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## Pollutec

### 28th International Trade Show for Environmental Equipment, Technologies and Services

Date: Nov 27, 2018 - Nov 30, 2018

Location: Lyon, France

**Venue:** 9 Avenue Louis Blériot | 69680 Chassieu | France

- [Lien vers la version française ▶](#)

Pollutec is the premiere stage for showcasing equipment, technology, and services for the environment and energy sectors. With over 70,000 professionals from 128 countries Pollutec creates a launch pad for market innovators to meet and interact with environment and energy stakeholders.

Germany Trade and Invest (GTAI) will be present and exhibiting at Pollutec 2018 with our resident experts **Flérida Regueira Cortizo, Annika Förster, and Bénédicte Winter** at **Hall 4, Booth Number 123** and is the official inbound investment agency of the Federal Republic of Germany.

GTAI cordially invites you to our **workshops** on business opportunities in Germany's environmental technologies markets @ Pollutec on **November 28th and 29th 2018, 10 a.m.** Afterwards, our experts are available to answer your questions in individual meetings.

**Workshop: Doing Business in Germany**

Opportunities for international companies in the market for environmental technologies

**Date/Time:** November 28th and 29th 2018, 10 a.m.

**Venue:** GTAI Stand at Pollutec 2018, #4-G123

**Registration:** There is no registration necessary. Participation is free of charge. Companies can request individual meetings by contacting [Ms. Annika Förster](#) ▶

**Language:** The presentations and panel discussion will take place in English.

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## Program

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### WEDNESDAY, 28TH OF NOVEMBER EXPANDING TO GERMANY'S WATER MARKET – CHALLENGES & OPPORTUNITIES

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10:00 a.m. **Welcome**

- Flérida Regueira Cortizo, Senior Manager Investor Consulting, Germany Trade & Invest
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10:05 a.m. **Keynote Presentations**

- Three Facts You Should Know About the German Water Market – Annika Förster, Manager Investor Consulting, Germany Trade & Invest
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10:15 a.m. **Panel Discussion**

- Representative of Business France
  - Bénédicte Winter, Senior Manager Investor Consulting, Germany Trade & Invest
  - Annika Förster, Manager Investor Consulting, Germany Trade & Invest
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10:30 a.m. **Coffee & Networking**

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### THURSDAY, 29TH OF NOVEMBER EXPANDING TO GERMANY'S RECYCLING MARKET – CHALLENGES & OPPORTUNITIES

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10:00 a.m. **Welcome**

- Annika Förster, Manager Investor Consulting, Germany Trade & Invest
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10:05 a.m. **Keynote Presentations**

- In brief: Your subsidiary in Germany – Udo Sellhast, Senior Manager Tax & Legal, Germany Trade & Invest
  - Leverage technology and French Key Accounts to Break Into the German Market – Jérémie Garbe, Global Sales Director, Pellenc ST
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10:15 a.m. **Panel Discussion**

- Jérémie Garbe, Global Sales Director, Pellenc ST
  - Representative of Business France
  - Udo Sellhast, Senior Manager Tax & Legal, Germany Trade & Invest
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· Flérida Regueira Cortizo, Senior Manager Investor Consulting, Germany Trade & Invest

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10:30 AM **Coffee & Networking**

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We offer a wide variety of confidential investor consulting services free of charge to international companies interested in establishing a physical business presence in Germany - Europe's most advanced market for environmental technologies. Our industry experts look forward to speaking to you about developments and increasing opportunities for international companies in Germany's energy efficiency, water and circular economy sector.

· **Lien vers la version française** ▶

Our free-of-charge services for investors include:

- Consulting on individual market entry strategy
- Industry specific market data and statistics
- Information on the German tax and legal framework
- Information on finance and incentive options
- Active support in finding the best business location in Germany

All inquiries are treated confidentially and all investment services are free of charge.

We look forward to meeting you in Lyon.

· [Link to Official Website](#) ▶

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**Our Partner**



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## CONTACT US

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✉ [Submit your question](#)



Flérida Regueira Cortizo |  
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Fotografie

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✉ [Submit your question](#)

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