

# BERLIN *to go*

BUSINESS NEWS TO TAKE AWAY

## BRAINWAVES

INNOVATION FROM BERLIN

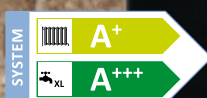


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# DEAR READER,

Being hit by a flash of lightning is not a pleasant experience. In fact, almost 100 people are struck by lightning in Germany every year. In contrast, being hit by a flash of inspiration is something we all hope to experience. Just like lightning, flashes of inspiration often appear out of nowhere to electrify us and ignite brilliant ideas. And, although we lack concrete data, all the latest figures indicate that Berlin continues to spark many flashes of genius every day.

Brilliant ideas from Berlin are indeed a hot commodity, with investors placing tremendous confidence in young founders in the capital. This confidence even has a number - almost €1.5 billion - which represents the amount of venture capital gathered by Berlin-based startups in the first half of 2017. Berlin is also increasingly home to new “innovation units” set up by German and international companies. The science community is also hard at work generating future technologies, for example, the ability to print 3D mini organs.

In this issue of Berlin to go, I invite you to read about the latest brainwaves in Berlin.

Sincerely,



Dr. Stefan Franzke  
Managing Director, Berlin Partner



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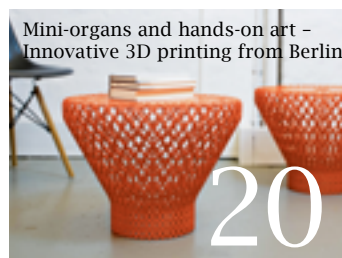


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## Continued Growth

A recent survey carried out by Creditreform Berlin Brandenburg and Investitionsbank Berlin revealed a buoyant mood among Berlin's small and medium-sized enterprises (SMEs): 69.3% of the roughly 1,300 companies surveyed described their current business situation as good to very good. The share of positive appraisals was noticeably higher than in 2016 (64.5%) and remains at an all-time high. Particularly in the construction sector, more than three-fourths (76.2%) of respondents described their current business situation as good or better.



## Berlin Maintains Status as Germany's Startup Capital

The latest edition of Ernst & Young's "Startup Barometer Germany" shows that Berlin continues to hold the dominant position among German startup regions. In the first six months of 2017, startups in the capital accumulated an investment volume of almost €1.5 billion, the equivalent of 68% of the total investment volume nationwide. Of this total, €747 million alone went to two major deals – Delivery Hero and Auto1 – that took place in the first half of the year. As Berlin Senator Ramona Pop notes, "Berlin is Germany's startup capital, both in terms of the number of new companies and the total sum of venture capital. The city is clearly ahead in many areas."

## More Than 6,000 New Jobs

In the first half of 2017, 6,443 new jobs were created in the 164 projects supported by Berlin Partner alone. This marks an increase of 52% over the same period in the previous year. The investment volume grew even more rapidly, that is, by 75% to € 356 million. There was an especially large increase in the level of third-party funds for innovation; these funds increased by 333% in the first six months of 2017 from €24.5 million to €106 million, more than quadrupling their number. "With more than 6,000 new jobs, we've almost already reached the total number from 2016 after only six months," noted Dr. Stefan Franzke, Managing Director of Berlin Partner.

# 4

## Berlin is Top IoT City

As more and more machines and measuring devices become networked in the Internet of Things (IoT), digitization is now entering a new phase in which value creation is increasingly shifting from hardware to software. As a leading IoT location, Berlin is profiting considerably from this development. According to a recent study by Technologiestiftung Berlin (TSB), almost half of all IoT companies have their head offices in Berlin, where they are working on especially promising technological fields at a higher rate than the federal average. The study offers an overview of the scene and examines its future potential. The noticeable development is taking place first and foremost in young Berlin-based startups supported by an ideal infrastructure of accelerators, incubators and venture capital providers.

# 5

## Fourth in Global Congress Ranking

Berlin hosted 176 international association congresses in 2016, which put it in fourth place on the current rankings issued by the International Congress and Convention Association (ICCA). The top three cities are Paris (196), Vienna (186) and Barcelona (181). "Berlin continues to assert itself among cities vying to host international congresses and conventions," notes Burkhard Kieker, Managing Director of visitBerlin. According to official statistics from the Berlin Convention Office at visitBerlin, a total of 137,500 gatherings took place last year in the capital – a new record for congresses and conventions in Berlin. The city is particularly popular among medical and science-related congresses as well as IT events.

# 6

## Emerging IoT & Fin-Tech Hub

As part of the Digital Hub Initiative launched by the Federal Ministry for Economic Affairs and Energy, a consortium comprised of the Factory, Fraunhofer Center for Digital Transformation, NBT performance marketing agency and FinLeap was given the task of generating an IoT and fintech hub in Berlin. Berlin's role as Germany's digitization capital will no doubt be further strengthened by the two representative locations of the IoT and fintech hub. "The hub concept brings us closer to our goal of linking new digital businesses with the digital transformation of existing companies. It enables us to network Berlin's established economy with startups and young founders in all business sectors in the city," says Ramona Pop, Berlin's Senator for Economics.

# BERLIN – CITY OF



Innovation can be defined as the introduction of an original or advanced solution to a particular problem, especially the provision of a new product or the application of a new procedure. This staid dictionary definition describes a process that Berliners are pursuing every day in vibrant, bold and exciting ways. The countless fresh ideas for new products, services and processes being generated here are just as diverse as the creative minds behind them. In Berlin, these young professionals are turning ideas into success.

## CITY OF OPPORTUNITIES

Roughly 40,000 new companies are founded in Berlin each year. Today, more than ever, it takes courage to start a company, pursue a vision and turn your dreams into reality. It's a process full of hope and doubt, peppered with optimistic numbers and cold hard balance sheets. Some startups fail, some morph into that elusive, unicorn-like creature – the one that makes it. For founders, Berlin has a wealth of opportunities that offer intellectual freedom, space to grow, numerous supporters, pools of young talent and a culture of innovation that makes it possible to implement ideas.

## BERLIN ASSERTS ITS APPEAL

Waltraud Wolf, Managing Director BBB BÜRGERSCHAFTSBANK Berlin, put it succinctly: "Berlin has again proven its unrelenting magnetic power. The 2017 BBB Founders Index confirms that Berlin maintained its position as Germany's startup capital in 2016, reaching a figure of exactly 200.9, which equates to roughly 201 new companies founded per 10,000 economically active residents. Measured against the number of existing businesses in the energy supply sector, the high-tech ICT sector and the "other economic services" category, Berlin showed a considerable surplus, thus underlining its appeal for tech-based startups.



# OF INNOVATION

Text: Simone Fendler



## PRINTED FUTURE

3D printing is already old hat, right? Not at all! This fascinating technology is still in its infancy. From organs to automobiles, many items will be produced by printers in the future. As a production site with close ties between business and R&D institutes, Berlin is an ideal city for 3D printing technology. The 3D Print Network Berlin, which was co-initiated by Berlin Partner, brings together innovation drivers working in the realm stretching from applied research all the way to industrial applications in the region.

## WORKING SPACE

Berlin has well over 100 co-working spaces. These fully equipped offices are a flexible and affordable alternative for founders, freelancers and beginners. In European comparison, Berlin is second only to London. Similar creative workspaces are offered by Berlin's many hubs, labs and accelerators. Big players provide space, technical equipment and expert knowledge to young entrepreneurs looking to implement their innovative ideas. For example, Volkswagen develops agile software for the future of mobility at their Digital:Lab. The Techstars Metro Accelerator helps teams of international founders working on the digitization of the hospitality and retail sectors. And Cisco is opening an innovation center for the Internet of Things at the openBerlin Innovation Center on the Euref Campus.



## HEALTHY CONGRESS

Everyone knows the Charité, Pfizer and Sanofi. But they are only three of over 21,000 enterprises working in the field of health care in the capital region. Indeed, the health care sector is an important pillar in the capital region's economy, employing one in eight Berliners. The BIO Europe – the largest conference of its kind in the biotech and pharma industry – recently chose Berlin as the venue for its gathering in November, thus underscoring the capital's excellent reputation as a leading city for R&D.

