



Foreign companies in the Mittlerer Niederrhein region

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Objective

The aim of this survey is to show how international the area covered by the Chamber of Commerce and Industry Mittlerer Niederrhein is, based on the number of foreign companies associated with the IHK. These foreign companies are made up of companies registered in the official commercial register and other small foreign owned businesses. Already in 2011, a survey of foreign companies in the Mittlerer Niederrhein region was performed.

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KEY FACTS

Out of a total of **80,562** corporate members of the Chamber of Commerce and Industry Mittlerer Niederrhein (IHK), **7,991** or 10 percent have a foreign shareholder or owner. Or put another way, 1 in 10 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 preferred **sectors** that these foreign businesses operate in include trade (wholesale, retail and commercial agencies – 2,590 companies), hotel and catering industry (1,239) and other business services (730) such as HR placement, facility management and the renting, leasing or hiring of movable objects.

Turkey (1,374 companies) tops the list of foreign companies, some way ahead of **Poland** (1,072) and the **Netherlands** (810).



We've been based in Neuss for 25 years now. We decided on Neuss as a location when we were still a dynamic young company with a fast-growing workforce. Here we found the space we needed to develop as a business. Today we have not only our administrative headquarters in Neuss, but also a sales and customer support branch and a used cars outlet. Good transport connections and proximity to our parent company in the Netherlands are other big advantages.

