

# BERLIN

*to go*

BUSINESS NEWS TO TAKE AWAY

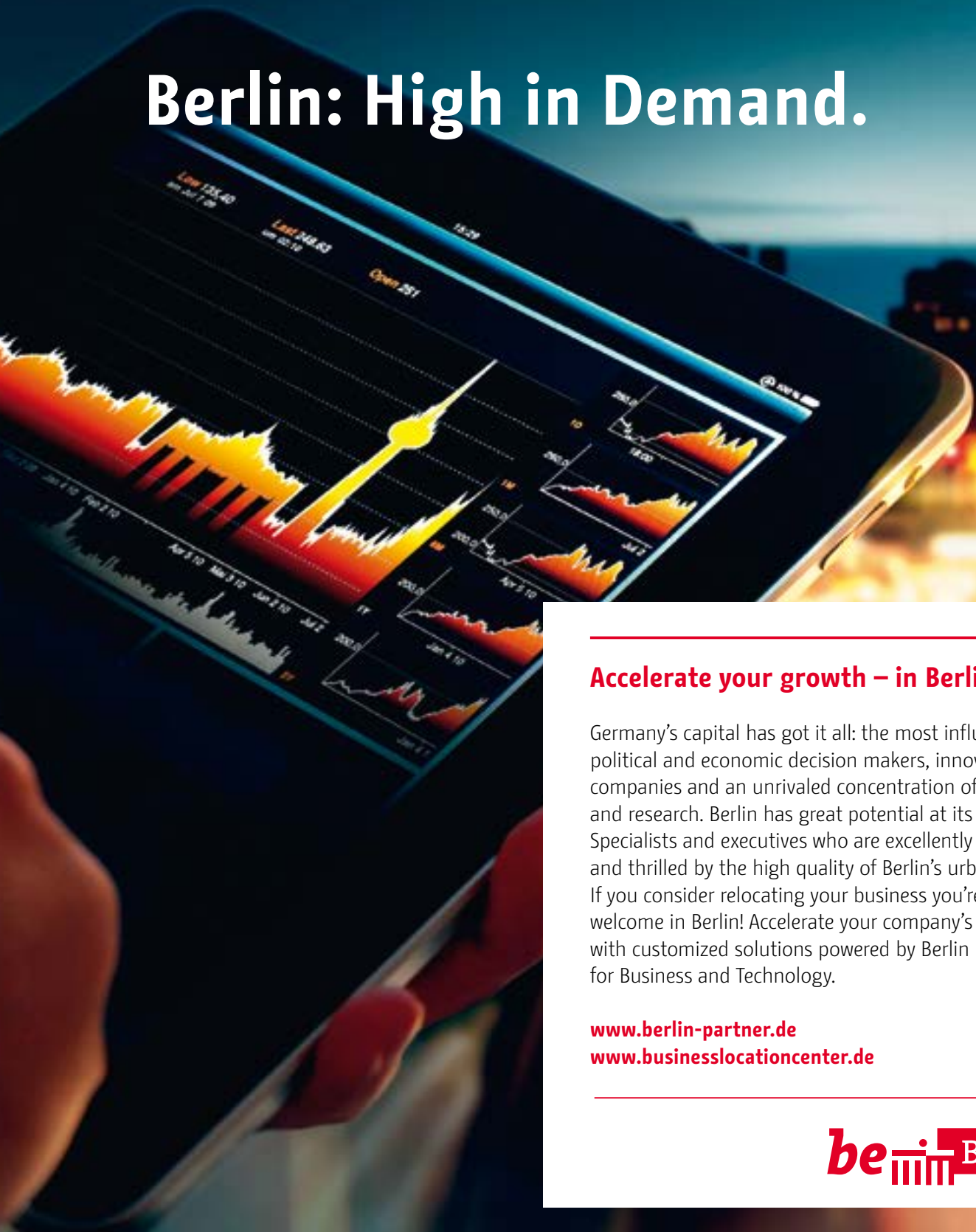
## GREEN CAPITAL

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# DEAR READER,

As we all know by now, Berlin is a growing city. The number of people living in the capital continues to expand at a rate of roughly 50,000 per year. In 2017, Berlin's economy once again posted higher growth rates than the national average in Germany - for the fourth year in a row. These figures are highly encouraging, but there are other great things about Berlin that deserve just as much attention. For example, the city is also home to growth of a more organic kind. Indeed, very few other cities have as much green space as Berlin, with countless fields, gardens, rooftops, parks and woods dotting the landscape. Again, there's no denying the numbers: roughly 18% of Berlin is covered in forest.

Berlin is green and so is its economy - no partisan pun intended. It's a city brimming with ideas for the future. And all of these ideas revolve around one question: How are we going to shape the path forward? Berlin's answer is clear: we're going to focus on resource efficiency, we're going to take on social and ecological responsibility and we're going to enjoy sustainable economic success.

In Germany's digitalization capital, the love of nature and an eagerness to live and work according to ecological principles can be seen and felt in a number of ways. We see this for example in the city's environmentally friendly architecture, its waste prevention projects and in the trend toward local or independent food and clothing production. Some districts even take account of their bee populations when deciding which trees and flowers to grow. The city also aims to turn more and more green areas into edible landscapes, which includes planting fruit trees and shrubs. In fact, it's not uncommon to find fruits and herbs for self-harvesting in the middle of Berlin.

In the spirit of promoting naturally good ideas, I hope you enjoy this latest issue of Berlin to go.

