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The CCIss in Bavaria

The Association of the Bavarian Chambers of Industry and Commerce is the umbrella organisation for the nine Bavarian Chambers of Commerce and Industry (CCIs). All Bavarian firms – excepting those in the craft trades, the liberal professions and agriculture – are compulsory members of a chamber of commerce and industry. The Association of Bavarian Chambers of Industry and Commerce therefore represents over 973,000 enterprises of all sizes and across all industries, from global corporate groups to owner-operated SMEs. The Association is therefore not beholden to a specific group of businesses, instead acting on behalf of the overall interests of the commercial sector in Bavaria. Since its inception in 1909, the Association has been the largest business organization in the Free State of Bavaria.