# BIOTECH PAYS A VISIT TO BERLIN

Text: Ines Hein

## BIO-Europe is the largest annual partnering conference in the biotech and pharmaceutical industry

From November 6 to 8, 2017, CityCube Berlin will host a who's who of the international biotech scene. Investors, startups and leading decision makers from the biotech, pharmaceutical and finance sectors will gather for three days of intensive exchange at the international BIO-Europe. High-ranking guests will participate in workshops, panels and those popular pre-scheduled one-on-one meetings that make the conference so unique. The aim of the get-together is to foster innovative and value-generating ideas by uniting joint interests and expertise.

In 2016, roughly 3,700 decision makers representing 2,000 international companies accepted the invitation to the BIO-Europe conference, where more than 20,000 one-on-one meetings engendered multiple cooperative agreements, projects, development mandates and innovative business models. Roughly 65% of participants came from Europe, roughly 20% from North America. Berlin will host the 2017 BIO-Europe with support from Berlin Partner's HealthCapital Cluster, which will showcase its activities to international guests and also work to bring regional actors together with decision makers from Germany and abroad. The cluster's agenda will focus on support for internationalization, regional excellence and future-oriented innovation. Carolin Clement, head of Unit Biotech/Pharma at Berlin Partner for Business and Technology, which manages the HealthCapital cluster, noted: "Our tasks this year include highlighting the life sciences region internationally and facilitating the creation of

new companies and cooperative activities. Tradeshow and congresses like BIO-Europe offer the ideal platform to do just that. We provide custom-made location tours and information to all guests, and our in-depth knowledge of the region's major business and science stakeholders, infrastructure and commercial sites makes it possible for us to generate the right contacts for each respective need."

The capital region certainly has a lot to offer. As a leading international location for the life sciences and health care industries, Berlin and Brandenburg comprise a unique landscape of industry, hospitals and R&D. Roughly 21,000 health care companies, including giants like B. Braun, Carl Zeiss, Pfizer Germany, Sanofi-Aventis and Bayer, are at home in the region. Together they employ a workforce of over 360,000 individuals and generate an annual turnover of roughly €23 billion. Next to the more than 130 regional hospitals and clinics, the Charité - Universitätsmedizin Berlin is one of the largest teaching hospitals in Europe. Science and R&D also work hand-in-hand here at non-university institutes. Among the region's over 30 independent life science facilities are the renowned Max Planck, Leibniz and Fraunhofer institutes and the various centers belonging to the Helmholtz Association.

BIO-Europe will also be especially interesting to Berlin-based biotech companies. This year, they won't have to travel abroad to engage in fruitful exchanges with other industry professionals. The region's roughly 5,000 employees at over 240 companies make a significant contribution to the



federal state's expanding expertise and economic strength. Roughly 90% carry out R&D in the realm of biomedicine. Today, digitization is the theme driving many of these companies: "In the future, big data will be essential to the life sciences. The challenge will be to derive new knowledge from this multiplicity of complex data, for example, in cancer research and in the field of personalized medicine," notes Dr. Kai Uwe Bindseil, manager of the HealthCapital cluster. Here, the emphasis is placed on first-class R&D facilities such as the Berlin Institute of Health (BIH), which focuses on translational research and precision medicine.

The region is also a leader in drug development: according to [clinicaltrials.gov](http://clinicaltrials.gov), in 2016, Germany maintained its second-place world-ranking in the field of clinical studies carried out by pharma companies. Within Germany, Berlin facilities play the number-one role in this field, participating in 201 of the total of 532 studies completed nationwide.

BIO-Europe will no doubt generate considerable attention for Berlin among the global community of experts before, during and after the conference. International guests will be given a great opportunity to personally acquaint themselves with the capital as a leading location for the biotech and pharma industry. This is indeed the unique

advantage of international meetings that take place at a different location each year. As cluster manager Dr. Bindseil argues, visitors to Berlin are consistently most fascinated by the impressive industry numbers, the verve of the city and its unique entrepreneurial spirit: "The large pool of international talent and the dynamic founders' scene continue to inspire companies from all over the world to come to Berlin and launch development centers here. Large pharmaceutical companies like Bayer and Pfizer seek out contact to startups and work with them on innovations and new business models in labs, incubators and special startup programs." A fruitful exchange between traditional and future-oriented ideas is decisive to boosting the potential of health care startups in the sector, with special startup boot camps helping to drive this networking forward.

»In the future, big data will be essential to the life sciences.«

Sanofi Deutschland is already working in this vein with partners such as BioNTech, Evotec, Apeiron Biologics, MAB Discovery and Curevac. Cooperation is the key to innovation and thus success in a sector driving fundamental transformation. Partnering conferences like the BIO-Europe make a significant contribution to this process.

# HEALTH CAPITAL

## INTERVIEW: Clemens Kaiser, Chief Executive Officer at Sanofi- Aventis Deutschland GmbH

Clemens Kaiser has over 30 years of experience in the pharmaceuticals industry. Initially recruited by the Bayer Group in Leverkusen, he also spent periods working in Southeast Asia, South Africa and Canada. Among others, Kaiser was Executive Vice President and Member of the Pharma Executive Committee at Bayer AG, Founding Chairman of Bayer Healthcare China and President Global eBusiness at Bayer AG in Leverkusen. In 2002, he accepted the role as CEO of the Bayer/GE automotive technology joint venture Exatec LLC in Detroit, where he remained for approximately five years. He joined GE Healthcare in London as Head of the Global Contrast Media Business in mid-2009, following a brief interlude with the Canadian biotech company Isotechnika. Kaiser moved to Sanofi in Paris in July 2014 as Senior Vice President Biologics. He has been Chief Executive Officer of Sanofi Deutschland since September 2016, where he is responsible for the areas of generics and established products (EP), as well as for the general medicines business in Austria and Switzerland. In the interview, the Berliner-by-choice discusses current projects and reveals the winning formula of racing driver Nico Rosberg.

### MR. KAISER, WHICH INDICATIONS AND PRODUCTS IS SANOFI CURRENTLY FOCUSED ON?

Diabetes remains our most important area in Germany. We lead the market in this field. The Onduo joint venture with Google is an absolutely cutting-edge project. Instead of developing a pharmaceutical product, it investigates how we can make the treatment results or outcomes for diabetes patients better. One aspect is the method of administering insulin using network- and data-controlled pumps rather than injections. We



Clemens Kaiser, Chief Executive Officer

are also researching new biotech products. The next step will be our rollout of two innovative monoclonal antibodies in Germany: one for the treatment of rheumatoid arthritis, the other for atopic dermatitis. The latter has been awarded FDA breakthrough status, as there is no satisfactory alternative currently available for the treatment of adults in this area. We are also developing bi- or tri-specific products – so antibodies that attack two or even three targets – in the area of cancer therapy.

### HOW IMPORTANT IS DIGITIZATION TO YOUR RESEARCH?

It is a tool to help us learn more and to achieve better treatment results. Each stage of the value chain involves the collection and analysis of data: research, development and production. Clinical trials are organized differently these days, and treatment is changing and becoming more personalized as well. I am a fan of motor racing. Nico Rosberg would never have become world champion without telematics telling him when he was braking too early or too late compared to the competition. Treating a patient is no different. In fact, they may not be patients at all if we can give them individual instructions on how to adjust their behavior. Feedback is becoming increasingly important in medicine as well.

**WHICH STRATEGIC CHALLENGES IS THE PHARMACEUTICAL INDUSTRY CURRENTLY FACING?**

We need to adapt, inhale and integrate these new methods, technologies and trends. We are a heavily regulated industry by tradition. Valuable time is often lost before competent authorities decide on new technologies. In many cases this forces us to adopt a parallel strategy that is both conservative and innovative. But now the regulatory authorities appear to have understood that electronic health records – as an example – are important. First we need to find out what is beneficial. Then we have to define how we want to use it and how it will help our patients. Finally we must decide on how it should all be implemented. What we see around us certainly warrants the name ‘technological revolution’.

