



Zwei Frauen und ein Mann im Gespräch | © istock/gradyreese

Our Partners

GTAI provides direct access to all of the relevant actors in the German economy. As the center of a broad network at home and abroad, GTAI maintains close relationships with a number of partners. These include:

Foreign Chambers of Commerce, Delegations and German Business Representatives (AHKs)



Logo allgemein der AHKs | © Deutsche Auslandshandelskammern

As official representatives of the German economy, the German Chambers of Commerce Abroad, delegations and German business representatives at 140 locations in 92 countries and with 1,900 employees are well connected internationally. AHKs are member organizations and are supported by 47,900 business members worldwide. The AHKs carry out a number of tasks to maintain, intensify and improve overall foreign trade relationships, particularly between the respective location country and Germany.

GTAI and AHK published a brochure which can be downloaded here **free of charge**: "Together for the Economy - Germany Trade & Invest and the German Chambers of Commers Abroad"

Find out more about the [Foreign Chambers of Commerce, Delegations and German Business Representatives \(AHKs\)](#) ▶

Federal Ministries, Selected Subordinate Authorities and Federal Participation

Federal Foreign Office (AA)



Logo des Auswärtigen Amtes | © Auswärtiges Amt

The Federal Foreign Office (central office) and all 234 German diplomatic missions form the Federal Foreign Service. The Foreign Service maintains the Federal Republic of Germany's relationships with other countries, as well as with international and supra-national organizations. The Federal Foreign Office promotes intensive interaction and exchange with the world in the fields of business, culture, science and technology, the environment, development issues and many more areas.

[Federal Foreign Office](#) ▶

Federal Ministry of Education and Research (BMBF)

The Federal Ministry of Education and Research carries out a number of responsibilities set out under German constitutional law. The most important include the promotion of science and research; talented student promo-

tion in schools, training and studies; the promotion of young scientists through international exchange programs in education and training, study, and science; shaping extracurricular and vocational education, further education and promoting vocational training (together with the federal states).

[Federal Ministry of Education and Research ▶](#)

Federal Ministry for Economic Affairs and Energy (BMWi)



Logo des BMWi | © Bundesministerium für Wirtschaft und Energie

The Federal Ministry for Economic Affairs and Energy supports competitiveness and economic well-being in Germany. Ministry responsibilities include supporting the small and medium-sized enterprise sector, new technologies and coordination of the energy transition. Within the Federal Government, the ministry is responsible for foreign trade promotion.

[Federal Ministry for Economic Affairs and Energy ▶](#)

Federal Ministry of Economic Cooperation and Development (BMZ)

The Federal Ministry of Economic Cooperation and Development performs a number of tasks including the planning and political coordination of German development cooperation, cooperation with civil society and business, and cooperation with partner countries and multilateral organizations as well as developmental policy information and education work.

[Federal Ministry of Economic Cooperation and Development ▶](#)

Federal Office for Economic Affairs and Export Control (BAFA)



Logo des Bafa | © Bundesamt für Wirtschaft und Ausfuhrkontrolle

The Federal Office for Economic Affairs and Export Control is a higher federal authority subordinated to the Federal Ministry for Economic Affairs and Energy. A central task of BAFA in the foreign trade sector is export control. Being involved in the export control policy of the federal government, BAFA acts as a licensing authority in close cooperation with other federal agencies on a complex export control system. Foreign-trade relevant tasks conducted by BAFA include the implementation of import regulations adopted for the common trade policy of the European Union. Economic development promotion focuses on programmes for small and medium-sized enterprises.

[Federal Office for Economic Affairs and Export Control](#) ▶

German Energy Agency (dena)



Logo der dena | © Deutsche Energie-Agentur

Dena is Germany's centre of expertise for energy efficiency, renewable energy sources and intelligent energy systems. As Agency for Applied Energy Transition we help achieve energy and climate policy objectives by developing solutions and putting them into practice, both nationally and internationally. In order to do this, we bring partners from politics and business together, across sectors. dena's shareholders are the Federal Republic of Germany and the KfW Group.

[German Energy Agency ▶](#)

German Society for International Cooperation (GIZ)



Logo der GIZ | © Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

GIZ is a globally active international cooperation and sustainable development service provider with over 50 years of experience in a wide variety of areas; from economic development and employment to energy and the environment, and peace and security. GIZ's main contractor is the Federal Ministry for Economic Cooperation and Development.

