



AT HOME: Foreign-owned companies in the Mittlerer Niederrhein region

CONTENTS | PUBLISHING INFORMATION

■ Contents Publishing information	2
■ Key facts – the essentials at a glance	3
■ The Rhineland – an economic heavyweight	4
■ The Mittlerer Niederrhein region	6
■ In great company – business communities	8

Published by: Chamber of Commerce and Industry Mittlerer Niederrhein

Authors | Editors: Manfred Meis | Meis-Medienservice, Nettetal
Roland Meißner, Wolfram Lasseur, Jörg Raspe,
Lutz Mäurer, Gregor Werkle | CCI Mittlerer Niederrhein

Editor-in-chief: Roland Meißner
Chamber of Commerce and Industry Mittlerer Niederrhein
Managing Director International Department
Phone: +49 2131 9268 540 | Fax: +49 2131 9268 549
Email: meissner@neuss.ihk.de

Translation: United Language Services, Linsburg

Design: 360 Grad Design, Ulrike Wiest, Krefeld

Printed by: Scan+Proof elektronische Druckformen GmbH, Krefeld

As at: March 2012

All the information provided in this brochure has been collated and drafted with the utmost care. Chamber of Industry & Commerce Mittlerer Niederrhein does not provide any guarantees in respect of the accuracy and completeness of the content nor is it liable for any interim changes. Reprints, even just extracts, are permitted only if the source is acknowledged. Specimen copy requested.



KEY FACTS – THE ESSENTIALS AT A GLANCE

Out of a total of **78,790** corporate members of the Chamber of Commerce and Industry (CCI) Mittlerer Niederrhein, **7,162** or 9.1 percent are foreign-owned. Or put another way, 1 in 11 businesses is owned by a non-German or has non-German majority shareholders.

Capital resources and business people originate from **121** different countries ranging from A as in Austria to U as in USA.

The country league table is headed by **Turkey** (1,357 companies), well ahead of **Poland** (916) and the **Netherlands** (767).

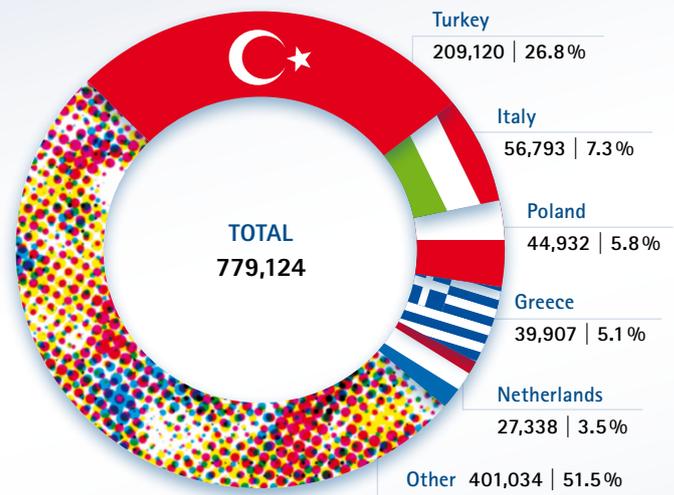
Preferred **industry sectors** that these foreign businesses operate in include retailing/trading (2,504 companies), hospitality (1,193) and other B2B services (662), such as HR placement, facility management and the renting, leasing or hiring of movable items.

Foreign-owned businesses are increasingly committed to providing **vocational training** to young people; the percentage share of apprentices now matches that found in all companies that provide training.

THE RHINELAND – AN ECONOMIC HEAVYWEIGHT

The Rhineland, which we briefly present here, lies at the heart of a region between Germany's former capital, Bonn, and the Netherlands. It is part of Germany's largest state, North Rhine-Westphalia (NRW). With 6.7 million inhabitants it is one of Germany's most populous regions, accounting for 8.2 percent of the total population. The Rhineland is an economic heavyweight, too, generating more than nine percent (230 billion euros) of Germany's economic output. This is appreciated by business people from across the world, with 28.7 percent of foreign direct investment in Germany (about 188 billion euros in 2006) going into North Rhine-Westphalia. Evidence of this can be seen everywhere in the Rhineland. This is especially true of NRW's state capital, Duesseldorf, where a miniature version of Tokyo has evolved on the continent of Europe. Ninety percent of all Japanese companies in North Rhine-Westphalia are headquartered in Duesseldorf and the neighbouring districts of Mettmann, Neuss and Viersen. They are primarily involved in trading and distribution, but also in manufacturing,