**WITH OVER 130 HOSPITALS AND CHARITÉ AS EUROPE’S LARGEST UNIVERSITY CLINIC, THE GERMAN CAPITAL REGION BERLIN-BRANDENBURG HAS A POWERFUL CLINICAL SECTOR TREATING A HUGE NUMBER OF PATIENTS. SANOFI USES BERLIN AS ITS BASE TO RUN MARKETING AND SALES. WHAT DO YOU BELIEVE IS SO SPECIAL ABOUT BERLIN?**

Berlin is an innovative, open and international city. The last aspect is particularly important to us, as it helps us to recruit the best talents. The business enterprise sector taking root here is simply overwhelming. Young people are happy to come to Berlin because it’s here that they find kindred spirits, because life is good and the city is historically important. These factors influenced

me as well. When I left Berlin in 1984, the Wall still bisected Potsdamer Platz where our offices are now located. The city – Germany as a whole – has benefited hugely from reunification. We support the scientific community and are involved in many different conferences to make Berlin an attractive city of science. For instance, we have launched innovative research projects with Charité, initially to investigate strokes, and then as part of the Diabetes Alliance. Researchers contribute to the findings and the accomplishments right from the get-go. It is our goal to break down the barriers between the academic and industrial worlds. Our collaboration with the Fraunhofer Institute in Gießen emphasizes this concern as well. The employees have access to our substance library for antibiotic research – our crown jewels, as it were. And Fraunhofer will be at liberty to exploit anything developed outside the field of human medicine, commercially as well.

**ARE THERE STARTUPS THAT YOU FIND PARTICULARLY INTERESTING?**

Many startups are not even aware of their potential benefit to the healthcare sector. So we need to create opportunities to share information. We promote platforms that support startups, for instance by organizing competitions – an example is our sponsorship of the StartUpBootcamp digital Health. I frequently drop by the Factory Berlin or the Cube when I need inspiration. I can wholeheartedly recommend the experience to anyone. We already collaborate successfully with companies like BioNTech, Evotec, Apeiron Biologics, MAB Discovery or Curevac, and we certainly welcome cooperation. Our ears are open for fresh ideas.



# DID YOU KNOW THAT ...

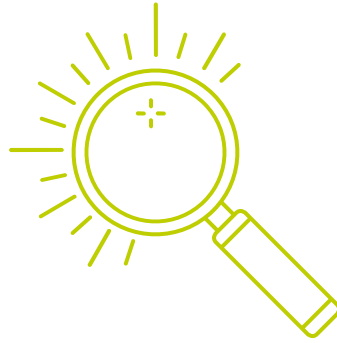
## ... Berlin is Germany's startup capital?

In the first half of 2017, young Berlin companies received a total of €1.5 billion in different financing rounds, which accounts for 68% of the entire investment volume in Germany.



## ... German corporations and SMEs are placing their bets on Berlin for the development of innovations?

Established firms, startups and scientists are working on future technologies at a number of innovation and creative labs. Examples include Würth, Deutsche Telekom and Phoenix.



## ... nanocarriers are being developed in the German capital?

These special drug deliverers are so small they permeate body's natural filters and barriers and are thus perfect for administering medication via the skin. In 2016, DendroPharm GmbH, which was founded in May 2013 as a spin-off from the Free University Berlin, received the Berlin Brandenburg Innovation Prize for its research.

## ... there is a platform for technical development and new inventions in Berlin?

The website [www.berlin-innovation.de](http://www.berlin-innovation.de) is operated by the Technologie Stiftung Berlin and brings together all the actors working in the field of innovation.

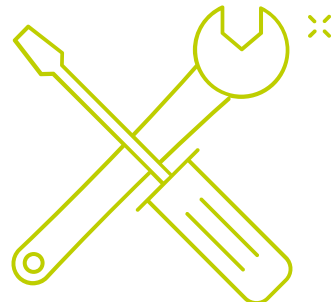
## ... the Federal State of Berlin is working together with the Federal State of Brandenburg on the theme of innovation?

Their joint innovation strategy focuses on the fields of energy technology, health care industry, ICT, the media and creative industries, optics and photonics as well as transport, mobility and logistics.



## ... 831 patents were registered last year in Berlin?

Including 80 patents in the field of transport, 74 in the field of consumer goods and 68 in the measurement technology sector.







**SUMOLIGHT SPOTLIGHTS VIPS**

What do Steven Spielberg and Sumolight GmbH have in common? When it comes to lighting, neither will settle for anything but the best! Berlin's Sumolight is a specialist in the field and has been developing, producing, leasing and selling high-end LED spotlights for use in film and TV since 2011. They even caught the eye of Hollywood; indeed, it was Sumolight that shed the right light on Tom Hanks in Spielberg's thriller "Bridge of Spies." The Investitionsbank Berlin (IBB) played an indirect role in the company's success: "With the help of a loan of over €300,000 from the 'Berlin Innovativ' program in 2017, we were able to invest successfully in R&D and pre-finance our inventory," notes Sumolight Managing Director Tim Zur.

**CROSSTEC DESIGN SOLUTION - INNOVATIVE INTERIOR DESIGN**

With its great view over Kurfürstendamm Boulevard, the CROSSTEC Group office in the Kranzler Eck is indeed located in the perfect spot amid luxury boutiques and noble shopping centers. In other words, this specialist for custom-made furniture, shop design and interior design solutions for jewelers, fashion designers, department stores, offices, hotels and museums is in the good company of its best clients. For almost 20 years now, CROSSTEC has worked for numerous global luxury brands. In addition offices in Hong Kong, they are currently developing their Berlin location as a second design center to serve the European market. "A large number of our orders come from the headquarters of luxury companies in Paris, London and Geneva. But for us, Berlin is the ideal location, the innovative center of Europe," says CROSSTEC founder Sandi Lee.


**DONGXII.COM - DIGITAL MARKET ACCESS TO CHINA**

Efforts to internationalize one's business to include China can bring sustainable growth potential for product manufacturers. And yet, entering the market in China is usually expensive and difficult, which often discourages small and medium-sized enterprises. DONGXii.com is a platform founded in 2016 that offers straightforward opportunities to garner attention for your brand in China. DONGXii takes over all the necessary processes, such as cross-border payments, international logistics, customs clearance and customer service, and makes market entry simple and cost-effective. Vendors introduce their products and advertise them among their exact target groups via China's social media and digital channels, thus also gathering experience selling their wares to the world's largest growing middle class. More than 50 European brands are already using the platform to test the market. This year, the DONGXii app was named an "Ausgezeichneter Ort" ("Selected Landmark") as part of the German program known as "Ausgezeichnete Orte im Land der Ideen" ("Selected Landmarks in the Land of Ideas").



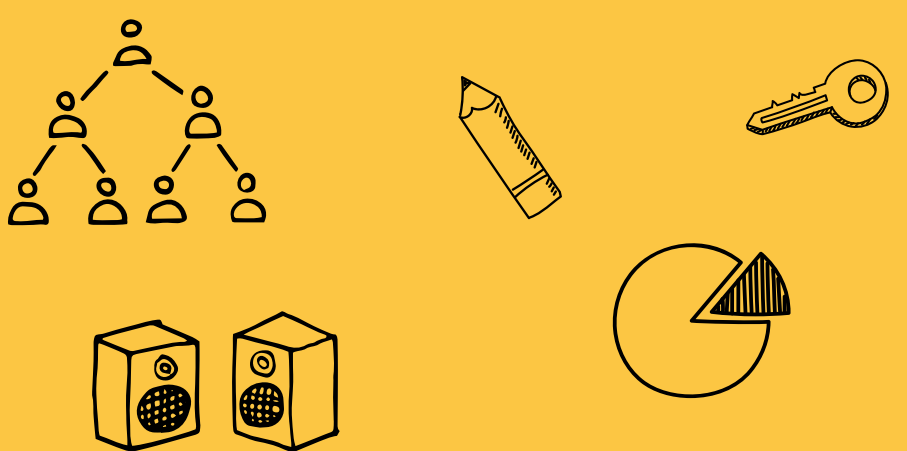


### [J]KAREF GMBH – VISUAL LANGUAGE IN THE NAME OF SCIENCE



[j]karef has been developing hardware and software systems that acquire, analyze, sort and distribute information and scientific content in a semantic manner since 1995. With the help of funding from the IT program known as “KMU innovativ IKT” organized by the Federal Ministry of Education and Research (BMBF), the company carries out research as part of the Simple Anno project on the development of software that uses a semi-automatic assistance system to provide images from medical case reports with extensive metadata. Indeed, what is depicted in images is not always fully represented in the metadata. This lack of this information leads to medical images not being classified properly or used to their full potential. With Simple Anno, this information can be added easily and used for several purposes, including as the basis for e-Learning concepts, as a support system for decision-making in the medical treatment process, as new publication models for publishers and research into rare diseases.