Sincerely,



Dr. Stefan Franzke  
CEO, Berlin Partner



# CONTENTS

## NEWS TO GO

**Boomtown Berlin** 6  
The capital continues on its road to success



## TALK OF THE TOWN: GREEN CAPITAL

**Intro** 8  
Concrete, noiseless busses and the oldest tree in town

**Urban Gardening** 10  
Green oases all over Berlin

**What Does the Future Taste Like?** 14  
Innovations in the food industry

**Aquamazing!** 18  
A conversation with Nicolas Leschke about aquaponics

**Sustainability Made in Berlin** 22

## SERVICE

**Digitalization Capital Berlin** 24

## COFFEE BREAK

**Networked Capital** 26  
An interview with Engelbert Lütke Daldrup, BER Airport CEO

## BERLIN GOES

**Tribute to Freedom** 28  
Berlin art initiative partners and artists

## STARTUP

**FinTech Capital** 30  
The financial industry of the future is emerging in Berlin

## RECOMMENDATIONS

**A conversation with Berlin Master Chefs** 32



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### Managing Director:

Dr. Stefan Franzke

### Managing Editor:

Lukas Breitenbach (Responsible for content according to German press laws)  
lukas.breitenbach@berlin-partner.de  
Tel.: +49 30-46302599

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#### RAZVERLAG

Am Borsigturm 13 · 13507 Berlin  
Tel.: +49 30-4377782-0  
Fax: +49 30-4377782-22

### Managing Director:

Tomislav Bucec

### Editors:

Gabriele Schulte-Kemper/EIC,  
Anna Knüpfung, Anke Templiner

### Editorial staff:

Ines Hein, Eva Scharmann,  
Simone Fendler, Heike Herckelrath

### Layout and graphics:

Hans-Albert Löbermann,  
Anja Sadowski, Till Schermer;  
supported by dan pearlman

### Ads:

RAZ Falko Hoffmann  
anzeigen\_BTG@raz-verlag.de  
Tel.: +49 30-4377782-20

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Willkommen im Berliner Golf & Country Club Motzener See: [www.golfclubmotzen.de](http://www.golfclubmotzen.de)





## Strong economic tailwinds

The foundation of economic activity in Berlin has expanded in the last year. According to the Investitionsbank Berlin (IBB), the city's tremendous economic momentum will continue throughout 2018. "In addition to consumer spending, investments made by Berlin-based companies are also contributing to the expansion," noted Dr. Jürgen Allerkamp, IBB board chairman. Berlin is expected to post an economic growth of 2.5% in 2018, with 2.7% expected in the first three months of the year (1st quarter 2018).



## Strong housing growth

The high number of construction permits issued for new residential construction in the past year (+10.2%) suggests that construction activity will continue at a strong pace in Berlin through 2018. The capital city's housing market continues to experience an excess of demand in spite of significantly increased construction last year. Among the factors contributing to the expansion are higher incomes in Berlin as well as ongoing low financing costs thanks to continued low interest rates. Throughout the entire construction industry, prices are now rising sharply. Further momentum is coming from investors and sustained high levels of immigration.



## Skilled labor high in demand

The number of people employed in jobs subject to compulsory social security contributions in Berlin continues to top the averages in previous years. In December 2017, there were 1,456,200 such individuals, roughly 58,800 people more than a year prior, which represents an increase of 4.2%. The demand for workers continues to be high in many businesses. Many sectors are looking for skilled labor, especially in the generally well-paying information and communication industry (ICT), in which roughly 93,100 individuals are currently employed. With 8,500 new hires (+10.3%), almost every seventh job created in Berlin is now in the future-oriented ICT sector.



## Berlin's booming digital economy

Berlin's digital economy continues to grow. According to a study by the Investitionsbank Berlin (IBB), companies in this sector of the information and communication technology industry (ICT) recently achieved a significant increase in revenue of around 7.1 percent. The number of individuals employed in the sector also continued to rise: in 2017, roughly 88,200 people were employed in the digital economy. This marks an increase of 14.1% over the previous year. In comparison, the increase was only 3.7 percent in Berlin's overall economy.



## Berlin leads in new job creation

The number of people in gainful employment in Berlin in 2017 (1,950,100) clearly exceeded levels recorded for the previous year. The Berlin-Brandenburg Office of Statistics showed that Berlin had the highest job growth rate among all federal states in Germany, posting an increase of 2.9 percent since 2016. In 2017, 55,700 more people were employed in Berlin than in the previous year. "Berlin's labor market remains on the upswing. Right through to the end of last year, we saw clear increases in the number of people employed, which is an indicator of the overall positive trend as regards Berlin's status as a great location for business," noted Berlin Economic Senator Ramona Pop.



## Capital city tourist magnet

Berlin tourism posted positive figures in 2017, despite the insolvency of Air Berlin. The number of guests in Berlin hotels rose by 1.8 percent to reach 12.96 million. The number of overnight stays made by Berlin visitors rose by 0.3 percent to more than 31.15 million. At 55.1%, it was once again German guests who accounted for the largest share of total overnight stays. While 5.1 million visitors and thus roughly 1.2 percent more international guests traveled to Berlin, the number of their overnight stays decreased by 1.4 percent to 13.98 million.

# THINGS THA

What do an old tree, concrete and noiseless busses have in common? In Berlin, more than you think

Text: Simone Fendler

## NATURE IN THE CITY

It's too bad the tree known affectionately as "die Dicke Marie" ("the chubby Marie") can't talk. Just imagine all the things she could tell us about Berlin. Although ... Berlin didn't actually exist yet in 1107, back when the tiny oak tree first saw the light of day. Over 900 years ago, near a bay called the Große Malche in a lake known as the Tegeler See, the delicate seed germinated, growing bigger and stronger each year. A couple of centuries later, she was given her nickname by the brothers Alexander and Wilhelm von Humboldt. Today, our Dicke Marie is believed to be Berlin's oldest tree. It's quite an honor, considering that roughly 13% of the city's metropolitan area – that's almost 12,000 hectares – is made up of public green spaces. These include parks, playgrounds, allotments, cemeteries, street foliage as well as roughly 438,000 street trees and countless park trees. Responsibility for the care and maintenance of the city's green spaces falls mostly to the vari-

ous departments of each Berlin district. But other institutions, such as Grün Berlin GmbH, also take on special responsibilities. This state-owned group of companies is responsible for the development, implementation and operation of open-space projects and parks in the capital. From the Berlin Wall Memorial and the Kulturforum to the Park am Gleisdreieck and the 2017 International Garden Exhibition – they cover a wide range of activities. Berlin thus features a large number of green, cultural and recreational spaces that offer visitors plenty of spots for a quiet chat, peaceful refuge or a day with friends and family in one of the city's unique parks. Nature is everywhere in the city.