Johan Friman
Managing Director, LeasePlan Deutschland GmbH (Netherlands), Neuss

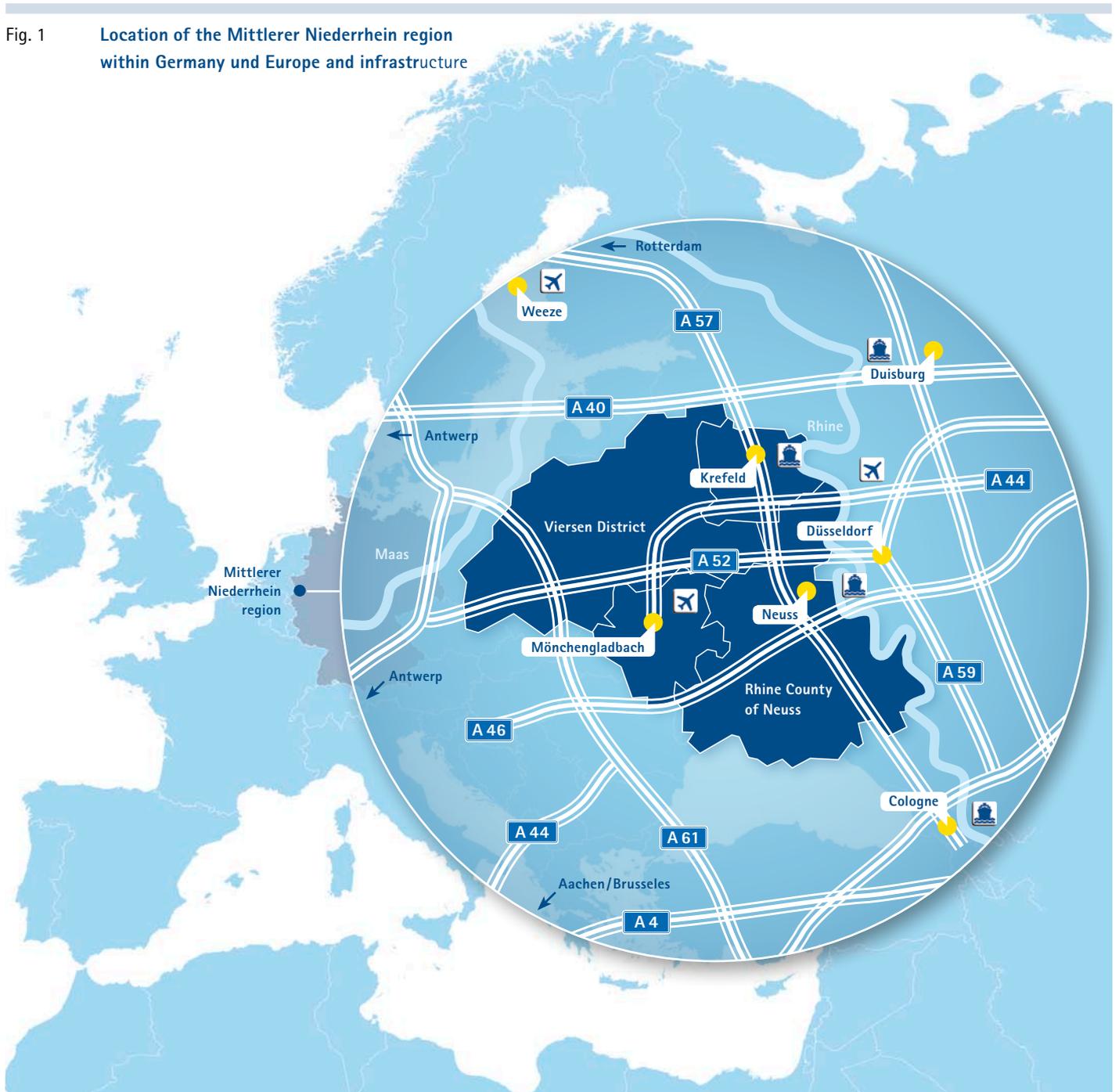
THE MITTLERER NIEDERRHEIN REGION

LOCATION AND INFRASTRUCTURE

Located between the Rhine in the east and the Dutch border in the west, the district of the Chamber of Commerce and Industry (IHK) Mittlerer Niederrhein incorporates the cities of Krefeld and Mönchengladbach, 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 Düsseldorf International Airport and the regional airport at Mönchengladbach provide quick and easy access to the markets directly on the region's doorstep as well as those further afield. Almost 135 million people live within a radius of 500 kilometres.

Fig. 1 Location of the Mittlerer Niederrhein region within Germany und Europe and infrastructure



THE MITTLERER NIEDERRHEIN REGION

THE ECONOMY



The economy in the Mittlerer Niederrhein region is shaped primarily by trade and commerce. Typical industries include mechanical engineering, chemicals, energy, logistics, agribusiness, electrical engineering, textiles and clothing. Small and medium-sized businesses have traditionally formed the backbone of the economy including many family-run businesses that have grown over generations.

Active networks along the value-added chain as well as close links with a diverse practice-orientated university landscape keep driving innovation forward. One of the many positive effects of this situation is that companies in the Mittlerer Niederrhein region are creative, innovative and, above all, globally competitive. The export ratio is over 50 percent and goods and products from the Mittlerer Niederrhein region can be found on all five continents.

Tab. 1 **Industry sectors in the Mittlerer Niederrhein region**

| Industry sector | Total turnover in million € (2012) | Exports as a percentage (2012) | Employees (2012) |
|--|---|---|-----------------------------|
| Engineering | 2,806 | 72.2 | 11,728 |
| Chemical industry | 7,527 | 72.2 | 9,811 |
| Metal production and processing | 4,300 | 49.6 | 8,681 |
| Manufacturing of metal products | 697 | 35.7 | 3,752 |
| Textiles industry | 266 | 64.7 | 1,371 |
| Clothing industry | 214 | 42.5 | 687 |
| Food industry | 3,390 | 27.6 | 5,808 |
| Paper industry | 632 | 34.1 | 2,090 |
| Publishing and printing | 211 | 11.5 | 1,112 |
| Manufacture of rubber and plastics | 212 | 39.0 | 3,146 |
| Manufacture of devices for electric production, distribution | 1,025 | 50.7 | 4,894 |

Source: *Überblick in Zahlen 2013, IHK Mittlerer Niederrhein*

THE MITTLERER NIEDERRHEIN REGION KNOWLEDGE AND SKILLS



MISAPOR is a manufacturer of cellular glass gravel, an innovative and environmentally friendly recycling product. Thanks to its low weight, its load-bearing effect and its good thermal insulation, it can be used in a wide variety of applications. For MISAPOR, Dormagen's central location in the west of Germany was decisive in its choice as production site. On the one hand, we discovered a very well developed infrastructure here, on the other hand we see a rapidly developing market in this strong economic region with great potential for our product in the industry, as well as in the public and private sector.