### HOLOPLOT – GOOD SOUND WELL RECEIVED



With its innovative speaker system, HOLOPLOT is well on its way to revolutionizing the audio market. Founded in Berlin in 2011, the company underwent a long development phase and is now on the verge of market readiness. The 10-person team has developed a loudspeaker system that pushes the very limits of sound reproduction. A unique combination of hard and software enables sound to be aligned like a light beam. This makes it possible to “play” different groups with entirely different content in one room and thus to create 3D sound spaces. Thanks to HOLOPLOT sound waves, volume and sound quality remain very constant over large distances. This opens up a broad field of potential applications, for example, for train stations, tradeshow, concerts and sound reinforcement in any environment with difficult acoustics. HOLOPLOT already received the Interactive Innovation Award for their development at SXSW, the world’s largest technology and digital conference in Texas.



### BS PAYONE – CASHLESS PAYMENT WORLDWIDE



BS PAYONE offers business solutions for the automated and holistic processing of all payment processes. This full-service payment service provider serves more than 255,000 customers from a variety of industries in the realm of cashless payment transactions - whether at the PoS, in e-Commerce processing or in the rapidly growing segment of mobile payment. In July, BS PAYONE opened a new office in the Mäderhaus on Friedrichstraße in Berlin-Mitte. The leading omni-channel payment provider in Europe employs computer scientists, product managers, customer advisors and sales professionals. The company chose Berlin because this is where digital trends are being set for the future of payment, so it’s only fitting that the largest European payment solution specialist should be here too.

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# THE FUTURE IS READY TO PRINT

Text: Eva Scharmann

## Mini-organs and hands-on art – Innovative 3D printing from Berlin

The market for 3D printing is growing rapidly, prices are sinking and technological progress continues unabated. By 2020, global sales involving 3D printing are set to double to \$35.4 billion. Analysts are predicting a bright future for the manufacturing process in which 3D component pieces are constructed in layers. In Berlin, interdisciplinary teams are already working on the “revolution from the printer.” The following three examples drawn from the world of industry and R&D demonstrate what 3D printing can already achieve.

Human organs in mini formats made in a 3D printer: sounds like science fiction, but it’s already a reality in Berlin. The biotech startup Cellbricks has developed a new technology that enables three-dimensional printing of complex biological materials. “We can, for example, print a miniature model of a liver with a 2.5 millimeter diameter as well as other 3D biological structures that simulate human tissue and organs,” notes Dr. Lutz Kloke, founder and CEO of Cellbricks.

Cellbricks launched in Berlin in 2016 and not only developed a special 3D printer, but also tissue-specific “bioinks” that form the basis material of printed 3D cell cultures. For the research community, these living objects in 3D – which Cellbricks can print in high resolution and individually tailor to each client – are a revolution: “Until now, it was only possible to breed 2D cell

cultures in Petri dishes in the lab,” explains Kloke, who received his doctorate at the Technische Universität (TU) Berlin in the Department of Medical Biotechnology.

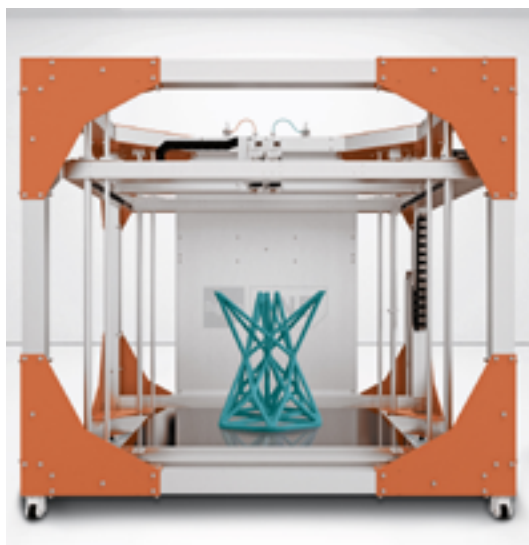
As Kloke notes, his successful start as a young entrepreneur with no venture capital backing was only possible thanks to an “Exist” subsidy and his excellent connections to the “highly unique Berlin biotech community.” While his first clients came mostly from the realm of academic research, industrial companies are now knocking on his door. Indeed, Cellbricks technology can significantly speed up exhaustive and expensive in-vitro tests: “If you can perform tests directly on a printed mini organ, you can receive information much faster on whether a new drug actually works to fight a certain disease,” explains the Cellbricks founder. His four-person team has yet another vision in mind: they want to use the biological material from the 3D printer in regenerative medicine as well. Kloke has no doubt that 3D printers will be able to generate new livers in only a few years.

3D printers are also winning points in XL formats, as demonstrated by a Berlin company called BigRep GmbH located in Kreuzberg. BigRep is currently building and distributing the largest serial 3D printer in the world, the “BigRep ONE,” which has a print volume of more than 1 m<sup>3</sup>.

What was previously designed on a computer using CAD is now being made by the 3D printer

at the touch of a button: in a melting layer process known as “fused filament fabrication” (FFF), the printer can print entire furniture pieces and motorcycle bodies made of plastic filaments that are unrolled and liquefied by spools.

Using thermoplastics and printing processes like FFF, it is possible to print complex 3D components that far surpass those created by other machines. Some common applications include prototype construction and the production of hard-to-find replacement parts. 3D technology, which was invented back in 1983, can also be used to make individual, custom-made prostheses. Two examples of the innovative strength of Berlin companies in the realm of additive manufacturing are Johann Dudek Maschinen- und Metallbau GmbH and India Dreusicke Berlin.



BigRep GmbH is building the largest serial 3D printers in the world

BigRep’s large-scale printer in Kreuzberg was originally designed by two artists looking to print large works of art. “Creativity is firmly anchored in our founding DNA,” notes CEO René Gurka, who got involved in BigRep in 2014 with a group of Business Angels and has since taken over management duties there. Together with 70 employees from twelve nations, Gurka is working to advance the tech start up and “engender a fundamental change in design, prototyping and industrial production from the ground up.” To achieve this goal, the company is already working on several projects with industry partners, R&D institutes and universities.

For example, as part of a concept study in cooperation with the Kunsthochschule Braunschweig and Audi AG, they created a car seat with haptic and visual elements. After taking over the NowLab design studio in 2016, the Big-Rep campus expanded to 1,500m<sup>2</sup> and added its own innovation department for material and application research. At the moment, the Berlin tech startup is experimenting with new printing materials. And, because 3D printers still work relatively slowly, they are working with the Dutch research organization TNO on a new printer that works like a conveyor belt; a turning base plate in the machine itself makes it possible to print many objects at the same time. A prototype has already been completed, and the new model is set to enter the market next year.

3D printing is also revolutionizing the art world: “3D printing is changing the way we experience exhibitions in museums,” notes Samuel Jerichow, a building engineer in the 3D lab at Berlin’s TU and the man responsible for the project that scans and reproduces pieces from partner museums using 3D technology. For example, objects from the TU lab, which is equipped with nine 3D printers, have made their way to the exhibition “Unveiled. Berlin and Its Monuments” at Zitadelle Spandau. Instead of “don’t touch,” the signs at that exhibition say “please touch!” Visitors are invited to touch 3D models of a statue of the Count of Schwerin and Mies van der Rohe’s Monument to the Revolution. These smaller yet built-to-scale objects have several advantages: “Children especially like to discover their environment using all of their senses. These tactile models allow us to get a hands-on sense of history,” says Jerichow. The scientists have learned a lot since launching the museum project in 2013: “For example, the objects we create in plaster printing have to be reworked by a professional painter, because otherwise the blind and visually impaired find them too raw to touch. For those who can see, it would be the equivalent of looking at a very coarse and grainy image,” explains Samuel Jerichow.