## ENVIRONMENTALLY FRIENDLY MOBILITY

Berlin's public transport authority, the BVG, has set itself the admirable goal of using only electric busses on select routes through the city. The first route to go electric was Line 204 between Zoo and Südkreuz train stations.

After some initial problems, the busses are now running more reliably. The BVG recently announced it would be acquiring a total of 45 more such busses by 2019. The busses currently in use – that is, their batteries – are charged at their final destination using an inductive charging system. "Electromagnetic induction" is the magic word, and many of us are familiar with this technology from things like the electric toothbrushes we have at home. The batteries are charged when the bus drives on to the charging panel at the service area. The procedure was developed by Primove, the electromobility department at Bombardier. The Solaris Urbino electric busses currently in use are as quiet as a modern car and operate on a completely exhaust-free basis. The BVG is also focusing on using 100% green electricity so that it can truly claim to be running an emissions-free operation.



# AT GROW...

## **CONCRETE IS NATURE**

It's not possible to say exactly how many tons of concrete there are in Berlin. According to the Federal Office of Statistics, concrete buildings cover approximately 40% of the city surface. Add to that another 15% for transport routes. But Berlin is by no means a concrete jungle. And it should be noted that concrete in and of itself is nothing bad. In fact, concrete is a nature-based product. And it's a sustainable one, too. Concrete is made of sand, water, gravel and cement - none of which is harmful to the environment, that is to say, none of which would prevent sustainability. In other words, in the broadest sense, concrete is a natural product. The fact that we can even make concrete shine bright

has already been proven by a company called Siut, a spinoff of the Technische Universität Berlin that focuses on research into modern building materials. Siut develops pre-cast concrete parts in which fluorescent fibers are installed. Lamps of any color can be fitted into the concrete. The light fibers convey the light to the surface, thus enabling the creation of signposts, patterns and guidance systems. These can be used in a myriad of innovative ways, for example, to provide information at train stations and to guide travelers to their platforms. Germany's rail operator Deutsche Bahn has recognized the potential of this technology and is currently working together with Siut. And it's not just helpful tech, it's aesthetically pleasing as well.

# URBAN GARDENS AND BLEATING GOATS

Text: Simone Fendler

Green oases in Berlin - on the outskirts of the city or at its center, between apartment buildings or even on top of them

There's nothing better than feeling the first warm rays of summer on your face. Human beings, but also plants and animals, emerge from their winter slumbers, stretch their arms and move their faces to catch the sun. For many Berliners, this means "nature here I come!" And, indeed, Berlin has more than enough green spaces - as well as many that are off the beaten path yet easily accessible - for all those hobby gardeners and people looking for some serious recreation.

The Spandauer Forst is among the largest, most beautiful and diverse forests in Berlin. One of its most popular recreational destinations is the chain of paths around the stream known as the Kuhlake (Schönwalder Allee). On the extensive grounds of the forest's animal enclosure, visitors can watch moufflons, fallow deer, roe deer and wild boars. Special tip: starting in March, visitors

can see the baby wild boars for the first time. At Danckelmannstraße 16 in the district of Charlottenburg, an inconspicuous entrance way leads to a 6,000 square meter courtyard where one is greeted with a symphony of cackles and bleats. This wide-reaching complex features a hustle and bustle of fowl and goats. Over the past decades, an urban idyll emerged here thanks to an association and the commitment of community members. Both the goat farm and the wildlife enclosure are free and open to the public. Since spring 2017, there's considerable activity underway in front of the power plant in Mitte. During garden season, children run around with small cans watering the plants growing everywhere in wooden boxes and pots. There's basil in one corner and currant berries in another. Neighbors recline on deck chairs, chat and enjoy the sun while kids dig in the nearby sandboxes. All of this in the heart of Berlin between multistory residential apartment blocks.

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As soon as winter comes to an end, the Stadtgarten (city garden) on Köpenicker Straße 60 will launch its second season in April 2018. At Neue Grünstraße 13-14, also in the district of Mitte, the first garden involved in Vattenfall's "Pflanz was!" ("Plant something!") initiative is already preparing itself for its third season. During opening hours, the gardens are open to all, with every Berliner invited to do some gardening or just relax in the green space.

Urban gardening has been an important trend in the capital for many years now. Not least because more and more green space is disappearing thanks to the boom in new residential buildings. As a major energy supplier in Berlin, Vattenfall is committed to generating more green spaces and cohesion. Indeed, the core idea behind urban gardening underscores the importance of community. Garden managers, as well as landscape gardeners and Vattenfall employees provide expert support to urban gardeners on site.

Numerous residents drop by on a regular basis. Families in particular use urban gardens to give their big-city children a chance to learn where tomatoes and lettuce come from. Everything visitors need to do their gardening is available free of charge from the garden managers – from the plants to the shovels, rakes, watering cans, gloves and hats. Visitors can also bring their own plants. During gardening season, there are also a number of workshops on different gardening themes. And for those who can't come by in person, everyone can watch the gardening professionals Marc and Thomas in their YouTube series "Die Spreegärtner" and get useful tips and tricks for your own garden or balcony. For more information, please visit [pflanz-was.vattenfall.de](http://pflanz-was.vattenfall.de).



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# WHAT DOES THE FUTURE TASTE LIKE?

Even the potato was once a very new and exciting foodstuff, especially when it made its way to Germany in the 17th century. These days, it's a staple in our diet. Will the same thing happen with some of the recent additions to the foods we eat?

Text: Anna Knüpfung



Always follow your nose. At this year's International Green Week in Berlin, the food industry presented a number of trends and innovations, including insect burgers, Açai soda, beef jerky, cold-brew coffee from a can, baos and cocktail popsicles.



## STREET FOOD, SUPERFOOD, REGIONAL FOCUS

The market hall at this year's Berlin Green Week was filled to the brim with streetfood stalls featuring the latest innovative food trends from manufacturers in Germany and the world. Roughly 400,000 guests flocked into the exhibition halls at Berlin's Funkturm (Radio Tower) in January, including 90,000 food-trade professionals. The food sector's many startups were represented in large numbers this year, showcasing their superfoods, alternative protein sources, innovative recipes, sustainability and regional focus. There was also a lot to discover at the joint stand of the German Federation for Food Law and Food Science (BLL) and the Federation of German Food and Drink Industries (BVE).