Volker van Felten

Director of Sales Germany, MISAPOR Deutschland GmbH (Switzerland), Dormagen

Companies locating in the Niederrhein region do not have to look very far to find knowledge, talent and skills. The Niederrhein University of Applied Sciences (UAS) spread over two campuses provides industry with practice-based and relevant expertise.

The UAS with more than 12,000 students, of which more than 1,500 are from abroad, is one of the five biggest universities of applied sciences in Germany. In particular its textiles and clothing faculty is internationally renowned. The university has developed into one of the most popular universities in North Rhine-Westphalia with innovative and international study programs. Also three private state-certified universities have established themselves in Neuss.

In close proximity to the Mittlere Niederrhein region are also renowned universities providing sector relevant research results where students are trained to be the engineers and managers of the future. Topping the list is the RWTH Aachen University and the universities in Düsseldorf, Cologne and Duisburg-Essen. In addition the Research Centre at Jülich (Forschungszentrum Jülich) is particularly involved in carrying out research in the fields of environment and energy, IT and health.

FOREIGN COMPANIES IN THE MITTLERER NIEDERRHEIN REGION

BUSINESS COMMUNITIES

The Mittlerer Niederrhein region has a population of 1.24 million, of which 10 percent are foreigners. The region is home to 80,562 businesses, of which 7,991 are foreign-owned (10 percent). A total of 121 different nationalities are represented in the district. A number of well-known companies with foreign capital participation have located in the IHK Mittlerer Niederrhein district as is revealed by taking a look at the individual business communities described below:



TURKEY

Turkish companies head the country rankings at 1,374 businesses. These include **LFT Germany Luftfeder-technik** (air spring systems) in Dormagen or **Detay Europe** (exhibitions contractor) in Krefeld. Many smaller businesses operate in retailing/trading (577), hotel and catering trade (309), logistics (99) and other business services (87) sectors.



POLAND

The 11,150 Polish nationals resident in the Mittlerer Niederrhein region are very entrepreneurial. Altogether 34 percent of the 1,072 firms operate in the construction industry. Construction is followed by domestic services (23 percent) and health and social services (20 percent). Manufacturing companies include Mönchengladbach-based **Staco Gitterroste** (grating), **FLT-Wälzlager** (bearing) in Viersen or **Rohrex Röhren und Stahlhandel** (tube and steel trading) in Neuss.



NETHERLANDS

There is a long history of dutch companies in the Mittlerer Niederrhein region. Not only because of the common border but also because of good business opportunities. Now almost 10 percent of foreign companies in the Mittlerer Niederrhein region originate from the Netherlands. The majority operate in trading/retailing (40 percent). This segment is followed at some distance by B2B services (11 percent) and other services (9 percent). Dutch capital resources have, for example, been invested in the following companies: **Leolux Möbel** in Krefeld, **Kofu Animal Feed** in Neuss, the beverage manufacturer **Refresco** in Mönchengladbach, the vehicle fleet management specialist **Lease-Plan** in Neuss, the confectionary wholesalers **Suntjens Süßwaren Import & Export** in Brüggen and **Café Bar Deutschland GmbH** near Willich, manufacturers of vending machines for coffee and other beverages and **Mekkafood**, which produces halal meat products in accordance with Islamic rules.



UNITED STATES OF AMERICA

A total of 136 US corporations have located in the Mittlerer Niederrhein region. 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 look back on a long history in Krefeld, having started out there as Deutsche Maizena after World War II.