[German Society for International Cooperation ▶](#)

Euler Hermes AG (Euler Hermes) / PricewaterhouseCoopers AG Auditing Firm (PwC)

The federal government has been supporting the German economy with government guarantees for exports, foreign investments and raw material projects abroad for decades. Companies and banks receive individual protection for their foreign activities through this foreign trade promotion. The implementation and processing of these promotion measures is performed by Euler Hermes and PricewaterhouseCoopers on the Federal Government's behalf. This mandated consortium is the direct contact partner for exports and banks for any questions about securing German business abroad.

[www.agaportal.de ▶](http://www.agaportal.de)

go-cluster



Logo go-cluster Exzellent Vernetzt! | © 2017 Bundesministerium für Wirtschaft und Energie

The Federal Ministry for Economic Affairs and Energy launched "go-cluster" – a cluster excellence programme combining the most efficient national cluster management organisations. The "go-cluster" programme is the cluster political excellence activity of The Federal Ministry for Economic Affairs and Energy and supports cluster management organisations with the development of their innovation cluster. Clusters included into the "go-cluster" programme are vanguards of innovation and demonstrate how highly competent Germany is in different industries and technological sectors.

[go-cluster](#) ▶

Chambers of Craft (HWKs)

Chambers of Crafts promote skilled craftwork regionally and ensure that the interests of individual skilled crafts branches and occupations are balanced. The chambers provide legal representation for all skilled craftsmen within a district. Every skilled crafts business is a member of the respective regional skilled Chamber of Crafts. With around 960,000 members federally, the chambers offer a broad spectrum of services ranging from technical, business and legal consultation to vocation training advice.

[Chambers of Craft](#) ▶

Chambers of Commerce and Industry (IHKs)

Germany's 80 Chambers of Commerce and Industry are public entities that are available to their member companies as service-oriented advisors and brokers in local, regional and national matters. All domestic German companies - excluding skilled crafts businesses, freelancers and agricultural enterprises - are members of an IHK by law.

[Chambers of Commerce and Industry ▶](#)

Country Associations

As private cross-industry foreign trade organizations, country associations promote bilateral business relationships with the respective target region. In addition to providing an extensive range of services for their members, their main task is representing business policy interests.

German-African Business Association (AV)



Logo des Afrika-Vereins | © Afrika-Verein der deutschen Wirtschaft

The German-African Business Association is the federal, cross-industry foreign trade association representing German companies and institutions who are interested in economic cooperation with states of the African continent. The Association provides information about countries and markets in Africa, initiates contacts and represents the interests of its members domestically and abroad.

[German-African Business Association ▶](#)

German-Latin American Business Association (LAV)



Logo des Lateinamerika-Vereins | © Lateinamerika-Verein der deutschen Wirtschaft

The German-Latin American Business Association provides a networking and information platform for German companies with business interests in Latin America. As a federally active association, it is the specialist for consulting, reporting, representation of interests, and meetings with decision-makers in Latin American business. It helps companies from all sectors establish and expand their business activities in Latin America and the Caribbean.

[German-Latin American Business Association ▶](#)

German-Near and Middle Eastern Business Association. (NUMOV)



Logo des NUMOV | © Nah- und Mittelost-Verein e.V.

As a service provider, the German-Near and Middle Eastern Business Association promotes bilateral business relationships between the countries of the Near and Middle East and the Federal Republic of Germany. The association offers cross-industry reports on the markets of various regions, provides information and organizes delegation trips and events.

[German-Near and Middle Eastern Business Association ▶](#)

German Asia-Pacific Business Association (OAV)



Logo des Ostasiatischen Vereins | © Ostasiatischer Verein der deutschen Wirtschaft

The German Asia-Pacific Business Association provides services for German businesses in Asia and strives to promote stronger bilateral economic relationships between Germany and the Asia-Pacific region. As a private business association, it serves as the cross-industry and supra-regional contact partner for German businesses whom it supports in establishing and extending relationships.