## INSECTS – FOOD OF THE FUTURE?

A particular sensation was caused by the insect burger made by the startup Bugfoundation, which had its premiere at the Green Week. Founders

Max Krämer and Baris Özel from Osnabrück created Germany's first insect burger out of buffalo worms, and visitors to the Green Week were able to test of the results. According to the FAO world health organization, insects are healthy, nutritious, rich in protein and good fats, while also having plenty of calcium, iron and zinc. Insects are also much less damaging to the environment than larger animals; they don't pollute the groundwater as much and require less land and food.



## SUSTAINABLE, LOW-EMISSION CONSUMPTION

Sustainable consumption has become a decisive element in the field of sustainable development. Nutrition, housing and mobility are the three areas of consumption sectors that have the most impact on the environment. This was confirmed by a third study carried out by Germany's Environmental Protection Agency on the market for sustainable consumption in Germany. Over 72% of consumer spending and 80% of CO<sub>2</sub> emissions from private consumption are generated in these three areas. Food and drink account for 15% of private-consumption CO<sub>2</sub> emissions. Harmful emissions are released into the environment as the result of the cultivation of food as well as in food processing, food transport and food waste. The release of climate gases such as methane and nitrous oxide through livestock farming have a negative impact on the environment, as does the excessive use of fertilizers or pesticides, which pollute our water and delicate ecosystems. Pesticides and unilateral crop rotations are also taking their toll on biodiversity.



## ORGANIC FOOD AND A LOW-MEAT DIET PROTECT THE ENVIRONMENT

A low-meat diet and the use of sustainable and ecologically produced food reduce our impact on the environment and help to protect natural resources. Switching to a vegetarian diet would reduce greenhouse gas emissions by 35%; choosing organically produced food would reduce it by 18%. The willingness on the part of consumers to purchase organic products has risen steadily in the past several years; since 2008, the sales and market share of organic food products have increased steadily. In 2015, sales in organic food-stuffs reached €8.6 billion, which represents a market share of 4.7.

## ENVIRONMENTAL IMPACT TRENDS

After having dropped for several years, since 2007, CO<sub>2</sub> emissions owing to food consumption have risen slightly once again. The CO<sub>2</sub>-reducing effect of the increasing proportion of organic food consumption is being offset by the continued high level of meat consumption, among other things. In 2016, Germans consumed 60 kg of meat per capita compared to 59.6 kg in 2005 (BVDF 2017). Even though the trend is moving toward sustainable organic food consumption, and even though visitors to the International Green Week displayed a keen interest in the innovations emerging from the food industry, consumers are going to have to show that they are willing to change their eating habits over the long term if they want to reduce the impact of food consumption on the environment.

IHK Berlin is organizing a food product market to be held on 6 September 2018 where producers and growers of regional food products from Berlin and Brandenburg will exhibit their wares.

Photo: pixabay.com/congerdesign

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# AQUAMAZING!

Text: Eva Scharmann

A man with a beard, wearing a green jumpsuit with a circular logo on the chest, stands in the center of a greenhouse aisle. He is surrounded by rows of large, vibrant green leafy plants, likely basil, growing in a hydroponic system. The greenhouse structure is visible in the background, with a metal frame and translucent panels. The floor is made of light-colored bricks.

Aquaponics combines aquaculture with hydroponics – and helps the city achieve greater sustainability

Roughly half of the fish consumed worldwide is produced using a system of fish farming called aquaculture. While controlled fish farming protects against overfishing, it also creates new problems such as the pollution of large quantities of water. One ray of hope for a more sustainable form of food production is aquaponics. And one particularly promising solution can now be found in Berlin: Nicolas Leschke, CEO of Ecofriendly Farmsystems (ECF), talks about the symbiosis of fish and vegetables and the advantages offered by food production in the middle of the city.

## **EVERYBODY KNOWS WHAT AQUACULTURE IS. BUT WHAT DOES AQUAPONICS INVOLVE?**

Nicolas Leschke: The term is a portmanteau of the word aquaculture, which involves the farming of organisms living in water – here in Germany, that means freshwater fish – and hydroponics, which is the cultivation of vegetables, fruits and herbs in a greenhouse. Plants grow on substrates, such as expanded clay or coconut fibers, and are irrigated. The combination of the two allows us to create a loop system that makes it possible to farm and cultivate fish and vegetables symbiotically. Our system is both economical and resource efficient.

## **YOUR FARM IN BERLIN-SCHÖNEBERG DEMONSTRATES HOW THIS WORKS?**

Exactly. Our focus lies on the planning and construction of aquaponic farm systems. Operating our own farm has allowed us to build up a wealth of expertise while also making it possible for us to demonstrate the advantages of the ECF system “on living creatures.” But our farm is more than just a reference object; we also produce fish and vegetables here on an area of 1,800 square meters. These days, thousands of cichlids grow to maturity over the course of eight months here in 13 big tanks – this means up to 30 tons of fish per year. The aquaponic “Capital City Basil” grown here at the ECF Farm Berlin has also been available in all REWE markets in Berlin and Brandenburg since last year.

## **WHAT PROMPTED YOU TO CO-FOUND ECF FARMSYSTEMS TOGETHER WITH CHRISTIAN ECHTERNACHT IN 2014?**

Good food and sustainability. I was fascinated immediately by the concept of aquaponics, even though the pilot system didn’t work very well at the time. But it sparked my entrepreneurial spirit, and probably also the inventor in me. It’s what made allowed a strategy coach and an agency owner to transform themselves into aquaponics farmers ...

## **WHY DID YOU FOUND YOUR COMPANY AND THE FIRST AQUAPONICS FARM IN BERLIN OF ALL PLACES?**

Berlin is a city that offers inspiration and the opportunity to try new things. The former molasses factory in Schöneberg is listed as a histo-



The cichlids are farmed in large tanks.

rical monument and fit our purposes perfectly. It has emerged as a site brimming with creativity, culture and environmentally-conscious thinking. Plus, by setting up our farm in the middle of the city, we wanted to show that sustainable food production can work close to consumers – with short transport routes and cold chains. This makes for fresh products and also protects the environment at the same time.