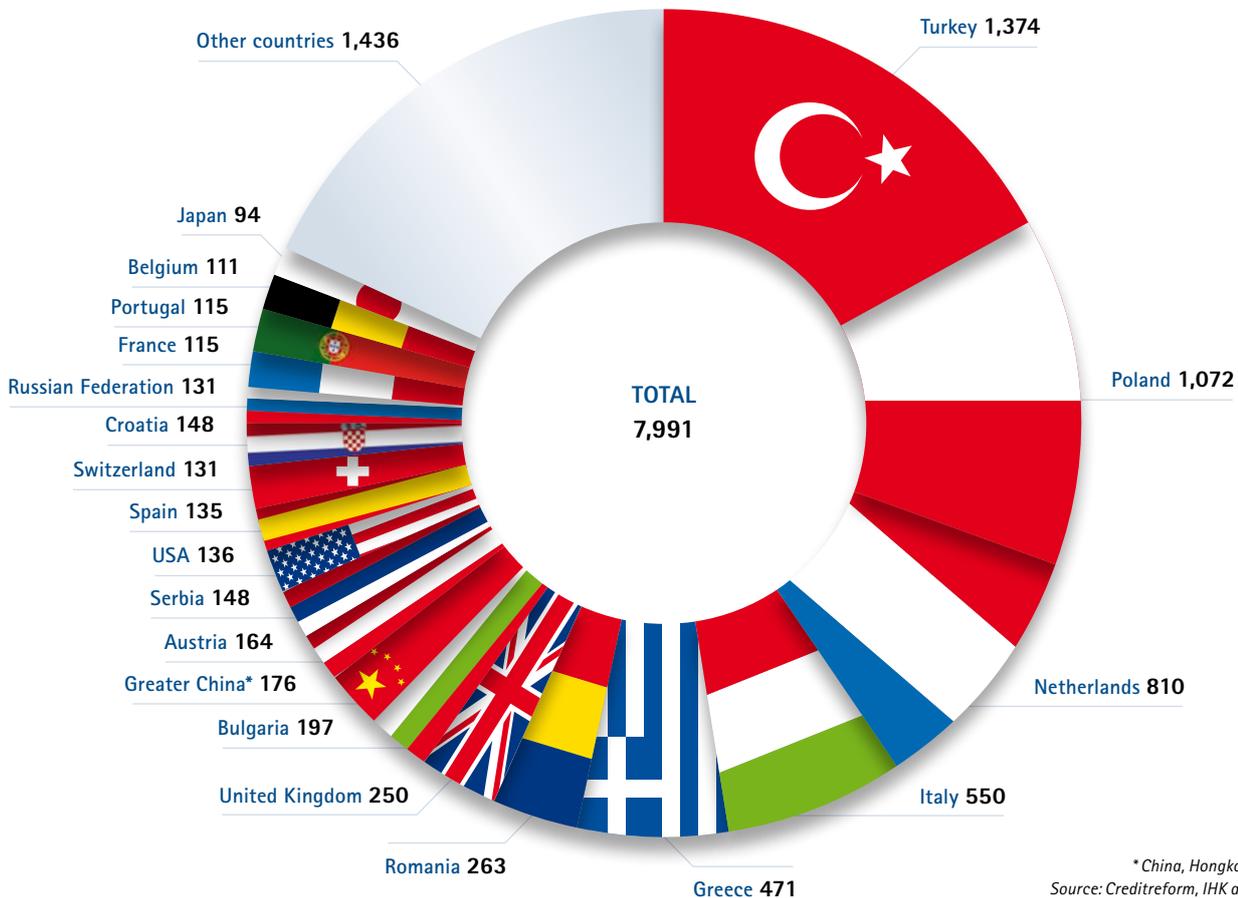
Headquarters of 3M Deutschland GmbH in Neuss

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 Mönchengladbach (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.