Fig. 2 Nationality of non-German inhabitants in the Rhineland



Source: Non-German Population of North Rhine-Westphalia as at 31 December 2009
Landesbetrieb Information und Technik Nordrhein-Westfalen (IT.NRW),
Statistics Unit, Duesseldorf 2010

Fig. 1 Position of the Rhineland and its CCI districts within North Rhine-Westphalia



as are the other 38,000 foreign-owned companies that have located to the Rhineland. There are good reasons for this. Businesses encounter an excellent infrastructure here, including an extensive motorway and railway network, efficient ports on the Rhine and two international airports (Duesseldorf and Cologne/Bonn). The neighbouring countries of the Netherlands, Belgium, Luxembourg and France are just a stone's throw away. Modern data communications round off the Rhineland's favourable infrastructure offering. Universities, colleges and research centres in Aachen, Bonn, Duesseldorf, Cologne, Krefeld/Moenchengladbach and Juelich work closely with business and industry, which also operate research centres of their own. Duesseldorf and Cologne are important exhibition centres with unrivalled trade shows. Quality of life is good, too, with extensive culture offerings, varied scenery and warm and friendly locals. Rhinelanders are a cosmopolitan lot who have been welcoming people from elsewhere since Roman times. Some 37.5 percent of the population of NRW and 8.2 percent of the total population of Germany live on the Rhine between Bonn and Krefeld. This also includes around 780,000 foreigners, who account for 11.6 percent of the total population (NRW average: 10.5 percent).



In the nationality league table (Fig. 2) Turks are well out in front (209,000 / 26.8 percent), followed by Italians (57,000 / 7.3 percent), Poles (45,000 / 5.8 percent), Greeks (40,000 / 5.1 percent) and Dutch (27,000 / 3.5 percent). These five ethnic groups account for almost half of all non-Germans living in the Rhineland, although it has to be said that Dutch people have lived in the region for a very long time, particularly in the areas close to the border. The influx

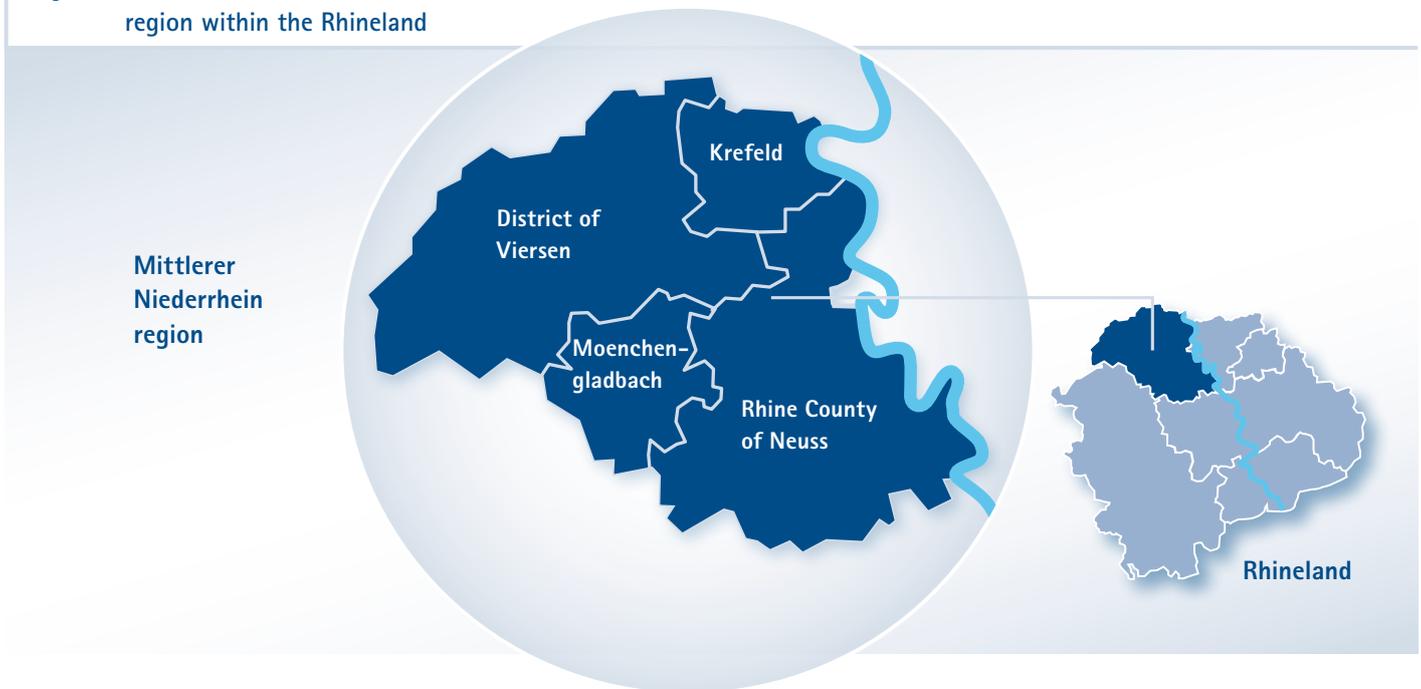
of Italians and Greeks and later Turks to the Rhineland began in earnest in 1955 when the German government sought to recruit 'guest workers', with migrant workers from Poland following after the collapse of the COMECON economic bloc. The Rhineland is an important part of the German economy, as its 420,000 companies account for 11.5 percent of commerce. Nearly 10 percent (38,789) of these companies have a 'non-German background'.