## **ANY OTHER EXAMPLES OF SUSTAINABILITY?**

Our aim is to produce food with a maximum level of resource efficiency. Aquaponics uses the same water to produce fish and plants alike. This drastically reduces the so-called “water footprint.” The production of food in an ECF aquaponics farm consumes 90% less water than in conventional agriculture. We can increase resource efficiency even further by swapping the CO<sub>2</sub>-rich air from the aquaculture with that from the greenhouse and by using rainwater from cisterns. The combination of aquaculture and hydroponics also has economic advantages, seeing as the system uses less freshwater and plant fertilizer.

## **THE FISH FERTILIZE THE PLANTS?**

Yes. The fish release ammonium through their gills. In a special aquaculture filter, the ammonium dissolved in water is converted into nitrate and can replace a large part of the commonly required fertilizer in hydroponics.

## **WHERE DOES ONE FIND OTHER AQUAPONIC FARMS BUILT ACCORDING TO THE ECF SYSTEM?**

In Germany, Switzerland and Belgium. Most recently, a company commissioned us to build a 2,400 square meter aquaponics farm on a rooftop in the heart of Brussels.

## WHO ARE YOUR CLIENTS?

On the one hand, our clients are real estate developers specializing in innovative urban development concepts. On the other hand, we also work with newcomers to the food production sector. Of course, we cooperate most effectively with established food producers because they bring a tremendous amount of experience to the table.

## WHAT MAKES ECF FARM SYSTEMS BETTER THAN THE OTHERS?

Conventional aquaponics involves a regular cycle whereby you let the water from the aquaculture circulate directly to the plants after being filtered. This has one disadvantage in that you can never set the water values precisely to fit the fish and vegetables. This is why we work with a system that involves two circuits into which we insert our control technology. This allows us to optimize the water quality separately for both areas.



The ECF farm concept can be implemented in other cities.

## DOES THIS MEAN THE CONTROL TECHNOLOGY FORMS THE HEART OF THE SYSTEM?

Our control technology has the ability to control the flow of nutrients from the fish to the greenhouses. In this realm, we lead in the pack in Germany.

## IT SOUNDS LIKE WE'RE GOING TO BE SEEING ECF FARMS IN MANY CITIES IN THE NEAR FUTURE.

We're eager to build further farms and also operate them ourselves. At the moment, we have projects taking shape in Germany and abroad, for example in Luxemburg and Albania. I expect there to be several aquaponics farms in the future, especially in urban areas and nearby population centers. I'm very much looking forward to that!



The ECF farm was founded in 2014.

Invitation to a behind-the-scenes look: visitors can visit the glass farm in Berlin every Tuesday from 2-5 pm without prior registration. The information tour provides information on the fish and plants and costs 5 euro per person. Children under the age of 12 get in free. Visitors are given an easy-to-follow overview of the aquaponics system and a pot of "Capital City Basil," while supplies last. Private visitors are invited to drop by without any prior registration, while schools, universities, association and companies are asked to book their special individual tours – in English or German – in advance. The glass farm is can also be booked as a location for company events focusing on sustainability. For further information, visit [www.ecf-farm.de](http://www.ecf-farm.de)



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# IDEAS FOR A HEAL

## From bees to beer in the service of health

Text: Simone Fendler



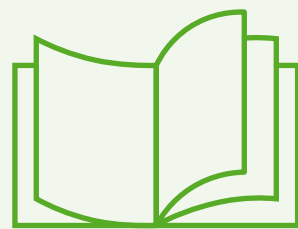
### BUZZ, BUZZ, BUZZ

How many bees would you say are living in Berlin? There are several thousands; that is, several thousands of bee colonies. Over 7,000 bee colonies are cared for by the members of the Imkerverband Berlin (Berlin Beekeepers Association) alone. Each colony is home to roughly 30,000 to 50,000 bees, depending on seasonal fluctuations. Beekeeping is in, and membership in beekeeping associations is on the rise. So it's hardly surprising that the winner of the first Startup Days at the International Green Week 2018 involves an online marketplace for honey. Viktoria Schmidt heads up the sales portal nearBees founded in 2014. The startup offers honey producers a platform that caters to both retailers and (private) consumers alike.



### A COLD BREW

Germany's Beer Purity Law has been in effect for 500 years. But tell that to that bacteria that continues to threaten beer today. The Potsdam-based company Biotecon Diagnostics GmbH is hot on the trail of these spoiling agents. Their foodproof Beer Screening Lyo-Kit is a kit that quickly detects evidence of 31 types of beer spoilage bacteria in one single test. These beer-spoiling bacteria can cause the loss of entire production batches at breweries, and traditional methods used to detect them are highly time-consuming. The test kit was specially developed for application in breweries and gives beer makers safe and easy results within 25 minutes.



### PRINTED MATTER

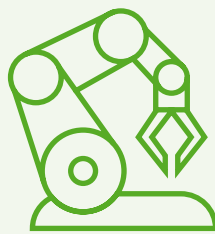
It doesn't take long to print a handout, make a few copies and scan a couple of pages. A modern printer can handle those kinds of jobs in a couple of seconds. Printers are found in almost every office today. However, the fact that these machines generate an invisible danger is largely unknown these days; fine dust particles generated by the printer can pollute the office environment. We're talking about a "bad atmosphere" in the truest sense of the word. Toxozon is a fine-particle air filter that makes for cleaner air. The filter prevents the spread of toner dust and particles and is suitable for all types of laser printers and copiers. It filters office air in keeping with natural principles and almost completely frees it of harmful emissions and allergens. This creates a breath of fresh air for the office, and hopefully also for the work being done there.

# THY LIFE



## A GREEN REVOLUTION YOU CAN EAT

A climbing plant? Moss? Nope, that green stuff shimmering on the facade of the Euref Campus is actually algae. To be more precise, it's the flooded tubes of a photo-bio reactor. As part of this pilot project, the algae have been growing in the pipes at this high-tech location in Berlin since 2016. Although the plant-based life forms are microscopic in size, they're brimming with unexpected talents. To name a few, they have the potential to help provide future generations with food, energy and medicines. The *Chlorella vulgaris* is full of enzymes, protein, fatty acids, amino acids, vitamins and dyes. Star chef Thomas Kammeier, gastronomy director at the Euref Campus, recently became a believer. The algae have already made their way to his kitchen in the form of sauces and foams and as ingredients in marinades or drinks.