[German Asia-Pacific Business Association](#) ▶

German Eastern Europe Business Association (OAOEV)



Logo des Osteuropavereins | © Osteuropaverein der deutschen Wirtschaft

The German Eastern Business Association (OAOEV) promotes German companies in 29 countries of Central Europe, Eastern and South-Eastern Europe, the South Caucasus and Central Asia. The OAOEV comprises around 350 member companies and associations. The association is also supported by six central associations of German industry: the Federation of German Industries (BDI), The Association of German Chambers of Commerce and Industry (DIHK), the Association of German Banks (BdB), the German Insurance Association (GDV), the German Confederation of Skilled Crafts (ZDH) and the Federation of German Wholesale and Foreign Trade (BGA). The German Eastern Business Association is in close contact with the Federal German Government and actively promotes the dismantling of trade barriers and the improvement of investment conditions in our partner countries.

[German Eastern Europe Business Association](#) ▶

Ministries and Business Development Agencies of the Federal States

The sixteen federal states have individual economic development agencies whose tasks, organization and instruments differ by state.

[Federal States ▶](#)

German Business Associations and further Institutions

Association of the German Trade Fair Industry (AUMA)



Logo des AUMA | © Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V.

The Association of the German Trade Fair Industry is the German trade fair association. It represents the interests of all trade fair participants (exhibitors, organizers and visitors to trade fairs) before the government and parliament and other national and international institutions. The AUMA provides information about dates, goods and service offers and exhibitor and visitor numbers of domestic and foreign fairs and exhibitions. In close cooperation with the Federal Ministry for Economic Affairs and Energy, AUMA creates the official German foreign trade fair programme which supports German exhibitors.

[Association of the German Trade Fair Industry ▶](#)

Federation of German Industries (BDI)



Logo des BDI | © Bundesverband der Deutschen Industrie e.V.

The Federation of German Industries is the business policy head organization of 36 industry associations. The BDI has the task of maintaining and promoting all joint interests of its represented industry branches. The BDI and its member associations offer information and business policy advice on all industry-relevant topics.

[Federation of German Industries](#) ▶

German Aerospace Industries Association (BDLI)



Logo BDLI - Bundesverband der Deutschen Luft- und Raumfahrtindustrie e.V. | © Bundesverband der Deutschen Luft- und Raumfahrtindustrie e.V.

The German Aerospace Industries Association (BDLI) with more than 240 members represents the interests of an industrial sector which has become a significant driver of economic growth in Germany due to its international technological leadership and worldwide success. Communication with political institutions, authorities, associations and foreign representations in Germany is one of the major tasks of the BDLI, as well as providing a variety of services in Germany and abroad for its members. The BDLI is the trademark owner of the ILA Berlin – the trade fair for “Innovation and Leadership in Aerospace”.

[German Aerospace Industries Association \(BDLI\)](#) ▶

Federation of German Wholesale, Foreign Trade and Services (BGA)



Logo des BGA | © Bundesverband Großhandel, Außenhandel, Dienstleistungen e.V.

The Federation of German Wholesale, Foreign Trade and Services is the leading organization for the wholesale, foreign trade and service sector. The association particularly promotes the interests of the mid-sized sector. It represents and promotes the general professional, business and social policy interests of its member associations and their companies.

[Federation of German Wholesale, Foreign Trade and Services ▶](#)

Association of German Chambers of Industry and Commerce (DIHK)



Logo des DIHK | © Deutscher Industrie- und Handelskammertag

The Association of German Chambers of Industry and Commerce is the umbrella organization of 80 German Chambers of Industry and Commerce that serve as the first on-the-spot point of contact for businesses on all matters foreign-trade related. The DIHK represents the policy interests of German business in dealings with the Federal Government and overseas. Together with other partners, it forms the support organization for regional initiatives of German business and is a shareholder of several companies that act for the association in foreign trade matters. The DIHK supports German foreign trade chambers and delegates and representatives of German business at 130 locations in 90 countries.

[Association of German Chambers of Industry and Commerce ▶](#)

Import Promotion Desk (IPD)



Logo Import Promotion Desk | © Import Promotion Desk (IPD)

The Import Promotion Desk (IPD) is the initiative for import promotion in Germany. It connects German importers with small and medium-sized exporters from selected developing countries and emerging nations. The IPD's goal is sustainable and well-structured import promotion of specific products from selected partner countries under compliance with high quality, social and environmental standards. The IPD consolidates the interests of European importers with those of exporters in the emerging growth markets of the partner countries. The IPD has been initiated by sequa, a globally operating development organization, in close cooperation with the Federation of German Wholesale, Foreign Trade and Services (BGA). The IPD is funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

[Import Promotion Desk](#) ▶

German National Tourist Board (GNTB)

Supported by:



on the basis of a decision
by the German Bundestag

Germany
The travel destination



www.germany.travel

Logo GNTB | © The German National Tourist Board

On behalf of the German federal government, the GNTB has been working internationally to promote Germany as a travel destination for more than 60 years. It communicates the diverse appeal of the country to a world-wide market, thereby promoting a strong and attractive brand – 'Destination Germany'.