Fig. 3 Infrastructure in the Rhineland



THE MITTLERER NIEDERRHEIN REGION

Fig. 4 The Location of the Mittlerer Niederrhein region within the Rhineland



Located between the Rhine in the east and the Dutch border in the west, the CCI district Mittlerer Niederrhein incorporates the cities of Krefeld and Moenchengladbach, the Rhine County of Neuss (including the city of Neuss) and the district of Viersen, which has

its counterpart in the Venlo/Roermond region in the Netherlands. An extensive motorway network with two routes to the Netherlands, efficient ports on the Rhine, rail freight links in all directions, and the nearby Duesseldorf International Airport and the regional airport at Moenchengladbach provide quick and easy access to the markets on the region's doorstep. Almost 135 million people live within a radius of 500 kilometres.

Tab. 1 Industry sectors in the Mittlerer Niederrhein region

Industry sector	Total turnover in million €	Exports as a percentage
Chemical industry	7,130	69.7
Metal production and fabrication	4,760	49.6
Food and feed industry	3,430	23.8
Engineering	3,380	75.3
Manufacturing of devices for electrical production	1,070	52.2
Manufacturing of metal products	714	35.6
Manufacturing of data processing units, electronic and optical products	707	39.9
Paper industry	646	34.2
Repair and installation of machinery and equipment	400	14.3
Textiles industry	297	63.8

Source: Landesbetrieb Information und Technik Nordrhein-Westfalen (IT.NRW), Statistics Unit, Duesseldorf 2010

The industry of the Mittlerer Niederrhein region is dominated by chemicals, mechanical engineering, electrical engineering, steel, aluminium, lignite mining and textiles. The food, beverage and tobacco sector has also played a significant role for as long as anyone can remember. Exports account for some 50 percent of production – little wonder, then, that cosmopolitanism is second nature in the Mittlerer Niederrhein region. It is therefore only logical for companies from all over the world to use the Krefeld-Moenchengladbach-Neuss urban triangle as a gateway to the rest of Germany and Europe. The Mittlerer Niederrhein region has a population of 1.24 million, of which 10 percent are non-German. The region is also home to 78,800 businesses, of which 7,200 are foreign-owned (9.1 percent). A total of 121 different nationalities are represented in the district.