## MICROMETER PRECISION

Robots are able to handle an increasing number of tasks. They are used in heavy industry but also as medical robots in surgical operating theaters. Their work requires the highest level of accuracy possible. For the measuring solutions at Bogen Electronic GmbH, this means a level of precision higher than 0.005 mm. The long-standing company based in southern Berlin develops and produces magnetic measuring solutions consisting of measuring heads and scales. When used in the robotics and automation industries, these products take on the precise positioning of robot arms and drive axles. They are also used to control the motion of complex systems. The U.S. magazine Cio Applications included Bogen on its list of "Top 10 Robotics Technology Companies 2017." This flattering honor from Silicon Valley gave Bogen even more inspiration to pursue further innovations.



## FOLLOW-UP CARE

More and more Berliners are getting cancer. In an effort to reduce the physical and psychological stress associated with the disease and to develop new perspectives for patients, DAK-Gesundheit worked together with Vivantes to create "DAK-Tumor-nachsorge," a follow-up care program designed to improve the health and quality of life of those affected by cancer in Berlin. The personal needs of each individual are very different, which means that the services offered are flexible and put together on an individual basis. For example, services include sports and exercise therapy, nutritional counseling, relaxation training, physiotherapy as well as psycho-oncological and psycho-social care. Follow-up cancer care and primary medical care remain intact and are complemented by the new program in a meaningful way.

# DIGITALIZATION CAPITAL BERLIN

## Berlin Partner registers yet another record-breaking year in 2017

Text: Lukas Breitenbach

The Berlin economy is booming. And the facts and figures presented as part of the annual report issued by Berlin Partner for Business and Technology offer further evidence of the city's steady economic growth. More than 8,000 new jobs will be created in the 272 projects supported by Berlin Partner alone. This is an increase of 21 percent over the previous year. As part of these projects, companies are scheduled to invest €557 million in Berlin.



The digital economy continues to stimulate the strongest growth in jobs. Roughly 2,976 jobs will be generated as part of Berlin-Partner projects in the city's official "ICT, Media, Creative Industries" cluster. This represents roughly one-third of all jobs. Numerous jobs will also be created in fields that have several interfaces with the digital economy, such as the transport and service industries.

As Berlin's foremost business development agency, Berlin Partner advises and supports companies across all sectors both in relocations to the capital and in continuing to grow at the location. Recently, economists at Berlin's business development bank IBB calculated the expected medium-term impact on the capital city's economy resulting from the additional investment, job creation and third-party funding amounting to €118.2 million generated by Berlin Partner. According to their calculations, our efforts will increase Berlin's GDP

by a total of €1.5 billion between 2017 and 2019. The business development work being done at Berlin Partner is also set to pay off for the city's overall budget: according to IBB calculations, public revenues in the three-year period will rise by a total of roughly €200 million thanks to the additional value-added effects.

Berliners themselves are also profiting from these impressive numbers, especially as these newly created jobs generate further employment opportunities in both upstream and downstream industries. For example, the construction and real estate sectors are set to profit considerably as more and commercial space is needed for newly established companies - and as increasing numbers of people move to Berlin to fill those jobs, thus placing increasing demand on the city's housing market. According to economists at the IBB, roughly 5,000 additional jobs will be created or safeguarded within three years.



Speaking at the press conference announcing the figures, Christian Rickerts, State Secretary in Berlin's Senate Department for Economics, Energy and Public Enterprises, stated: "We're looking back on a very successful and strong business year in 2017. The economy in the capital continues to enjoy a dynamic development and act as an engine for job growth. In 2017, Berlin Partner successfully carried out its mission as a business and tech development agency. Total investment volumes



are once again very high, and never before have more new jobs been created by the relocation and expansion projects managed by Berlin Partner as in 2017.”



The innovative strength of the Berlin economy also continues to get a boost from third-party funds. At €118.2 billion in 2017 (2016: roughly €49 million), the amount of third-party funding was raised by 141 percent. The key drivers behind these impressive numbers are the fields of energy technology, healthcare industry and optics/ photonics. These numbers show that the German capital continues to offer an ideal environment for innovation projects thanks to its established companies, numerous startups and innovative research environment.

In Berlin, young tech companies and startups find excellent launch and growth opportunities. In fact, the starting position for founders today is more favorable than it has been for decades. The competitive capital market and the pool of highly trained professionals in the digital realm also make the capital a very attractive business location.

Dr. Stefan Franzke, CEO of Berlin Partner for Business and Technology: “It’s not surprising that

the digital economy is driving the current boom. Businesses throughout Germany are drawn to Berlin so that they can work with the local startup scene. In 2018, two new DigiHubs will give yet another boost to the city’s national and international standing and fortify its reputation as a center of digitalization and startups. As the largest of their kind in Germany, one hub will focus on FinTech, the other on the Internet of Things. This is where established companies, founders and scientists come together and share their expertise to develop new innovative business fields. The impact of Berlin’s network of startups, the research community, SMEs and large corporations reaches far beyond the city’s borders, drawing talent and major players from around the world.”

Berliners, too, are increasingly doing more business abroad. The Start Alliance launched by Berlin Partner two years ago to help startups expedite their internationalization efforts and establish Berlin as Europe’s key point of entry into European markets has yielded a one-of-its kind network. The Start Alliance has already sent 100 Berlin-based startups to the United States, China, France, the United Kingdom and Israel, and has a lot planned for 2018, as more cities across Europe and the globe are scheduled to join as partners. In addition to Vienna, Europe’s most important hubs as well as key centers in Asia, North America and the Middle East are included.