Today, the 3D expertise of these Berliners is in high demand across the globe. The TU team is cooperating with a museum in Istanbul and a university in Jordan on a new way to present Islamic art in museums with the help of 3D technology.

# SAFE ARRIVAL

## The Business Immigration Service helps international talent acquire visas and found companies in Berlin

The red sofas in the waiting room are inviting, the rooms are bright and the employees greet their clients with a smile; at the new Business Immigration Service (BIS) at the Ludwig Erhard Haus, everyone is made to feel welcome right away. People from all over the world come here: IT professionals from India and Korea, young founders from the United States and university professors from Brazil with their partners and children. Between these people and their new job lies what feels like a mountain of application forms. But there's no need to worry or complain, the BIS makes it possible for international talent from non-EU countries to finish all the annoying paperwork within five days and have their visa and work permit in their pocket in no time.

One of these people is Matthew Kim, CPO at the Berlin fintech company builder FinLeap. Up until a few months ago, he worked as the founder and CTO of a data company in Toronto, Canada. After receiving an attractive offer from FinLeap to live and work in Berlin, he made the decision to leave Canada and move to Germany. "I decided to come to Berlin since it's becoming a hotbed for startups in Europe." Matthew's new employer contacted Berlin Partner, who examined his case and sent a letter to the "Ausländerbehörde" (Foreign Persons Office) on behalf of the young Canadian. Matthew's visa process is already history, and nothing more than a pleasant memory: "The Business Immigration Service made the visa process quick and painless."

The fact that the service works so well is also due to the unique combination of Berlin authorities involved in facilitating the arrival international talent, including the Ausländerbehörde, Berlin Part-

ner, the IHK Berlin, the Berlin Senate Department for Business, Energy and Enterprises and the District Office of Charlottenburg-Wilmersdorf. After a satellite of the Ausländerbehörde moved into the Ludwig Erhard Haus in the summer, all bodies are now under one roof. Today, the service is becoming increasingly popular: more than 550 companies, universities and scientific institutes took regular advantage of the BIS in 2016. In the past two years, the number of companies receiving assistance from the Ausländerbehörde rose by roughly 60% and the number of applications increased by around 40%.

Berlin Partner helps investors and companies acquire visas for international professionals as quickly as possible. In 2016, 230 companies used the service. In comparison to 2014, that's an increase of roughly 110%. Most young talent are IT experts from North America (29%) followed by Asia (25%) and Europe (19%). The IHK Berlin assists founders from abroad who want to start a business in Berlin. They assist in the application

process of foreign founders by checking business plans and providing expert assessments to the Ausländerbehörde. Individuals who find themselves on the red sofas can look forward to a quick visa application process: the District Office of Charlottenburg-Wilmersdorf is also represented here on the 6th floor of the Ludwig Erhard Haus. In other words, foreign professionals can also register their apartments here immediately, too.

»The Business Immigration Service made the visa process quick and painless.«

Text: Christin Berges



## TECH IN THE CITY

The strong need for IT experts is reflected not only in the numbers of international professionals assisted by Berlin Partner at the Business Immigration Service; it's also on everybody's lips in Berlin. In order to keep up with demand, the project "Tech in the City" networks companies, associations, the Agentur für Arbeit/Jobcenter (Germany's Employment Agency) and potential employees to provide information on entry opportunities, internships, traineeships and retraining offers in the digital economy. Startup safaris are one of the many opportunities to get to know the major actors in Berlin's digital economy. On these tours, advisors from the Agentur für Arbeit and Jobcenter meet personal digital businesses interested in hiring IT professionals so as to find out exactly what the companies are looking for. It's a win-win situation for both sides, with companies gaining access to interested tech talent, and consultants, in turn, gaining not only a clearer picture of the

professions out there, but also simultaneously gathering good arguments to raise enthusiasm for jobs in the digital economy.

Tech in the City is also touring Berlin in a similar way with potential employees, such as refugees, graduates, jobseekers and people looking to make a change. The goal is to give these people deeper insights into the digital and startup scene. People who are interested in switching professions can test out their potential new job at so-called Coding Weekends and online marketing "taster" courses. Tech in the City is a project organized by DCI/Devugees in cooperation with media.net, BITKOM, SIBB, Berlin Partner, the Purple Squirrel Society, the Bundesagentur für Arbeit as well as several Berlin-based Internet companies, including sofatutor, Kayak, Babbel, Betterplace, ReBuy, Modomoto, care.com and many more.

# INNOVATIVE TOGETHER

## Four Berlin-based Fraunhofer institutes work together to create intelligent solutions for the digital age

According to the Statista statistics portal, turnover in Germany's Internet of Things sector is projected to reach €50.2 billion by 2020. With this in mind, the Berlin Center for Digital Transformation was founded in July 2016 to further leverage this potential and support businesses in the process of digitization, thus enhancing the city's overall economic landscape.

There are many reasons Berlin was chosen as the location for the new center: On the one hand, the capital is home to Europe's fastest growing startup scene, Germany's largest concentration of universities and many multinational high-tech companies. On the other hand, Berlin is also home to four Fraunhofer institutes and thus a unique bundling of expertise in the realm of digital transformation. Until now, these institutes have used their know-how, experience and many years of technological developments in the realm of digital networking solely to benefit their own projects. In the past year, however, the four institutes have started using their expertise in cooperation with one another - much to the advantage of their industrial partners.

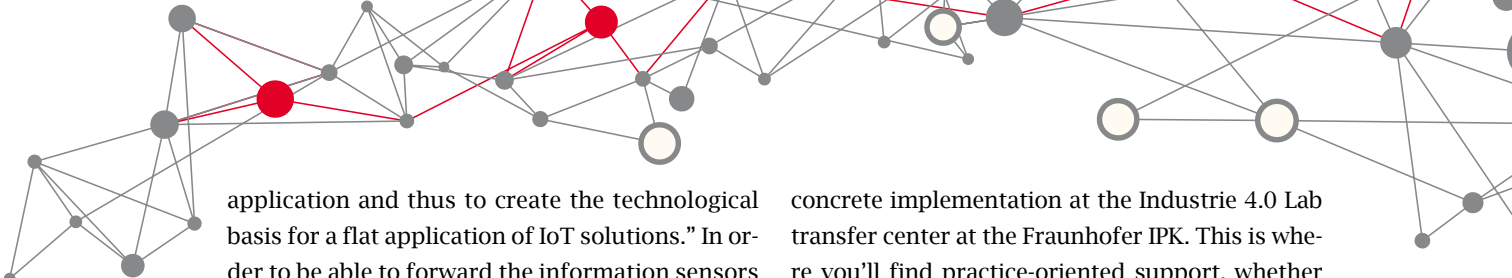
The Berlin Center for Digital Transformation has already started working on eleven cooperative projects: "At least two of the four Fraunhofer institutes are always involved," explains Dr. Florian Schreiner, head of the IoT Lab transfer center at Fraunhofer FOKUS. "This is also the center's special feature; it allows us to pursue a comprehensive, holistic approaches to digitization."

At each Fraunhofer institute, a "transfer center" handles all cooperative activities and knowledge transfers. For example, many digitization projects would not be possible without the developments coming from the fields of sensor and actuator technology generated at the Hardware for CPS transfer center. CPS are cyber physical systems that represent the indispensable bridge between real and virtual world. Among the most important solutions from the Hardware for CPS lab is the modular kit developed for miniaturized sensor nodes. Dirk Friebe, Head of Strategic Marketing at Fraunhofer IZM, explains the advantages: "The networking opportunities, high energy autonomy and extremely small design of the node make it possible to integrate sensor technology into any

→  
Opening of  
the Berlin  
Center for  
Digital Trans-  
formation on  
March 6, 2017







application and thus to create the technological basis for a flat application of IoT solutions.” In order to be able to forward the information sensors record, a modern high-performance data communication is necessary, which is exactly what people are working on at the 5G Testbed in the transfer center at Fraunhofer HHI. There, they are carrying out tests on the fifth-generation mobile transmission standard and exploring future interfaces and net access points for new applications.