FOREIGN COMPANIES IN THE MITTLERER NIEDERRHEIN REGION

BUSINESS COMMUNITIES

Fig. 2 TOP 20 foreign business communities in the Mittlerer Niederrhein region



SWITZERLAND

As is their way, the Swiss usually invest their capital resources discreetly. A total of 131 Swiss companies are located in the Mittlerer Niederrhein region. They are concentrated in the trading/retailing segment (39), followed by B2B services (24) and manufacturing (15). Swiss companies in the Mittlerer Niederrhein region include the Nestlé Group with their **Thomy** factory in Neuss, the control valve manufacturer **Sempell** in Korschenbroich, a subsidiary of the Schaffhausen-based Tyco International Ltd., the machine tool manufacturer **Dörries Scharmman** in Mönchengladbach, belonging to the Starrag Group located in Rorschach, the silverware manufacturer **Jäger** in Viersen, a member of the Wollerau-based Zepter International Group, the Runtime Group's German subsidiary, **Runtime Umwelt- und Industrietechnik** in Krefeld and the foam glass gravel producer **Misapor Deutschland**, belonging to Misapor AG located in Landquart.



JAPAN

Ninety percent of the Japanese companies in North Rhine-Westphalia have located in the Düsseldorf administrative area, of which the region of Mittlerer Niederrhein constitutes a significant portion. While the figures (94) 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. For example, hundreds of millions of disposable lighters leave the **Tokai** factory in Mönchengladbach 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** (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 Mönchengladbach, **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 Düsseldorf region are estimated by the Düsseldorf Business Development Agency to turn over around EUR 35 billion annually; they employ more than 20,000 Germans and Japanese.

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 the world's largest aluminium smelter and foundry (including rolling mill) in Neuss and its rolling mill in Grevenbroich.



The Chinese **XCMG group** established its Europe headquarter and research and development center for construction machinery in Krefeld.



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 Mönchengladbach-based **Santander Consumer Bank**, which offers a range of consumer banking services.



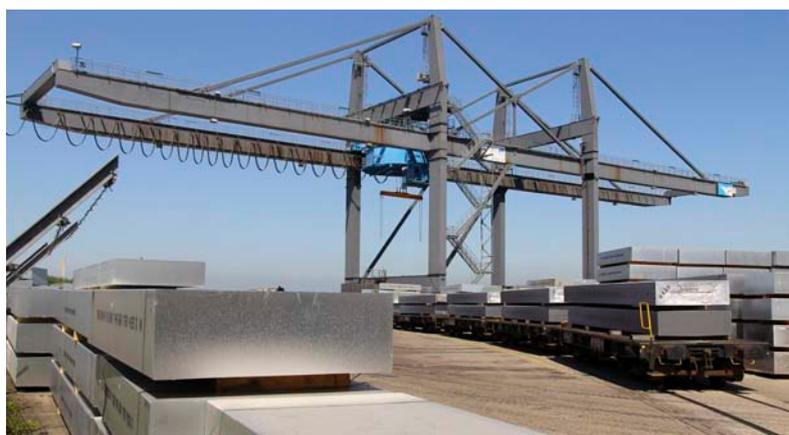
France is represented in the IHK Mittlerer Niederrhein district by the cosmetics manufacturer **L'Oréal** in Neuss, the sheet glass manufacturer **Saint-Gobain** in Willich and the industrial gases producer **Air Liquide**, which operates an extensive pipeline network from Krefeld.



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



Austria too is prominently represented by the steel supplier **Böhler Uddeholm** (Meerbusch), **Andritz Küsters Maschinenfabrik** (Krefeld) supplying technology and services for the paper finishing, nonwovens production and the textile industry, **Schorch Elektrische Maschinen und Antriebe** (Mönchengladbach) specialists for electrical drive technology, **Wumag texroll** (Krefeld) rollers and machines and **Tobaccoland** (Mönchengladbach) cigarette vending machines.