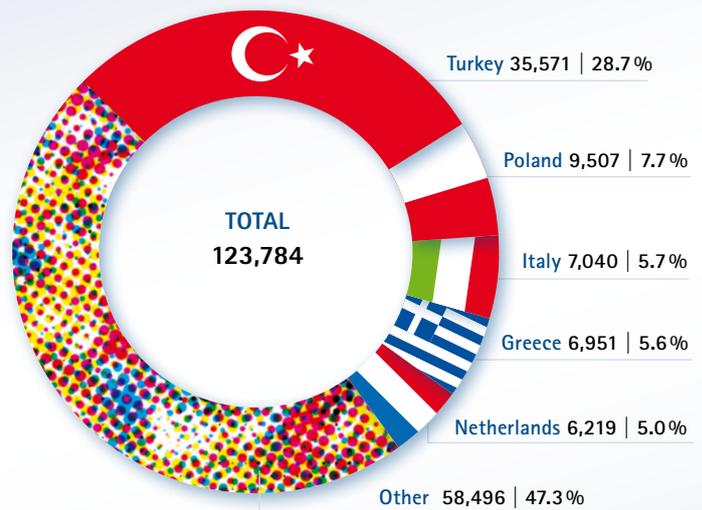


The nationality league table is led by Turkey with a headcount of 35,600 (28.7 percent), well ahead of Poland (9,500 or 7.7 percent), Italy (7,000 or 5.7 percent), Greece (7,000 or 5.6 percent) and the Netherlands (6,200 or 5.0 percent). Taken together, citizens of the former Yugoslavia make up about 7.5 percent of the total.

These figures are also reflected in the corporate rankings. This list is headed by 1,357 Turkish businesses. These operate primarily in the retailing/trading (603 businesses) and hospitality (304) sectors. In second place are Polish businesses (916), which operate primarily in the construction industry (245). A total of 767 Dutch businesses represent the Netherlands in the Mittlerer Niederrhein region. These firms focus particularly on retailing/trading (343) and B2B services (78). Although only ranked 11 and 20 respectively, US and Japanese companies carry particular weight, as many of them are world-class household names such as 3M, UPS, Mars, Procter & Gamble, Xerox, etc. (USA) and Canon, Epson, Kyocera, Fuji, Kawaii, Pioneer, Toshiba, Tokai, etc. (Japan).

Foreign-owned companies are increasingly engaging in the German dual vocational training system. In percentage terms they have already drawn level with German companies. The Niederrhein University of Applied Sciences (HSNR) has become a mecca for students of textile and clothing technology, with 25 percent of the 1,800 students in this faculty coming from more than 25 countries. Textiles are indeed the name of the game.

Fig. 5 Nationality of non-German inhabitants of the CCI district Mittlerer Niederrhein



Source: Non-German Population of North Rhine-Westphalia as at 31 December 2009
Landesbetrieb Information und Technik Nordrhein-Westfalen (IT.NRW),
Statistics Unit, Duesseldorf 2010

"Right from the start, since the founding of 3M's German subsidiary 60 years ago, we have appreciated the advantages of the region, such as the central location in the heart of Europe and thus the proximity to our major customers and markets, the excellent infrastructure, outstanding educational and training institutions, as well as the high quality of life for our employees."

Günter Gressler, Managing Director, 3M Deutschland GmbH, Neuss



IN GREAT COMPANY – BUSINESS COMMUNITIES

Well-known companies have located in the CCI district Mittlerer Niederrhein, as is revealed by taking a look at specific business communities.



TURKEY

Turkish companies head the country rankings at 1,357 businesses. These include **Tip-Top Autoaufbereitung** in Neuss or **ASG Aluminium und Stahl GmbH** in Moenchengladbach. Many smaller businesses operate in the retailing/trading (603), hospitality (304), other business services (92) and logistics (82) sectors.



POLAND

The 9,507 Polish nationals resident in the Mittlerer Niederrhein region are very entrepreneurial. Altogether 27 percent of the 916 firms operate in the construction industry. Construction is followed by domestic services (24 percent) and health and social services (20 percent). Manufacturing companies include Moenchengladbach-based **Staco Gitterroste**, **FLT-Wälzlager** in Viersen or **Rohrex Röhren und Stahlhandel** in Neuss.