At the IoT Lab at the Fraunhofer FOKUS, all information is gathered on different platforms where it is then analyzed and presented for concrete IoT applications, for example, in the fields of health care, smart cities, industry and production. Digitization ideas and solutions make their way to

concrete implementation at the Industrie 4.0 Lab transfer center at the Fraunhofer IPK. This is where you'll find practice-oriented support, whether its solutions for smart factories drawn from the Industrie 4.0 Koffer (Industry 4.0 in a Suitcase) project or the development of digital twins and assistance systems fostered as part of the ProEnv project. Patrick Gering heads up the Industrie 4.0 Koffer project and argues that “even though many companies often only see the end of the digitization chain here at the Industrie 4.0 Lab, the results would not be the same without the know-how of the other transfer centers.” Gering sees only advantages in these cooperative activities. Indeed, for the very first time, they allow all aspects of value creation to be addressed “from one single source.”

Text: Anke Templiner

## A SELECTION OF PROJECTS UNDERWAY AT THE BERLIN CENTER FOR DIGITAL TRANSFORMATION

### SMART STREETS – INTELLIGENT AND NETWORKED STREETS OF THE FUTURE

Wearables, drones, networked vehicles and street furniture ranging from digital displays to sensor-monitored trash bins - this is what the streets of the future will look like. A project called Smart Streets is working on making this a reality, specifically the equipping of existing street lighting systems using intelligent IoT gateways. A broad range of solutions for smart roads are enabled by modular sensor systems and distributed data analysis, for example in IoT lamp gateways, as well as rapid and safe M2M data transmission using radio and optical light communication.

### CONFORMABLE SENSOR SYSTEMS – EXPANDABLE AND FLEXIBLE ELECTRONICS

The project known as “Conformable Sensor Systems” develops multi-sensor nodes that are flexible in their form yet can withstand harsh environmental conditions. The sensor modules have several wireless interfaces, such as Bluetooth LE and LoRa, and are embedded in a homogenous, multi-layer, non-separable material matrix. The aim of the project is to create a platform that combines know-how and application scenarios that generate flexible electronic components in a kind of toolbox.

### SMARTREHAB – DIGITALLY NETWORKED CARE MODEL IN REHABILITATION

The number of rehab patients is expected to increase by 5.6% between 2009 and 2020. In order to improve the quality of rehab therapy, the continuity of data acquisition must be guaranteed, including vital stats and data relating to movement and cognition. Indeed, these health data make it possible to carry out automatic adjustments to therapy. As part of a project called SmartRehab, new technologies relating to the acquisition of health status are being developed. This involves bundling different sensor data and then precisely analyzing these data. Algorithms are developed that guide therapies and thus simplify - and simultaneously improve - the entire rehabilitation process. In addition to that, the development of intelligent movement aids and robot-supported assistance systems is advanced at the same time.



# A QUICK COFFEE TO GO

## Lukas Breitenbach meets IBB Board Chairman Jürgen Allerkamp

**MR. ALLERKAMP, YOU WERE NAMED SUPERVISORY BOARD CHAIRMAN OF BERLIN PARTNER IN MAY. HOW ARE YOU ENJOYING YOUR NEW JOB?**

Berlin Partner plays a very important and dynamic role in the city. I enjoy the teamwork and see it as a great and high-performance company. In the realm of technology, however, we need to better demonstrate how technological innovations can be made available to companies in Berlin. We can definitely do more in that area. But otherwise I'm very impressed with the smart and sustainable business development policy pursued by Berlin Partner. The company has done a great job for the advancement of the city. In this respect, my work brings me a lot of joy.

**A COMMON THEME AT BOTH BERLIN PARTNER AND IBB IS BUSINESS DEVELOPMENT AND PROMOTION. HOW DO THE TWO ORGANIZATIONS DIFFER AND WHAT DO THEY HAVE IN COMMON?**

I see Berlin Partner as having strengths in the realm of assisting companies looking to establish a base in Berlin for the first time, but also assisting companies already operating here that are looking for new office or commercial space. Of course, they are also effective in promoting technological innovation. The IBB focuses on making sure companies receive financing, whether in the form of credits, equity or subsidies directly from Berlin business banks or in cooperation with them. In short, Berlin Partner handles non-monetary business promotion while the IBB handles financial business development. Both companies, the IBB and Berlin Partner, complement each other in an ideal way.

**INNOVATION AND INVESTMENT – HOW DO THE TWO WORK TOGETHER?**

We see ourselves as an innovation bank. Innovation is essential for the development of existing business concepts. We are ready help companies with our funding programs, many of which relate to digitization in the widest sense but also to technical innovation. In this sense, innovation and investment are much like siblings walking hand in hand.

**HANNOVER, DRESDEN AND DÜSSELDORF: HOW HAVE YOU EXPERIENCED INNOVATION IN THE COURSE OF YOUR CAREER?**

It's been exciting to be a part of several fundamental shifts in history. For example, I worked in Dresden in 1991, shortly after the Berlin Wall came down. There was an unbelievable dynamic in the economy, an enormous need for structural change, and it was great to see how people whose lives had just been changed dramatically were prepared to contribute to making a change. I believe Berlin has been seeing a similar dynamic for many years now. There is a similarly strong will to foster change in the business and entrepreneurial areas. We see this in particular in the startup scene. We also see it in existing companies that have to constantly adapt time and again. I believe it's almost impossible to compare the Berlin of today with the Berlin of ten or 15 years ago.

**TAKING A LOOK AT THE FUTURE, DO YOU BELIEVE THAT TODAY'S BERLIN CAN BE COMPARED TO THE BERLIN THAT WILL EXIST IN TEN TO 15 YEARS?**

We should make a date to meet again at that point and see! But seriously, it's very hard to



say. What is for certain is that Berlin is going to change enormously, indeed dramatically, in a positive sense. I also believe that the rate of change will continue. And I believe in particular that the process of digitization will act as fuel for this dynamic. In this sense, I'm absolutely convinced that Berlin will continue to prosper, that the momentum will continue, that there will be further economic success stories, and that we will see significant job creation over the next three, four, five years. Whether that's still the case in 20 years, no one can say.

#### ABOUT THE IBB:

- 2004 spun off from the Landesbank Berlin, made into an independent bank Investitionsbank Berlin
- Balance sheet total in 2016: €17.979 billion
- Employees in 2016: 628
- Support for business in 2016 (grants and loans): €837.1 million
- Real estate and urban development in 2016 (grants and loans): €889.8 million

## Jürgen Allerkamp

Jürgen Allerkamp has been Board Chairman at Investitionsbank Berlin (IBB) since January 1st, 2015. He completed his studies in law and political science at universities in Göttingen, Lausanne and Münster and went on to receive his Dr. jur. at the University of Bonn. Allerkamp became legal advisor at the Westdeutsche Landesbank in Düsseldorf before going on to a number of positions on the boards of the Stadtsparkasse Dresden and the Norddeutsche Landesbank in Hannover. After that, he became Board Chairman of the Deutsche Hypothekbank AG (Hannover), before moving over to the IBB. Allerkamp has been Supervisory Board Chairman of Berlin Partner since May 2017.

# TOP IMAGE WORLDWID

## A recent infratest dimap image survey confirms the capital has an excellent reputation across the globe

Berlin enjoys a very good reputation worldwide. The German capital is in high demand as a place to live, work and do business, especially in China. International attitudes towards Berlin see it as an open city with a high quality of living as well as vast creativity and freedom. This was confirmed by the "Berlin Image 2017" survey carried out earlier this year by infratest dimap on behalf of Berlin Partner for the *be* Berlin city image campaign. The survey interviewed leaders drawn from the fields of business, science and art/culture in eight countries as well as Berlin residents themselves.

Berlin is indeed in high demand, particularly in China. According to the survey, Berlin's image there is rated almost entirely (97%) as good or very good. But Berlin also has an excellent reputation among those surveyed in France, Great Britain, Japan, Poland, Spain, Russia and the United States. More than three-quarters of respondents from the eight countries rated the German capital's reputation as very good (28%) or good (50%) across all sectors. In comparison to a 2007 study also commissioned by Berlin Partner, Berlin is now seen more clearly as an international city; indeed, that value rose by 14 percentage points to 34%.