Aluminium ingots piled in Neuss harbour, designated for Hydro Aluminium plant

FOREIGN COMPANIES IN THE MITTLERER NIEDERRHEIN REGION

TOP SECTORS

Fig. 3 TOP 10 sectors of foreign companies in the Mittlerer Niederrhein region

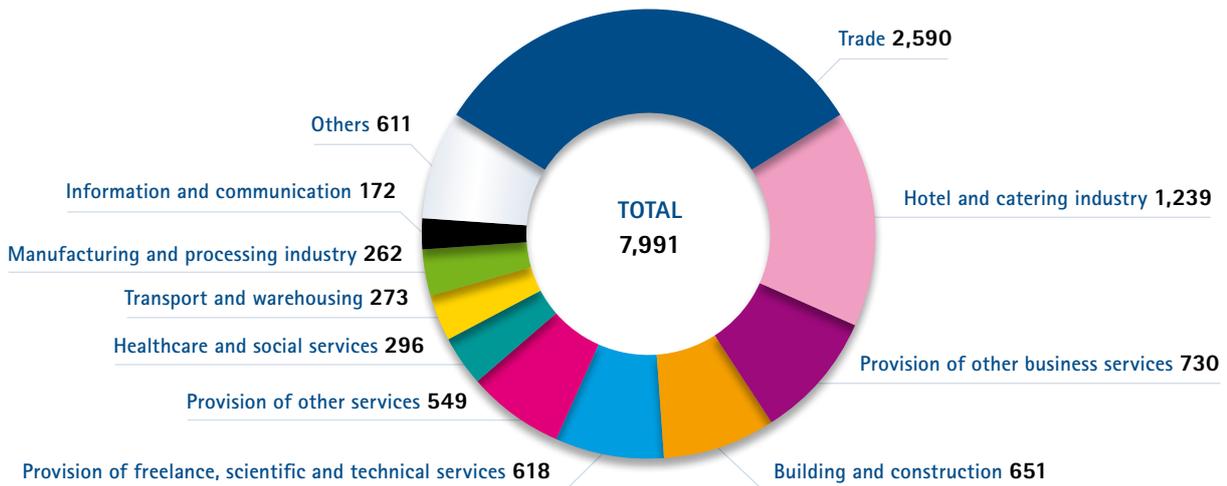
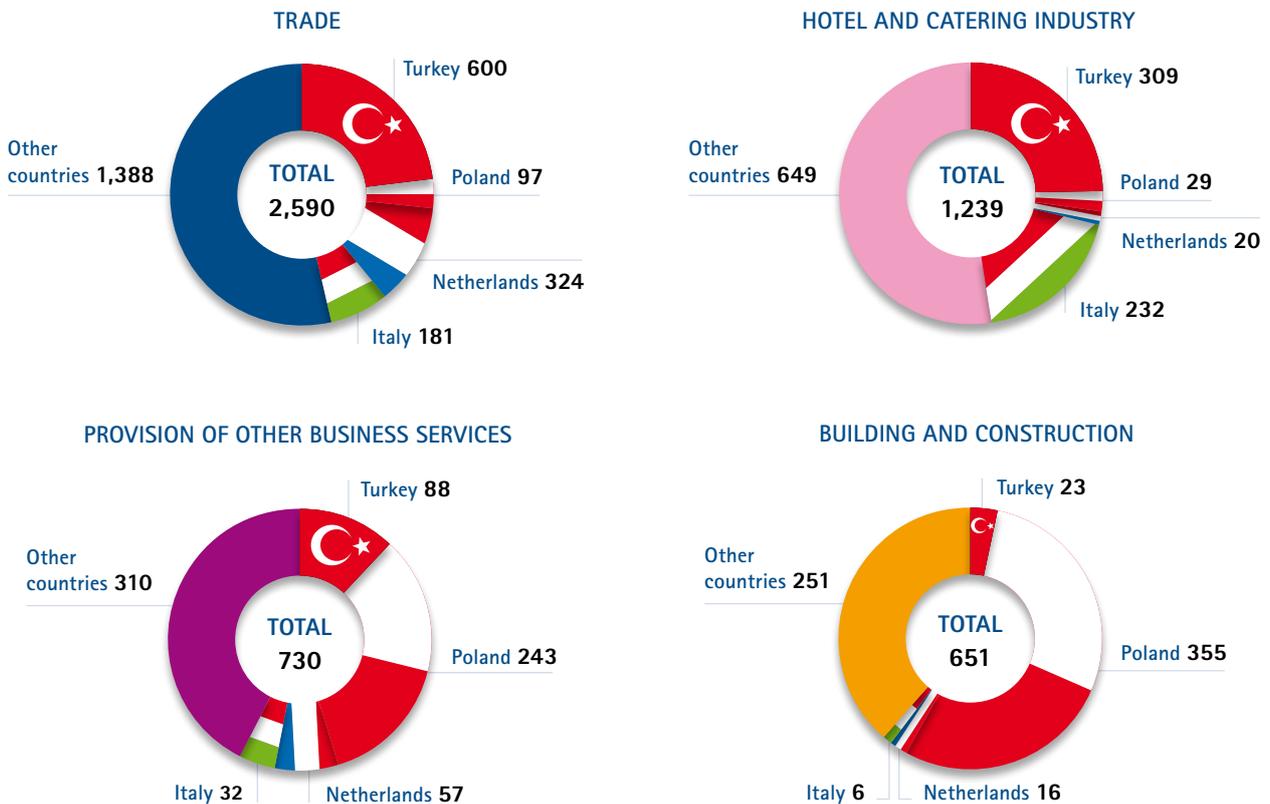