NETHERLANDS

Almost 11 percent of foreign-owned companies in the Mittlerer Niederrhein region originate from the Netherlands. The first of these businesses was established at the end of the 19th century right on the border between the Netherlands and Germany. Following the abolition of economic barriers within the European Union, this bridgehead into Germany was no longer required. Yet today around 13 percent of all Dutch companies registered in the CCI-district are located at Nettetal on the former frontier. These include **Mekkafood**, which produces halal meat products in

accordance with Islamic rules. Many of the Dutch companies in NRW tend to be SMEs, yet on aggregate they employ more than 40,000 people and generate sales of more than EUR 30 billion¹ – and thus just a fraction below that generated by the Japanese business community in NRW (EUR 35 billion)². A significant proportion of this figure is accounted for by the Mittlerer Niederrhein region. The majority of companies operate in trading/retailing (53 percent). This segment is followed at some distance by B2B services (10 percent) and manufacturing (5 percent). Dutch capital resources have been invested in the following companies, for example: **Leolux Möbel** in Krefeld, **Kofu Animal Feed** in Neuss, the beverage manufacturer **Refresco** in Moenchengladbach, the fleet management specialist **LeasePlan** in Neuss, **Suntjens Süßwaren Import & Export** in Brüggen and **Café Bar Deutschland GmbH** in Willich.

UNITED STATES OF AMERICA

A total of 135 US corporations have located in the Mittlerer Niederrhein region. One of the first US companies to invest in Germany was the agricultural machinery manufacturer, **International Harvester**, which located in Neuss in 1910. Over the course of 60 years the Neuss-based subsidiary of the technology conglomerate **3M** has grown to become the corporation's second-largest operation outside of the US. 3M has not only located its European research centre here, but has also established its European distribution hub at nearby Juechen. The starch producer **Cargill** can also



¹ Dutch Companies in NRW, Gesellschaft für Wirtschaftsförderung Nordrhein-Westfalen mbH (GfW), Duesseldorf 2003

² Duesseldorf – Business Location for Japanese Companies in Europe City of Duesseldorf, Business Development Agency, 2008

"Our company produces halal foods. These are meat products that comply with the requirements of the Koran. In 1993 I started my business with five employees in Venlo. Today, my company has 150 employees, and our headquarter is in Kaldenkirchen. Many consumers of our products are at home in the Rhineland. I also feel comfortable here. We Dutchmen appreciate the mentality of the people living in the Rhineland. The people here are uncomplicated and relaxed. This makes doing business with them a pleasant thing to do."

Wouter van Eeuwijk, Managing Director, Mekkafood GmbH & Co. KG, Nettetal-Kaldenkirchen



look back on a long history in Krefeld, having started out there as Deutsche Maizena after World War II. Automotive suppliers (**TRW** in Krefeld, **Johnson Controls Interiors** in Grefrath) rate the Mittlerer Niederrhein region highly as a business location, as do the confectionery manufacturer **Mars** (Viersen), the electronics specialist **Woodward** in Kempen and the medical technology provider **Cook Group Inc.** in Moenchengladbach (Head Office Germany). **United Parcel Service** (UPS) manages its fleet of vehicles from Neuss and uses nearby Cologne/Bonn airport as its European hub. The California-based logistics provider, **New Wave**, is also based in Willich.

(consumer electronics), **Mitutoyo Europe** (measuring devices), **Wako Chemicals** (laboratory chemicals), **Yakult Deutschland** (health drinks) and **Yamaha Motor Deutschland** (motorcycles) in Neuss, **Bando Europe** (belt transmissions), **Sansetsu Deutschland** (packaging) and **Nippon Express** (logistics) in Moenchengladbach, **Kayaba Europe** (vehicle components), **Nachi Europe** (ball bearings), **Wacom Europe** (pen tablets) and **Okuma Europe** (machinery trading) in Krefeld, **Seiko Optical Europe** (spectacles), **Fujifilm Imaging Germany** and **Yamato Scale GmbH** (weighing instruments) in Willich. Japanese companies based in the Duesseldorf region are estimated by the Duesseldorf Business Development Agency to turn over around EUR 35 billion annually; they employ more than 20,000 Germans and Japanese.