Berlin also gained in standing as a business capital: 28% of respondents from China, France, Great

Britain, Japan, Poland, Spain, Russia and the United States see Berlin as an important business location. In 2007, this number was still at 22%. And there's yet another reason to be happy: 68% of international leaders and decision-makers picked Berlin as their first-choice city to relocate their company; this marks an increase of 27% over 2007. Also, more and more professionals working in business, science and culture all over the world can imagine living in Berlin (68%) and working here as well (71%). Ten years ago, these numbers were significantly less at 46% (live) and 48% (work).

Berlin not only has a great reputation abroad, it's also held in high esteem here at home: according to the study, Berliners identify with their city to a considerable degree. Almost one-third of Berliners surveyed (31%) responded that they felt a very strong connection to the capital, with a further 46% feeling a strong connection. A good four-fifths of Berliners also stated that they feel very comfortable (38%) or comfortable (45%) here. In addition to factors such as "overall feel and atmosphere" and openness to the world, roughly one-fifth (17%) of respondents also assessed the individual opportunities Berlin offers its residents for development as positive. Among Berlin's economic strengths were the city's startups (62%), growth rate (39%), excellent science landscape (34%) as well as ideal educational and training opportunities (25%).

# FOR BERLIN E



Motif of the *be* Berlin Initiative #FreiheitBerlin

“The positive results of the Berlin Image 2017 study confirm the course taken by business development programs, such as the Start Alliance Berlin, which was set up in 2015 by Berlin Partner. This alliance offers startups from five partner cities, including Shanghai, the opportunity to test doing business on the European market. The survey also bears out the work of the *be* Berlin campaign, in particular its international appearances in cities such as New York, Tel Aviv, Paris, Moscow, Tokyo and Shanghai. Since 2008, these efforts have made it possible for Berlin to firmly position itself on the international stage based on its strengths, that is, as a great city to live in

and as a future-oriented business location that offers many exciting opportunities,” says Dr. Stefan Franzke, Managing Director of Berlin Partner for Business and Technology.

In September and October 2017, the capital will showcase its spirit in Brussels and Los Angeles as part of the sister-city anniversary celebrations. Invited guests will gather for an exchange on the concept of freedom. Indeed, the “Berlin Image 2017” study showed that Berlin stands internationally for freedom. The *be* Berlin campaign is now eager to emphasize this characteristic with its current initiative #FreiheitBerlin.

# “BERLIN HAS A TOUCH OF THE BARBER OF SEVILLE”

Isabella Groegor-Cechowicz, Global General Manager Public Services at SAP, on innovation, Berlin as a “Future City” and complex operas



Isabella Groegor-Cechowicz, Global General Manager Public Services at SAP

**FRAU GROEGOR-CECHOWICZ, SAP HAS 19 LABS IN 16 COUNTRIES WORLDWIDE OPERATING AS R&D FACILITIES WHERE SAP PRODUCTS ARE DEVELOPED AND ENHANCED. ONE SUCH LOCATION IS HERE IN THE GERMAN CAPITAL. HOW IMPORTANT IS BERLIN AS A SITE OF INNOVATION?**

Our labs employ 86% of all SAP staff in the field of research and development. These labs are very strong centers of innovation, and each one of them is found at a strategically chosen site in a global hotspot for innovation. The Berlin lab is a more recent part of that. As a German software company, Berlin is naturally important to us. We have access to highly qualified employees here, and the digital focus at universities is an advantage. Berlin also has an unbelievably active international startup scene.

**WHAT IS THE FOCUS AT THE BERLIN LAB?**

All of our labs are closely networked internationally, which helps grant Berlin greater visibility.

Our Berlin lab has three locations, each with a different focus: in Mitte we focus on our HANA platform, that is, on database technology and all processes connected with it, but also on the Cloud. The SAP Innovation Center in Potsdam deals very strongly with forward-looking technologies, such as machine learning and blockchain. At our third location, in Schönefeld, the team is working on “Sports and Entertainment,” which is a relatively new theme for us. Many athletes are now using our applications. For example, as an enthusiastic horse rider, I know that Ingrid Klimke uses our software in her training.

**SAP’S BERLIN LOCATION HAS LONG SINCE BEEN A STRONG INTERNATIONAL COMPETITOR. HOW DOES IT COMPARE TO YOUR LABS IN SILICON VALLEY, SHANGHAI, MOSCOW AND HO CHI MINH CITY?**

Those labs all have very different environments, which makes it hard to compare them directly. Silicon Valley is no doubt by far the largest IT cluster in the world. It is also home to the top IT companies in the world. Shanghai and Moscow are national hubs for top talent and have a huge market at their back. For its part, due to the sheer size of the country, Vietnam is already an up-and-coming market that naturally has a strategic importance, but doesn’t have the sheer numbers found in high-population cities, such as Shanghai and Bangalore. In general one could best compare the Berlin lab with the lab in Paris, especially with regard to the ecosystem of clients, partners, startups and university scene. This integration is very important to us everywhere. In this sense, we find ideal conditions in Berlin. You can see this,

for example, in our DATA SPACE. We're also eager to work on further synergies with Berlin Partner member companies and take a closer look at what else is possible.

#### WHAT CAN WE STILL LEARN IN BERLIN IN THE REALM OF PUBLIC SERVICES?

With regard to the concept of the "Future City," Berlin has plenty of room for improvement. The first thing is to transform the city into a smart organization, that is, to figure out how to optimize processes and public services. In this realm, other countries are way ahead of us. The other thing is the Future City as such; in this realm, we need to take a holistic approach. There have been isolated efforts here, such as automated driving. But in the long term, we will have to take on a holistic strategy. Here, too, other cities, Shanghai, for example, or Dubai, are way ahead of us.

#### WHAT WILL A TRIP TO AN OFFICIAL GOVERNMENT AGENCY LOOK LIKE IN 15 YEARS?

In ten to 15 years, we might have only faint memories of what it was like to have to visit an official government agency. We'll most likely be doing almost everything online. And if something needs to be printed, we'll probably send out a drone to take care of it.

#### YOU'RE AN OPERA FAN. IF BERLIN WERE AN OPERA, WHICH ONE WOULD IT BE?

(laughs) That's a good question. It would definitely be a complex opera, perhaps Tannhäuser. Tannhäuser is a wanderer between worlds, and this applies to Berlin too. My husband is a fan of Götterdämmerung; it's pretty heavy stuff, but there's a happy end. Berlin also has a touch of the Barber of Seville: lively, witty, young, dynamic. But I don't want to say for sure. If Berlin were an opera, it would be one that has yet to be written. In that case, it would be a mixture of Tannhäuser, Götterdämmerung and the Barber of Seville.

More information: [www.dataspace-berlin.com](http://www.dataspace-berlin.com)

## ALMOST 1 IN 3 PEOPLE DIE FROM CARDIOVASCULAR DISEASE | OUR SCIENTISTS WON'T ACCEPT THAT



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Science For A Better Life

# COMBINED POTENTIAL



## Presenting the Berlin Master Chefs 2017

**The fourteen members of the Berlin Master Chefs independent jury under chairman Dr. Stefan Elfenbein have selected the final winners in the categories Berlin Master Chef 2017, Master Chef of the Region 2017, Newcomer of the Year 2017, Berlin Host 2017, Berliner Scene Restaurant 2017 and Gastronomic Innovator 2017.**

### **“BERLIN MASTER CHEF 2017”**

**Sebastian Frank from “Horváth”**

The jury issued the following statement: “This year’s Master Chef is famous for his virtuoso reinterpretation of traditional dishes from his homeland in Lower Austria. He has further refined his unique style, and made it to the top. For example, he grates salt-crusted baked celeriac that has ripened for twelve months over fine strips of roasted celeriac with celery green, celery seeds, whey and horseradish. Over the chopped head of a suckling pig, he places ‘blossoms’ of vivid pink oyster mushroom sautéed in almond oil and sprinkled with parsley root oil. As a special treat, he also creates non-alcoholic beverages to accompany the menu. Anyone for spelt-oat-milk with black salsify decoction and strawberry seed oil? Sommelier Jakob Petritsch is charming.”