For more information and figures regarding Berlin Partner’s 2017 annual report: [www.berlin-partner.de/presse](http://www.berlin-partner.de/presse)

# BERLIN 2017-2019

**€ 1.5 billion**  
increase in GDP

**€ 200 million**  
increase in public revenue

**5,000**  
new jobs

# COFFEE BREAK



## Lukas Breitenbach meets up with BER Airport CEO *Engelbert Lütke Daldrup* for a coffee

### **MR. LÜTKE DALDRUP, IS THERE ONE QUESTION YOU SIMPLY CAN'T BEAR TO HEAR ANYMORE?**

Of course, I get non-stop questions about what the exact date of the BER airport opening. Given that I was instrumental in getting a dependable date for the opening, I'm relatively certain as to how much longer I'll have to respond to that question. However, seeing as I myself asked that question many times as a member of the supervisory board, I can't blame others for doing the same. The idea of waiting until October 2020 is a lot to ask of the general public. But we'll have to endure the stress together until then. Ultimately, the two-and-a-half years of stress will be easier to bear than repeatedly pushing the date back.

### **YOU RECENTLY DESCRIBED YOUR POSITION – PRESUMABLY QUITE ACCURATELY – AS “THE MOST UNPOPULAR JOB IN THE CITY.” DO YOU NEVERTHELESS TAKE ANY PLEASURE IN DOING YOUR JOB?**

I enjoy my job, even with the aggravation that comes with the position of airport head. I take a solution-oriented approach to my work, and there are still many things to be solved at BER. I'm conscious of the fact that the job comes with a great deal of responsibility that goes far beyond the company and the capital region.

I have tremendous respect for the position, and I try to bring an appropriate dose of humility to my work.

### **YOU BET A CASE OF “GOOD RED WINE” ON THE OPENING OF THE BER AIRPORT IN OCTOBER 2020. IS ANYBODY BETTING AGAINST YOU ON THIS ONE?**

Interestingly, nobody has responded to it yet. I'm quite sure of my bet, and it would appear that no one is as convinced to the contrary. I take that as a good sign. Ultimately, it's in the interest of all of us that the airport is completed. Plus, considering the economic threat that the Berlin/Brandenburg region would face if the project fails, even a case of good red wine would be a small consolation in comparison.

### **DO YOU HAVE A FAVORITE BER AIRPORT ANECDOTE?**

I don't have a favorite anecdote, but I suspect the stream of more or less good BER jokes will not abate in the near future. It's interesting that the BER construction site continues to inspire jokes and anecdotes while less attention is paid to the fact that year after year, our airports in Tegel and Schönefeld transport increasing numbers of airline passengers and provide solid and reliable airport service for the entire region.



## About Engelbert Lütke Daldrup

After completing a degree in spatial planning at TU Dortmund, Lütke Daldrup worked initially in Frankfurt am Main and then in Berlin and Leipzig. After ten years as city councilor in Leipzig, he became state secretary in the Federal Ministry for Transport, Building and Urban Development in 2006. In 2015, after holding positions in Berlin and Weimar, he became airport coordinator for the federal state of Berlin and took up a seat on the supervisory board of Flughafen Berlin Brandenburg GmbH. In March 2017, the supervisory board appointed Lütke Daldrup to the position of chairman of the board of Flughafen Berlin Brandenburg GmbH, which made him head of Berlin's Tegel, Schönefeld and Berlin Brandenburg airports.

## What else can we say... about BER?

# MONUMENT TO

## Berlin Partner joins artists to call on Berliners to

In May 2017, a giant hashtag sculpture - roughly 25 meters by 2.50 meters - was installed on Washingtonplatz at the entrance to Berlin's central station: #FREIHEITBERLIN. Starting in early 2017, the theme of freedom has been the focus of the "be Berlin" capital city campaign. Since then, more than 9,000 Berliners have submitted their own

musings on freedom, thus sharing their personal message of freedom with the rest of the world in the form of images, stories, videos and quotes.

And now, it's Berliners turn to erect a monument to freedom. The letters #, F, R, E, I, H, E, I, T, B, E, R, L, I and N, created by Berlin's own Graft



# FREEDOM

## pay tribute to freedom

architectural office, was designed by artists from all over the world - and by Berliners themselves. The first nine letters #FREIHEIT were made available to international artists who were selected together with the association known as Berlin Art Bang - the creators of the hit urban art installation "The Haus." All Berliners were invited to apply to

design the six letters BERLIN. The only prerequisite was to ensure that the designs could be used on each letter and focused on the theme of freedom. Thanks to all the ideas submitted by Berliners and the support of the Berliner Morgenpost and tip Berlin / Zitty, great designs for the letters have been found. More information at [www.be.berlin](http://www.be.berlin).



# HOW THE FINANCIAL INDUSTRY OF THE FUTURE IS BEING CREATED IN BERLIN

## Berlin is Europe's FinTech capital and supports international startups active in the Start Alliance

Text: Ines Hein

The cradle of Europe's financial sector is now found on the banks of the Spree River. In no other city are FinTechs emerging at such a high speed and level of success than here in Berlin. From 19 to 29 March 2018, the first inbound program of the Start Alliance focusing on FinTech – a highly anticipated summit of financial innovators – was held in Berlin.

With disruptive business models and digital services, FinTech startups are eager to provide traditional banks with entirely new services. Mobile transactions, "online-only" banking and modular financial services are just some of the trends set to pry open the very traditional banking sector. In Germany, the moniker "financial center" no longer applies solely to Frankfurt am Main. As Germany's FinTech capital, Berlin is now the leader in finance innovations for startups. One important trendsetter in this development is the Start Alliance launched in 2015 by Berlin Partner for Business and Technology. The aim of the alliance is to support startups from New York, London, Paris, Shanghai, Tel Aviv, Vienna and Berlin in their efforts to internationalize their business and to strengthen scaling effects by means of short distances around the globe.

From 19 to 29 March 2018, the German capital hosted the Start Alliance's first inbound program on the subject of FinTech. Fifteen startups from Berlin's partner cities came to the capital, where they were introduced to the local startup scene through visits to co-working spaces, accelerators

and incubators. The initiators of the program also provided their guests with deep insights into the German financial ecosystem by establishing links to banks and their innovation labs as well as to FinTech institutions and pioneers. The FinTech company builder FinLeap, a renowned FinTech promoter specializing in helping founders build tech-driven financial service companies, was also on board as a mentoring partner. Among their best known spinoffs are solarisBank, the first FinTech bank to have its own banking license, as well as Elinvar, FinReach, BillFront, Clark, Element and Valendo.