SWITZERLAND

As is their way, the Swiss usually invest their capital resources discreetly. A total of 130 Swiss companies are located in the Mittlerer Niederrhein region. They are concentrated in the trading/retailing segment (29), followed by B2B services (23) and manufacturing (13). Swiss companies in the Mittlerer Niederrhein region include the Nestlé Group (the **Thomy** factory in Neuss), the Schaffhausen-based Tyco International Ltd. (control valves manufacturer **Sempell** in Korschenbroich), the Rorschach-based StarragHeckert Holding AG (machine tool manufacturer **Dörries Scharmann** in Moenchengladbach), the Wollerau-based Zepter International (silverware manufacturer **Jäger** in Viersen) and the Runtime Group (**Runtime Umwelt- und Industrietechnik** in Krefeld).

AND THE BEST OF THE REST ...

Many other major companies from all over Europe and other parts of the world have also located here.

The **Norwegian** company **Hydro Aluminium** has an unrivalled network of businesses in the region, including the region's cleanest and largest aluminium smelter and the world's largest foundry (including rolling mill) in Neuss and its rolling mill in Grevenbroich.



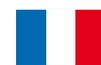
Procter & Gamble's paper tissue plant in Neuss took over its **Swedish** competitor **SCA** (Svenska Cellulosa Aktiebolaget) several years ago.



The **Spanish** Santander Group has pooled all its activities in Germany in the Moenchengladbach-based **Santander Consumer Bank**, which specialises in consumer lending.



France is represented in this CCI-district by the cosmetics manufacturer **L'Oréal** in Neuss, the sheet glass manufacturer **Saint-Gobain** in Willich and the industrial gases producer **Air Liquide**, which operates an extensive pipeline network from Krefeld.



India has now gained entry to the automotive supply sector (**Draftex Automotive** in Grefrath/District of Viersen [Ruia Group]) and to the steel business (**Degels** in Neuss) after Tata Steel acquired the Corus Group.



Austria too is prominently represented by **Böhler Uddeholm** (Meerbusch), **Andritz Küsters Maschinenfabrik** (Krefeld), **Schorch Elektrische Maschinen und Antriebe** (Moenchengladbach), **Wumag texroll** (Krefeld) and **Tobaccoland** (Moenchengladbach).



JAPAN

Ninety percent of Japanese companies in North Rhine-Westphalia have located in the Duesseldorf administrative area, of which the Mittlerer Niederrhein region constitutes a sizeable portion. While the figures (84) may suggest that the Japanese business community is not very large, these companies are major players in their industries. They are subsidiaries of major Japanese corporations, and not just sales offices but manufacturing sites too. Thus, for example, hundreds of millions of disposable lighters leave the **Tokai** factory in Moenchengladbach every year. **Canon** manages its printer and photography business from Krefeld, the sports clothing manufacturer **Asics** is located in Neuss. Other illustrious names include **Epson** (printers) and **Kyocera** (printers) in Meerbusch, **Toshiba Europe**

IN GREAT COMPANY – BUSINESS COMMUNITIES

Tab. 2 League table of non-German companies in the CCI district Mittlerer Niederrhein