### **“MASTER CHEF OF THE REGION 2017”**

**René Klages, Chef de Cuisine at the gourmet restaurant “17fuffzig” in the Bleiche Resort & Spa in Burg in the Spreewald region**

The jury issued the following statement: “Our Master Chef of the Region got off to a big-bang start in Brandenburg and the Lausitz region. Nobody cooks like he does. He first emerged on the

scene at ‘Le Noir’ in Saarbrücken, exploring the mysteries and similarities shared by Japanese and French cuisine, reinterpreting them with an almost scientific meticulousness. Today, he combines these with a touch of magic from the Spreewald. For example, he brilliantly and gently matched gentle sweetness, acidity, umami and textures in the flambé belly of hamachi in dashi with sudachi, pomelo, calamansi, Menton-lemon mayonnaise, roasted leeks, garlic curd and cucumber-rice vinaigrette. ‘Brandenburg was a coincidence,’ says Klages. Indeed, he couldn’t find any other establishment that believed in him. Thank you, Bleiche! Klages creates his dishes at 17fuffzig, a restaurant located in the Bleiche wellness resort in Burg.”

### **“NEWCOMER OF THE YEAR 2017”**

**Christopher Kümper from “Schwein”**

The jury issued the following statement: “Berlin’s best young chef, our Newcomer of the Year, made his way to Berlin from Singapore, where he was sous chef under the great André Chiang. He had already worked prior to that with Nils Henkel and even Daniel Boulud in New York. At the Schwein restaurant in Berlin-Mitte, Christopher Kümper shows us what he’s capable of, using only the best products from the region. He combines Brandenburg goose in dashi goose-fat decoction with goose liver marrow dumplings with silver ear mushrooms and raw marinated red cabbage. ‘Berlin is a city that fascinated me already from afar,’ he says. Schwein had to close on September 1st, but things will get underway again with just as much passion and energy at a new location on Mommsenstraße in Charlottenburg in late October.”





"Berlin Master Chefs 2017" jury chairman Dr. Stefan Eifenbein (left) with Dr. Stefan Franzke, Managing Director Berlin Partner (right)

### "BERLIN HOST 2017"

#### **Ilona Scholl from the restaurant "tulus lotrek"**

The jury issued the following statement: "Let the oysters steam off for a bit, then dig in!" Our Berlin Host 2017 does things differently, with verve, charm and a quick tongue. Her joie de vivre is a big part of the Gesamtkunstwerk that is tulus lotrek. The oysters with spruce shoot vinegar and juniper mayonnaise are served by chef Max Strohe in a steel pot on colorful pebbles surrounded by dry ice vapor. Ilona Scholl grew up in Schwäbisch Hall. 'As soon as I was old enough, I left,' she says. After that, she had a number of jobs in real dives. At Frau Mittenmang restaurant in Prenzlauer Berg, she met her Max, our Berlin Newcomer of the Year 2016. Together, they opened tulus lotrek. Her motto: 'Pour your heart and soul into serving your guests with as much passion as our chefs are putting into the food.'"

### "BERLIN SCENE RESTAURANT 2017"

#### **"BRLO BRWHOUSE"**

The jury issued the following statement: "Everything works flawlessly, enjoyment all around, for all the senses. In our scene restaurant in the BRLO Craft Beer brewery at Gleisdreieck, that unique Berlin lifestyle is perfectly combined with new German drinks and cuisine. Berlin's star architectural team at GRAFT designed the building and visuals. Guests will find BRLO Porter, Pale Ale, Matcha Weisse and Maple Smoked Weizen Bock at the craft beer bar. The ideal accompanying food is provided by Ben Pommer, who worked with Nils


Henkel and, most recently, was sous chef at Kro-nenschlösschen. Anyone fancy the stomach of a dry-aged Mangalitzta pig with honey whiskey BBQ sauce and German Kimchi made of sweetheart cabbage marinated in ginger and cumin? There's a DJ from 10 pm."

### "GASTRONOMY INNOVATOR 2017"

#### **The Duc Ngo with his restaurants "Kuchi," "Cocolo Ramen," "Madame Ngo," "893 Ryotei," "Golden Phönix" and others.**

The jury issued the following statement: "The Duc was born to a Chinese father in Hanoi in 1974 and today is both an immigrant and an ur-Berliner. After conflicts between China and North Vietnam, his family had to flee on an overcrowded boat over the sea to Hong Kong. Germany eventually granted him asylum. What great luck for us and for Berlin! His success story took its course, as young The Duc worked initially at burger joints, sold ice cream and learned the art of sushi. In 1999, he opened the legendary Kuchi on Kantstraße. Some say his Shiro i Shiro, which he opened in Mitte in 2005, was the first trendy restaurant at Berlin's new core. With his 893 Ryotei, he brought that unique 'Mitte' flair to the west. At Madame Ngo you'll find dishes created by his mom. He just opened his eleventh restaurant, Funky Fisch."

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# THE FUTURE IS GREEN

Text: Eva Scharmann

Photo: Fräulein Fotograf

Founder with a green vision: Sonja Jost and her startup DexLeChem show how sustainable chemistry is done

It's rare to see women in top positions at large chemical corporations. But women founders are catching up: companies founded by women make up 40% of startups in the field of chemistry. The Berlin economy also profits from innovative and inspiring founders like Sonja Jost. As an engineer and managing director of DexLeChem, she is successfully modernizing her industry using green chemistry.

Sonja Jost doesn't need role models; she "just does it." She is an engineer and founder of DexLeChem, a successful chemical startup, in Berlin. Jost has won several awards for her work as an inventor and now functions as an ambassador of green chemistry far beyond Germany's borders. She also networks startups with business ideas in the realm of sustainability. "All of this developed gradually over time," says Jost. Her motto: If you're really convinced about something, you have to make something out of it. The "something" in her case is a catalysis process she invented that makes it possible to use water - rather than petroleum-based substances - in the production of fine chemicals for the manufacturing of drugs and other complex molecules.

Jost describes the advantages in the following way: "My invention saves finite resources such as precious metals and mineral oil and makes production more affordable." Roughly 90% of technical processes in the chemical industry are based on catalytic reactions; for example, catalysts initiate and accelerate chemical reactions.

Jost didn't found DexLeChem overnight. After completing her engineering degree at Technische Universität Berlin (TU), she spent five years researching in the field of catalysis with the help of several stipends. After that, she headed up a third-party-funded project at the TU on "Katalysator Re-Using." Inspired by the "high degree of scientific excellence in the field of chemistry in Berlin and its strong startup scene," Jost went on to found DexLeChem GmbH in early 2013 together with four co-stakeholders. "I had noticed how innovative scientists were in the lab when it came to realizing green chemistry, but too little of that made it to market, which continues to be the case," says Jost. It became clear to her that she would have to become active herself if she didn't want her invention to end up collecting dust on a shelf. The start of her new company was facilitated by the proximity to the TU and a founders program for scientists: Jost and her associates from the fields of theoretical physics, catalysis and process engineering were able to

rent space at the TU. The company has now grown to twelve employees and moved to the CoLaborator operated by Bayer in Berlin-Wedding. Startups active in the biosciences can rent space at Bayer's incubator for several years and use lab and office facilities.

Since the beginning of the year, DexLeChem has been able to finance its operations entirely from its own turnover. The company is now eager to grow further in the future: "We want to start with large-scale chemical production next year," says Jost. Investors have already been found. And because she is convinced that green chemistry will play a

»My invention saves on precious metals and oil.«

key role on the path to a sustainable future, Jost also networks with other young chemical companies "who think the same way we do." As she notes, many of these companies were also founded by women. Their enthusiastic commitment to the booming chemical industry in Berlin is producing results: "The Berlin Senate recently made available €7 million for a chemicals founder's center at the TU," she reports with pride.

As a networker and ambassador of green chemistry, Jost herself has become a role model for others: she was recently named "one of 25 women changing the world" by Edition F, Handelsblatt and Zeit Online. "The prize is a good way to make the outstanding achievements of women in R&D more visible in the public mind," she argues. Above all, however, she sees the prize as an acknowledgment of the work of the entire DexLeChem team. She also sees it as motivation for the future. Indeed, Jost has many more plans and ideas in store. She sees her lifelong commitment to sustainability also as an opportunity to "give back to a city I owe a great deal to." If she gets her way, the sub-heading of her company - "Berlin Engineering" - will establish itself as a brand across the globe, and it will be based on sustainable chemistry that focuses on recycling, closed product cycles and improved technology exchange.

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