[The German National Tourist Board ▶](#)

German RETech Partnership



Logo German RETech Partnership e.V. | © German RETech Partnership e.V.

The German RETech Partnership is an independent network of companies and institutions operating in the German waste management and recycling sector. It aims to promote worldwide technology transfer and provide access to German expertise. The association is the one-stop shop for international decision-makers interested in advanced waste management and recycling solutions, and who seeks access to know-how and technology 'Made in Germany'. The non-profit network covers the fields of research, planning, equipment, logistics, operations and marketing secondary raw materials.

[German RETech Partnership ▶](#)

German Water Partnership (GWP)



Logo (GWP) | © German Water Partnership e.V.

German Water Partnership e.V. (GWP) is a network of around 350 private and public water sector companies, as well as water-related associations and institutions from industry, science and research. The initiative is support-

ed by five federal ministries for environment, research, development, economic affairs and the Federal Foreign Office. GWP bundles the activities of the German water sector to strengthen its international competitive position. The network improves the framework conditions for business development abroad, drives innovation and contributes to solving water management problems worldwide with adapted, integrated and sustainable approaches

[German Water Partnership e.V.](#) ▶

Association of Consulting Engineers (VBI)



Logo VBI - Verband Beratender Ingenieure | © Verband Beratender Ingenieure

The Association of Consulting Engineers is the representative professional organization of independent consulting and planning engineers in Germany. The VBI represents the professional and business interests of its member companies domestically and abroad.

[Association of Consulting Engineers](#) ▶

German Association of the Automotive Industry (VDA)



Logo des VDA | © Verband der Automobilindustrie

The German Association of the Automotive Industry promotes the interests of the entire German automotive industry nationally and internationally in all motor transport sectors, such as in business, traffic and environ-

mental policy, technical legislation, standardization and quality assurance. The VDA also organizes the IAA international motor show.

[German Association of the Automotive Industry ▶](#)

Association of German Machinery and Plant Engineering (VDMA)



Logo des VDMA | © Verband Deutscher Maschinen- und Anlagenbau

The Mechanical Engineering Industry Association primarily includes mid-sized sector companies from the capital goods sector. The VDMA represents the joint business, technical and scientific interests of engineers, especially towards national and international authorities and business circles. It also sees itself as a platform for its member companies and offers a number of services to them.

[Association of German Machinery and Plant Engineering ▶](#)

Association of German Women Entrepreneurs (VdU)



Logo des VDU | © Verband Deutscher Unternehmerinnen

The Association of German Women Entrepreneurs represents the cross-industry interests of female entrepreneurs. It represents businesses run by women, especially mid-sized sector businesses from industry, skilled crafts, trade and services. The VdU promotes greater female entrepreneurship, encourages women in leadership positions and strives for better terms for women in business.

[Association of German Women Entrepreneurs ▶](#)

German Confederation of Skilled Crafts (ZDH)



Logo des ZDH | © Zentralverband des Deutschen Handwerks

The German Confederation of Skilled Crafts represents the interests of skilled crafts businesses in Germany. The ZDH combines the work of 53 skilled crafts chambers, 48 skilled craft trade organizations at the federal level and of other business and skilled crafts institutions in Germany. The ZDH strives to provide a consensus for all fundamental questions of skilled crafts policy and represents all skilled crafts interests towards the Bundestag, the federal government, other central authorities, the European Union and international organizations.

[German Confederation of Skilled Crafts ▶](#)

German Electrical and Electronic Manufacturers' Association (ZVEI)



Logo des ZVEI | © Zentralverband Elektrotechnik- und Elektronikindustrie e.V.

The German Electrical and Electronic Manufacturers' Association represents the joint interests of the electrical engineering and electronics industry and related service companies towards politics, society, customers and value-adding partners. The ZVEI supports its members through technology and market-oriented services where politics, institutions, companies and markets meet.

[German Electrical and Electronic Manufacturers' Association ▶](#)

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