Country	No.	Country	No.	Country	No.
1 Turkey	1357	42 Czech Republic	20	83 Kenya	3
2 Poland	916	43 Finland	17	84 Columbia	3
3 Netherlands	767	44 Slovakia	16	85 Liechtenstein	3
4 Italy	538	45 North Korea	15	86 Malta	3
5 Greece	445	46 Canada	14	87 Bangladesh	2
6 United Kingdom	219	47 Kazakhstan	14	88 Belize	2
7 Serbia	171	48 Norway	13	89 Dominican Republic	2
8 Austria	168	49 Brazil	12	90 Gibraltar	2
9 Greater China*	139	50 Ireland	11	91 Guinea-Bissau	2
10 France	135	51 Congo	10	92 Democratic Rep. of Congo	2
11 USA	135	52 Kosovo	10	93 Malaysia	2
12 Romania	132	53 Tunisia	10	94 Mauritius	2
13 Switzerland	130	54 South Korea	9	95 Moldavia	2
14 Spain	113	55 Syria	9	96 Niger	2
15 Croatia	105	56 Togo	9	97 Sierra Leone	2
16 Bulgaria	102	57 Cameroon	8	98 Singapore	2
17 Portugal	102	58 Belarus	8	99 Uzbekistan	2
18 Belgium	96	59 Ghana	7	100 American Virgin Islands	1
19 Russian Federation	94	60 Jordan	7	101 Angola	1
20 Japan	84	61 British Virgin Islands	6	102 Armenia	1
21 Iran	71	62 Israel	6	103 Ethiopia	1
22 Ukraine	68	63 Slovenia	6	104 Bolivia	1
23 Vietnam	58	64 Egypt	5	105 Burundi	1
24 Macedonia	57	65 Australia	5	106 Dominica	1
25 Iraq	56	66 Jamaica	5	107 Ecuador	1
26 Morocco	56	67 Cuba	5	108 Estonia	1
27 Bosnia Herzegovina	47	68 Mexico	5	109 Gambia	1
28 Thailand	44	69 South Africa	5	110 Georgia	1
29 Hungary	39	70 Algeria	4	111 Grenada	1
30 Pakistan	38	71 Argentina	4	112 Guinea	1
31 Lebanon	34	72 Azerbaijan	4	113 Cayman Islands	1
32 Luxembourg	34	73 Chile	4	114 Libya	1
33 Sweden	31	74 Ivory Coast	4	115 Monaco	1
34 Afghanistan	30	75 Indonesia	4	116 Mongolia	1
35 Latvia	28	76 Kirgizstan	4	117 New Zealand	1
36 Albania	25	77 Montenegro	4	118 Panama	1
37 Denmark	25	78 Peru	4	119 Rwanda	1
38 India	25	79 Philippines	4	120 Tadjhikistan	1
39 Sri Lanka	25	80 Venezuela	4	121 Trinidad and Tobago	1
40 Nigeria	23	81 United Arab Emirates	4		
41 Lithuania	22	82 Bermuda	3		
				Total	7.162

* PR China, Hong Kong, Macau, Taiwan

- **"MARKUS" Database**, Creditreform AG, Neuss
- **Membership Database of the CCI Mittlerer Niederrhein, 2010**
- **AT HOME: Foreign-owned companies in the Rhineland**
CCI-Initiative Rheinland, Neuss/Duesseldorf 2011
- **AT HOME: Foreign-owned companies in the Mittlerer Niederrhein region**
CCI Mittlerer Niederrhein, Neuss 2011
- **The non-German Population of North Rhine-Westphalia as at 31 December 2009**
Landesbetrieb Information und Technik Nordrhein-Westfalen (IT.NRW), Statistics Unit,
Duesseldorf 2010
- **Duesseldorf – Business Location for Japanese Companies in Europe**
City of Duesseldorf, Business Development Agency, 2008
- **German Business Links with Foreign Countries**
Federal Statistical Office, Wiesbaden 2009
(Material to accompany Berlin press conference on 17 February 2009)
- **Dutch Companies in NRW**
Gesellschaft für Wirtschaftsförderung Nordrhein-Westfalen mbH (GfW),
Duesseldorf 2003
- **Subsidiaries of and Investments by Dutch Companies in Germany**
German-Dutch Chamber of Commerce, The Hague/Duesseldorf 2009



IHK in Krefeld

Postfach 10 10 62
47710 Krefeld
or
Nordwall 39
47798 Krefeld

Phone: +49 2151 635 0
Fax: +49 2151 635 338
Email: info@krefeld.ihk.de

IHK in Moenchengladbach

Postfach 10 06 53
41006 Moenchengladbach
or
Bismarckstrasse 109
D-41061 Moenchengladbach

Phone: +49 2161 241 0
Fax: +49 2161 241 105
Email: info@moenchengladbach.ihk.de

IHK in Neuss

Postfach 10 07 53
41407 Neuss
or
Friedrichstrasse 40
D-41460 Neuss

Phone: +49 2131 9268 0
Fax: +49 2131 9268 529
Email: info@neuss.ihk.de