With FinLeap as a mentoring partner, participants in the Start Alliance program received profound insights into the structures and mechanics of the German financial sector. Thanks to the mentors, participants were able to establish concrete ties to relevant partners and gain access to practical docking options designed to help them gain a foothold in the German market. In other words, they were provided a shortcut to Germany's digital financial center. "Berlin is an important location on the European FinTech scene, but openness to new ideas is the only way to advance the city to a top-tier position where it can play in the big leagues," explains FinLeap CEO and co-founder Ramin Niroumand. "The inbound program organized by Start Alliance is a very valuable and exciting initiative. Many approaches that exist in the FinTech sector across the globe are presented here. In addition to fruitful exchanges with the FinTech experts, I'm also hoping we see many

new partnerships and collaborations on an international level.”

The numbers prove that the German capital is predestined for this innovation summit. According to Comdirect’s 2017 FinTech Hub Ranking, 228 of a total of roughly 700 nationwide FinTech startups are based in Berlin. Between 2013 and the fall of 2017, €664 million in venture capital flowed into financial technology startups here. Berlin is also ahead of Frankfurt and Hamburg in terms of the number of startup companies founded as well as in VC investments and VC funding rounds.

Why all the hype? In Berlin, a company is founded on average every 20 minutes. Roughly 500 tech startups are born here each year. The city is highly attractive as a new-company capital

because it offers both international and interdisciplinary networks and a high quality of life. Digital work and urban lifestyles can be combined here in the best possible way. This fact attracts talent from all over the world – with large companies and investment capital following closely behind. As a hotspot in the blockchain community, the city also stays true to its reputation for engaging in experimental approaches. People try out new things in Berlin. Here, the system of “trial and error” is often extended by the factor of “success” – which is precisely Berlin’s formula for lucrative digitalization. There’s also a policy-related bonus: Germany’s financial market regulation is determined in Berlin. Short paths and a direct line to official decision makers and committees make Berlin the “place to be” for aspiring young companies in the FinTech community. Not just this March, but all year round.



# A CONVERSATION WITH MASTER CHEFS



## SEBASTIAN FRANK

2017 Berlin Master Chef – Restaurant HORVÁTH

### What was a defining moment in your career as a chef?

My most defining moment was a moment in which I became conscious of what was essential, of what makes me who I am, and the idea of transforming my personal story and identity into culinary moments. In the first six months, I worked with very international products, such as lobster, avocados, etc., giving them an Austrian touch. Then it suddenly dawned on me: What on earth am I doing? I'm not olive oil, turbot or mango! I am trout, lard, garlic and caraway! These are my identity! It actually all became clear to me in one single moment and also established the "red thread" that runs through my philosophy of cooking.



## RENÉ KLAGES

2017 Regional Master Chef – Restaurant „17fuffzig“ at the Bleiche Resort & Spa, Burg (Spreewald)

### Where do you gain your inspiration?

First and foremost from products that nature itself provides, but also just from staying curious. The job of a chef is not to create something new using any means possible, but simply to bring out what's already there in a special way. For me, inspiration means giving a suitable framework to those things – things that are already beautiful in and of themselves – and intensifying their positive qualities. This doesn't mean limiting oneself creatively, but instead allowing oneself to be inspired by the beauty of things and handling them with due respect. It also means always questioning oneself critically without losing the courage to create one's own signature. For me, this is an important principle when creating new and exciting dishes.



# WITH 2017'S BERLIN



## ILONA SCHOLL

2017 Berlin Hostess – Restaurant tulus lotrek

### What is special about your restaurant and the concept behind it?

After more than two years of tulus lotrek, we still have no idea how to answer that question. Perhaps it's because we've always considered it constraining to have to define precisely what we do. This much I can say: we do casual fine dining in Kreuzberg. And we do it very enthusiastically, tirelessly, with lots of warmth and verve and with our own signature style and idiosyncratic language.



## CHRISTOPHER KÜMPER

2017 Climber of the Year – Restaurant Schwein

### What does Berlin mean to you in culinary terms?

Berlin is a leader in Germany in terms of cuisine. People here are interested in food and nutrition; they enjoy going out for dinner, sometimes twice a week, no matter whether it's to a gourmet restaurant, burger joint, street food market or "gastro-pub." The scene is constantly learning new things and it gets an extra boost from the large numbers of experts and international tourists. Receiving the title "2017 Climber of the Year" is a tremendous honor and a wonderful confirmation of the work my team and I do on a daily basis.



## BEN POMMER

Berlin Scene Restaurant 2017 – BRLO BRWHOUSE

**Independent breweries are on the rise. What is your perspective on the craft beer trend and the image of beer in general?**

Let's hope so! Craft beer is no longer a trend; it's a return to solid craftsmanship and the great taste that comes from that skill. It's about maximum variety! The sustainability that accompanies craft beer is also no longer a trend; it's a must. The more people understand that, the more the image of beer and beer consumption changes. Overall, beer consumption is on the decline, while craft beer consumption is on the rise. In the end, consumers always appreciate craftsmanship and taste.



## THE DUC NGO

Gastronomic Innovator 2017 – Restaurants Kuchi, Cocolo Ramen, Madame Ngo, 893 Ryotei, Golden Phoenix and others

**You now have ten restaurants you call your own. What inspires you to focus on more than one restaurant and continuously launch new projects?**

I love building up extremely varied restaurants. I love all types of cuisine from all around the world, and I'm always excited about both traditional and modern creations. In general, I'm always open to new things. But my goal is always to create the best out of everything. When I start a new project, I don't seek to open up just any old restaurant; my goal is to create a great and authentic restaurant that can call itself the best. That's what inspires me.



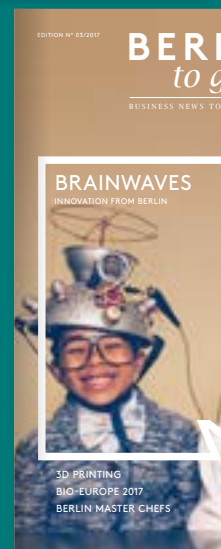
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