Fig. 4 TOP 4 sectors of the TOP 4 business communities Turkey, Poland, Netherlands and Italy



Source: Creditreform, IHK, own calculation

SOURCES

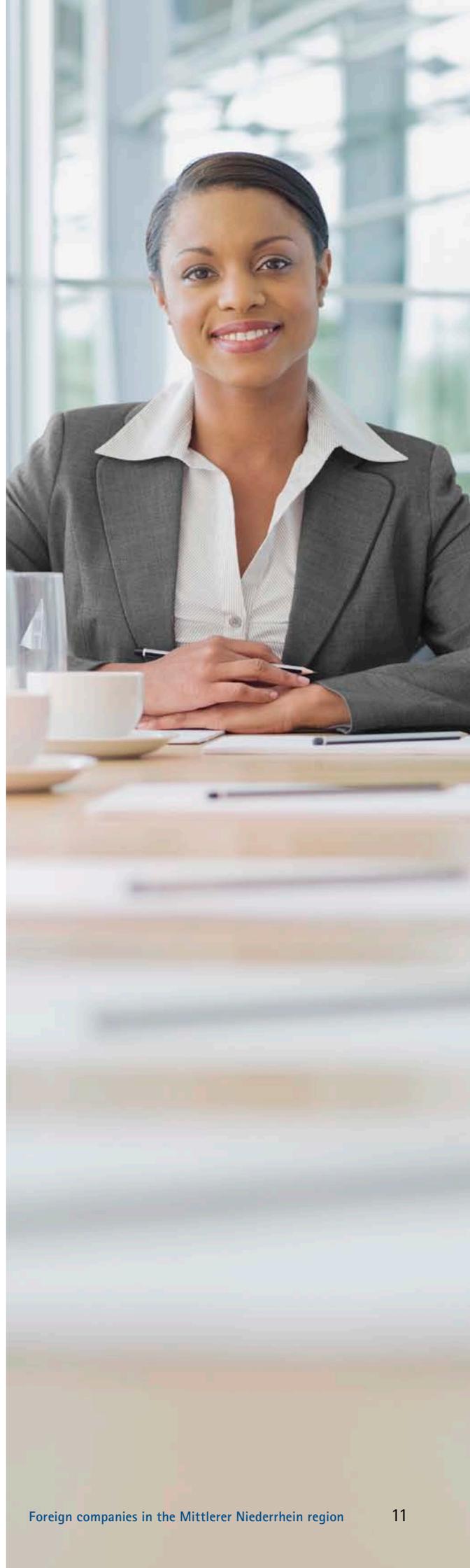
"MARKUS" Database

Creditreform AG, Neuss, Germany

Membership Database of the IHK Mittlerer Niederrhein, 2013

Ausländische Bevölkerung in Nordrhein-Westfalen am 31. Dezember 2011

Landesbetrieb Information und Technik Nordrhein-Westfalen
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