

BDG INDUSTRIAL SOLUTIONS

Entering The German Engineering & Mechanical Market



business
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ENGINE OF THE GERMAN ECONOMY: MECHANICAL ENGINEERING – AN INDUSTRY OVERVIEW



The Mechanical Engineering Industry in Germany

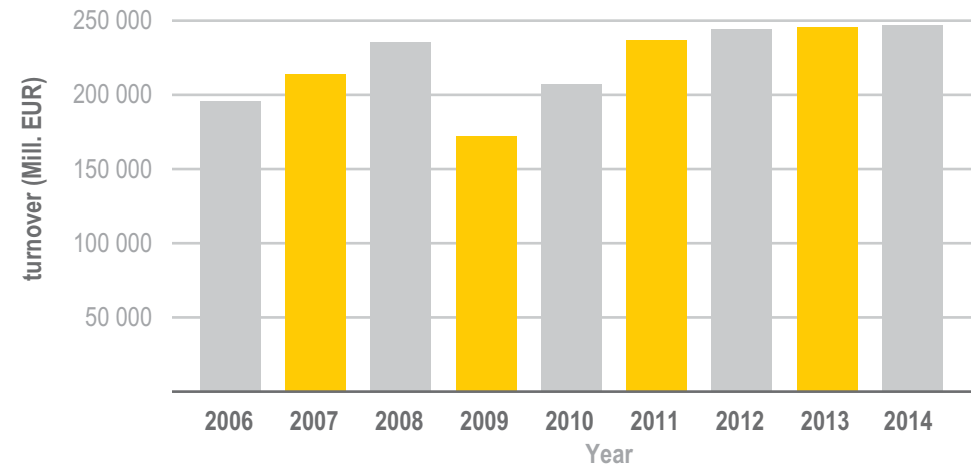
Mechanical Engineering is one of Germany's most innovative industry sectors. Germany is a high-tech nation with an engineering tradition that has become one of the world's leading countries in technological development.

Market Summary

With record revenue of EUR 249 billion 2014 turned out to be the best year for Germany's Mechanical Engineering industry, with the prospects for 2015 and beyond to look better still. Germany's largest industries (chemicals, electronics, automotive, food & beverage) are the four largest client sectors driving the market growth.

Market Trends and Opportunities

One of the top trends for the industry is an increasing demand for customized system and integration solutions. Due to Germany's ambitious energy transition project ("Energiewende") new market opportunities are also opening up in the thriving renewable energies and resources sector.



Revenue of the mechanical engineering industry in Germany from 2006 to 2014 (in billion euros)

Industry facts

The German mechanical engineering industry holds the leadership position as the country's biggest industrial employer

- over 1 m employees in approx. 6.400 companies
- an annual turnover of EUR 200 bn

The diverse subsectors for the industry can be clustered as follows:

Mechanical appliances for process technology

- Compressors, compressed air and vacuum technology; Pumps; etc.
- Machinery imports (Mio. EUR) by the subsectors: Compressors, compressed air and vacuum technology (2818.7), Pumps (2362.6)

Machines and components for automation technology

- Power transmission engineering; Fluid power equipment, Electrical automation; Software; Robotics + Automation
- Power transmission engineering has the highest share (12,7%) on Germany's machinery imports by the industries subsectors

Machines mainly for mobile applications

- Construction equipment and building material machinery; Mining equipment; Agricultural machinery; etc.
- Machinery imports (Mio. EUR) by the subsectors: Construction equipment and building material machinery (3887.5), Agricultural machinery (3321.6)

Machines for manufacturing processes

- Machine tools and manufacturing systems; Precision tools; Textile machinery, Food processing and packaging machinery, etc.
- Highly profitable subsector
- Number of manufacturing enterprises: > 37.000; Number of companies producing food and beverages products: > 5.000

Mechanical & Engineering Market: ENTRY METHOD



Our path to the Market.



WHY BDG INDUSTRIAL SOLUTIONS?

Because we know what it takes to generate success in the German market!

BDG is focused on market entry in Germany. We understand the needs of business development, sales and marketing, when it comes to establishing business links in Germany. This is also reflected when searching for suitable business partners within this market.

BDG delivers quickly. We are well experienced in business development and experts in representing foreign companies in Germany. With a huge network of professionals, we know where to start and can deliver quickly.

Optional Services:

Logistic	Ordermanagement	Translation	Meetings
<ul style="list-style-type: none">■ Sending of samples■ Storage, distribution etc.	<ul style="list-style-type: none">■ Preparation of price lists and order forms etc.■ Order management in general	Depending on the complexity of the product, larger documents should be made available in German.	Meetings and presentations of your product. We travel to your client and represent you in person.

The price of optional services can be agreed upon individually. When we receive details of your requirements, we will quickly provide you with a service proposal.

References

DGA ■ Meecon ■ CEIT ■ Mycontrol24 ■ Zapt Industries ■ Batiroc
Kofler Energies and many more!



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